



Since the early 1990s, New World has prudently pursued a strategy of diversification. Throughout this process we have broadened business lines and reinforced income streams. We are now positioned to meet the current economic adversity with our ongoing strategy of measured diversity, a more balanced business mix, and a strong emphasis on maintaining financial strength. We are ready to ride through the challenges ahead and emerge stronger in the new economic order.

Founded in 1970, New World is a leading

Hong Kong-based enterprise. With operations focused on Hong Kong
and China, the Group's business activities are concentrated on five core
divisions – property, hotels, infrastructure, services and
telecommunications. The Group is dedicated to maximising
shareholder value, serving the community of Hong Kong and playing a
key role in building tomorrow's China.



#### CONTENTS

- 2 Financial Highlights
- 3 Corporate Information
- 4 Year in Review
- 6 Chairman's Statement
- 9 Managing Director's Report
- 14 Directors' Profile
- 16 Community Relations / Employee Relations
- 17 Management Discussion and Analysis Business Review
- 56 Management Discussion and Analysis Financial Review
- 67 NWD in the Financial Market
- 68 Year 2000 Issue
- 69 Directors' Report
- 75 Notice of Annual General Meeting
- 76 Schedules of the Group's Principal Properties and Projects

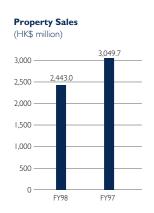
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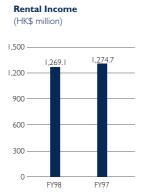
- 95 Auditors' Report
- 96 Financial Statements
- 144 Glossary of Terms
- 147 NWD Financial Summary
- 148 NWI Financial Summary

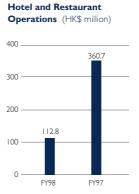
#### KEY FINANCIAL DATA

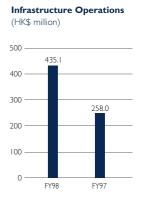
	Year Ended 30 June		Change
	1998	1997	
Turnover (HK\$ million)	20,389.9	19,975.9	2.1%
Attributable Operating Profit (HK\$ million)	4,009.5	4,863.8	(17.6%)
Profit Before Exceptional Items (HK\$ million)	3,345.1	3,996.0	(16.3%)
Profit Attributable to Shareholders (HK\$ million)	2,142.9	5,312.0	(59.7%)
Total Assets (HK\$ million)	103,904.7	108,433.7	(4.2%)
Long Term Liabilities (HK\$ million)	24,960.4	15,905.6	56.9%
Shareholders' Funds (HK\$ million)	54,812.1	64,309.9	(14.8%)
Earnings Per Share – Basic $(HK\$)$	1.11	2.86	(61.2%)
– Fully Diluted $(HK\$)$	1.10	2.85	(61.4%)
Dividends Per Share (HK\$)	0.64	1.20	(46.7%)
Debt to Equity Ratio	48.5%	32.5%	n/a

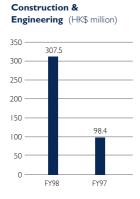
#### ANALYSIS OF ATTRIBUTABLE OPERATING PROFIT ("AOP") BY BUSINESS SEGMENT

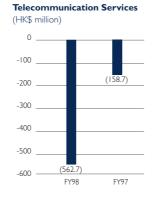


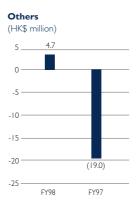












Attributable Operating Profit: Attributable profit before exceptional items, interest and other overhead items.

#### CORPORATE STRUCTURE

PROPERTY

Development & Investme

Hotel Investment

Government Subsidised Housing

City Core

Land Improvement Projects INFRASTRUCTURE

Cargo Handling

Roads and Bridges

Power

Water Treatment

Other Investments

Construction

Flectrical & Mechanical Engineering

> Facility Management

**Property** 

Security & Guarding

Cleaning & Landscaping

Transportation Services

TELECOMMUNICATIONS

Fixed Telephone Network Services

**IDD** Services

Mobile Communications Services

Public Multimedia Services

OTHERS

Department Store

PRC Industries

Television Broadcasting

**Duty Free Operations** 

#### **BOARD OF DIRECTORS**

- \* Dato' Dr. Cheng Yu-Tung (Chairman)
- \* Dr. Cheng Kar-Shun, Henry (Managing Director) Dr. Lee Quo-Wei Lord Sandberg, Michael Dr. Ho Tim
- \* Dr. Sin Wai-Kin, David Cheng Yue-Pui
- \* Liang Chong-Hou, David Yeung Ping-Leung, Howard Cha Mou-Sing, Payson Cheng Kar-Shing, Peter Leung Chi-Kin, Stewart Chan Kam-Ling Chow Kwai-Cheung
- Executive Directors

#### **COMPANY SECRETARY**

Leung Chi-Kin, Stewart

#### **AUDITORS**

Price Waterhouse H.C. Watt & Company Limited

#### **SOLICITORS**

Yung, Yu, Yuen & Company Woo, Kwan, Lee & Lo

#### **SHARE REGISTRARS**

#### **AND TRANSFER OFFICE**

Central Registration Hong Kong Limited 19th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong.

PRINCIPAL BANKERS ABN AMRO Bank N.V. Bank of America NT & SA Bank of China Bank of Communications Banque Nationale de Paris Chase Manhattan Bank, N.A. Citibank. N.A. Dai-Ichi Kangyo Bank Deutsche Bank Hang Seng Bank Hongkong and Shanghai Bank Societe Generale The Bank of Tokyo-Mitsubishi The Sanwa Bank The Sumitomo Bank Westdeutsche Landesbank Girozentrale

#### **REGISTERED OFFICE**

30th Floor, New World Tower, 18 Queen's Road Central, Hong Kong. Tel: 2523 1056

Fax: 2810 4673

#### STOCK CODE

Hong Kong Stock Exchange 0017 0017HK Reuters Bloomberg 17HK

#### **INVESTOR INFORMATION**

For more information about the Group, please contact the Corporate Communications Department at: New World Development Company Limited, 33rd Floor, New World Tower, 18 Queen's Road Central, Hong Kong; or by telephone (852) 2844-3112, fax (852) 2525-9530 or e-mail: newworld@nwd.com.hk

Information may also be accessed on the Group's Internet homepage at, http://www.nwd.com.hk

#### P ROPERTY

Hong Kong (Details on page 18)

Eight sites with a total attributable gross floor area ("GFA") of approximately 3.6 million sq. ft. were acquired.

Five property projects for sale and one investment property project with a total attributable GFA of approximately two million sq. ft. were completed:

JULY 1997

■ Chow Tai Fook Centre

OCTOBER 1997 DECEMBER 1997 World Peace CentreDiscovery Park Phase II

IANUARY 1998

■ Methodist House

MARCH 1998 MARCH 1998 Discovery Park Phase IIIGrand Millennium Plaza



Six conventional property projects and five Government Subsidised Housing ("GSH") projects with a total attributable GFA of 64.5 million sq. ft. were acquired.

**JULY 1998** 

Beijing New World Centre Phase I was completed.





Two hotels commenced operations:

DECEMBER 1997

■ New World Courtyard Hotel, Shunde

JULY 1998

■ New World Courtyard Hotel, Beijing

**JULY 1998** 

New World Harbour View in Hong Kong and New World Hotel in Kowloon rebranded Renaissance Harbour View Hotel and New World Renaissance Hotel.

**JULY 1998** 

■ Five hotels in China were rebranded under the Courtyard name.

OCTOBER 1998

A land premium of HK\$510 million was paid for the New World Centre extension. The extension has a GFA of 988,340 sq. ft. and is designated for hotel usage.







Major investments made by New World Infrastructure Limited ("NWI"):

JULY 1997 OCTOBER 1997 OCTOBER 1997

**MAY 1998** 

I 1.5% interest in China Internet Corporation Limited ("CIC")
50.0% interest in Sino-French Holdings (Hong Kong) Limited ("Sino-French")

■ 9.9 % stake in Sichuan Expressway Company Limited ("Sichuan Expressway")

■ 37.15% stake in Pacific Ports Company Limited ("PPC")

16 road projects totaling 490 km were contracted. 12 road projects totaling 319 km became operational.

One bridge project with a total length of 500 m was contracted.

Guangzhou Three New Bridges project became operational.

Two power projects with a total capacity of 405 MW were contracted and began operations.

Three water projects, with a total capacity of over  $800,000 \text{ m}^3$ , were acquired through Sino-French.

One cement plant with a capacity of 250,000 tonnes per annum was contracted and began operations.







RVICES (Details on page 44)

Major contracts awarded to Hip Hing Construction Company Limited ("Hip Hing'') last year:

- West Kowloon Station development
- Commercial development at Tung Chung Town Lot No. 2
- Housing development at Tung Chung Area 30
- Biological Science Building at the University of Hong Kong
- Outlying Islands Refuse Transfer Station

**JULY 1997** 

Ceremonies marking Hong Kong's return to Chinese sovereignty was held at the Hong Kong Convention and Exhibition Centre ("HKCEC").

**SEPTEMBER 1997** 

■ The Annual Meetings of the Boards of Governors of the World Bank and the International Monetary Fund were held at the HKCEC. New World First Bus Services Limited ("NWFB") was awarded a five-year franchise to operate 88

**APRIL** 1998

bus routes in Hong Kong. Four additional routes were subsequently granted by the Transport Mr. Nicholas Ng, Secretary for Transport, inaugurated the opening of the mobile customer service centre

**JULY 1998 SEPTEMBER 1998** 

for NWFB. ■ NWFB's bus services began operations.

# **ELECOMMUNICATIONS**

(Details on page 50)

AUGUST 1997 **AUGUST 1997** 

- The PCS 009 mobile communications service was launched.
- The exclusive right to provide public payphone services in the passenger terminal building at Chek Lap Kok Airport was awarded.

**AUGUST 1997 JANUARY 1998** 

- Residential fixed line service was launched.
- A joint venture with China United Telecommunications Corporation ("China Unicom") and China Communications System Corporation Limited ("Chinacom") was established to provide GSM mobile network services in Jiangxi Province.

**MARCH 1998** 

The exclusive right to provide public payphone services at all Kowloon-Canton Railway ("KCR") East Rail stations was

**MARCH 1998** 

■ The International Simple Resale Fax Licence was awarded.

**AUGUST 1998** 

■ PCS 009 services was ranked first in terms of outdoor coverage in a survey conducted by the University of Hong Kong.

OCTOBER 1998

■ PCS 009 led the Personal Communications Services ("PCS") market by securing a customer base of over 200,000.



**SEPTEMBER 1997** 

■ New World Industrial Holdings Limited ("NWIH") was established to explore China's vast industrial market.

The Group signed Comprehensive Co-operation Agreements ("CAA") with six Chinese regions:

**AUGUST 1997** OCTOBER 1997

- Jiangxi Province
- Leshan City, Sichuan Province
- **DECEMBER 1997** ■ Mianyang City, Sichuan Province
- **JANUARY 1998** ■ Zhuhai City, Guangdong Province ■ Taiyuan City, Shanxi Province
  - **MARCH 1998** 
    - **APRIL 1998** ■ Xuzhou City, Jiangsu Province

Three department stores were opened:

OCTOBER 1997

■ Tianjin New World Department Store

**APRIL 1998 JUNE 1998**  ■ Ningbo New World Department Store ■ Beijing New World Department Store

**JULY 1998** 

■ The Group's duty free operations, selling alcohol and tobacco commenced at Chek Lap Kok airport and airport railway stations.



**NOVEMBER 1997 MARCH 1998 OCTOBER 1998** 

- The Group arranged a dual currency syndicated loan of HK\$6 billion.
- NWI issued US\$250 million worth of convertible bonds.
- The Group arranged a HK\$2.3 billion term loan facility for the Private Sector Participation Scheme ("PSPS") project at Choi Hung Road.











### **DIVERSITY** meets ADVERSITY



Historians will record 1998 as a time when the impossible happened in Asia. It was a year when regional currencies and global stock markets fluctuated at previously unheard of levels. In Hong Kong, the property sector was badly battered and the very basis of the economic order was threatened. In Mainland China, the economy came under severe pressure as growth momentum slowed.

The current circumstances call for a strong focus on financial strength, a responsive business strategy and a clear commitment to creating shareholder value. For its part, New World is prepared for all eventualities. It is our belief that the corporations that navigate through these rough times will prosper as the region inevitably enters a new era of prosperity.

By any measure, the year under review was difficult. The Group reported a net profit of HK\$2,142.9 million, a 59.7% decrease compared with last year's HK\$5,312.0 million. Fully diluted earnings per share dropped 61.4% to HK\$1.10 from HK\$2.85 in the previous year. The Board of Directors recommended a final dividend of HK\$0.32 per share. Combined with an interim dividend of HK\$0.32 paid in June 1998, the pay-out is HK\$0.64 per share.

The question many investors ask is where is the Group going from here? First, it is important to understand that the foundation for achieving our long term goal of building a diversified group focusing on Hong Kong and China is in place. We are in the process of creating a group that has a broader business mix, better quality income streams and a stronger balance sheet. In doing so, our risk profile is spread out and we can better explore the growth potential across our five core businesses - property, hotels, infrastructure, services and telecommunications.

**MEASURED DIVERSIFICATION** 

However, it is equally important to realise that diversification is an ongoing process. The Group realised this when it decided to gradually change its profile from that of a pure property company to an enterprise with a broader range of interests. The first step was taken in the early 1990s when the Group chose to tap the huge potential of the China market by moving into China's infrastructure and property sectors. In 1995, the Group entered the telecommunications arena to participate in a high-growth business that is ever more integral to the way of life in Hong Kong and China.

**AN ONGOING PROCESS** 

The development of new markets was combined with the consolidation and restructuring of the Group's hotel and service businesses. In the hotels sector, the Group divested operations in the United States, Australia and Europe. This move was in tune with the Group's defined geographic focus on Hong Kong and China, the regions we know best. Meanwhile, the Group's service businesses were strengthened by the consolidation of operations under one umbrella and the acquisition of new businesses. The strategy of building new income streams was demonstrated by the entrance of New World First Bus, a subsidiary of New World Services, into the Hong Kong bus service business in September of this year.

This year the results of our ongoing diversification strategy became more apparent as the infrastructure and service businesses substantially increased their contributions. The Group's profit will be further reinforced by income streams from

telecommunications operations as the customer base of our telecommunications businesses becomes more significant.

Diversification does not mean that we have lost confidence in the long term prospects of the property market. Just the contrary is true. This year's dramatic declines in property prices have created an opportunity to replenish our land bank. We believe that strong demand still exists in the residential sector given Hong Kong's increasing population, a substantial price reduction and government incentives to stimulate the market. While the commercial sector needs a different kind of stimulus, the long term prospects remain strong. After all, Hong Kong is the strategic gateway to China and a major international financial centre.

**PROMISING INCOME STREAMS** 

While the broadening of the income streams underpins long term growth, our current task is to place an even greater emphasis on strengthening the balance sheet and appropriately managing the Group's debt. Financial resources are carefully allocated to ensure long term growth. Sufficient credit facilities were committed last year to

**ENSURING FINANCIAL STRENGTH** 

provide for the required flexibility during this period. In addition, we will seek financing alternatives to meet growth requirements, including the use of Rmb loans for our China projects to hedge against any currency movements. The spin-off of our services and China property divisions are on the agenda. The aim is to create the financial independence of these two divisions and to strengthen the Group's overall liquidity and fund-raising capability.

# HONG KONG AND CHINA'S ECONOMIC PROSPECTS

One year after the hand-over of Hong Kong to Chinese sovereignty, the people in Hong Kong and around the world have witnessed the successful implementation of the "One Country, Two Systems". We have also watched the governments of Hong Kong and China dedicated their efforts to stabilise their economies.

Thanks to the unyielding spirit and professional management style of its people, Hong Kong is expected to be among the first to recover from the regional financial crisis. Hong Kong is fortunate to be supported by a sound banking system and adequate foreign exchange reserves. The Government has acted in a resolute manner to defend the peg of the Hong Kong dollar against its US counterpart. All this, coupled with China's expanding economy and Hong Kong's unique position as its gateway, reinforces future prospects.

As for China, the PRC Government's handling of the Asian crisis has buoyed our belief in the enormous development potential of this nation. With healthy GDP growth, foreign reserves hovering around the US\$140 billion mark and a positive balance of payments, we believe that steady growth will likely be maintained into the next century. The Government's plan to invest heavily into infrastructure and housing offers some assurance in this regard.

In 1998, the PRC Government has withstood great pressure to devalue the Rmb. This stance has won appreciation from world leaders and set the stage for the increased importance of China's economy in the regional equation. In the year ahead, China is expected to continue its policy of currency stabilisation.

#### **LOOKING AHEAD**

Our strategy of measured diversity and prudent management practices will combine with inherent strengths to lead New World into a period of growth and profitability. In the home base of Hong Kong, our hands-on management style and 28 years of operational experience have proven invaluable. The Group's business knowledge and network coupled with a comprehensive cooperation with various levels of government have allowed us to excel in the China market.

In the short run, we will proactively meet the challenge of these unsettled times by closely monitoring our business and financial performance, and take proper actions according to changes in the operating environment. As the diversification process continues to unfold, the Group will strive to create long term value for its shareholders by further strengthening its core businesses and capture the opportunities that lie ahead. We will make an added effort to keep shareholders informed and deal with the issues in which they are most concerned.

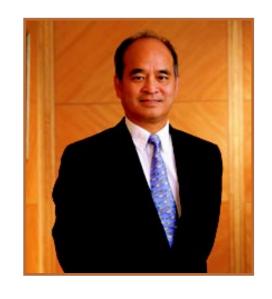
Finally, I wish to express my gratitude to our dedicated employees who have stood by the Group through this period, to our directors for their advice and guidance, and to our shareholders for their continued support.

Dato' Dr. Cheng Yu-Tung
Chairman

Hong Kong, 26 October 1998

## **MEETING** the CHALLENGE

The year under review was shadowed by unprecedented economic turmoil in the Asian region. In response to dramatic changes in the economies in which the Group operates, the ongoing strategy of creating a diversified and broader income stream was carefully implemented and constantly reviewed. Meanwhile, the Group worked to maintain its financial strength to ensure that it could ride through the crisis in the best possible manner. The Group is continuing to pursue this approach to meet the challenges ahead while increasing transparency and disclosure to allow for a better dialogue with shareholders and investors.



The profit for the fiscal year ended 30 June 1998 amounted to HK\$2,142.9 million, a decrease of 59.7%. The results were affected by the Asian disorder, a decline in economic growth and a significant downturn in the Hong Kong property market. To put this year's performance into better perspective, it is worth noting that profit before exceptional items declined by only 16.3% and amounted to HK\$3,345.1 million. A detailed analysis of the Group's financial position and performance is set out in the Management Discussion and Analysis – Financial Review section on page 56.

**REVIEW OF RESULTS** 

#### **REVIEW OF OPERATIONS**

Operations of the Group's divisions were guided by the strategic objectives of measured diversification, an emphasis on financial strength and a renewed focus on the Hong Kong and China markets.

#### **PROPERTY**

Last year, the Group benefited from its cautious view on the Hong Kong property market when it sold its Discovery Park Phase II and Phase III properties at the peak of the market. The timely sale of the project had a positive impact on the Group's profit and cash flow.

No major land acquisitions were made last year. However, the Group has gradually expanded its agricultural land bank (almost 20 million sq. ft.) and steadily converted a number of farm sites into residential usage. The Group is monitoring the market for the proper time to finalise land premiums on the converted sites.

In terms of maintaining a quality income stream, close attention is being paid to the Group's rental portfolio as well as to its tenants. Though there is downward pressure on rental rates, rental income remains relatively stable given the addition of new investment properties like Discovery Park Shopping Mall and Palace Mall. During the year, rental rate reductions were initiated for some retail properties to ensure that tenants can overcome the current market situation so as to maintain the occupancy of our shopping malls.

The China property market continues to be a prime focus for the Group. Greater concentration is being placed on the medium- to low-end of China's residential markets. These market segments are strongly supported by the PRC Government's pronouncements on housing reform to provide more affordable housing for domestic buyers. In addition, the Group has spread project development across a broader geographic base. This regional expansion is backed by cash generated from completed projects. Borrowings of Rmb loans to finance new projects are in progress.

#### **HOTELS**

Following the sale of the Renaissance Hotel Group NV ("RHG") and Hotel Property Investments (B.V.I.) Limited ("HPI"), the Group consolidated its existing operations and improved competitiveness. This was accomplished by instituting cost cutting programmes, improving service quality and rebranding the Group's hotels. Two hotel projects in Southeast Asia were postponed until prospects of that region improve. Recently, the Group finalised the land premium paid for the extension of New World Centre in Tsim Sha Tsui. The property, which has a GFA of approximately one million sq. ft., is designated for hotel usage. This development will underpin the growth of our recurring income in the future years.

#### **INFRASTRUCTURE**

New World Infrastructure produced another year of impressive results. Income and cash flow from the division is growing along with the number of completed projects and the signing of new projects. NWI's investment portfolio is widely spread across China, Hong Kong and Macau, but the emphasis remains on China. Due to the current environment, NWI is upholding its prudent investment and risk management practices. Capital expenditures are carefully monitored and financing for new projects will be carried out in the Rmb currency whenever possible.

**SERVICES** 

New World Services is adding new operations for its long term growth and increasing activities in existing businesses. This year that vision was exemplified with the award of the franchise to operate 88 bus routes in Hong Kong by the SAR Government to New World First Bus. Increasing activities in the existing businesses of construction, electrical and mechanical engineering, property management and others have laid the foundation for further growth opportunities. Various business lines have become increasingly active in bidding for government-related projects given the current weak performance of the private market. Substantial synergies were realised in terms of pooling expertise and sharing resources, thus improving overall efficiencies and competitiveness.

#### **TELECOMMUNICATIONS**

Though New World Telephone registered losses last year, its businesses are growing at an impressive rate. Last year, NWT increased visibility and improved market share in all business lines. The launch of the cellular network PCS009 has enabled NWT to become a comprehensive and increasingly important operator in the Hong Kong telecommunications industry. As the customer base continues to grow, the Group is looking to break even in its telecommunications division in the coming years. Last year, NWT took a bold step to enter the PRC telecommunications market by forming a joint venture with China Unicom and Chinacom to provide a GSM mobile network for Jiangxi Province.

In Hong Kong, the Group's focus on all five of its core businesses will remain. The businesses within each of these core divisions will continue to grow based on solid foundations laid by the Group.

In China the spotlight is primarily on infrastructure and property. The Group's China activities were once centred around the cities of Beijing, Guangzhou and Wuhan. Going forward, the Group will look for opportunities in other fast growing regions to produce greater returns. In recent years, this policy has been backed by the signing of Comprehensive Co-operation Agreements with various levels of the PRC Government across the country. Some 18 CCAs have been signed at the municipal and provincial levels. The ability to use CCAs to spread project risk across the country offers a hedge to the overall portfolio.

#### **GEOGRAPHIC FOCUS**

#### **FINANCIAL POSITION**

Keeping the Group on a sound financial footing is the highest priority during this period. The current intention is to reduce the debt level and carefully monitor capital expenditures in an effort to reinforce the Group's financial strength.

Last year, the Group's book debt rose to HK\$26,589.4 million, an increase of 27.4% compared with the previous year. Of this amount, HK\$5,760.1 million is attributable to NWI.To increase cash inflows the Group will continue to sell development properties at the appropriate time and maintain the stream of recurring income.

While book debt rose 27.4% and Hong Kong experienced interest rates rise due to a tight credit environment, net interest expense increased by only 14.9%. This was attributed to the increase in interest income and the Group's effort to balance borrowings between Hong Kong and US dollars.

To prolong maturities and reduce borrowing costs, the Group arranged a HK\$6 billion seven-year dual currency syndicated loan in November 1997. The loan was arranged at an opportune time, achieving a cost of fund of 50 basis points above LIBOR and HIBOR. Despite the tightening of the financing markets, the Group managed to secure financing for its expansion needs. For instance, in October 1998, a HK\$2.3 billion syndicated loan was arranged for a property project under the Hong Kong Government's Private Sector Participation Scheme.

Another important addition to the Group's financial strategy is emanating from China. Rmb financing is being sought to back the development of property and infrastructure projects in China. These Rmb loans will act as a natural hedge to any currency movements, and the loans can be serviced with local earnings.

#### **OUTLOOK FOR HONG KONG ...** AND THE IMPACT ON THE GROUP

The year 1998 was challenging for Hong Kong and its business community. Hong Kong entered into a recession and all indications show that this recession will continue into 1999. To ease Hong Kong out of its malaise, the Government introduced a number of measures.

In October 1998, Chief Executive Tung Chee-Hwa offered concrete policies to stimulate the property market, support the tourism industry, invest in infrastructure and diversify the economy into a broader based service economy. The Group expects these measures to have a positive impact on its business operations, particularly in the property, hotels and services divisions.

On the telecommunications front, the broadening of deregulatory initiatives in the IDD area and the portability of cellular phone numbers offer new business opportunities. In terms of fixed network business, the Group is monitoring regulatory developments and actively lobbying the Hong Kong Government to remove hurdles in order to create a level playing field.

The Hong Kong Government's activities in currency and stock markets are also notable. The Government has staunchly defended the HK dollar's peg to the US dollar as the currency was attacked by speculators in the past year. The defence of the peg is important to the stability of Hong Kong, and the stability of Hong Kong is of critical importance to the Group.

While Hong Kong entered recession in 1998, China managed to maintain a moderate level of economic growth.

A number of policy initiatives have a positive effect on the Group's China businesses. The PRC Government's substantial investment programme for the infrastructure and housing sectors is crucial to economic growth and beneficial to the infrastructure and China property divisions of the Group. Reform of the housing sector will further stimulate the domestic demand for residential properties. The Government's desire to restructure State-Owned Enterprises ("SOEs") has positive implications for New World Industrial Holdings Limited, an investment company established last year to seek opportunities in China's industrial sector.

One important government initiative is the defence of the Rmb currency. China has won stature in the eyes of world and Asian leaders by refusing to allow a devaluation of the Rmb. Despite pressure from a volatile Japanese yen and declines in the balance of payments, China has stood its ground. The Government will strive to keep the Rmb as strong as possible in 1999. While the Group has faith in the resolution of maintaining the Rmb's value by the PRC Government, prudent action has been taken to prepare the contractual and operational aspects of the businesses for any currency fluctuations.

In the coming year, the Group is prepared to meet the ongoing challenge of an economy in transformation. The strategy of measured diversification will improve the quality of future income streams while prudent financial management is on the top of the agenda. The focus on Hong Kong and China will provide synergies as the two economies merge and the Group's role in China expands.

Each of the five core divisions are at different stages of creating long term value, and the Group will follow through on its existing strategy.

As the policy of diversification evolves, the professionalism of the management and employee team will guide the Group through this period and enable it to emerge stronger as Asia resumes its course of growth.

> Dr. Cheng Kar-Shun, Henry Managing Director

#### **OUTLOOK FOR CHINA...** AND THE IMPACT ON THE GROUP

**LOOKING AHEAD** 

Dato' Dr. Cheng Yu-Tung, D.P.M.S., LL.D (Hon.), D.B.A. (Hon.), D.S.Sc. (Hon.) (aged 73), was appointed Director in May 1970 and has been the Chairman of New World Development Company Limited since 1982. He is also the Chairman of New World Hotels (Holdings) Limited, Chow Tai Fook Enterprises Limited and a Director of Hang Seng Bank Limited. He is the brother of Mr. Cheng Yue-Pui, father of Dr. Cheng Kar-Shun, Henry and Mr. Cheng Kar-Shing, Peter. At the end of 1995, Dr. Cheng was appointed as a Member of The Preparatory Committee for The Hong Kong Special Administrative Region of The National People's Congress. Following this, he was also appointed to The Selection Committee for The First Government of The Hong Kong Special Administrative Region of The People's Republic of China in November 1996.

Dr. Cheng Kar-Shun, Henry, B.A., M.B.A., D.B.A. (Hon.), LL.D. (Hon.) (aged 51), was appointed Director in October 1972 and became Executive Director in 1973 and Managing Director in 1989. He is the Chairman of New World Infrastructure Limited, New World Services Limited, New World Development (China) Limited, New World Telephone Holdings Limited, New World First Bus Services Limited and Tai Fook Group Limited. He is also the Managing Director of New World Hotels (Holdings) Limited and a Director of Chow Tai Fook Enterprises Limited, Marriott International Inc. and HKR International Limited. He is the Chairman of the Advisory Council for the Better Hong Kong Foundation, a Member of the Advisory Committee of the Securities and Futures Commission and a Member of the National Committee of the Eighth Chinese People's Political and Consultative Conference. In November 1996, he was appointed to The Selection Committee for The First Government of The Hong Kong Special Administrative Region of The People's Republic of China. He is the eldest son of Dato' Dr. Cheng Yu-Tung and the brother of Mr. Cheng Kar-Shing, Peter.

The Honourable, Lee Quo-Wei, G.B.M., J.P. (aged 80), was appointed Director in October 1972. He is the Honourary Chairman of Hang Seng Bank Limited and the Deputy Chairman of Hysan Development Company Limited. He is a Director of Miramar Hotel & Investment Company Limited, Shaw Brothers (Hong Kong) Limited and Shanghai Industrial Holdings Limited. He is also a Life Member of the Council of The Chinese University of Hong Kong. In November 1996, he was appointed to The Selection Committee for The First Government of The Hong Kong Special Administrative Region of The People's Republic of China.

Lord Sandberg, Michael, C.B.E. (aged 71), was Director for the period from October 1972 to May 1977 and was re-appointed Director in January 1987. He was the Chairman of The Hongkong and Shanghai Banking Corporation Limited from September 1977 to December 1986.

Dr. Ho Tim, Chev. Leg.d' Hon., J.P., D.S.Sc. (Hon.), D.B.A. (Hon.) (aged 89), was appointed Director in October 1972. He is the Chairman of Miramar Hotel & Investment Company Limited and a Director of Hang Seng Bank Limited. Sun Hung Kai Properties Limited, Kumagai Gumi (Hong Kong) Limited, and King Fook Holdings Limited. Dr. Ho is also a Council Member of The Chinese University of Hong Kong. In November 1996, he was appointed to The Selection Committee for The First Government of The Hong Kong Special Administrative Region of The People's Republic of China.

Dr. Sin Wai-Kin, David, D.S.Sc. (Hon.) (aged 69), was appointed Executive Director in June 1970. He is the Chairman of Myer Jewelry Manufacturer Limited, Honourary Chairman of Hip Hing Construction Company Limited and Vice-Chairman of Miramar Hotel & Investment Company Limited. He is a Director of Hang Seng Bank Limited, Kumagai Gumi (Hong Kong) Limited, King Fook Holdings Limited and New World First Bus Services Limited. Dr. Sin is also a Council Member of The Chinese University of Hong Kong.

Mr. Cheng Yue-Pui (aged 69), was appointed Director in June 1970. He is also a Director of Chow Tai Fook Enterprises Limited. He is the brother of Dato' Dr. Cheng Yu-Tung.

Mr. Liang Chong-Hou, David (aged 53), was appointed Director in November 1979 and became Executive Director in 1986.

Mr. Yeung Ping-Leung, Howard (aged 41), was appointed Director in November 1985. He is also the Chairman of King Fook Holdings Limited.

Mr. Cha Mou-Sing, Payson (aged 56), was appointed Director in April 1989. He is Managing Director of HKR International Limited and Joint Managing Director of The Mingly Corporation Limited. He is the Chairman of Ocean Park Corporation, a Member of the Independent Commission on Remuneration for Members of the Executive Council and the Legislature of the Hong Kong SAR, Chief Executive's Commission on Innovation & Technology, and Airport Consultative Committee. Mr. Cha is a Member of The National Committee of the Chinese People's Political and Consultative Conference and was appointed a Member of The Selection Committee for The First Government of The Hong Kong Special Administrative Region of The People's Republic of China in November 1996. Mr. Cha is also a Council Member of the City University of Hong Kong and a Member of Advisory Council of Stanford University Graduate School of Business in the United States.

Mr. Cheng Kar-Shing, Peter (aged 46), was appointed Director in October 1994. He is a Director of New World Hotels (Holdings) Limited and New World Services Limited, Deputy Managing Director of New World Development (China) Limited and Executive Director of New World Infrastructure Limited. He is the son of Dato' Dr. Cheng Yu-Tung and brother of Dr. Cheng Kar-Shun, Henry.

Mr. Leung Chi-Kin, Stewart (aged 59), was appointed Director in October 1994 and has been the Group General Manager since May 1988. Mr. Leung is a Director of New World Infrastructure Limited, New World Hotel Company Limited, New World First Bus Services Limited, Hip Hing Construction Company Limited, Asia Television Limited and Huey Tai International Limited.

Mr. Chan Kam-Ling (aged 58), was appointed Director in October 1994. He is Managing Director of Hip Hing Construction Company Limited and New World Services Limited, a Director of New World Development (China) Limited, New World First Bus Services Limited and Executive Director of New World Infrastructure Limited.

Mr. Chow Kwai-Cheung (aged 56), was appointed Director in October 1994. He is a Director of Hip Hing Construction Company Limited.



Mr. Tung Chee-Hwa, Chief Executive of HKSAR, Dr. Cheng Yu-Tung and Dr. Cheng Kar-Shun, Henry unveiled the Cheng Yu Tung Management Institute

#### **COMMUNITY RELATIONS**

The Group, its senior management and staff continue to demonstrate their commitment and devotion to the well-being of Hong Kong and the Mainland by making generous donations.

Education development is one of the significant issues that the Group and its senior management address. Last year, Dr. Cheng Kar-Shun, Henry donated Canadian dollar five million (approximately HK\$27.0 million) in honour of Dr. Cheng Yu-Tung to fund the establishment of the Richard Ivey School of Business's first campus outside Canada in the Hong Kong Convention and Exhibition Centre. Unveiled in September 1998, the facility is known as the Cheng Yu-Tung Management Institute of the Richard Ivey School of Business.

The Group is a regular participant in fund-raising events. Last year, the staff participated in a number of events, including the New Airport Tour for Millions organised by the Community Chest, and the Hike the Hills for Hospice Care launched by the Society for the Promotion of Hospice Care.

The recent flooding in China has aroused global concerns. To assist victims in rebuilding their homes, the Group has sponsored a number of fund raising programmes, including the Hong Kong Red Cross China Relief Fund.

#### **EMPLOYEE RELATIONS**

The Group's total work force reached 16,512 as of 30 June 1998. The Group's staff is principally grouped among its five core business divisions and its investments in New World Industrial Holdings Limited and New World Department Stores Limited. Each division shares the common view that people are the most important asset. The Group keeps up with market trends in its remuneration policy with regards to competitive salary rates and fringe benefits that include medical and insurance coverage as well as provident fund and low interest rate mortgage loans. Bonuses are accorded on the basis of performance and salary packages are reviewed annually.

The Group continues to put strong emphasis on the recruitment and retention of a skilled and versatile work force. Employee empowerment is regarded as a key corporate principle. The goal is to ensure that staff can adapt to changing market conditions, make prudent decisions and tailor business solutions to the environment in which they operate. To strengthen staff members' skills and knowledge, the Group provides in-house courses covering such diverse subjects as PRC taxation and law, sales and marketing, information technology, etc. In addition, each employee is allotted an annual allowance to attend external courses and workshops according to individual development needs.

The Group motivates its staff by promoting a friendly and healthy working environment where team work and flat organisation structures are strongly emphasised. Employees are given greater exposure and responsibility to enlarge their knowledge base and to strengthen managerial and technical skills. Corporate directions are frequently communicated through e-mails and newsletters to allow employees to better understand where the Group is heading. Meanwhile, sporting and social events are arranged regularly to enable employees to get to know one another better and to encourage the development of team spirit so as to create a harmonious working environment.

# Hong Kong Property

Page 18 Property

Page 32 Hotels

Page 36 Infrastructure

# SFR/IGF

Page 44 Services

Page 50 Telecommunications

The Page 55 Others

The Group is confident about the long term prospects of the property market and is building its portfolio at opportune times







he Hong Kong property market experienced tremendous volatility in the wake of the Asian financial crisis. Over the past year a sharp fall in property prices has led to a decrease in asset values and a drop in public confidence.

Throughout the year, the Hong Kong Government has introduced a number of measures to stimulate the residential market and to address the market's needs. On the supply side, land sales are frozen to March 1999. On the demand side, housing demand is bolstered by providing assistance to first home buyers and extra liquidity was made available through the establishment of the Hong Kong Mortgage Corporation. All these factors are expected to have a positive impact on the property market.

Despite projected difficulties in the market over the near term, the long term fundamentals remain strong. It is projected that Hong Kong's population will increase from 6.62 million in 1997 to 8.21 million in 2016(\*). By the year 2016, there will be nearly 2.5 million people in the 25 to 44 age demographic, accounting for 30.1% of the population. This age group is expected to have the strongest earning power and a greater propensity to start families. This long term demographic equation is expected to fuel the residential market. Substantial investments earmarked for the construction of Hong Kong's infrastructure will further boost the economy and allow for the efficient use of land for housing development. Finally, the affordability of housing is being restored after an almost 50% drop in property prices from the 1997 peak.

Additional stimulus will be needed in the office and retail sectors of the market, but a turnaround is expected along with the gradual improvement of the local economy. Hong Kong's strong fundamentals as a gateway to China and its role as an international financial centre will increase business activities in the region, thereby supporting the development of the commercial property market.

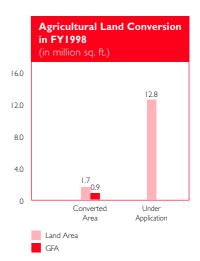
#### **PROPERTY PORTFOLIO**

The Group's sizeable property portfolio totals about 19.7 million sq. ft. This comprises 32 projects developed for sale with an attributable GFA of 10.9 million sq. ft.; 15 investment properties with an attributable GFA of 7.8 million sq. ft.; and one investment property under development with an attributable GFA of one million sq. ft...

During the year, the Group acquired eight sites with an attributable GFA of about 3.6 million sq. ft. The Group's agricultural land reserve has been enlarged to 19.4 million sq. ft. from last year's 15.9 million sq. ft.. Applications have been filed for converting 13 agricultural sites with a site area of 12.8 million sq. ft. At prevailing market conditions, agricultural land conversion remains the Group's core strategy to expand the development land bank and it is expected that negotiations on land premiums with the Government will be finalised at reasonable price levels.

<sup>(\*)</sup> Source of data: Census and Statistics Department, Hong Kong Population Projections 1997-2016. Hong Kong: Census and Statistics Department, Hong Kong.

Agricultural Land Bank		
	Total Land Area	Group's Share of Land Area
	(sq. ft.)	(sq. ft.)
FY1997	18,342,000	15,875,000
Yuen Long	15,642,000	14,095,000
Fanling	2,160,000	2,160,000
Shatin/Tai Po	2,160,000	2,160,000
Sai Kung	1,090,000	855,520
Tuen Mun	150,000	150,000
FY1998	21,202,000	19,420,520



#### PROPERTY DEVELOPMENT

Last year, five projects – two residential, two office and one industrial – were completed and/or offered to the market for sale. The Group intends to launch eight new development projects in FY1999. Details of the Group's principal property development projects in Hong Kong can be found on page 80.

#### Residential

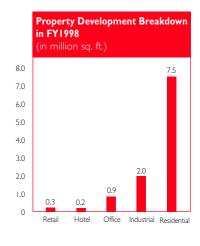
Satisfactory responses were recorded for the timely sale of Phase II and Phase III of Discovery Park in mid-1997. These sales took place right before the property market experienced a sharp decline. In view of the market downturn, the Group has provided second mortgages to buyers at competitive terms. Approximately 100% and 70% of the buyers for Phase II and Phase III of Discovery Park have completed the transactions respectively. It is the Group's intention to re-launch the defaulted units in the coming year.

#### Office

Chow Tai Fook Centre, located at the junction of Nathan Road and Dundas Street, was completed and sold in July 1997. In September 1998, a major sales programme was launched at Grand Millennium Plaza and the response is gradually improving. The conversion of Victoria Apartments into office space was completed in August 1998. The sale of the converted office space was contracted in early 1997 when office prices were substantially higher. So far, the Group has collected 30% of its share of the total proceeds as deposits and negotiations with buyers to finalise the transactions are in progress.

#### Industrial

The Group has four industrial projects totaling approximately two million sq. ft. of GFA. The World Peace Centre, with GFA of 299,155 sq. ft., was put on the market during the year and the response has been slow so far.



Projects Acquired in FY1998					
	Usage	Site Area (sq. ft.)	Total GFA (sq. ft.)	Attributable Interest (%)	Group's Share of GFA (sq. ft.)
I. Tung Tau, Yuen Long DD115	Residential	331,940	995,821	33.3	331,608
2. Yuen Long DD115	Residential	120,000	69,300	100.0	69,300
3. Yuen Long DD129	Residential	220,000	147,000	100.0	147,000
4. Sai Kung DD 217, 219, & 222	Residential	1,000,000	340,000	100.0	340,000
5. Sai Kung DD 221	Residential	160,000	126,000	65.3	82,278
6. Fanling DD 91 & 100	Residential	200,000	184,800	100.0	184,800
7. Kennedy Town Redevelopment Project	Residential/Retail	73,409	749,598	100.0	749,598
8. Choi Hung Road Private Sector					
Participation Scheme Project	Residential/Retail	377,988	1,943,902	89.6	1,741,736
	Total		4,556,421		3,646,320

Notes: (1) Project in which the Group's return is pre-determined in accordance with the terms and conditions of the joint development agreement.

Projects Completed and / or Offered for Sale in FY1998				
	Usage	Total GFA (sq. ft.)	Attributable Interest (%)	Group's Share of GFA (sq. ft.)
I. Discovery Park Phase II	Residential	755,482	50.0	377,741
2. Discovery Park Phase III	Residential	755,482	50.0	377,741
3. Grand Millennium Plaza	Office / Retail	922,208	100.0 (1)	922,208
4. Chow Tai Fook Centre, Mongkok	Office / Retail	129,396	100.0 (1)	129,396
5. World Peace Centre, Kwai Chung	Industrial	299,155	50.0	149,578
	Total	2,861,723		1,956,664

s. Belefier Gardens Redevelopment	residential	2,001,011	10.0	200,101
3. Belcher Gardens Redevelopment	Residential	2.661.641	10.0	266.164
'. NKIL 4850RP.Tai Po Road	Residential	190.586	50.0	95.293
5. YLTL 463 Fung Kam Street, Yuen Long	Residential	316,934	7.0	22,185
5. Belair Monte, Luen Wo Hui, Fanling	Residential	1,150,166	12.0	138,020
I. Tung Chung Crescent	Residential	1,828,572	16.4 <sup>(1)</sup>	299,886
B. Bijou Court, 171 Prince Edward Road West	Residential	67,978	50.0	33,989
. Harmony Garden,Tsuen Wan	Residential	163,516	100.0	163,516
. Grand Millennium Plaza	Office / Retail	922,208	100.0	922,208
	Osage	(sq. ft.)	(%)	(sq. ft.)
	Usage	Total GFA	Attributable Interest	Group's Share of GFA

Note: (1) Properties in which the Group has a development interest: other parties provide the land whilst the Group finances the construction cost and occasionally land costs, and is entitled to the rental income/properties after completion or a share of the development profits in accordance with the terms and conditions of the respective joint development agreement.



New World Centre Palace Mall

#### **PROPERTY INVESTMENT**

The economic downturn resulting from the Asian turmoil has put pressure on rental rates and slowed the demand for rental properties in Hong Kong at large. However, with the completion of Palace Mall and Discovery Park Shopping Mall, contributions from the rental portfolio remained stable. The Group will continue to improve the competitiveness of its investment properties by constantly reviewing and upgrading service quality. Details of the Group's principal property investment projects in Hong Kong can be found on page 82.

#### Office

The Group owns approximately 1.3 million sq. ft. of office space throughout Hong Kong. All existing office buildings achieved stable occupancy and rental income levels. The Group's flagship office buildings - New World Tower, Manning House and offices at New World Centre - have consistently registered over 90% occupancy. Methodist House in Wanchai was completed this year and is now being marketed.

#### Residential

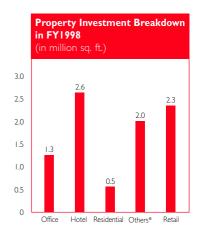
The Group's residential properties include a hostel at 2 Macdonnell Road and service apartments at New World Centre, totaling about 540,000 sq. ft. of GFA. Both properties recorded satisfactory occupancy levels throughout the year due to their superior locations, and high quality services.

#### Retail

The Group has a total of seven shopping malls as well as shopping space in New World Tower, Manning House and Hong Kong Convention and Exhibition Centre. Total GFA amounts to 2.3 million sq. ft.. During the year, the retail market was particularly affected by weak consumer sentiment and a decrease in tourist arrivals. Advertising campaigns are being conducted to attract consumers to the Group's shopping malls, and rental rates are reviewed to ensure the tenants' ability to overcome the current market situation.

On average, occupancy levels remained above 90% for the New World Centre complex. An underground tunnel is under construction to connect the Palace Mall, New World Centre, and Salisbury Garden to the shopping areas on Nathan Road. Extra shopping space will be provided and an increase in traffic volume is anticipated upon completion of the tunnel by the end of 1999.

Telford Plaza, one of the major shopping attractions in East Kowloon, continued to enjoy full occupancy. Since its opening in late 1997, the Discovery Park Shopping Mall has provided a fresh shopping spot for the Tsuen Wan District and achieved an occupancy rate of over 90%. The Pearl City in Causeway Bay achieved full occupancy during the year under review.



\* This represents 1,916,604 sq. ft. of warehouse space in Asia Terminals Centre and 91,621 sq. ft. of private club at HKCEC.









ontinuous urbanisation and healthy economic growth have led to increased activities in the PRC urban property market. Improvements in the legal and financial framework combined with a rising affluent class have contributed to a more active residential market. Overall, investment in property development reached Rmb317.8 billion in 1997, representing an increase of 69.0% between 1994 and 1997. The annual sales of commodity and residential buildings increased 76.7% and 92.7% respectively during the same period. Total sales of commodity buildings amounted to some Rmb179.9 billion in 1997 alone, of which Rmb140.8 billion was attributed to residential buildings.

The PRC Government has recognised that property investment is a key component of fixed asset investment and has a significant impact on related industries. This realisation has caused the Government to designate the property industry as a major growth driver in the next century. In March 1998, Premier Zhu Rongji released plans for housing reform to pave the way for the maturing of the property market in the coming years.

As part of it property policy, the PRC Government calls for an improvement in the quality of living and wants to raise the average living space per capita to between 86.1 sq. ft. to 107.6 sq. ft. by 2000. It appears that medium- to low-end housing is the backbone for future growth in the residential property market. Those market segments are more affordable to the general populace. Affordability is being further improved through the easing of liquidity.

To reform the PRC housing system is a lengthy and complex process. The initiative entails scrapping the welfare housing allocation system and commercialising residential units. People must rent property at market rates or buy homes at the market price out of their savings or with the financial assistance of banks or the Housing Provident Fund to which they contribute.

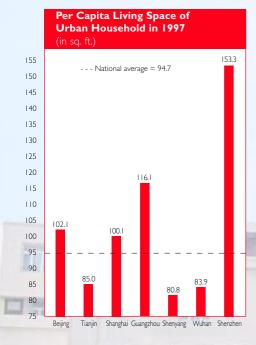
The Government aims to increase home ownership by substantial investment in the property sector, the encouragement of home loans, and pushing for more contributions to the Housing Provident Fund from employers and employees. The reduction in interest rate in recent years has helped to stimulate the property market. In addition, banks can finance a greater portion of a project's development at terms of between three to five years, up from the previous one-year term. More banks are providing mortgages and the construction and mortgage loan portions of their lending portfolios have increased.

Government support of the property sector, the rise in standards of living, continued economic growth, more infrastructure development and spending, are all positive factors on the horizon of the China property market.

#### PROPERTY PORTFOLIO

The Group has a diversified property portfolio in China in terms of project type and geographic location. Most conventional property projects are targeted at the mediumend market, while the Group's Government Subsidised Housing are targeted mainly for the low-end market. Through joint ventures with local government authorities in City Core Redevelopment ("CCR") projects, the Group has secured development rights to large parcels of prime land in cities such as Beijing, Tianjin and Guangzhou. The plan is to develop and modernise these areas into multi-functional communities. In so doing, the Group's GSH projects play a part in the local government's effort to relocate existing tenants from old districts into new urban dwellings.

In terms of its massive China property portfolio, the Group has adopted a phased approach to development. The objective is to reduce cash outlays and maximise returns. Proceeds from completed phases and deposits collected during the pre-sale



Property Portfolio in FY1998		
	Total GFA (sq. ft.)	Group's Share of GFA (sq. ft.)
Completed Properties Held For Long Term Investment Properties Under Development	7,951,230	2,519,658
<ul><li>Conventional Property</li><li>Government Subsidised Housing</li></ul>	174,455,328 103,162,565	100,520,162 59,215,313
Total	285,569,123	162,255,133
Land Bank	Site Area (sq. ft.)	Group's Share of Site Area (sq. ft.)
City Core Redevelopment Land Improvement Project	54,833,930 102,220,000	35,331,540 47,075,000

Projects Acquired in FY1998					
	Usage	Site Area (sq. ft.)	Total GFA (sq. ft.)	Attributable Interest (%)	Group's Share of GFA (sq. ft.)
Conventional Property					
I. Beijing Paxim Tower	Commercial / Residential	144,184	578,888	60.0	347,333
2. Beijing New World Garden	Residential / Commercial	568,128	2,198,773	60.0	1,319,264
3. Shenzhen Xili Lake	Residential	625,382	312,040	90.0	280,836
4. Shenzhen Sha Tau Kok	Residential	961,395	1,615,076	90.0	1,453,568
5. Tianjin Xin An Garden	Residential	216,797	770,308	51.0	392,857
6. Shenyang Wangjiazhuang	Residential	21,082,068	35,703,832	90.0	32,133,449
Government Subsidized Housing					
I. Project in Qing Yuan	Residential	5,595,200	10,071,360	57.4	5,780,961
2. Project in Zeng Cheng	Residential	3,050,191	5,215,834	57.4	2,993,889
3. Project in Haikou	Residential	2,224,845	3,204,005	57.4	1,839,099
4. Project in Zhuhai	Residential	3,636,880	5,819,008	57.4	3,340,111
5. Project in Hefei, Phase I	Residential	933,000	1,183,600	57.4 57.4	679,386
Phase II	Residential	16,148,070	24,222,105	37.4	13,903,488
Total			90,894,829		64,464,241

of new projects are used to finance remaining phases. Future projects will only start after assessing local demand, affordability and market conditions.

During the year the Group acquired six conventional projects and five GSH projects with a total attributable GFA of 64.5 million sq. ft.. Details of the Group's China property portfolio can be found on page 85.

#### **REVIEW OF KEY CITIES**

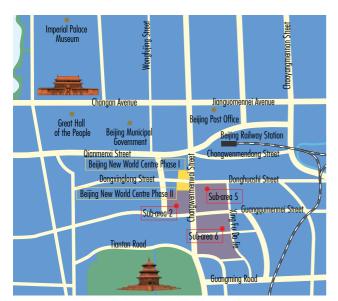
#### **Beijing**

#### Market Overview

Beijing is the political and cultural centre of China as well as one of the country's most densely populated cities. Its GDP is among the highest in the country, reaching Rmb181.0 billion in 1997. Between 1993 and 1997 per capita GDP increased 103.1% to Rmb16,735. As the capital city of the country, Beijing is an attractive city for domestic and foreign organisations to set up branch and representative offices.

Despite the Asian turmoil, some multinational investors are moving ahead with expansion plans as economic ties between China and foreign economic powers improved over the past year. The demand for residential and office space in prime locations is strong, although supply is prominent. Certain excellent sales of high-end residential projects were achieved in the first half of 1998 due to their good locations.





Beijing CCR Projects



Beijing New World Centre Phase I - South Office Tower

The sales of residential property in Beijing reached Rmb4.0 billion in 1997, a 98.1% increase over the previous year. The Individual Purchase Ratio of Residential Buildings rose from 24.0 % in 1994 to 39.7% in 1997. Since early 1990s, the living space per capita has been consistently higher than the national level, achieving 102.1 sq. ft. last year.

#### Project Overview

The Group has 12 property projects in Beijing with a prime focus on the Chongwen District. Due to the relatively higher incomes of the Beijing populace and the presence of a critical mass of foreign investment and activities, the Group has developed a wide spectrum of properties. These properties range from high-end office and service apartments to medium-end residential properties.

Beijing New World Centre is the centre-piece of the Group's CCR project in Chongwen District. Completed in mid-1998, the development comprises one service apartment building, two office towers, one hotel and a mega-shopping mall. Almost all service

apartments and over 65% of the space in the South Office Tower are sold. The North Office Tower is retained for investment purpose and leasing is in progress. New World Courtyard Hotel Beijing has generated satisfactory customer flow from business and leisure travelers. The shopping mall was opened in July 1998 and the occupancy has been satisfactory.

Of the seven Sub-areas which make up the Chongwen District, the Group has secured Sub-areas One, Two, Five and Six for development. Completion of infrastructure works, such as the widening of the two-kilometre Chongwenmen Wai Street and the construction of pedestrian tunnels connecting both sides of the street have brought increased road and pedestrian traffic to the street. Phase II of Beijing New World Centre is under construction and due for completion in 1999. A residential project in Sub-area Two targeted at local buyers, Beijing New World Garden, is under construction and expected to be completed by 2001. Demolition and relocation work in Sub-areas Five and Six are in progress.

The two-phased Dynasty Garden is a conventional property project located between the downtown business district and the Beijing International Airport. Due to its premium location and quality over 75% of Phase I has already been sold. Phase II will be completed by 2000.

#### **Tianjin**

#### Market Overview

Tianjin is one of China's top 10 cities in terms of economic growth and is an important sea port in Northern China. Its GDP reached Rmb124.0 billion in 1997, a 12.5% increase over the previous year. From 1993 to 1997, per capita GDP rose 127.1% to Rmb13,796. These factors have improved the purchasing power of Tianjin residents in terms of home buying and that trend is reflected in the growth rate of total sales for residential property in recent years.

Total residential sales amounted to Rmb3.8 billion in 1997, representing a 55.0% increase over the previous year. Per capita living space has gradually improved and stood at 85.0 sq. ft. per capita in 1997. The Individual Purchase Ratio of Residential Buildings was 60.5% in 1997, 13.2% higher than 1996. The buoyant market is supported by financial institutions, which are encouraged to assist families in buying homes by providing mortgage financing.

#### Project Overview

In Tianjin, the Group has a total of nine projects. The Group adopted a phased approach to developing land secured through CCR projects in Tianjin. The development of the Group's land bank is dependent on market conditions and the main target is the domestic residential market.

The CCR projects are located in three central Tianjin districts – Nankai, Hongqiao and Heping. Tianjin New World Anderson Centre is the landmark of the Group's CCR project in the Nankai District and a satisfactory occupancy rate was achieved during the year under review. Tianjin Xin An Garden, a residential project, is being developed beside New World Anderson Centre.

Xin Chun Hua Yuan is being developed on Land Lot 603 of the CCR project in Honggiao District. The project is expected to be completed by 1999 and the market response is satisfactory. Tianjin Huayuan Residential Area, located at the southwestern tip of Tianjin, is the Group's first GSH project in Tianjin. Phase I has been sold and Phase II will be completed in April 2000. Phase II has been put on the market and the response is encouraging.



Tianjin CCR Projects

#### Shanghai

#### Market Overview

The fast growing city of Shanghai is the economic and financial centre of East China. In 1997, Shanghai's GDP reached Rmb336.0 billion. From 1993 to 1997, GDP per capita rose 120.0% to Rmb25.750.

Since the adoption of the Open Door Policy in the late 1970s, foreign investors have played an active role in the economic development of Shanghai. The impressive growth in the municipal economy is reflected by a 3.7 times surge in savings deposits among urban and rural residents between 1993 and 1997. Meanwhile, the transportation network was improved by the completion of a number of highways and Phase I of the underground rail. This necessary improvement in infrastructure creates a favourable investment environment and supports property development.

Competition among high-end properties for buyers and tenants is aggressive due to an excess in supply. However, housing reform and other government incentives for the property market have created opportunities for investors. As elsewhere in China, banks in Shanghai are increasing the amount of housing mortgages in proportion to their lending portfolio to allow residents to buy their own homes. Sales of residential property reached Rmb17.2 billion in 1997, a 9.6% increase over the previous year. The Individual Purchase Ratio of Residential Buildings rose from 53.0% in 1994 to 65.4% in 1997. The living space per capita increased 27.4% from the previous year to reach 100.1 sq. ft. in 1997.

#### Project Overview

The Group has seven projects in Shanghai which are diversified among the premier districts. The Group's strategy is to focus on the development of projects in key locations that can be sold to foreign or domestic buyers.

Hong Kong New World Tower, situated on the famous Huaihai Road Central, is the flagship development in Shanghai. Phase I will be completed in mid-2000 and Phase II will come on stream in early 2001. As well, Zhong Shan Square is ideally located next to the elevated inner ring road in the Hongqiao Business District, thus allowing convenient access to Hongqiao Airport and the city centre. This project is composed of a modern commercial and residential complex. Phase I comprises three residential blocks and the sale is in steady progress.



Tianjin New World Anderson Centre



Tianjin Huayuan Residential Area



Regent Place, Shanghai



Wuhan Changqing Garden

#### Wuhan

#### Market Overview

Wuhan is the transportation, trading and commercial centre of Central China. From 1993 to 1997, Wuhan's GDP increased 155.4% to Rmb91.2 billion. Over the same period, per capita GDP increased 144.1% to Rmb12,673.

Residential property sales in Wuhan reached Rmb2.2 billion in 1997, a 68.2% increase from the previous year. The Individual Purchase Ratio of Residential Buildings rose from 28.5 % in 1996 to 50.5% in 1997. The living space per capita in the urban area increased 20.0% to 83.9 sq. ft. from 1993 to 1997. The Wuhan Government plans to improve living standards and increase living space per capita in the city where the average living space has been lower than the national average. A main task of the Government is to narrow the affordability gap of residential housing prices by offering financial assistance from banks or the Housing Provident Fund.

#### Project Overview

The Group has eight projects in Wuhan and the prime development focus is on Changqing Garden, the largest GSH project in China. Upon completion, Changqing Garden will accommodate over 200,000 people. Phase I is over four million sq. ft. and has already been sold. Phase II is under construction and due for completion by 1999. Over 80% of Phase II has been sold so far. The development of the remaining phases is being planned and will proceed when market conditions permit. Other projects in the city include retail, office and residential developments which are primarily targeted at the local market.



#### Market Overview

Guangzhou is the metropolitan and commercial centre of South China. GDP reached Rmb164.6 billion in 1997, an almost 122.2% increase over 1993. From 1993 to 1997, per capita GDP more than doubled to Rmb24,895.

The Individual Purchase Ratio of Residential Buildings rose from 50.0% in 1996 to 64.3% in 1997. From 1993 to 1997, living space per capita in the urban area rose 21.4% to 116.1 sq. ft. The residential market is dominated by domestic sales and remained active in 1998. Housing reform and the easing of mortgage loans from the banking sector contributed to the increase in demand. A higher loan ceiling and lower interest rates also stimulated the residential property market.



In Guangzhou, the Group has a total of 13 projects. Since purchasing power is higher in Guangzhou, the Group's developments include high-end property as well as medium- to low-end units, thus meeting the demand of each market segment.

The Group has two residential projects on Er Sha Island, Guangzhou's premier residential community. Site 14, Guangzhou New World Riverside Villa, consists of 67 houses, 85% of which have been sold. Construction work for Site 13, New World Palm Garden, commenced in July 1998. The Group plans to build 25 low-rise resort type apartments by mid-2000.

New World Eastern Garden is one of the Group's largest developments in Guangzhou targeted at the domestic medium-end market. The project is located near the new Tianhe train station and other public transportation networks. The project will be developed in three phases. Some 90% of Phase I has been sold and Phase II is expected to be completed by 2000.



Guangzhou New World Riverside Villa

The Group also has a GSH project in Ji Shien Zhuang, located in Baiyun District, to be developed in multiple phases over the next five to seven years.

#### **Shenyang**

#### Market Overview

Shenyang is an important industrial, transportation and trading hub in Northeast China. Shenyang's GDP reached Rmb85.1 billion in 1997, a 100.2% increase over 1993. Over the same period, per capita GDP rose over 95.1% to Rmb12,658.

The living space per capita in the urban area reached 80.8 sq. ft. in 1997, below the national average of 94.7 sq. ft. For that reason, the Shenyang Government decided to make residential property development a key component for economic growth. While Shenyang's population is 0.54% of the nation's total, savings are 1.48% of the total. In recent years, the purchase of private housings by individuals has increased. This trend is likely to move upward after the implementation of housing reforms and the releasing of mortgage funds by the banking sector.

#### Project Overview

In Shenyang, the Group focused on the development of the Wangjiazhuang project. This project is located at the southern part of the city and attached to the second ring road. It is a comprehensive project to be developed in line with the municipal government plan to move the city centre southwards. The project will be developed in phases over the next 10 years. Phase I is currently under construction and due for completion by 1999.

#### **Shenzhen**

#### Market Overview

As China's first Special Economic Zone, Shenzhen is a pioneer in terms of attracting foreign investment. Located close to Hong Kong, Shenzhen's superior location is buoyed by an efficient transportation network. Shenzhen's GDP amounted to Rmb113.0 billion in 1997, 151.5% increase from 1993. Shenzhen has achieved China's highest per capita GDP with a per capita rise of 89.4% to Rmb30,619 from 1993 to 1997.

Last year, the city's total investment in property development amounted to Rmb13.7 billion, in which commercial housing accounted for nearly 62.6%, one of the highest among major cities. Per capita living space gradually increased to 153.3 sq. ft. These positive factors are partially due to a tripling of total saving deposits from 1993 to 1997.

Recently, the property market has been encouraged by lower interest rates, a mortgage ceiling of 70% for a maximum tenure of 20 years, and the offer of secondary market mortgages. The sales of residential property in Shenzhen reached almost Rmb10.9 billion in 1997, a 48.5% increase over the previous year.

#### Project Overview

In Shenzhen, the Group has two projects with a total of 1.7 million sq. ft. of GFA. Shenzhen Xili Lake, is the Group's first residential development in Shenzhen. Completion of Phase I is due for 2000 and 2003 for the entire project. The Shenzhen Sha Tau Kok project, to be completed in 2004, comprises deluxe houses, a high-rise building and a club house.

#### **Others**

The Group also has investments in other key cities in China. Developments are built according to the market conditions of each city.

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Grand Hyatt Hong Kong

ue to the volatile economic conditions in Asia, performance of the Group's hotels have been adversely affected. The Group's hotel portfolio comprises 17 hotels with a total of 8,109 rooms. Two more hotels will be opened in Nanjing and Shanghai in the next two to three years, adding 975 rooms to the portfolio. In addition, the land premium payment was finalised for the New World Centre Extension in Tsim Sha Tsui. The property is currently designated for hotel usage and has a GFA of approximately one million sq. ft...

# STRATEGIC ALLIANCE WITH MARRIOTT INTERNATIONAL INC. ("MARRIOTT")

With the exception of The Regent and Grand Hyatt Hong Kong, the Group's hotels are managed by Marriott. Major milestones were achieved during the year with the aim of building a larger customer base, improving service quality and increasing marketability. This includes the integration of the international booking network of Marriott with that of the Group's hotels. Reservations can now be made for the Group's hotels through the Marriott Automated Reservation System for Hotel Accommodations ("MARSHA"). Those hotels that have been covered by MARSHA have had an instant increase in occupancy.

In addition, the two New World hotels in Hong Kong were rebranded under the Renaissance banner and five hotels in China were rebranded under the Courtyard name during the year.

#### HONG KONG

Performance of the Group's four hotels in Hong Kong was affected by the decrease in tourist arrivals resulting from the Asian economic downturn. However, due to convenient locations and competitive hotel rates, the Group's hotels generally outperformed the industry. Given the adverse operating environment, the Group's hotels made a substantial effort to improve service quality with the aim of increasing market share. For instance, The Regent was the first Hong Kong hotel to offer Internet and e-mail access in guest rooms. Over the years, both The Regent and Grand Hyatt Hong Kong have consistently been named by renown industry magazines as the "Best Business Hotels in Asia". Satisfactory revenue at food and beverage outlets helped to maintain profitability.

Location	Number of Hotels	Number of Rooms
Existing Hotels		
Hong Kong	4	2,491
China	9	3,595
Southeast Asia	4	2,023
Sub total	17	8,109
Under Development		
China	2	975
Southeast Asia	2	721
Sub total	4	1,696
Grand Total	21	9,805

#### **CHINA**

During the year, performance of the Group's hotels in China varied. The trend in recent years has been for an increasing number of travelers to seek accommodation in mid-range priced hotels with convenient locations. The Group's hotels in China are targeted at such a market segment and have established themselves as the preferred destination by business and leisure travelers due to convenient locations and quality of service.

The Group's hotel business in China is being upgraded and expanded. A major renovation of the China Hotel in Guangzhou was completed during the year. In December 1997, the New World Courtyard Hotel, Shunde was opened. New World Courtyard Hotel, Beijing was opened in July 1998 as a major component to the Beijing New World Centre.



# **SOUTHEAST ASIA**

Results of the Group's four hotels in Kuala Lumpur, Manila and Ho Chi Minh City were affected by the economic situation of the region. In view of the downturn in the regional markets, the Group has delayed its hotel developments in Vietnam and

Malaysia until the economic prospects of the

region become clearer.

For more details on New World's hotel investment portfolio, please refer to page 84 of this Annual Report.



Hotel Distribution





company to list on the Hong Kong Stock Exchange. Today NWI is ranked as one of the largest infrastructure investors in Hong Kong, Macau and China. With investments in over 1,100 kilometres of expressways, nine bridges, 5,328 MW of power generating units, and 1.7 million cubic metres of water treatment plants, NWI has pioneered the way in the PRC.

NWI has produced another year of impressive results in the year under review. This is attributed to the growing portfolio of operational businesses and the acquisition of new investments and projects. NWI has now acquired and developed a diversified portfolio of infrastructure investments which include roads, bridges, cargo handling, power, water, and others.

#### **ROADS AND BRIDGES**

#### Road Projects

The road sector is by far the largest and most active segment of the infrastructure operations and is the leading contributor to NWI's profit figures.

Despite the ongoing and steady growth of the road network, transportation bottlenecks restrain economic growth. China is expected to invest a total of Rmb500 billion on roads between 1998 and 2000. An increase in road spending is a key component of the infrastructure development programme. Next year, the Central Government has decided to invest Rmb180 billion on highways, up from Rmb120 billion in 1998. This reflects the Government's intention to revamp and upgrade roads to improve the efficiency of the transportation system.

One of the first infrastructure projects ever funded by NWI, the Guangzhou City Northern Ring Road, is still a top performer. In June 1998, NWI paid US\$11.92 million to acquire an additional 4.65% stake in the project, increasing its interest to 65.29%. The Guangzhou City Northern Ring Road is located in the busiest district of Guangzhou and after several years of successful operations, traffic growth is now regularly fueled by other road networks.

Currently, NWI is striving to develop integrated road systems rather than concentrate on individual projects. With Guangzhou City Northern Ring Road located at the centre of the hub, the Guangdong-Guangxi road system spans three networks: Zhaoqing-Guangxi Road Network, Huizhou Road Network and Qingyuan Road Network.

Zhaoqing-Guangxi is the first road network in which NWI has invested since 1994. The Zhaoqing-Guangxi Network absorbs cross-border traffic between Guangdong and Guangxi. The Huizhou Section of Shenzhen-Huizhou Expressway links Huizhou City with the Shenzhen Special Economic Zone and connects to the Yantian Port. The Qingyuan Road Network provides important linkages between Huaiji, Qingyuan and southern Guangdong.

Other road projects that compose NWI's road portfolio include the Guangzhou-Zhuhai Section of the Beijing-Zhuhai Expressway; the Chengdu Ring Expressway (East Section), which forms the eastern section of the road circling Chengdu in Sichuan Province; the Tianjin North Section of Tiangjin Expressway, a cross-province road serving Tianjin; and the Wuhan Airport Expressway, the only connection between Wuhan Tianhe Airport and Wuhan.

Besides its operations in China, NWI is active in the Hong Kong transport sector. NWI owns a stake in Tate's Cairn Tunnel, which links Diamond Hill in Kowloon and Siu Lek Yuen in Shatin. Revenues of the tunnel remained steady during the year under review.



In the road sector, NWI has formed strategic alliances with a number of companies. In May 1997, NWI bought a 3.12% stake in Jiangsu Expressway Company Limited.

In September 1997, NWI signed an agreement to acquire 9.9% in Sichuan Expressway Company Limited.

#### **Bridge Projects**

The bridge sector is an important part of the transport network. One of the highest profile bridge projects is the Wuhan Bridge Development – New Yangtze Bridge, Han River Bridge No. I, and Han River Bridge No. 2, all located in Wuhan City. The Guangzhou Three New Bridges – Hedong Bridge, Jiefang Bridge and Jiangwan Bridge located in the heart of Guangzhou provide vital crossings over the Pearl River. All three bridges were opened during the year. Other bridges include Zhaoqing Deqing Xijiang Bridge, located in Zhaoqing City in Guangdong Province; Gaoming Bridge, located in Gaoming City in Guangdong Province.





Guangzhou Three New Bridges, Jiefang Bridge



#### **CARGO HANDLING**

Trade has always been a critical component in the Hong Kong economy. The frenetic activity experienced in one of the few deep water ports along the China coast has made a mark on the world. More recently, the emergence of China as a major trading power has enhanced Hong Kong's position in the cargo handling business. At the same time, China's growth as an export market has created opportunities for ports along the coast.

NWI's cargo handling business is a steady performer and the sector remains a major source of recurring income flows. NWI participates in cargo handling primarily through strategic alliances with Sea-Land Service Inc. ("Sea-Land"), a wholly-owned subsidiary of CSX Corporation. Currently, the joint venture has two cargo handling projects in Hong Kong - Sea-Land Orient Terminals Limited ("SLOT") and Asia Terminals Limited ("ATL"). NWI strengthened its investment in Hong Kong by increasing its stakes in both projects.

SLOT operates Container Terminal 3 ("CT3") in Kwai Chung and provides container services to shipping companies. Subsequent to the acquisition of an additional 16.5% interest in SLOT in 1997, NWI increased its stake in May 1998 from 30.34% to 33.34% for HK\$285 million. SLOT is a consortium member of Asia Container Terminals Limited ("ACT") and ACT is a consortium member to develop Container Terminal 9 ("CT9") which will be operational early in the next century. The most efficient container terminal in Hong Kong, SLOT emphasises process improvement, equipment upgrades and cost reduction to maintain competitiveness.

ATL operates a Container Freight Station and cargo distribution centre at CT3. NWI's Asia Terminals Centre is the world's largest multi-storey drive-in container freight storage building. ATL is working to achieve process improvement and cost reduction. Last year, ATL acquired new equipment to increase operating efficiency and streamlined its operations by outsourcing.

#### **China Developments**

Rapid economic growth and rising trade has spurred demand for container ports and related services in China. By 2000, the country would have built 100 new berths and increased its annual handling capacity by 200 million tonnes.

NWI embarked on its first China cargo handling project with Sea-Land in January 1997 through the acquisition of 24.5% of Sea-Land Orient (Tianjin) Container Terminals Co., Limited ("SLOTT"). SLOTT operates four container berths and one coal berth at the Dongtuti South Terminal in Tianjin Xingang. Meanwhile, another NWI China venture, United Asia Terminals (Yantian) Limited, is a leading provider of freight storage, warehousing and distribution services in South China.

In the year under review, NWI joined forces with another strategic partner to increase its presence in China. NWI acquired a 37.15% stakes in Pacific Ports Company Limited, an Asian port company listed in Hong Kong. The acquisition allows NWI to expand into the eastern coastal region of China and to strengthen its port and related business in the Mainland. PPC's port business is expected to benefit from geographical advantages and port infrastructure development.

# **POWER**

NWI's China power business spreads across the provinces of Guangdong, Sichuan and Hebei as well as the city of Macau. In the high-growth Guangdong Province, the power projects include Zhujiang Power Station Phase I, Zhujiang Power Station Phase II and Shunde De Sheng Power Plant. In Sichuan Province, NWI acquired a 60% stake in a coal-fired power plant located in Qianwei County in October 1997.

NWI has a strong alliance in Hebei Province with Beijing Datang Power Generation Company Limited, one of China's largest independent power producers.

Macau's electricity is supplied solely by Companhia de Electricidade de Macau-CEM, S.A.R.L. ("CEM"). In 1985, the Macau Government granted CEM the exclusive right to supply electricity for a 25-year period. NWI owns a 20.25% effective interest in CEM through its 50% ownership in Sino-French Holdings (Hong Kong) Limited, which was acquired in October 1997.



Overall, China's power sector is going through great change. Government's reform of regulation, the development of new financing alternatives and the evolution of pricing schemes have had a major impact on the sector.

PRC electricity generation seems sufficient to meet domestic needs. In fact, some regions are experiencing an excess of supply. This is attributed to the rapid addition of installed capacity coupled with the lower than expected demand for electricity from industrial consumers. However, a closer look reveals that there is leeway for growth. In terms of per capita installed capacity, China ranks 85th in the world with an average far below that of the developing countries.

To meet the demand for electricity, the Government plans to increase its level of investment and invite foreign capital and expertise. Between 1998 and 2005, some Rmb200 billion will be invested in power networks to improve transmission and increase the accessibility of electricity.

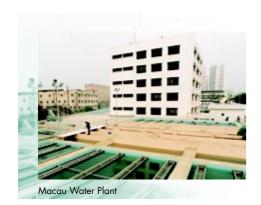
All indications point to rising demand and improved prospects for the power sector in the years ahead. In the short run, the Government is determined to achieve the economic growth targets of the Ninth Five Year Plan and improving accessibility of electricity is critical.

# **WATER TREATMENT**

NWI's key strategic partner in the water sector is Suez Lyonnaise des Eaux S.A. ("SLDE"). In August 1997, NWI acquired a 50% equity interest in Sino-French Holdings (Hong Kong) Limited, a company principally engaged in water and electricity supply. The remaining 50% stake in Sino-French is owned by SLDE and Lyonnaise Asia Water Limited.



**Zhujiang Power Station** 



The alliance with one of France's largest water companies enables NWI to achieve business diversification within China and extend its business activities to Macau. The move into water treatment and supply is an extension of NWI's existing portfolio of infrastructure projects. Sino-French is expected to contribute to NWI's long term profitability and growth based on its operating history and track record in producing positive cash flows.

At present, Sino-French has seven operational projects and is committed to the development of two more projects. This mix of operational and new projects is important in terms of cash flow streams. In addition, Sino-French owns a 85% stake in Sociedade de Abastecimento de Aguas de Macau, SARL ("SAAM"), also known as the Macau Water Supply Co. Limited. SAAM is operating under a 25-year monopoly concession granted by the Macau Government that ends in July 2010.

#### **Water Treatment Outlook**

The potential of the water treatment industry looks promising. China is facing a severe shortage of safe drinking water, and the water treatment industry is poised to take on the challenge. Over half of China's 600 large and medium-sized cities suffer from shortages and more than 100 are severely deprived. In some cases, the situation is so bad that urban residents stand in line for hours to obtain a few gallons of drinking water. The percentage of the PRC population with access to safe drinking water is now estimated at below 70%.

The water treatment industry is primed for new investment and development. Presently, water for industrial use accounts for over 50% of consumption, and residential use accounts for over one-third. The residential share is expected to increase as the population urbanises and hundreds of millions of the population turn from village wells to indoor plumbing. Meanwhile, industrial use will rise along with economic growth.

# **OTHER INVESTMENTS**

#### Cement

NWI has six cement plants operating in China, five are located in Shandong Province and one in Guangdong Province. NWI holds a 51% stake in Qing Yuan Cement Plant located in Guangdong Province. The Plant has an annual capacity of 250,000 tonnes.

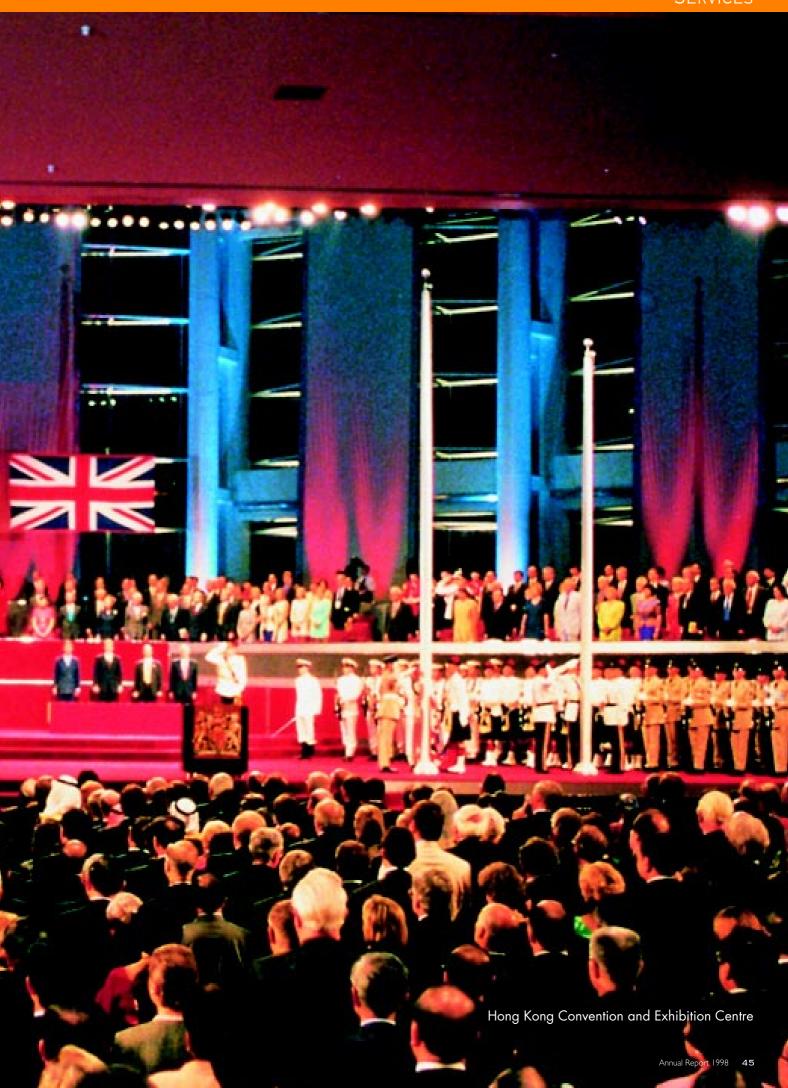
Shandong is the major centre of NWI's cement business. Its five cement plants have an aggregate production capacity of 2.41 million tonnes per annum.

#### Information Infrastructure

In July 1997, NWI acquired 11.5% interest in China Internet Corporation Limited. Up to June 1998, NWI owns 12.7% interest (on a fully-diluted basis) in CIC. CIC provides online Internet-based business information services in both the Chinese and English language. The base of this service is the China Wide Web ("CWW") – the country's first nationwide subscriber-based Internet.

CIC is in the process of developing new revenue streams and changing the nature of its underlying business. The objective is to become a one-stop media services provider that generates fees from subscriptions and advertising. In addition, global alliances will be signed with leading Internet service providers to enhance the service.





ew World Services Limited is the Group's newly formed service arm. NWS is organised into seven divisions: construction, electrical and mechanical engineering, facility management, property management, security and guarding, cleaning and landscaping and transport services.

Despite challenging market conditions, NWS recorded satisfactory results in the year under review. Significant milestones were achieved with the acquisition of new businesses and solid performance was registered by existing operations. With all the Group's service businesses incorporated into one company, synergies have resulted as different operations are becoming more integrated and greater economies of scale enhance competitiveness.

Given the economic climate in Hong Kong and Asia, NWS has concentrated more effort on securing government-related projects. This is especially important with private developers delaying or shelving projects in a weak Hong Kong property market. With the Government's pledge to provide more public housing and increased investments in infrastructure development, the various divisions of NWS are ready to capture any opportunities that arise.

#### CONSTRUCTION

The NWS construction division is recognised as a preferred contractor in both the private and public sectors. Its principal company, Hip Hing Construction Company Limited ("Hip Hing"), is one of Hong Kong's largest and best established building contractors. Hip Hing is supported by Vibro (HK) Limited, which specialises in foundation works; Quon Hing Concrete Limited, a producer of ready-mixed concrete; and Barbican Construction Company Limited, a civil engineering company. Team Deco International Limited, which specialises in interior design, joined the division during the year. This addition has strengthened competitiveness in a wider range of vertically integrated services.

During the year, the construction division achieved generous growth, primarily as a result of the completion of a number of major projects. Among those projects are Discovery Park in Tsuen Wan, Citic Tower in Admiralty, Grand Millennium Plaza at Wing Lok Street, the DCH Building in Quarry Bay, Henley Building at 5 Queen's Road Central, Chi Lin Nunnery Redevelopment and the Housing Society project of Verbena Garden at Tseung Kwan O Area 19B.

As of July 1998, the division held contracts totaling HK\$18 billion. This amount is represented by HK\$13.6 billion of contracts in Hong Kong, HK\$4.2 billion in the PRC and the balance from other Asian countries.

Significant new projects awarded during the past year include the West Kowloon Station development, the commercial development at Tung Chung Town Lot No. 2, the housing development at Tung Chung Area 30, the Biological Science Building at the University of Hong Kong and Outlying Islands Refuse Transfer Station.



Chi Lin Nunnery Redevelopment

Additional new projects will sustain the division's growth for the next two years. These include Housing Authority's Sau Mau Ping Redevelopment Projects Phases V and XV and the PSPS project at Choi Hung Road. Pre-qualification and tenders are being requested from the Housing Authority, Architectural Services Department, West Rail Development, Tseung Kwan O MTRC, KCRC Freight Yard Development at Hung Hom Bay and other related infrastructure construction.

# **ELECTRICAL AND MECHANICAL ENGINEERING**

The electrical and mechanical engineering division provides and installs a wide range of building-related electrical and mechanical equipment. Companies in the division include Young's Engineering Holdings Limited, Tridant Engineering Company Limited, Far East Engineering Services Limited and Matsuden Trading Company Limited.

Major projects completed during the year by Young's Engineering Holdings Limited include Beijing New World Centre Phase I, the Beijing Xin Quia Hotel extension, Guangzhou Aquarium, Zhuhai International Building and Beijing Palace Hotel. A total of HK\$3.2 billion of contracts were secured. Significant new projects include Beijing Oriental Plaza, Dalian Allied Tower, Beijing Industrial and Commercial Bank of China, Shanghai Pudong Shangri-La Hotel, Beijing New World Centre Phase II and KCRC Kowloon Station.

Major projects completed during the year by Tridant Engineering Company Limited include Beijing New World Centre Phase I, Outward Science and Trade Centre, Tseung Kwan O Area 24 and Lam Tin Estate Phase IV. Contracts on hand totaled about HK\$2.6 billion.

Major contracts completed by Far East Engineering Services Limited include the Shanghai Pudong Shangri-La Hotel, the 1997 Annual Meetings of the Boards of Governors of the World Bank and the International Monetary Fund, H1-3 Sea Rescue, World Peace Centre and Shun Tak Centre Phase III. Contracts on hand now amount to HK\$153 million.

Major contracts completed by Matsuden Trading Company Limited include the Suzhou Wugong Hotel, Tuen Mun 395, Grand Millennium Plaza and Qingdao Shangri-La Hotel. HK\$282 million worth of contracts have been secured.

#### **FACILITY MANAGEMENT**

The facility management division comprises convention and exhibition management, car park management and landfill management. The following is a breakdown of the various activities:

# Hong Kong Convention and Exhibition Centre

NWS manages the Hong Kong Convention and Exhibition Centre, one of the world's most prestigious multi-function facilities. Phase II of the HKCEC became fully operational during the year. The rental space utilisation rate for the 689,000 sq. ft. facility was over 50%. The opening of Phase II enables HKCEC to accommodate larger events.



Electrical and Mechanical Engineering





Hong Kong Convention and Exhibition Centre

A total of 2,078 events, including the historic ceremony marking Hong Kong's return to Chinese sovereignty and the 1997 Annual Meetings of the Boards of Governors of the World Bank and the International Monetary Fund, were held at the HKCEC.

To deal with the regional economic challenges, the HKCEC and its industry partners have devised strategies and incentives to promote Hong Kong's exhibition and conference business.

#### Parking

Urban Parking Limited commenced business in October 1997 and has since taken over the management of 4,347 car park spaces at HKCEC Phases I and II, New World Centre, Palace Mall, New World Tower, Tai Po Plaza, Riviera Garden and Telford Plaza,

#### Landfill

NWS has a 30% interest in the landfill and related environmental business of Far East Landfill Technologies Limited. Far East Landfill Technologies Limited operates the North East New Territories Landfill ("NENT"). NENT has a total capacity of 35 million tonnes worth of void space and the ability to process 6,000 tonnes of waste daily. Satisfactory results were recorded for NENT during the year under review.

#### **PROPERTY MANAGEMENT**

The Group's property management division provides a wide range of management and agency services. This division is operated by Urban Property Management Limited ("UPML"), International Property Management Limited ("IPML"), Kiu Lok Service Management Company Limited ("Kiu Lok") and Kiu Lok Property Service (China) Limited ("Kiu Lok China"). Steady profit growth for this division was reported for the year under review.

The property management division together managed 93,000 residential units, 12.3 million sq.ft. of commercial/office space, 5.1 million sq.ft. of industrial area and over 25,000 car parking spaces.

During the year, UPML and IPML achieved a retention rate of 100% and over 90% respectively. Satisfactory results have been achieved by Kiu Lok and Kiu Lok China's property management and agency businesses.

Some of the larger contracts awarded in Hong Kong include former government military sites, Hoi Tak Gardens in Tuen Mun, Magazine Gap Towers in Mid-Levels, Grand Millennium Plaza, Ching Wah Court on Tsing Yi Island, Tin Shui Shopping Centre and Tin Yiu Shopping Centre in Tin Shui Wai.

In China, property management and agency contracts awarded include Beijing New World Centre, Shunde New World Convention Centre, Shanghai Regent Place and Beijing Dynasty Garden.

# **SECURITY AND GUARDING**

The Group's security division is one of Hong Kong's leading providers of security services. Responsible for over 235 properties, the principal companies in the division are General Security (HK) Limited and Uniformity Security Company Limited. Major



Quality Property Management Team

milestones achieved during the year include the securing of contracts with renowned customers such as the provision of guarding services for Airport Express site stations and ancillary buildings, the 1997 Annual Meetings of the Boards of Governors of the World Bank and the International Monetary Fund and the Government Explosive Depot at Kau Shat Wan.

#### **CLEANING AND LANDSCAPING**

Among its diversified range of services, NWS provides commercial and general cleaning services, laundry services, as well as landscaping and plant supply to the commercial, residential and office markets.

Pollution & Protection Services Limited ("P&P") focuses on commercial and general cleaning. New contracts awarded included the Grand Millennium Plaza, Discovery Park, World Peace Centre, Methodist House, and construction sites of Hip Hing. P&P was also awarded the bus cleaning contract for New World First Bus.

Positive advancements were achieved by New China Steam Laundry Limited. Positioned as a specialist in fabric care, the first retail valet shop was opened in June 1998 and a second shop will be opened in late 1998.

New contracts were also awarded to Hong Kong Island Landscape Company Limited. This company specialises in landscaping and plant supply in Hong Kong and China.

# TRANSPORTATION SERVICES

In April 1998, New World First Bus Services Limited was awarded a five-year franchise to operate 88 routes in Hong Kong after operating rights of China Motor Bus ("CMB") Company Limited expired on 31 August 1998. In addition, four more routes were subsequently granted to NWFB in September. NWFB is a wholly-owned subsidiary of New World First Holdings Limited, a joint venture between NWS, which owns 74%, and Britain's First Group plc, which owns 26%.

The transition of the bus operations from CMB to NWFB was regarded as one of the most successful ever handled. It was especially notable given the tight working schedule and the fact that the first day of operation coincided with the start of the new school term in Hong Kong.

NWFB is committed to providing a comfortable traveling environment for its passengers. 710 buses were purchased from CMB, of which 199 were air-conditioned. NWFB has ordered 258 buses and 20 chassis. 52 new buses were ready on the first day of operation. A further 154 buses will arrive by the end of 1998, and the remaining buses will come in 1999. Besides the provision of new buses, other measures to upgrade the fleet are gradually being implemented with the aim to further improve the quality of services.



New World First Bus





he telecommunication business offers promising growth opportunities within the Hong Kong economic sphere of activity. One reason for Hong Kong's rise as a regional telecommunications hub is its dedication to building infrastructure. Currently, Hong Kong has more submarine cable capacity and more satellite communications links than anyone in the region. This infrastructure supports the many multinationals and local businesses that use Hong Kong as regional headquarters. This level of corporate activity, coupled with Hong Kong's position as the gateway to China, has acted as a catalyst for growth in terms of the quantity and quality of telecommunication services.

The mobile telecommunication sector has undergone robust development since the Hong Kong Government introduced competition to the market. For instance, since 1997 mobile users has grown exponentially after six new networks launched Personal Communications Services. Overall the mobile user population has increased from 1.21 million at the end of 1996 to 2.56 million in August 1998. That gives Hong Kong one of the highest mobile penetration rates in the world. A recent report states that total penetration will rise to some 40% of the population by the next century.

In the fixed line telephone network sector, effective competition is not yet in place. More needs to be done by the Hong Kong Government to ensure a level playing field is available to the three new fixed line service providers. Owing to economic development and the rapid evolution of telecommunications technology, it is envisaged that fixed network services-encompassing multimedia transmission-will have a wider application in every day life. Given these factors, the potential for growth in fixed line networks is notable.

# NEW WORLD TELEPHONE OVERVIEW

New World Telephone Holdings Limited ("NWT"), the Group's telecommunications arm, is dedicated to providing a comprehensive range of quality, innovative and premium communications services. NWT tailors its fixed network, mobile and paging services to meet the different needs of corporations and individuals. Despite the competitive environment in the telecommunications sector, NWT's "Power of One" advantage allows the Group to offer integrated services at competitive prices. This in turn has translated into a substantial increase in market share for each business line.

During the year under review, NWT actively expanded its reach to most major populated areas in Hong Kong. As of October 1998, a total of 30 NWT retail outlets were opened, including three mega-customer service centres providing sales and customer support. Special attention was paid to matching the customer base with the population growth profiles of new towns. In addition, NWT turned its attention to the potentially lucrative China market for the first time.

# IDD SERVICES AND FIXED TELEPHONE NETWORK SERVICES ("FTNS")

With constantly improving service quality and a competitive tariff, the IDD 009 long distance business is rapidly expanding its market presence. IDD 009 has now secured a customer base of over 400,000 users, and maintained its IDD traffic volume despite the economic downturn in Hong Kong.

In anticipation of an early termination of the Hong Kong monopoly for international telecommunication services and facilities, NWT has completed strategic alliances with global players. These alliances ensure NWT is placed to offer quality services at attractive prices when the Hong Kong Government issues External Voice licences on I January, 1999. Last year, NWT was awarded a "214 Facility Based Licence" in the United States, allowing the Company to build facilities and to resell long-distance services like other major international carriers in that country.



New World Telephone joined the Asia Communitech 97

In terms of FTNS, NWT provides corporate and residential services to over 12,000 lines. Sophisticated corporate networking services for the transmission of voice, data and video are available to meet the needs of companies and industries of all different sizes. To ensure that investor interests are safeguarded, NWT is closely monitoring regulatory developments and actively establishing a dialogue with the Hong Kong Government to stress the importance of an open and fair competition. NWT is prepared to gain a bigger slice of the local FTNS when regulatory uncertainties are removed from the market.

NWT has a strong commitment to developing telecommunication infrastructure in Hong Kong. Two optic fibre backbone networks running through all MTR stations and extending to the airport at Chek Lap Kok are close to completion. This will increase the coverage of NWT's FTNS to high density business and residential areas. NWT has also stepped up efforts to build fibre optic local access rings to connect backbone networks with selected districts. In addition to the three fibre optic exchanges in Tsim Sha Tsui, Chai Wan and Tung Chung, the construction of two new switches in Chek Lap Kok and Central will allow NWT to reach a broader customer base.



PowerPhones at the new airport

#### **MOBILE COMMUNICATIONS SERVICES**

With its quality service and competitive pricing, PCS 009 has led the way by winning over one-third of the total PCS market. From the launch of PCS 009 in August 1997 to October 1998, some 200,000 subscribers have signed up for the service.

PCS 009 has made progress in increasing coverage in all areas. NWT was the first network operator to deploy a second switching centre. The network is now composed of over 550 transmitting stations, providing outdoor coverage in excess of 95%. A survey conducted by the University of Hong Kong in August 1998 suggested that in terms of overall network performance and outdoor coverage NWT's PCS service was the best in Hong Kong. NWT also achieved desirable coverage in 11 tunnels, 31 MTR stations and five Airport Express stations by October 1998. By the end of 1998 there will be 600 transmitting stations offering full coverage in MTR stations and major tunnels. New World PCS Limited plans to unveil its new brand identity - New World Mobility in November 1998. The new brand identity signifies a new era of "interactive" mobile communications services committed by New World PCS Limited. In the near term, New World Mobility will be awarded by the China Team as an official sponsor in the 13th Asian Olympic Games.

NWT is committed to providing value-added services to meet different mobile telecommunication needs. Its information-on-demand and fax-on-demand services have been well-received by users. NWT is now prepared to capture the market opportunities generated by the implementation of mobile number portability in March 1999, which is expected to enlarge the customer base.

As for paging services, New World Paging Limited continues to provide a reliable and personalised paging service as part of NWT's total telecommunication solutions.

#### **PUBLIC MULTIMEDIA SERVICES**

The service network of PowerPhone – Asia's first multimedia interactive payphone – has undergone rapid growth since its debut in June 1997. Now, over 600 PowerPhones are in service at the new airport, all MTR stations, KCR East Rail stations, the Hong Kong Convention and Exhibition Centre as well as many major shopping arcades.

Besides providing local and international calling services, PowerPhone leads the market by providing e-mail, fax and data jack functions in many airport units. Offering a full range of interactive on-line information, PowerPhone serves as an innovative advertising medium. Cathay Pacific, CNN, Hong Kong Tourist Association and Airport Express are among the advertisers who have deployed PowerPhone to disseminate corporate information and the latest news.





#### **CHINA DEVELOPMENT**

With the transformation of the PRC economy from a planned to a market-oriented economy, the telecommunication industry has benefited from rapid growth in investment and technological improvements.

Currently, telecommunications is one of the fastest growing industries and the PRC network is among the largest in the world in terms of subscribers. While the number of subscribers for fixed line and cellular services has increased substantially in the last five years, penetration rates remain low compared with other Asian markets. This indicates potential for further rapid growth.

During the year NWT established a joint venture with China Unicom and Chinacom to provide a GSM mobile network for Jiangxi Province. At present, Jiangxi has around 110,000 mobile users in a population over 40 million, a penetration rate of only 0.3%. The venture will provide a GSM network with a total capacity of 170,000 subscribers and is scheduled to be in service by the end of 1998. The first phase of the project will provide wireless coverage for the provincial capital of Nanchang, Jiujiang and a number of major cities. Apart from the Jiangxi GSM initiative, NWT also plans other strategic forays across the country.

# STRATEGIC INVESTMENTS IN H-SHARE AND RED-CHIP COMPANIES

The Group has acquired strategic holdings in ten PRC companies at the time of their initial public offering on the Hong Kong Stock Exchange. Wherever possible, the Group will maintain strategic partnerships with these companies to explore all future business opportunities in the China market.

# **NEW WORLD INDUSTRIAL HOLDINGS LIMITED**

The establishment of NWIH in September 1997 was designed to capture the opportunities unveiled by the PRC Government's determination to reform its State-Owned Enterprises ("SOEs"). NWIH intends to invite foreign technology partners to co-invest in projects in an effort to introduce advanced technologies and management expertise. In this way, NWIH can improve the quality and marketability of products manufactured by SOEs as well as to maximise the efficiency of their production capacity.

During the last year, NWIH actively explored and investigated potential investment opportunities. A number of such opportunities were selected for a more thorough evaluation and assessment. The investigation and evaluation process has been narrowed to explore a selected number of industries that fall into the NWIH investment objective. With this measured strategy in place, NWIH will continue to seek promising opportunities within the PRC industrial sector.

#### **DEPARTMENT STORE OPERATIONS**

New World Department Stores Limited ("NWDS") was launched in 1993 to play a role in China's expanding consumer market. During the year under review, three new department stores were opened in Beijing, Tianjin and Ningbo, bringing the total of operational stores to seven. Depending on market conditions, the Group intends to expand its department store chain to different cities where NWDS can take advantage of market prospects and achieve greater economies of scale.

In May 1998, NWDS moved its operations, finance, human resources and administrative departments to Guangzhou in order to minimise the operational costs and to strengthen competitiveness.

# **DUTY FREE OPERATIONS**

In July 1997, Sky Connection Limited ("Sky Connection") (48% owned by the Group), was awarded a licence to operate duty free tobacco and alcohol sales at Chek Lap Kok Airport. Sky Connection was subsequently granted a licence by the Mass Transit Railway Corporation to operate four duty free concessions along the Airport Railway. Operations of duty free outlets commenced in July 1998, in line with the opening of the new airport.

Department Stores		
Store Location	Total GFA (sq. ft.)	Actual / Planned Opening Date
Existing		
Wuhan	98,000	November 1994
Shenyang	90,000	November 1995
Wuxi	170,000	January 1996
Harbin	120,000	November 1996
Tianjin	150,000	October 1997
Ningbo	110,000	April 1998
Beijing	180,000	June 1998
Under Construction		
Dalian	500,000	1999
Chongqing	120,000	1999
Wuhan Phase II	240,000	2000



Ningbo.

# Summar Summary of Results

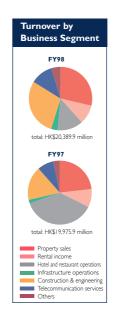
Page 59 Analysis of Contribution

Page 63 Financial Position

Page 65 Cash Flow Analysis

#### **SUMMARY OF RESULTS**

Consolidated Profit and Loss Statement							
	FY1998 (HK\$ million)	FY1997(HK\$ million)	Change				
Turnover	20,389.9	19,975.9	2.1%				
Operating profit before interest	4,901.8	4,960.5	(1.2%)				
Share of results of associated comp	panies						
and joint ventures	637.I	2,020.7	(68.5%)				
Exceptional items	(1,202.2)	1,316.0	n/a				
Net interest expense	(754.6)	(656.7)	14.9%				
Taxation	(735.2)	(963.0)	(23.7%)				
Minority interests	(704.0)	(1,365.5)	(48.4%)				
Profit attributable to shareholders	2,142.9	5,312.0	(59.7%)				
Earnings Per Share (HK\$)	1.11	2.86	(61.2%)				
Dividends Per Share (HK\$)	0.64	1.20	(46.7%)				



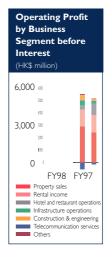
#### Turnover

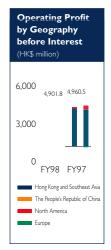
The Group's turnover increased by 2.1% to HK\$20,389.9 million. Growth was recorded in property sales, rental income, construction and engineering, infrastructure operations, and telecommunication services. This growth was offset by a significant decline in revenues in the hotel and restaurant operations, owing to the disposal of the Renaissance Hotel Group N.V. ("RHG") and Hotel Property Investments (B.V.I.) Limited ("HPI") and the impact of the Asian economic turnoil.

#### **Operating Profit**

Operating profit before net interest expense decreased by 1.2% and amounted to HK\$4,901.8 million. Increased contributions from property sales, construction and engineering, and infrastructure operations were not enough to offset a significant drop in contribution from hotel and restaurant operations as well as the loss incurred by telecommunication services.

Hong Kong remained the major contributor to operating profit, representing over 90%. Operating profit from China decreased by 39.9% and amounted to HK\$240.5 million. Profit generated from China property and infrastructure projects was offset by the unsatisfactory performance of certain hotel operations and newly opened department stores.



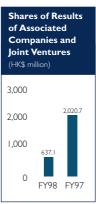


#### Shares of Results of Associated Companies and Joint Ventures

The share of results from associated companies and joint ventures amounted to HK\$637.1 million, a decrease of 68.5%. The sharp decline was due to the sale of Hotel Victoria which made a significant contribution to last year's result.

HK\$690.6 million was contributed by NWI, the Group's infrastructure arm, a 55.2% increase compared with last year. The substantial increase reflected the strong organic growth from existing projects and new projects that had become operational.

Contributions from China property sales were primarily attributed to the sales of New World Riverside Villa, Beijing New World Centre service apartments, and Dongguan New World Garden. Rental income represented the contribution from the ground floor to fourth floor portion of Pearl City and Shun Tak Centre. Contributions from construction and engineering were derived from the completion of a number of joint venture projects during the year, such as Citic Tower and the Hong Kong Convention and Exhibition Centre Phase II. Associated companies incurred losses during the year include several hotels in the PRC, the operations of ATV before its partial disposal, certain property projects and a power project.



#### **Exceptional Items**

Exceptional (Loss)/Gain		
	FY1998 (HK\$ million)	FY1997(HK\$ million)
Gain on disposal of associated companies	132.0	_
Profit on repurchase of convertible bonds	49.8	=
Provision for investment in:		
Cooperative and equity joint ventures	(132.3)	=
Other joint ventures	(137.9)	=
Listed shares	(344.8)	=
Provision for diminution in value of properties held for sale	(769.0)	=
Profit on disposal of investments in subsidiary companies	=	372.2
Profit on dilution of interest in a subsidiary company	_	943.8
Total	(1,202.2)	1,316.0

The partial disposal of the Group's interest in ATV, from 27.5% to 13.75% has resulted in a gain in the year under review.

During the year, NWI repurchased some convertible bonds at discounts. A total of US\$13.5 million and US\$14.5 million in face value were repurchased from the convertible bonds due 2001 and 2003 respectively, resulting in a total profit of HK\$49.8 million.

Provisions have been made for cooperative and equity joint ventures in the PRC in respect of several cement projects in Shandong and a property project in Beijing.

Provision for other joint ventures was attributed to certain hotel projects in Southeast Asia, which amounted to HK\$ 137.9 million.

A HK\$344.8 million provision was made for listed shares. These shares include Beijing Enterprises Holdings Limited, Beijing North Star Company Limited, Beijing Yanhua Petrochemical Co. Limited, China Southern Airlines Co. Limited, Chongqing Iron & Steel Co. Limited and Tianjin Development Holdings Limited. The values of these shares were written down to the closing market price as at 30 June, 1998.

HK\$769.0 million was provided for the diminution in value of the Group's properties mainly for 35-47 Tsing Yi Road, Tsing Yi, 15-19 Luk Hop Street, San Po Kong and 6-10 Black's Link.

#### **Net Interest Expense**

Net interest expense increased by 14.9% to HK\$ 754.6 million. Gross interest expense amounted to HK\$ 2,055.2 million, an increase of 63.8% from last year. The rise in interest expense was primarily due to the rise in interest rate as a result of the Asian economic turmoil and an increase in the overall debt position. Capitalised interest amounted to HK\$103.8 million.

Gross interest income amounted to HK\$1,300.6 million, an increase of 117.4% from FY1997. The increase in interest income was resulted from the recognition of interest income from property and infrastructure projects in China and interest earned on stakeholders' account for proceeds from property sales.

# **Taxation**

Though the profit before taxation and minority interests decreased by 53.1% and taxation by 23.7% only. This is because certain gains recognised in FY1997 were not subject to Hong Kong tax. The effective tax rate remained stable for both years.

# **Minority Interests**

Minority interests decreased by 48.4%, in line with the drop in profit.

# **ANALYSIS OF CONTRIBUTION**

_		by Business Segment	Cl
F -	Y1998 (HK\$ million)	FY1997(HK\$ million)	Change
Property sales			
Operating Profit	2,909.3	2,432.4	
Share of results of associated			
companies and joint ventures	(58.3)	1,485.4	
Taxation and minority interests	(408.0)	(868.1)	
	2,443.0	3,049.7	(19.9%
Rental income Operating Profit	1 270 7	14140	
Share of results of associated	1,378.7	1,414.8	
companies and joint ventures	35.5	10.5	
Taxation and minority interests	(145.1)	(150.6)	
raxación and minority interests	<del></del>	<del></del>	(0.40/
	1,269.1	1,274.7	(0.4%
Hotel and restaurant operation		000.7	
Operating Profit Share of results of associated	348.6	890.7	
companies and joint ventures	(6.0)	9.8	
	` ,		
Taxation and minority interests	(229.8)	(539.8)	
	112.8	360.7	(68.7%
Infrastructure operations			
Operating Profit	400.3	231.4	
Share of results of associated	(10.7	20/0	
companies and joint ventures	619.7	386.9	
Taxation and minority interests	(584.9)	(360.3)	
	435.1	258.0	68.6%
Construction & engineering			
Operating Profit	433.8	179.1	
Share of results of associated			
companies and joint ventures	71.7	99.2	
Taxation and minority interests	(198.0)	(179.9)	
	307.5	98.4	212.5%
Telecommunication services			
Operating Profit	(646.2)	(195.2)	
Taxation and minority interests	83.5	36.5	
	(562.7)	(158.7)	254.6%
Others			
Operating Profit	77.3	7.3	
Share of results of associated	(0.5.5)	22.2	
companies and joint ventures	(25.5)	28.9	
Taxation and minority interests	<u>(47.1)</u>	(55.2)	
	4.7	(19.0)	n/a
Attributable Operating Profit	4,009.5	4,863.8	(17.6%
Exceptional (loss)/gain	(1,202.2)	1,316.0	n/a
Exceptional loss/(gain) attributable			
to minority shareholders	122.0	(134.0)	n/a
Net interest expense	(754.6)	(656.7)	14.9%
Other overheads	(31.8)	(77.1)	(58.8%
Profit Attributable To Shareho	lders 2,142.9	5,312.0	(59.7%



#### **Property Sales**

AOP from property sales amounted to HK\$2,443.0 million, a 19.9% decrease compared with last year. One of the reasons for the decrease in AOP was due to the sale of Hotel Victoria, which made a significant contribution to last year's result. Major contributors to profit included the sale of Chow Tai Fook Centre, a joint venture project with LDC; Phase II and III of Discovery Park and one floor of Grand Millennium Plaza. Major contributors to AOP from China included the sale of the service apartments of Beijing New World Centre Phase I and the GSH projects in Wuhan and Tianjin.

#### Outlook

Contributions for the coming year will depend on the sentiments of the Hong Kong property market. The default and unsold units of Discovery Park Phase III will be put on the market in FY 1999. The Group has collected 30% of its share of the total proceeds as deposit from the buyers of the former Victoria Apartments. Contribution from this project will depend on the completion of the sale.

The Group expects contributions from property sales in China to continue to grow as more projects are due for completion in the next few years. The announcement of new housing reform policies and the easing of mortgage financing will stimulate property sales.



#### Rental Income

AOP from rental income amounted to HK\$1,269.1 million, a 0.4% decrease compared to last

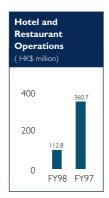
Retail properties were affected by the Asian economic downturn as the Group's anchor shopping malls are located in the tourist area of Tsim Sha Tsui. To assist tenants in overcoming adverse operating conditions, a rent reduction was initiated for some retail properties during the year. The completion of Discovery Park Shopping Mall and New World Centre Palace Mall compensated the decrease in contribution as a result of rental reductions. Overall occupancy remained relatively stable throughout the year.

The HKCEC, grouped under the facility management division of NWS, maintained its profit level in FY1998 as Phase II of the HKCEC became fully operational and an overall utilization rate of over 50% was achieved.

The Group's office buildings and service apartments recorded a slight decrease in contribution due to the decline in occupancy and a downward pressure on rents.

#### Outlook

Contributions from rental properties are anticipated to remain sluggish as long as the economy is weak. Rental reductions for some retail spaces initiated in early 1998 will be subject to review by the end of calendar year 1998. Office buildings will continue to face downward rental pressure. The performance of HKCEC is expected to be maintained given the enlarged rentable area to be filled by a continuous flow of conventions, exhibitions and other events.



#### **Hotel and Restaurant Operations**

AOP from hotel and restaurant operations decreased significantly in FY1998, largely reflecting the impact of Asia's economic downturn and the disposal of RHG and HPI in the second half of FY1997. The main contributors in this sector are four hotels in Hong Kong, namely The Regent, Grand Hyatt Hong Kong, New World Renaissance and Renaissance Harbour View. During the year, the four hotels in Hong Kong experienced the effects of the reduction in tourist arrivals. Hotels in Southeast Asia and China showed a decrease in contribution. The food and beverage operations of the HKCEC performed as forecasted.

Contributions from hotel and restaurant operations are expected to improve in the coming years. This is supported by a rise in tourist arrivals in Hong Kong in the last four months. An increase in events at the HKCEC will buoy the contribution.

# **Infrastructure Operations**

AOP from Infrastructure operations increased by 68.6% to HK\$435.1 million. Although the Group increased its stake in SLOT and ATL, cargo handling recorded a slight downturn in contributions in comparison with the previous year.

The increase in contribution from the toll road and bridge divisions was primarily resulted from the organic growth of existing projects, particularly in Guangzhou City Northern Ring Road, Wuhan Bridges and new projects that became operational during the year.

The acquisition of CEM in November 1997 accounted for a significant portion of the profit increase in power division. Organic growth in existing projects, including Shunde De Sheng Power Plant and Guangzhou Zhujiang Power Station Phase II, created modest improvement in profit. The increase in contribution from this division also attributed to the share of Beijing Datang's result which became an associated company during the year.

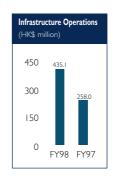
The water treatment division showed additional contributions from the acquisition of a 50% interest in Sino-French Holding (Hong Kong) Limited, which in turn acquired an indirect interest in Macau Water Plant and other PRC water plants.

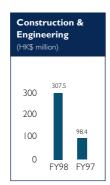
#### Outlook

The contributions from cargo handling are expected to be stable next year. Further growth in the road division is expected as roads, which became operational in 1998 will have full-year contributions in 1999, and more roads are expected to be operational. The bridge division is expected to maintain its level of performance next year.

Growth is expected from the power division as Beijing Datang will have a full-year contribution as an associated company and the contribution from Shunde De Sheng Power Plant will improve. In the water division, improved results from the Macau Water Plant are expected after a tariff increase in March 1998 and the commencement of operations of new projects.

FY	1998 (HK\$ million)	FY1997(HK\$ million)	Change
Cargo handling	273.6	279.0	(1.9%
Roads	341.0	210.0	62.4%
Bridges	140.9	88.7	58.9%
Power	340.3	104.5	225.6%
Water treatment	6.1	-	n/a
Others	1.3	_	n/a
Attributable Operating Profit	1,103.2	682.2	61.7%
Head Office Items			
Amortisation of deferred expenditure	(23.2)	(12.5)	85.6%
Convertible bonds interests	(123.1)	(96.4)	27.7%
Other interest expenses	(100.8)	(29.3)	244.0%
Interest income	38.5	119.0	(67.6%
Interest capitalised	38.8	=	n/a
Other overheads	(99.5)	(50.6)	96.6%
	(269.3)	(69.8)	285.8%
Exceptional Items			
Profit on repurchase of convertible bonds	49.8	_	n/a
Provision for diminution in value of investment	nents (60.0)	_	n/a
Profit Attributable to Shareholders	823.7	612.4	34.5%





#### **Construction & Engineering**

AOP from the construction and engineering division increased substantially and amounted to HK\$307.5 million.

Hip Hing continued to show strong performance in FY1998 due to the completion of major construction contracts such as Discovery Park Phase II, HKCEC Phase II, Citic Tower, DCH Building and a Housing Authority project at Tseung Kwan O Area 19B.

The four E & M companies reported a healthy contribution in FY1998 resulting from the completion of projects in Hong Kong and China.

#### Outlook

More activities from construction and engineering services are expected due to the award of new projects in the past two years. In addition, the division is looking for more opportunities in the PRC and to bid for more public projects in Hong Kong.



#### Telecommunication Services

Loss incurred by telecommunication services amounted to HK\$562.7 million. The loss incurred was mainly due to the initial low subscriber base of the PCS operations, high start-up and promotion cost and amortisation of pre-operating expenses. Since the launch of PCS in August 1997, NWT has secured 200,000 subscribers as of October 1998. The FTNS has a subscriber base of 400,000.

#### Outlook

As the customer base of FTNS and PCS's operations increase, the profit margin will improve and gradually surpass the break even point to a positive contribution.



#### Others

NWS' operations grouped under others include the operations of property management, security and guarding and cleaning and landscaping. Businesses that also fall under this category include the department store operations and the Dynasty Club. The AOP of businesses under this category amounted to HK\$ 4.7 million. Contributions are mainly derived from the strong performance of operations grouped under NWS, which are offset by the loss incurred by some of the newly opened department stores.

Analysis of AOP – NWS (extracted from the annual report of NWS)	
	FY1998 (HK\$ million)
Construction	337.5
Electrical and Mechanical Engineering	91.4
Facilities management	142.4
Property management	73.8
Security and Guarding	47.0
Cleaning & Landscaping	25.3
Operating Profit	717.4
Share of results of associated companies and joint ventures	101.7
Taxation and minority interests	(125.6)
Attributable Operating Profit	693.5
Net interest income	16.9
Other overheads	(21.8)
Profit Attributable to Shareholders	688.6

#### **FINANCIAL POSITION**

Summary of Assets			
	FY1998 (HK\$ million)	FY1997(HK\$ million)	Change
Fixed assets	37,545.1	46,059.7	(18.5%)
Associated companies	14,246.7	10,847.9	31.3%
Joint ventures in the PRC	18,386.7	15,960.5	15.2%
Other investments	4,493.6	4,704.5	(4.5%)
Long term receivable	692.6	366.7	88.9%
Net current assets	13,282.3	12,120.2	9.6%

#### **Fixed Assets**

A major decline in fixed assets was due to the decrease in value of the Group's investment and hotel properties, that amounted to HK\$8,660.4 million and HK\$2,968.0 million respectively. The decrease in fixed assets was partially compensated for by the additions of new investment property projects, toll roads, bridges and telecommunication equipment.

#### **Associated Companies**

There was a 31.3% increase in the share of associated companies' net assets to HK\$14,246.7 million from HK\$10,847.9 million. This was primarily attributed to the additions of certain associated companies, including Sino-French Holdings (Hong Kong) Limited, Pacific Ports Company Limited, Beijing Datang Power Generation Company Limited and Sichuan Expressway Company Limited. An additional 3% stake of investment in SLOT was acquired in May 1998.

#### Joint Ventures in the PRC

The majority of the increase in joint ventures was attributed to NWI.

# **Other Investments**

Despite the additions of investments in China Internet Corporation, China Telecom (Hong Kong) Limited, China Southern Airlines Co. Limited, and Tianjin Development Holdings Limited, during the year, a net decrease of HK\$210.9 million was recorded. This was mainly attributed to the reclassification of Beijing Datang from other investments to associated companies and the provisions made for certain H-Shares and Red Chip Shares.

#### **Net Current Assets**

The increase in net current assets was mainly due to the refinancing of short term debts. This was more than offset by the reduction of cash, bank balances, debtors and prepayments.

Summary of Liabilities and Equity							
	FY1998 (HK\$ million)	FY1997(HK\$ million)	Change				
Share capital	1,984.9	1,909.0	4.0%				
Reserves	52,827.2	62,400.9	(15.3%)				
Shareholders' funds	54,812.1	64,309.9	(14.8%)				
Minority interests	9,079.6	10,062.2	(9.8%)				
Long term liabilities	24,960.4	15,905.6	56.9%				
Deferred taxation	17.0	3.6	372.2%				

#### **Share Capital**

Share capital increased by HK\$75.9 million as a result of the conversion of bonds to 4.6 million shares and the issuance of 71.3 million shares in satisfaction of scrip dividends.

#### Reserves

The decrease was primarily attributed to the reduction in value of investment and hotel properties.

#### **Long Term Liabilities**

The increase in long term liabilities was primarily the result of a drawdown of bank loans and the issuance of a US\$250 million convertible bond by NWI in March 1998.

#### **Minority Interests**

A fall in the minority interests was due to the decline in profit in FY1998 and the decrease in value of investment properties and hotel properties.

#### **DEBT PROFILES**

Debt Profiles						
		Total		E	xcluding NWI	
	FY1998 (HK\$ million)	FY1997 (HK\$ million)	Change	FY1998 (HK\$ million)	FY1997 (HK\$ million)	Change
Within one year	4,021.4	6,428.8	(37.4%)	3,743.8	6,198.3	(39.6%)
I to 2 years	7,749.8	1,402.6	452.5%	7,687.8	1,159.0	563.3%
2 to 5 years	9,143.9	12,660.9	(27.8%)	3,723.4	10,561.4	(64.7%)
Over 5 years	5,674.3	381.0	1,389.3%	5,674.3	381.0	1,389.3%
Total	26,589.4	20,873.3	27.4%	20,829.3	18,299.7	13.8%

The total Book Debt amounted to HK\$26,589.4 million, an increase of 27.4% over the previous year. The debt of NWI increased by HK\$3,186.5 million in FY1998 compared to FY1997.

A number of major financing activities were arranged during the year such as the HK\$6 billion syndicated loan arranged in November 1997 and NWI's convertible bond in March 1998. These facilities were aimed at prolonging the Group's maturity profile by retiring short term debt.

Interest Rate	Profile					
		Total		E	xcluding NWI	
	FY1998	FY1997	Change	FY1998	FY1997	Change
	(HK\$ million)	(HK\$ million)		(HK\$ million)	(HK\$ million)	
Fixed rate	7,112.0	5,542.9	28.3%	3,454.0	3,610.4	(4.3%)
Floating rate	19,477.4	15,330.4	27.1%	17,375.3	14,689.3	18.3%
Total	26,589.4	20,873.3	27.4%	20,829.3	18,299.7	13.8%

Group borrowings denominated in Hong Kong and US dollars are subject to movements in HIBOR and LIBOR interest rates respectively. When determining the borrowing currency, the Group optimises its debt structure by closely monitoring global interest rate movements, liquidity in the capital markets and general economic situations.

The Group's fixed interest rate position mainly related to convertible bonds. The US\$250 million convertible bond issued by NWI contributed to a 28.3% rise to the fixed rate loan portion.

Nature of Debt						
		Total		E	xcluding NWI	
	FY1998	FY1997	Change	FY1998	FY1997	Change
	(HK\$ million)	(HK\$ million)		(HK\$ million)	(HK\$ million)	
Unsecured	13,410.5	8,138.5	64.8%	11,718.3	8,138.5	44.0%
Secured	6,396.1	7,512.9	(14.9%)	5,986.1	6,871.8	(12.9%)
Convertible Bonds	6,782.8	5,221.9	29.9%	3,124.9	3,289.4	(5.0%)
Total	26,589.4	20,873.3	27.4%	20,829.3	18,299.7	13.8%

The aggregate net book value of assets pledged as securities for loans amounted to HK\$12,436.2 million.

A US\$250 million bond issued by NWI contributed to an almost 30% rise in the convertible bonds. Excluding NWI, the HK\$164 million drop in the value of convertible bonds was due to the conversion of over 4 million shares of NWD's 4.375% convertible bonds due in 2000.

#### **Interest Coverage**

Interest Coverage decreased from 4.9 times to 2.6 times. The decrease was primarily caused by reduction in profit, higher average interest costs and the addition of new debt. The interest expense in FY1998, excluding capitalised interest, increased from HK\$1,437.7 million to HK\$2,159.0 million.

# **Debt to Equity Ratio**

The Group's Debt to Equity Ratio increased from 32.5% in FY1997 to 48.5% in FY1998. The rise was attributed to a general increase in the debt position, particularly for the infrastructure division. The shareholders' funds have been reduced as a result of the decrease in value of the Group's hotel and investment properties.

# **CASH FLOW ANALYSIS**

Group Cash Flows Analysis			
	FY1998 (HK\$ million)	FY1997 (HK\$ million)	Change
Net cash inflow from operating activities  Net cash outflow from returns on	6,093.2	4,308.3	41.4%
investments and servicing of finance	(1,477.5)	(1,059.1)	39.5%
Net cash outflow from investing activities  Net cash inflow from	(11,894.1)	(12,073.8)	(1.5%)
financing activities	7,446.0	6,604.4	12.7%

#### **Cash Flows from Operating Activities**

Major cash flows from operations include proceeds from property sales, notably the sale of Discovery Park Phase II and Phase III. Other business divisions that brought in significant cash flows included the rental division, hotel and restaurant operations, payments received from the completion of construction projects, and service fees received from the telecommunication operations. The major cash outflow from operations was the expenditures on properties held for sale.

# **Returns on Investment and Servicing of Finance**

Interest paid increased significantly in comparison to the last financial year due to a higher average interest rate throughout the year.

#### **Cash Flows from Investing Activities**

The purchase of fixed assets increased due to the additional investment in telecommunication equipment, toll roads, bridges and development properties.

The increase in investments in associated companies included investments in Sino-French Holdings (Hong Kong) Limited, Pacific Ports Company Limited, SLOT and Sichuan Expressway Company Limited.

The increase in joint ventures was primarily attributed to new investments in infrastructure projects such as Tianjin Expressway and Guangzhou Three New Bridges and investments committed to existing projects in the property and infrastructure businesses.

An increase in other investments include the payment to acquire shares of listed H-Share and Red Chip companies such as China Telecom (Hong Kong) Limited, China Southern Airlines Co. Limited, and Tianjin Development Holdings Limited.

#### **Cash Flows from Financing Activities**

A major inflow was attributed to the partial drawdown of a HK\$6 billion syndicated loan arranged in November 1997, HK\$1,657.1 million out of a US\$650 million term loan made by NWI in mid 1997 and US\$250 million was generated from the issuance of a convertible bond by NWI in March 1998. In addition, loans from minority shareholders in certain PRC infrastructure joint-venture projects increased. Outflows included the scheduled repayment of long term loans.

#### STOCK PERFORMANCE

NWD's share price has fluctuated along with the stock market over the past year. It traded in the range of HK\$13.70 and HK\$58.75 during the year under review.

Share performance was particularly affected by investors' concerns on issues related to the Group's operations. One of the concerns related to the flooding in China. However, only minor damages and interruptions were made to the Group's projects which were properly insured.

Another concern was the defaults in the completion of sales of Discovery Park Phase III in which almost 70% of transactions were completed. Remaining units will be re-launched to the market in the near future. As for concerns on the sale of the former Victoria Apartments, 30% of the Group's share of the total proceeds as deposits were collected and negotiations to complete the sale with the buyers are still in progress.

On PRC exposure, the Group has factored in certain currency risk on both the contractual and operational aspects of its businesses wherever possible. The Group is in the process of arranging Rmb loans to finance certain future developments to hedge against any potential currency movements.

# **INVESTOR RELATIONS**

In the past year, the Group continued to make substantial efforts to supply more detailed and timely information to the financial sector and media. During the year, senior executives participated in road shows, attended company visits and addressed financial conferences.

Field trips were arranged for investors and financial analysts as well as the media to visit the Group's projects in Hong Kong and China. It is important for the Group to interface with shareholders. The management strongly believes that facilitating investor relations will enable the Group to maintain a close relationship with shareholders and the rest of the investment community.

# **CONVERTIBLE BONDS**

# 4.375% Convertible Guaranteed Bonds Due 2000

A value of US\$21.1 million of convertible bonds was converted into 4,638,788 new shares of NWD. A total of US\$53.8 million worth of convertible bonds was outstanding as of 30 June 1998.

# 4% US\$350 Million Mandatorily Convertible Guaranteed Bonds

The bond will be mandatorily convertible to shares of New World China Limited upon a complying IPO on or before 31 December 1999.

# 5% US\$250 Million Guaranteed Bonds Due 2001 (issued by NWI)

US\$13.5 million in face value was repurchased during the year. A total of US\$236.5 million worth of convertible bonds was outstanding as of 30 June 1998

# 1% US\$250 Million Guaranteed Bonds Due 2003 (issued by NWI)

US\$14.5 million in face value was repurchased during the year. A total of US\$235.5 million worth of convertible bonds was outstanding as of 30 June 1998.

# **ORDINARY SHARES ISSUED**

As at 30 June 1998, the total outstanding shares of NWD were 1,984,931,571, or an increase of 75,901,441 shares over the number of shares issued at the end of the last financial year. The new shares were issued to fulfil scrip dividends and the conversion of bonds.

The Year 2000 issue arises due to the fact that many computer systems and software programs store year information based on a two-digit sequence rather than a fourdigit sequence. For that reason, 00 will be interpreted as 1900 instead of 2000. This could affect the financial and operating systems of the Group as its business operations are extensively dependent on computerised applications and electronic devices.

The Group identified problems associated with the Year 2000 issue in 1993. The Directors are fully aware of the issue and are addressing it as a matter of priority. The aim is to ensure that the Group's computer systems are Year 2000 compliant so that the performance of business operations remain normal in dates before, during, and after the year 2000.

Special task forces have been established within the Management Information System Department of each of the Group's operating companies to tackle the Year 2000 issue. They are responsible for identifying all exposures, developing remedial plans to resolve issues, and reporting to the senior management of each business division. A central co-ordinating office was formed to oversee the progress of each Year 2000 task force.

Action plans have been formulated and specific tasks with target completion dates have been assigned. Adequate resources are committed to ensure implementation and to oversee that action plans can be carried out effectively within schedule. Measures implemented include the testing of all computers and other peripheral accessories and software; the implementation of necessary data conversion for software and other devices; the upgrading of computer application programs and the replacement of computer equipment and devices. The task forces work closely with suppliers, contractors, external consultants and business partners to request confirmation that products, services and systems are all Year 2000 compliant.

The evaluation and risk assessment as to the magnitude of the Year 2000 problem on each system, either installed and/or provided by suppliers, is substantially completed. Some of the Group's work equipment, hardware and software is now Year 2000 compliant. However, confirmation of compliance from some suppliers is outstanding and the upgrading of some systems is being undertaken.

Each division has a different Year 2000 compliance target completion date. The Group expects all divisions to be Year 2000 compliant by mid-1999.

The total expected cost to the Group for the Year 2000 program is about Hong Kong dollar three million based on management's best estimates. Management believes that the cost of the program will not have a material impact on the Group's financial position.

The Directors have pleasure in presenting their Annual Report and Statement of Accounts for the year ended 30 June 1998.

#### **GROUP ACTIVITIES**

The principal activities of the Company remain investment holding and property investment. The principal activities of the principal subsidiary companies, principal associated companies and principal joint venture companies are shown in Notes 27, 28 and 29 to the Accounts on pages 131 to 143.

#### **ACCOUNTS**

The profit of the Group for the year ended 30 June 1998 and the state of the Company's and the Group's affairs at that date are set out in the Accounts on pages 96 to 143.

#### **DIVIDENDS**

The Directors have resolved to recommend total final dividend of 32 cents per share (1997: 88 cents) comprising a cash dividend of I cent per share (which is being paid in order to ensure that the shares of the Company continue to be Authorised Investments for the purpose of the Trustee Ordinance of Hong Kong) and a scrip dividend by way of an issue of new shares equivalent to 31 cents per share with a cash option to shareholders registered on 21 December 1998. Together with the interim dividend of 32 cents per share (1997: 32 cents) paid in June 1998, total distributions for 1998 would thus be HK\$0.64 (1997: HK\$1.20) per share.

Subject to the Listing Committee of The Stock Exchange of Hong Kong Limited granting the listing of and permission to deal in the new shares, each shareholder will be allotted fully paid shares having an aggregate market value equal to the total amount which such shareholder could elect to receive in cash and they be given the option to elect to receive payment in cash of 31 cents per share instead of the allotment of shares.

#### **SHARE CAPITAL**

Details of the increase in share capital during the year are set out in Note 17 to the Accounts.

#### **RESERVES**

The details of movements in reserves are set out in Note 18 to the Accounts.

# **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES**

The Company has not redeemed any of its listed securities during the year. Neither the Company nor any of its subsidiary companies has purchased or sold any of the Company's listed securities during the year.

# **DONATIONS**

The Group made charitable donations during the year amounting to HK\$15,208,000.

# **FIXED ASSETS**

Movements of fixed assets during the year are summarised in Note 10 to the Accounts.

#### **CONNECTED TRANSACTIONS**

(a) On 25 July 1997, New World Hotels (Holdings) Limited ("NWHH"), a subsidiary company, sold its entire interests in Hotel Property Investments (B.V.I.) Limited ("HPI") to CTF Holdings Limited ("CTF") for a total consideration of US\$80 million (equivalent to approximately HK\$619 million) ("the Sale").

HPI was a wholly owned subsidiary company of NWHH. CTF is a company controlled by Dr. Cheng Kar-Shun, Henry, a director of the Company and Mr. Doo Wai-Hoi, William, a director of certain subsidiary companies of the Company. Under the Listing Rules, CTF is a connected person of the Company.

HPI group holds hotel property interests in the Americas, Australia and Europe, being all the hotel property interests of the Group outside Hong Kong, PRC and Southeast Asia. The consideration of US\$80 million (equivalent to approximately HK\$619 million) has been calculated by reference to the consolidated net tangible asset value of HPI as at 30 June 1997 (adjusted for the valuation of all HPI group's hotel property interests valued by lones Lang Wootton as at 1 May 1997) plus a premium of approximately US\$18.75 million (equivalent to approximately HK\$145 million), such premium having been arrived at after commercial negotiation between the parties. As a result of the Sale, the Group ceased to have any hotel investments outside Hong Kong, PRC and Southeast Asia.

An indemnity dated 29 August 1995 ("Indemnity") to Renaissance Hotel Group N.V. ("RHG"), a former subsidiary company of NWHH, which is now an independent third party, has been granted by Chow Tai Fook Enterprises Limited ("CTFEL") and the Company severally in the proportions of 36% and 64% in respect of any obligations RHG or its subsidiary companies may have in respect of certain lease payment obligations under 25 leases or guarantees of leases of Hotel Property Investment, Inc., a Delaware corporation held by HPI. Under the Sale, the Indemnity will continue thereafter. Arrangements have therefore been entered into whereby CTFEL will counter-indemnify the Company fully against any liability arising under the Indemnity in respect of the said lease obligations and guarantees of leases. It is presently estimated that the maximum liability of the Company under the Indemnity will be approximately US\$57 million per annum. Up to now, no payment has ever been made by the Company or CTFEL under the Indemnity.

(b) On 22 August 1997 a sale and purchase agreement was entered into between New World Infrastructure Limited ("NWI"), Beauty Ocean Limited ("Beauty Ocean"), a wholly owned subsidiary company of NWI and CTFEL whereby CTFEL has agreed to sell and Beauty Ocean has agreed to purchase 2,089,000 "B" ordinary shares of HK\$100 each of Sino-French Holdings (Hong Kong) Limited ("Sino-French"), representing all of CTFEL's shareholding in Sino-French and 50% of the issued share capital of Sino-French for a cash consideration of HK\$1 billion payable upon completion (the "Sino-French Acquisition").

CTFEL is a substantial shareholder of the Company under the Listing Rules. Sino-French is an investment holding company incorporated in Hong Kong and its subsidiary companies and associated companies are principally engaged in the business of water and electricity supply. 26%, 50% and 24% of the total issued shares in Sino-French are owned by Suez Lyonnaise des Eaux ("SLDE"), CTFEL and Lyonnaise Asia Water Limited ("LAW") respectively prior to the Sino-French Acquisition. LAW is 17% owned by SLDE. SLDE and LAW are not connected with the directors, chief executive or substantial shareholders of the Company or NWI or any of their respective subsidiary companies or an associate (as defined under the Listing Rules) of any of them.

### **CONNECTED TRANSACTIONS (Continued)**

- (c) On 24 March 1998, NWI entered into a subscription agreement (the "Subscription Agreement") with Morgan Stanley & Co. International Limited and Tai Fook Securities Company Limited ("TFS"), a connected person of the Group under the Listing Rules, in connection with the issue by NWI of US\$250,000,000 (equivalent to HK\$1,937.5 million) 1% Convertible Bonds due 2003 (the "Bonds"). Under the Subscription Agreement, TFS had agreed to underwrite US\$25,000,000 (equivalent to HK\$193.75 million) of the Bonds and entitled to 2.5% commission on the amount underwritten. Upon completion of the Subscription Agreement and the issue of the Bonds on 27 March 1998, TFS received US\$0.6 million (equivalent to approximately HK\$4.8 million) as underwriting commission from NWI.
- (d) The Company and a wholly owned subsidiary company have provided guarantees (the "Guarantees") in respect of the syndicated bank loans (the "Bank Loans") of NWI's two subsidiary companies and a PRC joint venture. NWI in return has given counter-guarantee in favour of the Company whereby NWI indemnifies the Company in respect of any liabilities incurred under the terms of the Guarantees. The outstanding balance at 30 June 1998 of the Bank Loans amounted to HK\$813.7 million. The Guarantees and NWI's counter-guarantee will remain in force for the duration of the Bank Loans.

#### **DIRECTORS**

The Directors of the Company, whose names appear on page 3 of this annual report, were Directors of the Company during the year and at the date of this report.

In accordance with Article 103 of the Company's Articles of Association, Dr. Lee Quo-Wei, Dr. Sin Wai-Kin, David, Mr. Cheng Yue-Pui and Mr. Yeung Ping-Leung, Howard retire by rotation and, being eligible, offer themselves for re-election.

The Company's non-executive directors serve for a term of three years and each is subject to re-election by the shareholders in general meeting.

None of the Directors had a service contract with the Company or any of its subsidiary companies which cannot be terminated within one year without any compensation.

### **DIRECTORS' INTERESTS IN CONTRACTS**

- (a) Pursuant to an agreement dated 5 August 1993 (the "Agreement") made between HPI and Renaissance Hotel Holdings (B.V.I.) Limited ("Renaissance"), both being former subsidiary companies of the Group, and CTF whereby HPI agreed to pay CTF an annual fee in accordance with the terms of the Agreement. This Agreement was assigned to NWHH, a subsidiary company of the Group, on 25 July 1997. CTF was paid a fee of US\$10,662,000 (HK\$82,630,500) for the year ended 30 June 1998 (1997: US\$11,555,000 (HK\$89,320,000)). Dr. Cheng Kar-Shun, Henry, director of the Company and Mr. Doo Wai-Hoi, William, a director of certain subsidiary companies of the Group, are interested in this transaction to the extent that they have beneficial interests in CTF.
- (b) On 16 September 1997, a sale and purchase agreement (the "Agreement") was entered into between the Company and Tai Fook Group Limited ("Tai Fook") pursuant to which Tai Fook agreed to purchase from the Company the entire share capital of New World Risk Management (L) Limited ("NW Insurance"), a wholly owned subsidiary company of the Company, and a debt of HK\$6 million ("the Debt") due from NW Insurance to the Company. The consideration amounted to an aggregate of HK\$12 million (HK\$6 million being the consideration for the NW Insurance share and HK\$6 million being the consideration for the Debt). Dr. Cheng Yu-Tung, chairman of the Company, is interested in this transaction to the extent that he has beneficial interests in Tai Fook.

Save for contracts amongst group companies and the aforementioned transactions, no other contracts of significance to which the Company or any of its subsidiary companies was a party and in which a Director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

### **DIRECTORS' INTERESTS IN SHARES**

As at 30 June 1998, interests of the Directors and their associates in the equity securities of the Company and its subsidiary companies which have been entered into the register kept by the Company pursuant to Section 29 of the Securities (Disclosure of Interests) Ordinance are set out below.

	Personal Interests	Family Interests	Corporate Interests (1)	Other Interests
New World Development Co., Ltd. (Ordinary shares of HK\$1.00 each)				
Dato' Dr. Cheng Yu-Tung	_	_	_	_
Dr. Cheng Kar-Shun, Henry	_	_	_	_
Dr. Lee Quo-Wei	_	_	3,260,638	250,000 <sup>(2)</sup>
Ld. Sandberg, Michael	_	_	_	_
Dr. Ho Tim	1,720,352	_	_	_
Dr. Sin Wai-Kin, David	3,337,478	52,067	_	_
Mr. Cheng Yue-Pui	-	_	_	_
Mr. Liang Chong-Hou, David	228,807	_	_	_
Mr. Yeung Ping-Leung, Howard	_	_	_	_
Mr. Cha Mou-Sing, Payson Mr. Cheng Kar-Shing, Peter	_	_	_	_
Mr. Leung Chi-Kin, Stewart	23,253	_	_	_
Mr. Chan Kam-Ling	90,470	_	_	_
Mr. Chow Kwai-Cheung	20,818	_	_	_
Extensive Trading Co. Ltd. (Non-voting deferred shares of HK\$1.0	00 each)			
Mr. Cheng Kar-Shing, Peter	_	_	380,000	_
Mr. Leung Chi-Kin, Stewart	160,000	_	_	_
Mr. Chan Kam-Ling	_	_	80,000	_
Mr. Chow Kwai-Cheung	80,000	_	_	_
Hip Hing Construction Co., Ltd. (Non-voting deferred shares of HK\$10	0.00 each)			
Dr. Sin Wai-Kin, David	42,000	_	_	_
Mr. Chan Kam-Ling	15,000	_	_	_
HH Holdings Corporation Ltd. (Ordinary share of HK\$1.00 each)				
Dr. Sin Wai-Kin, David	42,000	_	_	_
Mr. Chan Kam-Ling	15,000	_	_	_
International Property Management Ltc (Non-voting deferred shares of HK\$10				
Dr. Sin Wai-Kin, David Mr. Chan Kam-Ling	5,400 1,350	_	_ _	_ _
Master Services Ltd. (Ordinary shares of US\$0.01 each)				
Mr. Leung Chi-Kin, Stewart	16,335	_	_	_
Mr. Chan Kam-Ling	16,335	_	_	_
Mr. Chow Kwai-Cheung	16,335	_	_	_
S				

### **DIRECTORS' INTERESTS IN SHARES (Continued)**

	Personal Interests	Family Interests	Corporate Interests (1)	Other Interests
Matsuden Trading Co. Ltd. (Non-voting deferred shares of HK\$1.4	00 each)			
Mr. Leung Chi-Kin, Stewart Mr. Chan Kam-Ling Mr. Chow Kwai-Cheung	44,000 - 44,000	_ _ _	- 44,000 -	- - -
New World Infrastructure Ltd. (Ordinary shares of HK\$1.00 each)				
Dr. Ho Tim Dr. Sin Wai-Kin, David Mr. Liang Chong-Hou, David Mr. Chan Kam-Ling	48 5,594 262 6,800	- 53 - -	- - -	- - -
New World Services Ltd. (Ordinary shares of HK\$0.10 each)				
Dr. Sin Wai-Kin, David Mr. Cheng Kar-Shing, Peter Mr. Leung Chi-Kin, Stewart Mr. Chan Kam-Ling Mr. Chow Kwai-Cheung	- 4,214,347 - 2,562,410	- - - -	29,350,490 3,382,788 250,745 10,602,565	- - - -
Progreso Investment Ltd. (Non-voting deferred shares of HK\$1.	00 each)			
Mr. Leung Chi-Kin, Stewart	_	_	119,000	_
Tai Yieh Construction & Engineering C (Non-voting deferred shares of HK\$1,000.00 each)	Co. Ltd.			
Dr. Sin Wai-Kin, David Mr. Chan Kam-Ling	700 250	_ _	- -	_ _
Urban Property Management Ltd. (Non-voting deferred shares of HK\$1.	00 each)			
Mr. Cheng Kar-Shing, Peter Mr. Leung Chi-Kin, Stewart Mr. Chow Kwai-Cheung	– 750 750	- - -	750 _ _	- - -
YE Holdings Corporation Ltd. (Ordinary shares of HK\$1.00 each)				
Mr. Leung Chi-Kin, Stewart	37,500	_	_	_

### Notes:

<sup>(1)</sup> These shares were beneficially owned by a company in which the relevant director is deemed to be entitled under the Securities (Disclosure of Interests) Ordinance to exercise or control the exercise of one third or more of the voting power at its general meeting.

Interests held by a charitable foundation of which Dr. Lee Quo-Wei and his spouse are members of its board of trustees.

### **DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES**

Under a share option scheme of a subsidiary company, NWI, options may be granted to directors and employees of NWI or its subsidiary companies to subscribe for shares in NWI. Messrs Cheng Kar-Shun, Henry, Cheng Kar-Shing, Peter, Chan Kam-Ling and Leung Chi-Kin, Stewart are also directors of NWI. No options have been granted to any of these directors of NWI under the aforesaid scheme since its adoption.

Except for the foregoing, at no time during the year was the Company or any of its subsidiary companies a party to any arrangements to enable the directors of the Company to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

#### SUBSTANTIAL SHAREHOLDER

As at 30 June 1998, CTFEL, together with its subsidiary companies had interests in 721,458,470 shares in the Company.

Save for the above, no other shareholder is recorded in the register kept pursuant to Section 16 (1) of the Securities (Disclosure of Interests) Ordinance as having an interest in 10% or more of the issued share capital of the Company as at 30 June 1998.

#### **MANAGEMENT CONTRACTS**

No contracts concerning the management and administration of the whole or any substantial part of the business of the Company were entered into or existed during the year.

### **MAJOR CUSTOMERS AND SUPPLIERS**

During the year, less than 30% of the Group's turnover and less than 30% of the Group's purchases were attributable to the Group's five largest customers and five largest suppliers respectively.

### **CORPORATE GOVERNANCE**

The Company has complied with the Code of Best Practice as set out in Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited throughout the year covered by this annual report.

### **AUDITORS**

The Accounts have been audited by Messrs Price Waterhouse and H.C.Watt & Company Limited, who retire and, being eligible, offer themselves for re-appointment. Pursuant to a merger, Messrs Price Waterhouse has become PricewaterhouseCoopers. A resolution to appoint PricewaterhouseCoopers, will be proposed at the forthcoming Annual General Meeting, along with the re-appointment of H.C. Watt & Company Limited as joint auditors of the Company.

On behalf of the Board

Dato' Dr. Cheng Yu-Tung

Chairman

Hong Kong, 26 October 1998

NOTICE is hereby given that the Annual General Meeting of Members of the Company will be held at Meeting Room 201B, Hong Kong Convention & Exhibition Centre Phase 2, I Expo Drive, Wanchai, Hong Kong on Monday, 21 December 1998 at 12:00 noon for the following purposes:

- To consider and adopt the audited Statement of Accounts and the Reports of Directors and Auditors for the year ended 30 June 1998 and to approve a final dividend.
- 2. To re-elect the Directors and authorise the Directors to fix their remuneration.
- 3. To re-appoint joint auditors and authorise the Directors to fix their remuneration. (Note 1)

By Order of the Board of Directors

### Leung Chi-Kin, Stewart

Secretary

Hong Kong, 26 October 1998

#### Notes:

- Pursuant to a merger, one of our joint auditors, Messrs Price Waterhouse has become PricewaterhouseCoopers. A special notice from a shareholder has been received proposing to appoint PricewaterhouseCoopers as one of the retiring joint auditors.
- (2) Register of Shareholders will be closed from 14 December 1998 to 21 December 1998, both days inclusive.
- Shareholders are entitled to appoint a proxy to attend and vote on their behalf at the meeting and such proxy need not be a shareholder of the Company. A proxy form, to be valid, must be completed and returned to the Company's registered office not less than 48 hours before the time for the holding of the meeting.

## **HONG KONG** I. Grand Millennium Plaza, 183 Queen's Road Central 2. Queen Street Redevelopment Project, Sheung Wan 3. 18, 20, 20A & 24 Tin Hau Temple Road 4. Belcher Gardens Redevelopment 5. 6-10 Black's Link 6. Kennedy Town Redevelopment Project **KOWLOON** 7. Choi Hung Road Private Sector Participation Scheme Project 8. 5 I Tsun Yip Street, Kwun Tong 9. NKIL 4850RP, Tai Po Road 10. NKIL 3512 RP & Ext., Tai Po Road 11. 15-19 Luk Hop Street, San Po Kong 12. 157 Prince Edward Road West 13. Bijou Court, 171 Prince Edward Road West 14. 444-450 Prince Edward Road West **NEW TERRITORIES** 15. 41-55 Wo Tong Tsui Street, Kwai Chung 16. 35-47 Tsing Yi Road, Tsing Yi Island 17. Belair Monte, Luen Wo Hui, Fanling 18. Tung Chung Development 19. Harmony Garden, Tsuen Wan 20. YLTL 500, Tai Tong Road, Yuen Long 21. YLTL 463 Fung Kam Street, Yuen Long **UEN MUN** 22. Project in Yuen Long, DD120 23. Project in Tung Tau, Yuen Long, DD115 24. Project in Yuen Long, DDII5 25. Project in Yuen Long, DD129 26. Project in FuTei, DD132 27. Project in Lau Fau Shan, DD128 & 129 28. Project in Tong Yan San Tsuen, DD121 29. Project in Ma On Shan, DD206 30. Project in Sai Kung, DD217, 219 & 222 31. Project in Sai Kung, DD221 32. Project in Fanling, DD91 & 100 CHEK LAP KOK Retail Mass Transit Railway Office

**TUNG CHUNG** 

YUEN LONG

Route 3

KCRC - West Rail

Airport Railway

KCRC - East Rail

Light Transit Railway

North Lantau Expressway
 and Lantau Fixed Crossing
 MTR Tseung Kwan O Extension

Hotel

Residential

Industrial



# **HONG KONG** I. Manning House, 48 Queen's Road Central 2. New World Tower, 18 Queen's Road Central 3. Shun Tak Centre 4. Hong Kong Convention & Exhibition Centre 5. Grand Hyatt Hong Kong 6. Renaissance Harbour View Hotel 7. Pearl City, Causeway Bay 8. 2 Macdonnell Road 9. Methodist House **KOWLOON** 10. New World Centre II. New World Centre Palace Mall 12. Telford Plaza, Kowloon Bay **NEW TERRITORIES** 13. Asia Terminals Centre 14. Riviera Plaza Arcade, Tsuen Wan 15. Discovery Park Shopping Mall To be completed 16. New World Centre Extension JEN MUN CHEK LAP KOK Retail Office Mass Transit Railway Route 3 Hotel KCRC – West Rail **TUNG CHUNG** Residential Airport Railway Light Transit Railway Others KCRC - East Rail Carparks North Lantau Expressway and Lantau Fixed Crossing MTR Tseung Kwan O Extension



### PRINCIPAL PROPERTY DEVELOPMENT PROJECTS IN HONG KONG

	Site	Attributable	Total	
Name of Property/Location	Area	Interest	GFA	
	(sq. ft.)	(%)	(sq. ft.)	
HONG KONG				
I Grand Millennium Plaza,	81,010	100.0(1)	922,208	
183 Queen's Road Central				
2 Queen's Street Redevelopment Project,	73,303	50.0 <sup>(1)</sup>	795,494	
Sheung Wan	7075	40.0	(2.702	
3 18, 20, 20A & 24 Tin Hau Temple Road	7,965	60.0	63,723	
4 Belcher Gardens Redevelopment	322,894	10.0	2,661,641	
5 6-10 Black's Link	69,535	80.0	34,768	
6 Kennedy Town Redevelopment Project	73,409	100.0 <sup>(2)</sup>	749,598	
KOWLOON				
7 Choi Hung Road Private Sector Participation				
Scheme Project	377,988	89.6	1,943,902	
8 51 Tsun Yip Street, Kwun Tong	4,694	100.0	56,328	
9 NKIL 4850RP, Tai Po Road	63,334	50.0	190,586	
10 NKIL 3512 RP & Ext., Tai Po Road	47,932	100.0	97,445	
11 15-19 Luk Hop Street, San Po Kong	23,788	100.0	285,456	
12 157 Prince Edward Road West	7,380	50.0	88,622	
13 Bijou Court, 171 Prince Edward Road West	7,540	50.0	67,978	
14 444-450 Prince Edward Road West	6,761	100.0	37,186	
NEW TERRITORIES				
NEW TERRITORIES	21.400	Γ00	200 LEE	
15 41-55 Wo Tong Tsui Street, Kwai Chung	31,490	50.0	299,155	
16 35-47 Tsing Yi Road, Tsing Yi Island	305,190	100.0(1)	1,525,958	
17 Belair Monte, Luen Wo Hui, Fanling	223,686	12.0	1,150,166	
18 Tung Chung Development	907,405	17.4(1)	L 020 F72	
Site One Site Two		16.4 <sup>(1)</sup>	1,828,572	
Site Two Site Three		16.4(1)	861,113	
	17,000	16.4 <sup>(1)</sup>	1,039,587	
19 Harmony Garden, Tsuen Wan	16,800	100.0	163,516	
20 YLTL 500, Tai Tong Road, Yuen Long	380,335	56.0	1,140,006	
21 YLTL 463 Fung Kam Street, Yuen Long	63,389	7.0	316,934	
22 Project in Yuen Long, DD 120	160,000	100.0	500,000	
23 Project in Tung Tau, Yuen Long, DD 115	331,940	33.3	995,821	
24 Project in Yuen Long, DD 115	120,000	100.0	69,300	
25 Project in Yuen Long, DD 129	220,000	100.0	147,000	
26 Project in Fu Tei, DD 132	48,000	100.0	200,000	
27 Project in Lau Fau Shan, DD 128 & 129	160,000	100.0	65,000	
28 Project in Tong Yan San Tsuen, DD 121	270,000	100.0	280,000	
29 Project in Ma On Shan, DD 206	1,320,000	35.0	1,980,000	
30 Project in Sai Kung, DD 217, 219 & 222	1,000,000	100.0	340,000	
31 Project in Sai Kung, DD 221	160,000	65.3	126,000	
32 Project in Fanling, DD 91 & 100	200,000	100.0	184,800	
TOTAL			21,207,863	

### Notes:

Properties in which the Group has a development interest: other parties provide the land whilst the Group finances the construction cost and occasionally land costs, and is entitled to a share of the rental income/properties after completion or a share of the development profits in accordance with the terms and conditions of the respective joint development agreements.

<sup>(2)</sup> Property in which the Group's return is pre-determined in accordance with the terms and conditions of the joint development agreement.

### Group's Share of GFA

Stage of Completion	Industrial	Residential	Hotel	Office	Retail	Total
	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)
Campleted				865,152	57,056	922,208
Completed				003,132	37,036	722,200
Site formation & foundation		229,882	165,712		2,153	397,747
Site formation & foundation		38,234				38,234
Demolition work		244,634			21,530	266,164
Demolition work completed		27,814				27,814
Planning		703,313			46,285	749,598
Demolition work		1,721,876			19,860	1,741,736
Completed	56,328					56,328
Superstructure		95,293				95,293
Site formation		97,445				97,445
Planning	285,456					285,456
Planning				38,606	5,705	44,311
Superstructure		28,335			5,654	33,989
Planning		37,186				37,186
	1.40.570					140.570
Completed	149,578					149,578
Foundation	1,525,958					1,525,958
Superstructure		129,968			8,052	138,020
Superstructure		294,591			5,295	299,886
Superstructure			38,837	26,479	75,907	141,223
Foundation		166,079			4,413	170,492
Superstructure		150,648			12,868	163,516
Demolition work completed		638,403				638,403
Superstructure		22,185				22,185
Planning		500,000				500,000
Planning		331,608				331,608
Planning		69,300				69,300
Planning		147,000				147,000
Planning		200,000				200,000
Planning		65,000				65,000
Planning		280,000				280,000
Planning		693,000				693,000
Planning		340,000				340,000
Planning		82,278				82,278
I IGIII III IZ						184,800
Planning		184,800				104,000

### PRINCIPAL PROPERTY INVESTMENT PROJECTS IN HONG KONG

	Total	Group's	
Name of Property	GFA	Interest	
	(sq. ft.)	(%)	
Existing			
HONG KONG			
Manning House, 48 Queen's Road Central	110,040	100.0	
2 New World Tower, 18 Queen's Road Central	640,135	100.0	
3 Shun Tak Centre	387,224	45.0	
4 Hong Kong Convention & Exhibition Centre	160,682	100.0	
5 Grand Hyatt Hong Kong	524,928	100.0	
6 Renaissance Harbour View Hotel	544,518	0.00	
7 Pearl City, Causeway Bay			
- Portion of Ground Floor to 4th Floor	53,691	40.0	
<ul> <li>Portion of Ground Floor &amp; Basement</li> </ul>	24,682	100.0	
8 2 Macdonnell Road	116,954	100.0(1)	
9 Methodist House, Wanchai	40,813	99.0 <sup>(1)</sup>	
KOWLOON			
10 New World Centre	2,500,000	100.0	
11 New World Centre Palace Mall	141,439	100.0	
12 Telford Plaza, Kowloon Bay	335,960	100.0(1)	
NEW TERRITORIES			
13 Asia Terminals Centre	6,150,873	32.5	
14 Riviera Plaza Arcade, Tsuen Wan	242,685	100.0	
15 Discovery Park Shopping Mall	466,400	50.0	
	12,441,024		
To be completed			
16 New World Centre Extension	988,340	100.0	
TOTAL	13,429,364		

<sup>(1)</sup> Properties in which the Group has a development interest: other parties provide the land whilst the Group finances the construction cost and occasionally land costs, and is entitled to a share of the rental income/properties after completion or a share of the development profits in accordance with the terms and conditions of the respective joint development agreement.

 $<sup>^{(2)}</sup>$  The 91,621 sq. ft. represents the area of a private club and other recreational facilities.

 $<sup>^{(3)}</sup>$  The 1,916,604 sq. ft. represents the warehouse space in Asia Terminals Centre.

Group's Share of GFA / Carparks							Lease	
Total	Retail	Office	Hotel	Residential	Others	Carparks	Expiry	
(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(Number)		
110040	(2.202	47.757					2042	
110,040	63,383	46,657				207	2843	
640,135	77,948	562,187				387	2863	
174,251	174,251					38	2055	
160,682	69,061				91,621(2)	1,070	2060	
524,928			524,928				2060	
544,518			544,518				2060	
21,476	21,476						2868	
24,682	24,682						2868	
116,954	2 1,002			116,954			2031	
40,405		40,405		110,731			2084	
10,103		10, 103					2001	
2,500,000	957,667	538,966	580,632	422,735		1,801	2052	
141,439	141,439					260	2052	
335,960	335,960					136	2047	
1,999,033		82,429			1,916,604(3)	)	2047	
242,685	242,685	02,127			1,710,001	324	2047	
233,200	233,200					500	2047	
7,810,388	2,341,752	1,270,644	1,650,078	539,689	2,008,225	4,516		
7,010,300	2,3 11,7 32	1,270,011	1,030,070	337,007	2,000,223	1,510		
988,340			988,340				2052	
8,798,728	2,341,752	1,270,644	2,638,418	539,689	2,008,225	4,516		

## HOTEL INVESTMENT

Name of Hotel / Location	Number of Rooms	Group's Effective Interest
Existing		(%)
Havis valle		
HONG KONG	514	40.0
The Regent     New World Renaissance Hotel, Kowloon	543	48.0 64.0
New World Renaissance Hotel, Kowloon     Renaissance Harbour View Hotel	862	64.0
4 Grand Hyatt Hong Kong	572	64.0
4 Grand Flyatt Florig Rong	2,491	07.0
CHINA	201	50.0
5 New World Courtyard Hotel, Beijing	294	59.0
6 Jing Guang New World Hotel, Beijing	439	20.5
7 China Hotel, Guangzhou	888	9.0
8 New World Beifang Hotel, Harbin	329	23.8
9 New World Courtyard Hotel, Shenyang	252	40.4
10 New World Courtyard Hotel, Shunde	450	19.2
II New World Courtyard Hotel, Wuhan	138	50.0
12 New World Courtyard Hotel, Wuxi	325	25.6
13 Grand New World Hotel, Xian	480	22.4
_	3,595	
SOUTHEAST ASIA		
14 New World Renaissance Hotel, Makati, Philippines	600	29.9
15 New World Renaissance Hotel Saigon, Ho Chi Minh C	ity, Vietnam 503	21.6
16 New World Renaissance Hotel, Kuala Lumpur, Malaysia		37.5
17 Renaissance Hotel Kuala Lumpur, Malaysia	399	37.5
	2,023	
TOTAL	8,109	
To be Completed		
CHINA	F00	***
18 New World Courtyard Hotel, Shanghai	538	44.1
19 New World Courtyard Hotel, Nanjing	437	48.0
	975	
SOUTHEAST ASIA		
20 Ramada Hotel, Johor Bahru, Malaysia	368	33.3
21 Renaissance Riverside Hotel, Ho Chi Minh City, Vietnan	n 353	19.4
	721	
TOTAL	1,696	
GRAND TOTAL	9,805	

		Form of	Attributable				Group	's Share of GI	FA	
Name	e of Property	Investment <sup>(I)</sup>	Interest <sup>(2)</sup>	Site Area	Total GFA	Retail	Office	Hotel	Residential	Total
			(%)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)
СОМ	PLETED PROPERTI	ES HELD FOR LO	NG TERM INVESTMEN	Т						
	BEIJING									
	ling Guang Centre	EJV	Hotel: 20.5 Others: 17.6		Hotel: 953,680 Others: 522,270		53,012	195,504	38,907	287,423
	Beijing New World Centre Phase I	CJV	Year I - 5: 55.6 Year 6 - 50: 53.7	210,175	1,039,446	447,154	130,881			578,035
			Year 1-5: 59.0 Year 6-30: 51.5		253,594			149,620		149,620
	GUANGZH	OU								
3 (	China Hotel	CJV	9.0	210,605	1,765,867	7,299	29,180	91,181	31,269	158,929
4	Guangzhou Golden	Development	50.0	-	284,342				142,172	142,172
1	Lake Garden City <sup>(3)</sup>	Agreement <sup>(4)</sup>								
	WUHAN	On (	50.00	104017	110000			55.145		55.145
	New World	CJV	50.0*	104,017	110,290			55,145		55,145
	Courtyard Hotel, Wuh	nan								
	(Formerly Ramada									
	Hotel)									
	Wuhan World Trade	EJV	70.0	40,956	221,882	84,343	70,974			155,317
(	Centre Extension									
	HARBIN									
	New World	CJV	Year I-40: 23.8*	339,801	563,028	27,476		106,525		134,001
	Beifang Hotel		V 41 45 15 0*							
			Year 41-45: 15.8*							
	SHENYANG New World	EIV	40.4	84,434	370,564	50,130		99,578		149,708
	Courtyard Hotel, Sher	,	т.от	דנד,דט	370,301	50,150		77,370		177,700
	Courty and moter, one	iyalig		_						
	TIANJIN	EN /	F1.0	240.047	100/770	407.005	(7.170			FF 42F2
	Tianjin New World	EJV	51.0	248,847	1,086,770	487,085	67,168			554,253
	Anderson Centre									
	SHUNDE New World	CJV	V 10 10 1	F2.000	420.001			80,656		80,656
		GV	Year I - 10:19.2	53,800	420,081			80,636		80,636
	Courtyard Hotel,	un da	Year II - 20 : 14.8							
	Shunde (Formerly Shu Ramada Hotol)	IIIUC								
	Ramada Hotel) New World	CIV	20.7		250 417	7/1 2000				74,399
		CJV	20.7	_	359,416	74,399				/4,379
	Convention and									
	Exhibition Centre, Shunde <sup>(5)</sup>									
					7.051.030	1 177 007	251.015	770 000	212.242	0.510.450
20R	TOTAL				7,951,230	1,177,886	351,215	778,209	212,348	2,519,658

Name of Property/Project   Usage(a)   Investment(b)   Interest(b)   Site Area   GFA	Share of GFA (sq. ft.)  347,333  1,319,264  1,062,122  186,331  274,165
BEIJING	347,333 1,319,264 1,062,122 186,331
BEIJING	1,319,264 1,062,122 186,331
12   Bejing Paxim Tower   Residential / Commercial   E V   60.0   144,184   578,888   Commercial   Commercial   C V   60.0   568,128   2,198,773   Commercial   C V   60.0   568,128   2,198,773   Commercial   C V   60.0   167,856   1,770,203   Commercial   C V   60.0   167,856   1,770,203   Commercial   C V   Commercial   C V   Commercial   C V   Commercial   C V	1,319,264 1,062,122 186,331
Commercial   Residential   CJV   60.0   568,128   2,198,773   Commercial     CJV   60.0   568,128   2,198,773   Commercial     Residential   CJV   60.0   167,856   1,770,203   Commercial     Residential   Development   40.0   1,109,011   465,828   Agreement   Agreemen	1,319,264 1,062,122 186,331
13   Beijing New World Garden   Residential   CJV   60.0   568,128   2,198,773   Commercial     14   Beijing New World Centre Phase II   Residential   CJV   60.0*   167,856   1,770,203   Commercial     15   Dynasty Garden Phase II   Residential   Development   40.0*   1,109,011   465,828   Agreement*0     16   Lai Loi Development   Residential   CJV   24.5*   2,330,616   1,119,040   1,705,800   1,936,800   1,	1,062,122 186,331
Commercial   Residential   CJV   60.0*   167,856   1,770,203   1,770,203   1,09,011   465,828   1,09,011   465,828   1,09,011   465,828   1,09,011   465,828   1,09,011   465,828   1,09,011   465,828   1,09,011   465,828   1,09,011   465,828   1,09,011   1,09,011   465,828   1,09,011   1,09,011   465,828   1,09,011	1,062,122 186,331
Residential	186,331
Commercial   Residential   Development   40.0*   1,109,011   465,828	186,331
15   Dynasty Garden Phase   1   Residential   Development   40.0*   1,109,011   465,828	,
Agreement   Agreement   Residential   CJV   24.5*   2,330,616   1,119,040     17	,
16	274,165
17 Chang Le Development         Residential         CJV         24.5*         3,858,536         1,936,800           18 Bao Yuan Development         Residential         CJV         24.5*         4,325,520         2,317,058           19 Fu Wah Development         Residential         CJV         24.5*         3,155,908         1,592,480           20 Yee Lok Garden         Residential         CJV         65.0         1,966,519         3,841,320           TIANJIN           21 Tianjin Xin An Garden         Residential         EJV         51.0         216,797         770,308           22 Tianjin Fuhui Huayuan         Commercial/         WFE         80.0         434,467         Phase I:           Residential         Residential         263,663         Phase I:         1,803,193           23 Tianjin World Trade Centre         Commercial         WFE         100.0         116,574         997,549	274,165
18         Bao Yuan Development         Residential         CJV         24.5*         4,325,520         2,317,058           19         Fu Wah Development         Residential         CJV         24.5*         3,155,908         1,592,480           20         Yee Lok Garden         Residential         CJV         65.0         1,966,519         3,841,320           TIANJIN           21         Tianjin Xin An Garden         Residential         EJV         51.0         216,797         770,308           22         Tianjin Fuhui Huayuan         Commercial/         WFE         80.0         434,467         Phase I:           Residential         Residential         263,663         Phase II:         1,803,193           23         Tianjin World Trade Centre         Commercial         WFE         100.0         116,574         997,549	
19 Fu Wah Development   Residential   CJV   24.5*   3,155,908   1,592,480	474,516
20 Yee Lok Garden Residential CJV 65.0 1,966,519 3,841,320  TIANJIN 21 Tianjin Xin An Garden Residential EJV 51.0 216,797 770,308 22 Tianjin Fuhui Huayuan Commercial/ WFE 80.0 434,467 Phase I: Residential 263,663 Phase II: 1,803,193 23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	567,679
TIANJIN 21 Tianjin Xin An Garden Residential EJV 51.0 216,797 770,308 22 Tianjin Fuhui Huayuan Commercial/ WFE 80.0 434,467 Phase I: Residential 263,663 Phase II: 1,803,193 23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	390,158
21 Tianjin Xin An Garden Residential EJV 51.0 216,797 770,308 22 Tianjin Fuhui Huayuan Commercial/ WFE 80.0 434,467 Phase I: Residential 263,663 Phase II: 1,803,193 23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	2,496,858
22 Tianjin Fuhui Huayuan       Commercial/       WFE       80.0       434,467       Phase I:         Residential         Phase II:         1,803,193         23 Tianjin World Trade Centre       Commercial       WFE       100.0       116,574       997,549	
Residential 263,663  Phase II:  1,803,193  23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	392,857
Phase II: 1,803,193 23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	
1,803,193 23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	210,930
23 Tianjin World Trade Centre Commercial WFE 100.0 116,574 997,549	
,	1,442,554
	997,549
SHANGHAI	
24         Hong Kong New World Tower         Hotel/         CJV         44.1*         107,094         1,431,080	631,106
(Formerly Shanghai New World Centre ) Commercial	
25         Shanghai Zhong Shan Square         Residential /         CJV         32.4*         560,861         2,199,936	712,779
Commercial	
26 Euston Villas Residential EJV 64.0 1,738,762 1,001,474	640,943
27 Regent Place         Residential /         EJV         30.0         59,137         335,378	100,614
(Formerly Jinbai Yuan) Commercial	
28         Shanghai Ramada Plaza         Hotel/         CJV         60.0         97,744         977,438	586,463
Commercial	
29 Cheng Yi Development         Commercial/         WFE         100.0         265,600         995,999	995,999
Residential	
30 Juyi Development Commercial/ EJV 76.0 352,874 2,200,592	1,672,450
Residential	1,012,730

Name of Property/Project   Usage**   Investment**   Interest**   Site Area   GFA   Share of GFA   (3) (sq. ft.) (sq. ft.) (sq. ft.) (sq. ft.) (sq. ft.)				Form of	Attributable		Actual/Planned	Group's
GUANGZHOU   Commercial   Development   Phase I: 50.0   1,829,880   2,096,210   1,048,105	Na	me of Property/Project	Usage <sup>(6)</sup>	Investment <sup>(1)</sup>		Site Area		
Guangzhou Golden Lake Garden City   Residential   Development   Phase It 500   1,829,880   2,096,210   1,048,105   Agreement**   Phase It 500   1,052,208   1,313,321   656,660   Phase It 500   918,365   1,343,654   671,827   1,252,77   (Formerly Er Sha Island siste 13)   32   New World Palm Garden Phase II   Residential   CJV   600   744,495   203,687   208,712   125,227   (Formerly Er Sha Island siste 13)   33   New World Eastern Garden Phase II   Residential   CJV   600   744,495   419,532   251,719   -Future Phases   2,157,204   1,294,322   34   Guangzhou Tianhe Shipai   Residential   CJV   600   5,671,865   21,553,087   12,931,852   Redevelopment   Residential   CJV   600   5,671,865   21,553,087   12,931,852   Redevelopment   Residential   CJV   600   445,959   2,116,277   2,116,277   Commercial   Commercial   CJV   600					(%)	(sq. ft.)	(sq. ft.)	(sq. ft.)
Agreement		GUANGZHOU						
Phase III: 50.0 918.365   1,343.654   671.827	31	Guangzhou Golden Lake Garden City	Residential	Development	Phase I: 50.0	1,829,880	2,096,210	1,048,105
32   New World Palm Garden   Residential   GJV   60.0*   203,687   208,712   125,227   (Formerly Er Sha Island site I 3)				Agreement <sup>(4)</sup>	Phase II: 50.0	1,052,208	1,313,321	656,660
(Formerly Er Sha Island site I 3)  33 New World Eastern Garden Phase II Residential QIV 60.0 744,495 419,532 251,719 —Future Phases 2,157,204 1,294,322  34 Guangzhou Tianhe Shipai Residential QIV 100.0 1,218,032 5,136,393 5,136,393  5ub Area 2 and 5  35 Fangcum District Comprehensive Hotel/ QIV 60.0 5,671,865 21,553,087 12,931,852  Redevelopment Residential/ Commercial  36 Guangzhou Metropolitan Garden Residential/ QIV 100.0 445,959 2,116,277 2,116,277 —Commercial  37 Guangzhou New World Centre Residential/ QIV 100.0 177,314 1,614,000 1,614,000 —Commercial  38 Tianhe District Residential/ QIV 20.0 574,971 1,904,832 380,966 —Fung Chou Yuen Commercial  39 Guangzhou Riviera Garden Commercial/ Development 50.0 7,797,105 8,808,297 4,404,149 —Residential Agreement*  **VUHAN**  **VUHAN**  **VUHAN**  40 Ramada Hotel Phase II Commercial/ Pevelopment So.0 7,797,105 8,808,297 4,404,149 —Residential  41 Golden World Centre Commercial/ EJV 8,9 39,489 513,069 45,663 —Residential  42 Wuhan Hotel Redevelopment Hotel/ QIV 60.0 86,080 71,6616 429,970 —Commercial  43 Tazi Lake Redevelopment Gommercial/ GIV 50.0 4,335,527 2,979,691 1,489,846					Phase III: 50.0	918,365	1,343,654	671,827
Site   3   3   New World Eastern Garden Phase   1	32	New World Palm Garden	Residential	CJV	60.0*	203,687	208,712	125,227
33   New World Eastern Garden Phase     Residential   CJV   60.0   744,495   419,532   251,719    -Future Phases   2,157,204   1,294,322     34   Guangzhou Tianhe Shipai   Residential   CJV   100.0   1,218,032   5,136,393   5,136,393     35   Fangrum District Comprehensive   Hotel/   CJV   60.0   5,671,865   21,553,087   12,931,852     Redevelopment   Residential/   Commercial     36   Guangzhou Metropolitan Garden   Residential/   CJV   100.0   445,959   2,116,277   2,116,277     Commercial   Commercial     37   Guangzhou New World Centre   Residential/   CJV   100.0   177,314   1,614,000   1,614,000     Commercial   Commercial   CJV   20.0   574,971   1,904,832   380,966     Fung Chou Yuen   Commercial   Development   50.0   7,797,105   8,808,297   4,404,149     Residential   Agreement   Commercial   Agreement   CJV   8.9   39,489   513,069   45,663     Residential   Residential   CJV   60.0   86,080   716,616   429,970     Commercial   Commercial   CJV   CJV		(Formerly Er Sha Island						
Future Phases		site 13)						
34   Guangzhou Tianhe Shipai   Residential   CJV   100.0   1,218,032   5,136,393   5,136,393   Sub Area 2 and 5   Sub Area 2 and 5   Sangcum District Comprehensive   Hotel/   CJV   60.0°   5,671,865   21,553,087   12,931,852   Redevelopment   Residential/   Commercial   Sub Area 2 and 5   Sub Ar	33	New World Eastern Garden Phase II	Residential	CJV	60.0	744,495	419,532	251,719
Sub Area 2 and 5   Fangcum District Comprehensive   Hotely   CJV   60.0°   5,671,865   21,553,087   12,931,852   Redevelopment   Residentialy   Commercial		-Future Phases					2,157,204	1,294,322
September   Sept	34	Guangzhou Tianhe Shipai	Residential	CJV	100.0	1,218,032	5,136,393	5,136,393
Residential/   Commercial   Suangzhou Metropolitan Garden   Residential/   CJV   100.0   445,959   2,116,277   2,116,277   Commercial   CJV   100.0   177,314   1,614,000   1,614,000   Commercial   CJV   20.0   574,971   1,904,832   380,966   Fung Chou Yuen   Commercial   CJV   CJ		Sub Area 2 and 5						
Commercial   Residential   CJV   100.0   445,959   2,116,277   2,116,277   2,116,277   Commercial   CJV   100.0   177,314   1,614,000   1,614,000   Commercial   CJV   20.0   574,971   1,904,832   380,966   Fung Chou Yuen   Commercial   Agreement   Commercial   Agreement   CJV   S0.0   T,797,105   8,808,297   4,404,149   Residential   Agreement   CJV   S0.0   T,5320   To be determined   CJV	35	Fangcum District Comprehensive	Hotel/	CJV	60.0*	5,671,865	21,553,087	12,931,852
36   Guangzhou Metropolitan Garden   Residential/   CJV   100.0   445,959   2,116,277   2,116,277   Commercial     37   Guangzhou New World Centre   Residential/   CJV   100.0   177,314   1,614,000   1,614,000   Commercial     38   Tianhe District   Residential/   CJV   20.0   574,971   1,904,832   380,966   Fung Chou Yuen   Commercial   Development   50.0*   7,797,105   8,808,297   4,404,149   Residential   Agreement(*)     39   WUHAN   40   Ramada Hotel Phase II   Commercial/   CJV   50.0*   75,320   To be determined   - Residential   Residential   41   Golden World Centre   Commercial/   EJV   8.9   39,489   513,069   45,663   Residential   42   Wuhan Hotel Redevelopment   Hotel/   CJV   60.0*   86,080   716,616   429,970   Commercial   43   Tazi Lake Redevelopment   Commercial/   CJV   50.0*   4,335,527   2,979,691   1,489,846   30   30   30   30   30   30   30   3		Redevelopment	Residential/					
Commercial   Com			Commercial					
Residential   CJV   100.0   177,314   1,614,000   1,	36	Guangzhou Metropolitan Garden	Residential/	CJV	100.0	445,959	2,116,277	2,116,277
Commercial   Commercial   CJV   20.0   574,971   1,904,832   380,966   Fung Chou Yuen   Commercial   Development   50.0*   7,797,105   8,808,297   4,404,149   Residential   Agreement   Agreement   Commercial   Commercial   Agreement   CJV   S0.0*   75,320   To be determined   Cmmercial   Commercial   Commercial   Commercial   CJV   S0.0*   S0.0*			Commercial					
Tianhe District   Residential   CJV   20.0   574,971   1,904,832   380,966   Fung Chou Yuen   Commercial	37	Guangzhou New World Centre	Residential/	CJV	100.0	177,314	1,614,000	1,614,000
Fung Chou Yuen Commercial  39 Guangzhou Riviera Garden Commercial/ Development S0.0* 7,797,105 8,808,297 4,404,149  Residential Agreement(*)  40 Ramada Hotel Phase II Commercial/ CJV 50.0* 75,320 To be determined —  Residential  41 Golden World Centre Commercial/ EJV 8.9 39,489 513,069 45,663  Residential  42 Wuhan Hotel Redevelopment Hotel/ CJV 60.0* 86,080 716,616 429,970  Commercial  43 Tazi Lake Redevelopment Commercial/ CJV 50.0* 4,335,527 2,979,691 1,489,846			Commercial					
Suangzhou Riviera Garden   Commercial/   Development   50.0* 7,797,105   8,808,297   4,404,149	38	Tianhe District	Residential/	CJV	20.0	574,971	1,904,832	380,966
Residential   Agreement   CJV   50.0* 75,320   To be determined   Agreement   Agreement		Fung Chou Yuen	Commercial					
WUHAN  40 Ramada Hotel Phase II Commercial/ Residential  41 Golden World Centre Commercial/ Residential  42 Wuhan Hotel Redevelopment Hotel/ Commercial  43 Tazi Lake Redevelopment Commercial/ COMMERCIAL  CJV 50.0* 75,320 To be determined —  Residential  45 CJV 8.9 39,489 513,069 45,663  Residential  CJV 60.0* 86,080 716,616 429,970  Commercial  CJV 50.0* 4,335,527 2,979,691 1,489,846	39	Guangzhou Riviera Garden	Commercial/	Development	50.0*	7,797,105	8,808,297	4,404,149
40         Ramada Hotel Phase II         Commercial/ Residential         CJV         50.0*         75,320         To be determined         —           41         Golden World Centre         Commercial/ Residential         EJV         8.9         39,489         513,069         45,663           42         Wuhan Hotel Redevelopment         Hotel/ Commercial         CJV         60.0*         86,080         716,616         429,970           43         Tazi Lake Redevelopment         Commercial/         CJV         50.0*         4,335,527         2,979,691         1,489,846		-	Residential	Agreement <sup>(4)</sup>				
40         Ramada Hotel Phase II         Commercial/ Residential         CJV         50.0*         75,320         To be determined         —           41         Golden World Centre         Commercial/ Residential         EJV         8.9         39,489         513,069         45,663           42         Wuhan Hotel Redevelopment         Hotel/ Commercial         CJV         60.0*         86,080         716,616         429,970           43         Tazi Lake Redevelopment         Commercial/         CJV         50.0*         4,335,527         2,979,691         1,489,846								
Residential		WUHAN						
All Golden World Centre   Commercial/   EJV   8.9   39,489   513,069   45,663	40	Ramada Hotel Phase II	Commercial/	CJV	50.0*	75,320	To be determin	ed –
Residential 42 Wuhan Hotel Redevelopment Hotel/ CJV 60.0* 86,080 716,616 429,970  Commercial 43 Tazi Lake Redevelopment Commercial/ CJV 50.0* 4,335,527 2,979,691 1,489,846			Residential					
42       Wuhan Hotel Redevelopment       Hotel/       CJV       60.0*       86,080       716,616       429,970         Commercial         43       Tazi Lake Redevelopment       Commercial/       CJV       50.0*       4,335,527       2,979,691       1,489,846	41	Golden World Centre	Commercial/	EJV	8.9	39,489	513,069	45,663
Commercial  43 Tazi Lake Redevelopment Commercial/ CJV 50.0* 4,335,527 2,979,691 1,489,846			Residential					
43 Tazi Lake Redevelopment Commercial/ CJV 50.0* 4,335,527 2,979,691 1,489,846	42	Wuhan Hotel Redevelopment	Hotel/	CJV	60.0*	86,080	716,616	429,970
			Commercial					
Residential	43	Tazi Lake Redevelopment	Commercial/	CJV	50.0*	4,335,527	2,979,691	1,489,846
			Residential					

			Form of	Attributable		Actual/Planned	Group's
Na	me of Property/Project	Usage <sup>(6)</sup>	Investment <sup>(1)</sup>	Interest <sup>(2)</sup>	Site Area	GFA	Share of GFA
				(%)	(sq. ft.)	(sq. ft.)	(sq. ft.)
PR	OPERTIES UNDER DEVELOPMENT						
	REST OF GUANGDONG	PROVINCE					
44	Shenzhen Xili Lake	Residential	CJV	90.0	625,382	312,040	280,836
45	Shenzhen Sha Tau Kok	Residential	EJV	90.0	961,395	1,615,076	1,453,568
46	Dongguan New World Garden	Residential	CJV	36.7*	3,731,267	10,424,773	3,825,892
47	New World Convention & Exhibition	Commercial /	CJV	20.7	152,480	1,438,310	297,730
	Centre, Shunde	Residential					
48	Shunde Dalian	Residential/	EJV	30.0	5,741,536	25,836,912	7,751,074
	Property Development	Commercial					
49	Foshan Golf & Country Club	Commercial/	CJV	Res: 23.6	31,349,034	121,588	28,695
		Residential		Golf: 22.3		(Clubhouse for	
						Phase I)	
50	Site on Yanjiang Avenue	Residential/	EJV	33.0	995,300	7,752,408	2,558,295
		Commercial					
51	Danshui Golf Club	Commercial	EJV	12.4	2,259,600	1,355,760	168,114
	OTHERS						
52	Shenyang Wangjiazhuang	Residential	CJV	90.0	21,082,068	35,703,832	32,133,449
53	Shenyang Taiyuan Street	Residential/	EJV	23.9	77,364	1,048,788	250,660
		Commercial					
54	Nanjing New World Huawei Plaza	Hotel/	EJV	48.0	132,090	2,033,726	976,188
		Commercial/					
		Residential					
55	Dalian Bond Tak International	Commercial/	WFE	30.0	176,798	2,302,382	690,715
	Finance Centre	Residential					
56	Dalian New World Plaza	Commercial/	EJV	81.0	105,491	1,722,267	1,395,036
		Residential					
57	Shjiazhuang NW Commercial Plaza	Commercial	EJV	55.0	727,731	1,109,571	610,264
SU	BTOTAL					174,455,328	100,520,162
GR	AND TOTAL					182,406,558	103,039,820

### Notes:

- (1) CJV: Cooporative Joint Venture, EJV: Equity Joint Venture and WFE: Wholly Foreign Owned Enterprise.
- (2) (a) in the case of EJV, percentage of equity interest; (b) in the case of CJV, profit sharing percentage. Projects marked with an "\*" denote joint venture or contractual arrangements whereby the repayment of the principal of and interest on the Group's (and in some cases, the Group and other foreign joint venture partners) investments will have priority over the distribution of accumulated profits to the joint venture or participating partners.
- (3) Site area refer to page 87 project 31
- (4) The Group is not a direct joint venture party but holds the development right in the project through agreements entered into with one of the joint venture partners.
- (5) Site area refer to page 88 project 47
- (6) Service apartments are included under commercial usage.

# GOVERNMENT SUBSIDISED HOUSING PROJECTS

Name of Property/Location	Site Area	Planned GFA	Attributable Interest <sup>(1)</sup>	Group's Share of GFA
	(sq. ft.)	(sq. ft.)	(%)	(sq. ft.)
WUHAN				
I Changqing Garden	22,038,632	36,377,215	57.4	20,880,521
TIANJIN				
2 Huayuan Residential Area (Sub area 4)	1,090,203	1,465,307	57.4	841,086
3 Xin Chun Hua Yuan (Formerly Lot # 603)	182,920	476,195	57.4	273,336
HUIZHOU				
4 Chang Hu Yuan	3,421,680	5,638,240	57.4	3,236,350
GUANGZHOU				
5 Ji Shien Zhuang	6,198,244	9,489,696	57.4	5,447,086
QING YUAN				
6 Qing Yuan	5,595,200	10,071,360	57.4	5,780,961
ZENG CHENG	2.050.101	5215024	F7.4	2 002 000
7 Xin Tang	3,050,191	5,215,834	57.4	2,993,889
HAI KOU 8 Xin Bu Island	2,224,845	3,204,005	57.4	1,839,099
	2,227,073	3,204,003	37.ਜ	1,037,077
<b>ZHUHAI</b> 9 Zhuhai	3,636,880	5,819,008	57.4	3,340,111
<b>HEFEI</b> 10 Hefei Phase I	933,000	1,183,600	57.4	679,386
Phase II <sup>(2)</sup>	16,148,070	24,222,105	57.4	13,903,488
TOTAL		103,162,565		59,215,313

<sup>(1)</sup> Group's interest in "NW China Homeowner Development Company Limited".

<sup>(2)</sup> Assumes a plot ratio of 1.5.

### **CITY CORE REDEVELOPMENT PROJECTS**

			Form of	Attributable		Group's Share
N	ame of Project	City	Investment(1)	Interest <sup>(2)</sup>	Site Area	of Site Area
				(%)	(sq. ft.)	(sq. ft.)
I	Chongwen District Redevelopment	Beijing	CJV	56.0 *	21,520,000	12,051,200
2	Hongqiao and Heping Districts	Tianjin	CJV	70.0 *	21,310,180	14,917,126
	Redevelopment					
3	Nankai District Redevelopment	Tianjin	CJV	70.0 *	11,513,200	8,059,240
4	Dongshan District Redevelopment	Guangzhou	CJV	60.0 *	104,793	62,876
5	Huizhou Huicheng District	Huizhou	CJV	62.5 *	385,757	241,098
	Redevelopment					
T	OTAL					35,331,540

#### Notes:

- (1) CJV denotes cooperative joint venture.
- (2) (a) in the case of EJV, percentage of equity interest; (b) in the case of CJV, profit sharing percentage. Projects marked with an "\*" denote joint venture or contractual arrangements whereby the repayment of the principal of and interest on the Group's (and in some cases, the Group and other foreign joint venture partners') investments will have priority over distribution of accumulated profits to the joint venture or participating partners.

### LAND IMPROVEMENT PROJECTS

N	ame of Project	Location	Form of Investment <sup>(I)</sup>	Attributable Interest <sup>(2)</sup>	Site Area	Group's Share of Site Area
				(%)	(sq. ft.)	(sq. ft.)
l	Tianjin Free Port Trade Zone - Phase II	Tianjin FreeTrade Zone	EJV	50.0: Selling price per sq.m. not exceeding US\$120 45.0: Selling price per sq.m. exceeding US\$120	21,520,000	10,760,000
2	Wujiashan Economic Development Area	East and West Lake, Dongsihu District, Wuhan	CJV	45.0	80,700,000	36,315,000
T	OTAL					47,075,000

- (1) CJV denotes cooperative joint venture and EJV denotes equity joint venture.
- (2) (a) in the case of EJV, percentage of equity interest; (b) in the case of CJV, profit sharing percentage.

### **CONVENTIONAL PROPERTY PROJECTS OFFERED FOR SALE IN FY1998**

Na	ame of Project	Location	Usage	Attributable Interest	GFA Offered For Sale
				(%)	(sq. ft.)
I	Beijing New World	Beijing	Office/	55.6*	Residential: 288,980
	Centre Phase I		Residential		Office: 209,626
2	Dynasty Garden Phase I	Beijing	Residential	40.0*	277,993
3	Tianjin Fuhui Huayuan Phase I	Tianjin	Commerical/	80.0	263,663
			Residential		
4	Shanghai Zhong Shan Square	Shanghai	Residential	32.4*	378,515
	Phase I				
5	Euston Villas Phase I	Shanghai	Residential	64.0	278,050
6	Regent Place	Shanghai	Commercial/	30.0	335,378
	(Formerly Jinbai Yuan)		Residential		
7	New World Riverside Villa	Guangzhou	Residential	60.0*	205,624
8	New World Eastern	Guangzhou	Residential	60.0	240,178
	Garden Phase I				
9	Dongguan New World Garden	Dongguan	Residential	36.7*	775,942
	Phase V to VII				
10	New World Convention &	Shunde	Residential	20.7	236,612
	Exhibition Centre, Shunde				
T	OTAL				3,490,561

### CONVENTIONAL PROPERTY PROJECTS TO BE OFFERED FOR SALE IN FY1999

				Attributable	GFA Offered
Ν	ame of Project	Location	Usage	Interest	For Sale
				(%)	(sq. ft.)
I	Beijing New World Centre Phase II	Beijing	Commercial/ Residential	60.0*	977,320
2	Tianjin Xin An Garden	Tianjin	Residential	51.0	770,308
3	Shenyang Wangjiazhuang	Shenyang	Residential	90.0	1,076,000
4	New World Palm Garden	Guangzhou	Residential	60.0*	208,712
	(Formerly Er Sha Island Site 13)				
5	New World Eastern Garden Phase II	Guangzhou	Residential	60.0	419,532
6	Dongguan New World Garden	Dongguan	Residential	36.7*	127,314
	Phase VIII				
TOTAL 3,57					

Joint venture or contractual arrangements whereby the repayment of and interest on the Group's (and in some cases, the Group and other foreign joint venture partners') investments will have priority over the distribution of accumulated profits to the joint venture or participating

### INFRASTRUCTURE

			NWI's	Expected/Actual		
	Gross Length/	Form of	Attributable	Operation	JV	Expiry
	Capacity	Investment	Interest	Date (5)	Period	Date <sup>(I)</sup>
			(%)		(years)	
ROAD PROJECTS						
Guangzhou City Northern Ring Road ®	22.0km	CJV	65.29	1/1994	33	2023
Beijing-Zhuhai Expressway (Guangzhou-Zhuhai Section) *		CJV	25.0		37	2030
Phase I - Section I	8.6km	•		5/1997		
Phase I - Section II	49.0km			Mid 2000		
Shenzhen-Huizhou Expressway (Huizhou Section)						
Expressway	34.7km	CJV	33.3	6/1993	30	2027
Roadway	21.8km	CJV	50.0	12/1997	26	2023
Hui-Ao Roadway		CJV	50.0		33	2028
Hui-Dan Section	36.0km	,		1/1996		
Hui-Ao Section	49.7km			1/1999		
Roadway No. 324 (Gaoyao Section)	24.0km	CJV	40.0	2/1994	22	2015
Roadway No. 321 (Fengkai Section)	42.0km	CJV	45.0	12/1994	25	2019
Roadway No. 321 (Deging Section)	79.0km	CJV	45.0	9/1995	25	2020
Roadway No. 1964 (Zhaojiang Section)	32.0km	CJV	70.0	12/1995	25	2019
Roadway No. 1960 (Sihui Section)	47.0km	CJV	50.0		25	2021
Guangmei Toll Station		-,		1/1996		
Shatou Toll Station				6/1996		
Roadway No. 1960 (Guangning Section)	60.0km	CJV	55.0	7/1996	25	2020
Roadway No. 1967 (Xinxing Section)	25.0km	CJV	55.0	7/1997	25	2022
Shuangjin Roadway (Gaoyao Section)	34.0km	CJV	61.0	9/1997	26	2024
Roadway No. 1962 (Guangning Section)	19.5km	CJV	55.0	4/1998	26	2023
Roadway No. 1969 (Gaoyao Section)	27.0km	CJV	10.0/58.0	1/1998	28	2024
Roadway No. 321 (Gaoyao Section)	23.8km	CJV	55.0	8/1998	25	2019
Roadway No.1962 (Gaoyao Section)	32.4km	CJV	60.0	8/1998	30	2026
Roadway No. 1959 (Qingxin Section)	26.6km	CJV	75.0	11/1998	30	2027
Roadway No.1958 (Deging Section)	30.0km	CJV	65.0	5/1999	25	2023
Roadway No. 105 (Lianping County North Section)	33.0km	CJV	10.0/51.0	8/1997	25	2022
Roadway No. 1906 (Qingcheng Section)	26.8km	CJV	80.0	6/1999	30	2028
Roadway No. 321 (Wuzhou Section)		CJV	45.0		25	2022
Phase I	8.7km	-,		3/1997		
Phase II	4.3km			12/1998		
Beiliu City Roadways		CJV	60.0	.2.,,,	25	2022
Phase I	18.2km	9,	00.0	8/1997	20	2022
Phase II	21.6km			5/1998		
Yulin Shinan to Dajiangkou Roadway	21.0011	CJV	60.0	3/1/70	25	2022
Phase I	8.7km	9,1	00.0	8/1997	25	2022
Phase II	30.0km			6/1999		
Rongxian Roadways	JUJUNIII	CJV	70.0	0/1///	25	2022
Phase I	9.2km	GV	70.0	10/1997	LJ	ZUZZ
Phase II	16.8km			5/1998		
II Jebii	10.000			J/ 1770		

## INFRASTRUCTURE

			NWI's	Expected/Actual		
	Gross Length/	Form of	Attributable	Operation	JV	Expiry
	Capacity	Investment	Interest	Date (5)	Period	Date <sup>(1)</sup>
			(%)		(years)	
Yulin to Shinan Roadway	27.8km	CJV	60.0	5/1998	25	2022
Cangwu County Roadway	10.1km	CJV	70.0	11/1998	25	2022
Yulin Shinan to Guigang Roadway	20.0km	CJV	60.0	7/1999	25	2022
Wuhan Airport Expressway	18.0km	CJV	40.0	4/1995	30	2025
Tangjin Expressway (Tianjin North Section)		CJV	60.0/90.0		30	
Section I	43.4km			1/1999		2029
Section II	17.0km			7/2001		2031
Chengdu Ring Expressway (East Section)		CJV	68.0/51.0		30	2028
Phase I	21.5km			1/2001		
Phase II	21.5km			1/2002		
Shanxi Taiyuan to Gujiao Roadway (Taiyuan Section)	28.4km	CJV	60.0/90.0	10/1999	27	2025
Shanxi Taiyuan to Gujiao Roadway (Gujiao Section)	36.0km	CJV	60.0/90.0	12/1998	27	2025
Jincheng to Jiaozuo Expressway (Shanxi Section)	32.0km	CJV	60.0/90.0	7/2000	30	2028
Roadway No.309(Changzhi Section) in Shanxi	22.2km	CJV	60.0/90.0	7/1999	25	2023
Taiyuan to Changzhi Roadway (Changzhi Section) in Shanxi	18.3km	CJV	60.0/90.0	7/1999	25	2023
Tate's Cairn Tunnel	4.0km	Equity	27.5	6/1991	30	2018
BRIDGE PROJECTS	4.01	10.0	10.07	/!!005		
Wuhan Bridge Development	4.0km	JSC	48.86	6/1995	-	n/a
Gaoming Bridge	I.Ikm	CJV	30.0/80.0	11/1996	25	2021
Guangzhou Three New Bridges^	4.1km	CJV	50.0	3/1999	33	2030
Zhaoqing Deqing Xijiang Bridge	1.4km	CJV	60.0	5/1999	25	2022
Tianjin Yonghe Bridge	0.5km	CJV	90.0	11/1998	25	2023
CARGO HANDLING PROJECTS						
Sea-Land Orient Terminals Limited (SLOT)**	I.I mil TEUs	Equity	33.34	6/1991	50	2047
Asia Terminals Limited (ATL)**	5.9 mil ft <sup>2</sup>	Equity	55.67	2/1987	50	2047
United Asia Terminals (Yantian) Limited	899,800 CBM	Equity	40.0	2/1997	10	2007
Sea-Land Orient (Tianjin) Container Terminals Co., Limited	441,000 TEUs (		24.5	1/1999	30	2027
Pacific Ports Company Limited#	n/a	Equity	37.15	5/1998	_	n/a
DOWER PROJECTS						
POWER PROJECTS  Zhujiang Power Station - Phase I	600 MW	EJV	50.0	1/1994	25	2017
Zhujiang Power Station - Phase II	600 MW	EJV	25.0	4/1996	25	2020
Shunde De Sheng Power Plant	273.5 MW	CJV	60.0	4/1997	20	2017
Macau Power Plant	351MW	Equity	20.25	11/1997	25	2017
Sichuan Qianwei Dali Power Plant	54 MW	CJV	60.0	11/1997	25	2010
Sicridari Qidiriyyor Dari i Oyyor i Idill	JTIIVV	GV.	00.0	11/1///		2022

### **INFRASTRUCTURE**

			NWI's	Expected/Actual		
	Gross Length/	Form of	Attributable	Operation	JV	Expiry
	Capacity	Investment	Interest	Date (5)	Period	Date(
			(%)		(years)	
WATER TREATMENT PROJECT	·s					
Macau Water Plant	255,000m³/day	Equity	42.5	11/1997	25	2010
Zhongshan Tanzhou Water Plant	60,000m <sup>3</sup> /day	Equity	29.0	11/1997	35	2027
Shenyang Water Plant	450,000m³/day	Equity	18.88	11/1997	30	2025
Nanchang Water Plant	50,000m³/day	Equity	25.0	11/1997	28	2023
Lianjiang Water Plant	100,000m <sup>3</sup> /day	Equity	30.0	1999	30	2027
Dongguan Microfiltration Equipment Plant	n/a	Equity	22.5	11/1997	20	2014
Zhongshan Dafeng Water Plant	200,000m <sup>3</sup> /day	Equity	33.06	4/1998	22	2020
Zhongshan Quanlu Water Plant	500,000m³/day	Equity	33.06	4/1998	22	2020
Maoming Dianbai Water Plant	100,000m <sup>3</sup> /day	Equity	35.0	2000	30	2029
CEMENT PROJECTS						
Yantai Jinhe Cement Plant	350,000 tonnes/year	EJV	44.0	Operational	30	2023
Yantai Baoqiao Jinhong Cement Plant	420,000 tonnes/year	EJV	44.0	Operational	30	2024
Shandong Jianshe Best Wide Cement Plant	700,000 tonnes/year	EJV	44.0	Operational	30	2024
Shandong Zhangdian Best Wide Cement Plant	500,000 tonnes/year	EJV	44.0	Operational	30	2024
Shandong Zibo Best Wide Cement Plant	450,000 tonnes/year	EJV	44.0	Operational	30	2024
Qing Yuan New World Xin Tai Cement Plant	250,000 tonnes/year	EJV	51.0	Operational	30	2027
INFORMATION INFRASTRUCT	URE PROIECT					
China Internet Corporation Limited	n/a	Equity	12.7(3)	7/1997	_	n/a
STRATEGIC INVESTMENTS						
Beijing Datang Power Generation Company Limited#	n/a	Equity	9.54	3/1997(4)	_	n/a
Jiangsu Expressway Company Limited#	n/a	Equity	3.12	6/1997 <sup>(4)</sup>	_	n/a
Sichuan Expressway Company Limited#	n/a	Equity	9.9	10/1997(4)	_	n/a

<sup>@ 4.65%</sup> additional effective interest in the project was acquired in May 1998

JSC = Joint Stock Company

TEU = Twenty-Foot Equivalent Unit

n/a = Not Applicable

<sup>\* 5%</sup> additional effective interest in the project was acquired in March 1997

<sup>\*\* 3%</sup> additional effective interest in SLOT was acquired in May 1998; 1.5% additional effective interest in ATL was acquired in May 1998

<sup>#</sup> Listed on The Stock Exchange of Hong Kong Limited

<sup>^</sup> partial opening: Jiangwen Bridge January 1998, Jiefang Bridge February 1998, Hedong Bridge September 1998

<sup>(1)</sup> Project or JV expiry date

<sup>(2)</sup> Expected throughput of first year's operation

<sup>(3)</sup> On a fully diluted basis

<sup>(4)</sup> Date of listing

<sup>(5)</sup> First date of NWI's revenue entitlement

CJV = Co-operative Joint Venture (profit sharing percentage)

EJV = Equity Joint Venture (percentage of equity interest)

Report of the Auditors to the Shareholders of

### **New World Development Company Limited**

(Incorporated in Hong Kong with limited liability)

We have audited the accounts on pages 96 to 143 which have been prepared in accordance with accounting principles generally accepted in Hong Kong.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

The Companies Ordinance requires the Directors to prepare accounts which give a true and fair view. In preparing accounts which give a true and fair view it is fundamental that appropriate accounting policies are selected and applied consistently.

It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

### **BASIS OF OPINION**

We conducted our audit in accordance with Statements of Auditing Standards issued by the Hong Kong Society of Accountants. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgements made by the Directors in the preparation of the accounts and of whether the accounting policies are appropriate to the Company's and the Group's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance as to whether the accounts are free from material misstatement. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts. We believe that our audit provides a reasonable basis for our opinion.

#### **OPINION**

In our opinion the accounts give a true and fair view, in all material respects, of the state of affairs of the Company and the Group as at 30 June 1998 and of the profit and cash flows of the Group for the year then ended and have been properly prepared in accordance with the Companies Ordinance.

**Price Waterhouse** 

Certified Public Accountants

H. C. Watt & Company Limited

Certified Public Accountants

Henry C.H. Chui, Auditor

Practising Certificate No. P599

Hong Kong, 26 October 1998

		Year ende	d 30 June
		1998	1997
	Note	HK\$m	HK\$m
Turnover	2	20,389.9	19,975.9
Operating profit	2 & 3	4,147.2	4,303.8
Exceptional items	4	(1,202.2)	1,316.0
Profit from ordinary activities		2,945.0	5,619.8
Share of results of associated companies and joint ventures		637.1	2,020.7
Profit before taxation		3,582.1	7,640.5
Taxation	5	(735.2)	(963.0)
Profit after taxation		2,846.9	6,677.5
Minority interests		(704.0)	(1,365.5)
Profit attributable to shareholders	6	2,142.9	5,312.0
Dividends	7	(1,264.3)	(2,328.5)
Retained profit for the year	18	878.6	2,983.5
Retained by:			
Company and subsidiary companies		891.6	3,258.1
Associated companies and joint ventures		(13.0)	(274.6)
		878.6	2,983.5
Earnings per share	8		
Basic		HK\$1.11	HK\$2.86
Fully diluted		HK\$1.10	HK\$2.85

		As at 3	0 June
		1998	1997
	Note	HK\$m	HK\$m
Fixed assets	10	37,545.1	46,059.7
Associated companies	12	14,246.7	10,847.9
Joint ventures in the People's Republic of China	13	18,386.7	15,960.5
Other investments	14	4,493.6	4,704.5
Long term receivables	15	692.6	366.7
Deferred expenditure		222.1	221.8
Net current assets	16	13,282.3	12,120.2
Employment of funds		88,869.1	90,281.3
Financed by:			
Share capital	17	1,984.9	1,909.0
Reserves	18	52,827.2	62,400.9
Shareholders' funds		54,812.1	64,309.9
Minority interests		9,079.6	10,062.2
Long term liabilities	19	24,960.4	15,905.6
Deferred taxation	20	17.0	3.6
Funds employed		88,869. l	90,281.3

Dr. Sin Wai-Kin, David

Director

Dr. Cheng Kar-Shun, Henry

Director

		As at 30 June		
		1998	1997	
	Note	HK\$m	HK\$m	
Fixed assets	10	33.3	43.7	
Subsidiary companies	11	28,133.7	26,324.8	
Associated companies	12	101.0	82.6	
Joint ventures in the People's Republic of China	13	408.0	1,224.3	
Other investments	14	111.0	144.6	
Net current liabilities	16	(52.6)	(1,314.1)	
Employment of funds		28,734.4	26,505.9	
Financed by:				
Share capital	17	1,984.9	1,909.0	
Reserves	18	26,749.5	24,596.9	
Funds employed		28,734.4	26,505.9	

Dr. Sin Wai-Kin, David Director

Dr. Cheng Kar-Shun, Henry Director

		Year ended 30 June	
		1998	1997
	Note	HK\$m	HK\$m
NET CASH INFLOW FROM OPERATING ACTIVITIES	24(a)	6,093.2	4,308.3
RETURNS ON INVESTMENTS AND			
SERVICING OF FINANCE		1 200 /	E00.2
Interest received		1,300.6	598.3 (1.427.7)
Interest paid  Dividends received from		(2,159.0)	(1,437.7)
		448.6	2,040.7
Associated companies		121.9	2,0 <del>4</del> 0.7 34.6
A joint venture in the People's Republic of China Other investments		94.0	60.4
Dividends paid		(998.5)	
Dividends paid to minority shareholders		(285.1)	(1,019.7) (1,335.7)
Dividends paid to minority shareholders		(263.1)	(1,333.7)
Net cash outflow from returns on investments			
and servicing of finance		(1,477.5)	(1,059.1)
TAXATION			
Hong Kong profits tax paid		(760.9)	(540.9)
Overseas taxation paid		(29.0)	(84.8)
		(789.9)	(625.7)
INVESTING ACTIVITIES			
Purchase of fixed assets		(3,849.2)	(2,562.3)
Increase in investments in associated companies		(3,405.5)	(2,408.2)
Increase in investments in joint ventures in the		,	,
People's Republic of China		(2,649.9)	(4,8   8.3)
Increase in other investments		(1,566.7)	(3,556.3)
(Increase)/decrease in long term receivables		(403.6)	49.3
Increase in deferred expenditure		(62.1)	(118.5)
Acquisition of additional interests in a subsidiary company		(285.0)	_
Acquisition of subsidiary companies (net of cash			
and cash equivalents)	24(c)	(162.1)	(795.1)
Investments in short-term deposits maturing after three months		(214.0)	_
Proceeds on disposal of			
Associated companies		144.4	_
Fixed assets, including investment properties		233.1	26.9
Joint ventures in the People's Republic of China		275.0	67.5
Other investments		68.2	_
Net cash (outflow)/inflow from disposal of subsidiary companies			
(net of cash and cash equivalents)	24(e)	(16.7)	2,041.2
Net cash outflow from investing activities		(11,894.1)	(12,073.8)
Net and author before Court		(0.040.3)	(0.450.3)
Net cash outflow before financing		(8,068.3)	(9,450.3)

### **CONSOLIDATED CASH FLOW STATEMENT (Continued)**

	Year ended		l 30 June	
		1998	1997	
	Note	HK\$m	HK\$m	
FINANCING				
Issue of shares		_	2,782.5	
Issue of convertible bonds		1,932.5	2,705.5	
Repurchase of convertible bonds		(166.6)	_	
Share issue expenses		(4.7)	(44.0)	
Bond issue expenses		(48.7)	(76.8)	
Increase in bank and other loans		7,935.9	5,076.5	
Repayment of bank and other loans		(2,365.0)	(5,932.0)	
Capital element of finance lease rental payment		(2.6)	(150.2)	
Decrease in short term bank and other loans		(77.5)	(0.4)	
Contribution from minority shareholders		242.7	2,243.3	
Net cash inflow from financing activities	24(f)	7,446.0	6,604.4	
Decrease in cash and cash equivalents		(622.3)	(2,845.9)	
Cash and cash equivalents at beginning of year		(022.3) 477.8	3,312.8	
Effect of foreign exchange rate changes		(4.9)	10.9	
Effect of for eight exchange rate changes			10.7	
Cash and cash equivalents at end of year	24(g)	(149.4)	477.8	

### I. PRINCIPAL ACCOUNTING POLICIES

### (a) BASIS OF CONSOLIDATION

The Group accounts incorporate the accounts of the Company and all its subsidiary companies made up to 30 June and include the Group's share of the results for the year and undistributed post-acquisition reserves of associated companies and joint ventures. The results of subsidiary companies acquired or disposed of during the year are dealt with in the consolidated profit and loss account from the effective dates of acquisition and to the effective dates of disposal respectively.

All material intra-group transactions, including unrealised profits arising from intra-group construction contracts and sales of properties, have been eliminated on consolidation.

### (b) GOODWILL

Goodwill represents the excess of purchase consideration over fair values ascribed to the net tangible assets acquired and is written off directly to reserves in the year of acquisition.

#### (c) SUBSIDIARY COMPANIES

A company is a subsidiary company if more than 50% of the voting capital is held for the long term or if the composition of the board of directors is controlled by the Group.

Investments in subsidiary companies are carried at cost or at Directors' valuation less provision for any permanent diminution in value.

### (d) ASSOCIATED COMPANIES

An associated company is a company other than a subsidiary company, in which the Group's interest is held long term and is substantial, and significant influence is exercised through representatives on the board of directors. The Group's investments in associated companies are stated at the Group's share of net assets. The Company's investments in associated companies are carried at cost less provision for any permanent diminution in value. Results of associated companies are accounted for by the Company only to the extent of dividends received and receivable.

### (e) JOINT VENTURES IN THE PEOPLE'S REPUBLIC OF CHINA

### (i) Equity joint ventures

Equity joint ventures are Sino-foreign joint ventures in respect of which the partners' capital contribution ratios are defined in the joint venture contracts and the partners' profit sharing ratios are in proportion to the capital contribution ratios. The Group's investments in equity joint ventures are accounted for as subsidiary companies (where the Group controls the composition of the board of directors) or on the same basis as associated companies (where the Group exercises significant influence through representatives on the board of directors). Where the Group has no control or significant influence over the management of the equity joint ventures, the joint ventures are carried at cost less provision for any permanent diminution in value.

### (ii) Co-operative joint ventures

Co-operative joint ventures are Sino-foreign joint ventures in respect of which the partners' profit sharing ratios and share of net assets upon the expiration of the joint venture periods are not in proportion to their capital contribution ratios but are as defined in the joint venture contracts.

### JOINT VENTURES IN THE PEOPLE'S REPUBLIC OF CHINA (Continued)

Co-operative joint ventures (Continued)

The Group's investments in co-operative joint ventures are accounted for as subsidiary companies (where the Group controls the composition of the board of directors) or carried at cost plus its share of undistributed post-acquisition results of the joint ventures in accordance with the defined profit sharing ratios, less any amortisation of the cost of investment or provision for any permanent diminution in value (where the Group exercises significant influences through representations on the board of directors). Where the Group is not entitled to share the net assets of a co-operative joint venture at the end of the joint venture period, the cost of investment in such co-operative joint venture is amortised over the joint venture period.

#### (iii) Fixed return joint ventures

Where investment income derived from investments in and loans to joint ventures is predetermined in accordance with the provisions of the joint venture contracts for a substantial portion of the joint venture period, these joint ventures are referred to as fixed return joint ventures. Fixed return joint ventures are carried at cost less capital repayments received.

#### **TURNOVER** (f)

Group turnover represents all revenues from rental, property sales, construction and engineering, hotel and restaurant operations, infrastructure operations, telecommunication services, department store operations, financial services and letting agency.

### **REVENUE RECOGNITION**

Revenue is recognised when it is probable that future economic benefits will flow to the Group and these benefits can be measured reliably on the following bases:

- Rental income (i)
  - Rental income is recognised on a straight line accrual basis over the terms of lease agreements.
- Property sales

Revenue from sale of properties is recognised either when the sale agreement is completed or when the development is completed which is determined by the issuance of the relevant occupation permit, whichever is the later. Deposits and instalments received on properties sold prior to their completion are included in current liabilities.

(iii) | Joint property development projects

Revenue from joint property development projects is recognised either when the sale agreement is completed or when the relevant project is completed which is determined by the issuance of occupation permit, whichever is the later and in the case of multi-phase development projects, on completion of a distinct phase.

#### (g) REVENUE RECOGNITION (Continued)

(iv) Construction and engineering

Revenue from construction and engineering services contracts is recognised when the relevant contract is completed which is determined by the issuance of occupation permit or relevant completion certificate and in the case of multi-phase contracts, on completion of a distinct phase.

(v) Hotel and restaurant operations

Revenue from hotel and restaurant operations is recognised upon provision of the services.

(vi) Infrastructure operations

Toll revenue from road and bridge operations is recognised when services are rendered.

(vii) Telecommunication services

Subscription fee and services income from telecommunication and paging services is recognised when service is rendered and based on the usage of the digital mobile radio telephone network and facilities. Revenue from sale of telecommunication equipment and accessories is recognised when goods are delivered. Telecommunication revenue in respect of standard service plans billed in advance at year end is deferred and recognised on a straight line basis over the relevant service agreement period. Commission income and bonus relating to subscriber connections is recognised on a straight line accrual basis in accordance with the terms of the relevant dealership agreements.

### (viii) Service fee income

Property management service fee, property letting agency fee and security service fee are recognised when services are rendered.

(ix) Sales of goods

Income from sale of goods in the department store operations is recognised upon delivery of goods.

(x) Interest income

Interest income is recognised on a time proportion basis. Interest received and receivable in respect of loan financing provided to equity and co-operative joint ventures (where they are not accounted for as subsidiary companies) during their pre-operational period are deferred and amortised over the repayment periods of these loans.

(xi) Income from investment in fixed return joint ventures

Income from investments in and loans to fixed return joint ventures is recognised on an accrual basis so as to provide a constant return on the investment and loan balance (net of capital repayments) on a combined basis, over the joint venture periods.

(xii) Dividend income

Dividend income is recognised when the shareholder's right to receive payment is established.

#### (h) ASSETS UNDER LEASES

(i) Finance leases

Leases that transfer substantially all the benefits and risks of ownership of assets to the Group, other than legal title, are accounted for as finance leases. At the inception of a finance lease, the asset and the related long term obligation, excluding interest are recorded to reflect the purchase and its financing. Finance charges are debited to the profit and loss account in proportion to the capital balance outstanding. Assets held under finance leases are depreciated on the basis described in Note 1 (i) (iv).

### (ii) Operating leases

Leases where substantially all the rewards and risks of ownership of assets remain with the lessors are accounted for as operating leases and rentals payable are accounted for on the straight line basis over the periods of the leases.

### (i) FIXED ASSETS

(i) Investment properties

Investment properties are interests in land and buildings in respect of which construction work and development has been completed and are held for their investment potential. Investment properties are stated at their open market value based on an annual professional valuation at the balance sheet date. Increases in valuation are credited to the investment property revaluation reserve; decreases are first set off against earlier revaluation surpluses on a portfolio basis and thereafter charged to the profit and loss account. Upon sale of an investment property, the revaluation surplus realised is transferred to operating profit. No depreciation is provided on investment properties held on leases of more than twenty years.

### (ii) Hotel properties

Hotel properties are interests in land and buildings and their integral fixed plant which are collectively used in the operation of hotel. They are stated in the balance sheet at their open market value on the basis of an annual professional valuation. No depreciation is provided on hotel properties held on leases of more than twenty years. It is the Group's practice to maintain the buildings in a continual state of sound repairs and to make improvements thereto from time to time and accordingly, the Directors consider that given the estimated lives of the hotel properties, any depreciation would be insignificant due to their high residual value. Such expenditure on repairs and improvements is charged to profit and loss account in the year in which they are incurred.

### (iii) Assets under construction

All direct and indirect costs relating to the construction of fixed assets including interest and financing costs and foreign exchange differences on the related borrowed funds during the construction period are capitalised as the costs of the fixed assets.

### (iv) Depreciation

No depreciation is provided on assets under construction.

Depreciation of toll roads and toll bridges is provided for on the basis of a sinking fund calculation whereby annual depreciation amounts compounded at rates ranging from 1.5% to 9% per annum will equal the costs of the relevant toll roads and toll bridges at the expiry of 75 years or the relevant joint venture periods if these are shorter.

### (i) FIXED ASSETS (Continued)

### (iv) Depreciation (Continued)

Depreciation of other fixed assets is calculated to write off their cost or valuation over their estimated useful lives or, if shorter, the relevant finance lease periods, using the straight line method. Estimated useful lives are summarised as follows:

Land held on long lease

Buildings held on long lease land

Land and buildings held on medium-term lease

Other assets

Unexpired period of the lease
Unexpired period of the lease
3 to 14 years

#### (i) OTHER INVESTMENTS

Other investments are long term investments other than subsidiary companies, associated companies and joint ventures in the People's Republic of China. Other investments are carried at cost less provision for any permanent diminution in value.

### (k) PROPERTIES HELD FOR SALE, STOCKS AND CONSTRUCTION IN PROGRESS

Properties held for sale are valued at cost comprising land cost, development expenditure, professional fees and interest capitalised less any provision for possible loss.

Stocks are valued at the lower of cost and net realisable value. Cost is calculated on the weighted average basis. Net realisable value is determined on the basis of anticipated sales proceeds less estimated selling expenses.

Construction in progress is stated at cost less provision for anticipated losses and progress payments received and receivable.

### (I) DEFERRED EXPENDITURE

Pre-operating expenses are amortised over 5 years by equal annual instalments commencing from the first year of operation.

### (m) DEFERRED TAXATION

Deferred taxation is accounted for at current tax rates in respect of timing differences between profits as computed for taxation purposes and profits as stated in the accounts to the extent that a liability or asset is expected to be payable or receivable in the foreseeable future.

### (n) CAPITALISATION OF INTEREST AND FINANCE CHARGES

Interest and finance charges on borrowings relating to construction in progress and properties under development, after elimination of intra-group interest charges, are included in the project cost and cost of development during the relevant period of construction and development respectively.

Borrowing costs and foreign exchange differences which are deemed borrowing cost incurred by the Group on the related borrowed funds which have been used to finance the construction of fixed assets by the associated companies and joint ventures, are capitalised as the carrying value of these associated companies and joint ventures.

### (o) PENSIONS AND RETIREMENT BENEFITS

Defined contribution schemes
 The Group's contributions to these schemes are expensed as incurred.

### (ii) Defined benefit schemes

Retirement benefit expenses are charged to the profit and loss account in the current year and are determined based on the value of the retirement scheme assets and the actuarial valuation of accrued pension obligations. The Group has an obligation to ensure that there are sufficient funds in these plans to pay the benefits earned. The annual contributions are determined by a qualified actuary using the projected unit credit method.

#### (p) FOREIGN CURRENCIES

Foreign currency transactions during the year are converted at exchange rates ruling at the transaction dates. At the balance sheet date, monetary assets and liabilities denominated in foreign currencies and the accounts of overseas subsidiary companies, associated companies and joint ventures are translated into Hong Kong dollars at exchange rates ruling at that date. Exchange differences arising from the translation of the accounts of overseas subsidiary companies, associated companies and joint ventures are dealt with through reserves. All other exchange differences are included in the determination of operating profit, other than those dealt with in Note **I** (i)(iii) and (n).

#### 2. TURNOVER AND CONTRIBUTION TO OPERATING PROFIT

An analysis of the Group's turnover and contribution to operating profit by principal activities and geography are as follows:

			1998 HK\$m	1997 HK\$m
			ПХФП	ΠΨΠ
(a)	Ana	lysis by principal activities		
	(i)	Turnover		
		Rental income	2,123.3	1,966.6
		Property sales	5,836.0	4,636.8
		Construction and engineering	8,413.3	5,899.4
		Hotel and restaurant operations	2,672.1	7,420.1
		Infrastructure operations	677.I	368.0
		Telecommunication services	2,345.1	1,680.4
		Others	1,055.5	820.4
			23,122.4	22,791.7
		Intra-group transactions		
		Rental income	(133.4)	(136.0)
		Construction and engineering	(2,490.6)	(2,483.4)
		Telecommunication services	_	(32.7)
		Others	(108.5)	(163.7)
			20,389.9	19,975.9
	(ii)	Contribution to operating profit		
		Rental income	1,378.7	1,414.8
		Property sales	2,909.3	2,432.4
		Construction and engineering	433.8	179.1
		Hotel and restaurant operations	348.6	890.7
		Infrastructure operations	400.3	231.4
		Telecommunication services	(646.2)	(195.2)
		Others	77.3	7.3
			4,901.8	4,960.5
		Net interest paid	(754.6)	(656.7)
		. tot interest para	(73 1.3)	(555.7)
			4,147.2	4,303.8

## 2. TURNOVER AND CONTRIBUTION TO OPERATING PROFIT (Continued)

			1998 HK\$m	1997 HK\$m
(b)	Ana	lysis by geography		
	(i)	Turnover		
		Hong Kong and Southeast Asia The People's Republic of China North America Europe	17,699.9 2,690.0 – 	13,770.3 2,476.0 1,526.5 2,203.1
			20,389.9	19,975.9
	(ii)	Contribution to operating profit before interest		
		Hong Kong and Southeast Asia The People's Republic of China North America Europe	4,661.3 240.5 — —	4,619.0 400.2 51.9 (110.6)
			4,901.8	4,960.5

The turnover and contribution to operating profit before interest relating to the Group's activities in Southeast Asia have been included under Hong Kong as they comprised less than 10% of the Group's turnover and contribution to operating profit.

#### 3. OPERATING PROFIT

Operating profit of the Group is arrived at after crediting and charging the following:

	1998	1997
	HK\$m	HK\$m
Crediting:		
Gross rental income from investment properties	1,708.2	1,687.4
Outgoings	(264.6)	(197.7)
	1,443.6	1,489.7
Dividend income	1,113.0	1,107.7
Listed investments	74.5	25.1
Unlisted investments	19.5	35.3
Gain on disposal of joint ventures	61.1	64.1
Interest income	1,300.6	598.3
Profit on disposal of investment properties	168.1	_
Royalty income from licence agreement	_	84.7
Charging:		
Interest on bank loans and overdrafts	1,768.7	1,055.4
Interest on other loans wholly payable within five years	52.7	47.1
Interest on other loans not wholly payable within five years	_	41.2
Interest on finance leases	0.4	19.0
Interest on convertible bonds	232.7	206.8
Provision for premium on redemption of convertible bonds	21.6	_
Interest on loans from minority shareholders	82.9	68.2
Interest capitalised as cost of		
Fixed assets	(30.7)	_
Joint ventures	(14.2)	_
Properties under development	(58.9)	(182.7)
	2,055.2	1,255.0
Auditors' remuneration	25.0	27.8
Depreciation		
Leased fixed assets	1.2	66.3
Owned fixed assets	400.0	489.9
Operating lease rentals for land and buildings	174.6	718.6
Loss on disposal of subsidiary companies	8.0	_
Amortisation of deferred expenditure	56.6	26.0
Amortisation of intangible assets	_	38.5

#### 4. EXCEPTIONAL ITEMS

	1998	1997
	HK\$m	HK\$m
Gain on disposal of associated companies	132.0	_
Profit on repurchase of convertible bonds (Note 19 (a)(ii) and (iv))	49.8	_
Provision for investment in:		
Co-operative and equity joint ventures	(132.3)	_
Other joint ventures	(137.9)	_
Listed shares	(344.8)	_
Provision for diminution in value of properties held for sale	(769.0)	_
Profit on disposal of investments in subsidiary companies (Note a)	_	372.2
Profit on dilution of interest in a subsidiary company (Note b)	_	943.8
	(1,202.2)	1,316.0

- (a) In 1997, the Group disposed of its entire interests in Renaissance Hotel Group N.V. ("RHG"), a former 35% beneficially owned subsidiary company listed on the New York Stock Exchange and Hotel Property Investments (B.V.I.) Limited, a former 64% owned subsidiary company at a consideration of US\$491,040,000 and US\$80 million respectively. A net exceptional gain on disposal of these shares was recorded.
- (b) In 1997, 42,800,000 and 84,000,000 new shares were issued and placed by New World Infrastructure Limited ("NWI") at HK\$18.57 per share and HK\$24.01 per share respectively. The proceeds were applied to the settlement of purchase consideration in respect of the acquisition of two subsidiary companies and general working capital purposes respectively. Following the new issue and placing, the Group's equity interest in NWI was diluted from 66.5% to 56.91% and an exceptional gain was recorded.

#### 5. TAXATION

	1998	1997
	HK\$m	HK\$m
Company and subsidiary companies		
Hong Kong profits tax	614.3	824.4
Overseas taxation	29.0	71.1
Deferred taxation (Note 20)	14.0	0.6
	657.3	896.1
Associated companies and joint ventures		
Hong Kong profits tax	43.5	37.9
Overseas taxation	34.4	29.0
	77.9	66.9
	735.2	963.0

Hong Kong profits tax is provided at the rate of 16% (1997:16.5%) on the estimated assessable profits for the year. Tax on overseas profits has been calculated on the estimated taxable profits for the year at the rate of taxation prevailing in the countries in which the Group operates.

#### 6. PROFIT ATTRIBUTABLE TO SHAREHOLDERS

Profit attributable to shareholders is dealt with in the accounts of the Company to the extent of HK\$2,029.8 million (1997: HK\$6,391.5 million).

#### 7. DIVIDENDS

	1998 HK\$m	1997 HK\$m
Interim dividend paid of 32 cents (1997: 32 cents) per share Proposed final dividend of 32 cents	629.1	644.5
(1997: 88 cents) per share	635.2	1,684.0
	1,264.3	2,328.5
Of which the following were settled by the issue of scrip:		
Interim dividend Final dividend	337.7 *	330.2 976.9

<sup>\*</sup> Full provision has been made for the 1998 final dividend on the basis that all shareholders will elect to receive cash, being the alternative to their entitlements to the scrip dividend.

#### 8. EARNINGS PER SHARE

The calculation of basic earnings per share is based on profit of HK\$2,142.9 million (1997: HK\$5,312.0 million) and the weighted average of 1,937.3 million shares (1997: 1,856.5 million shares) in issue during the year.

The fully diluted earnings per share is based on adjusted profit of HK\$2,152.2 million (1997: HK\$5,337.3 million) on the assumption that all outstanding convertible bonds had been converted at the beginning of the year and had saved interest payable thereon, and the weighted average of 1,949.2 million shares (1997: 1,872.9 million shares) issued and issuable.

#### 9. EMOLUMENTS OF DIRECTORS AND SENIOR MANAGEMENT

	1998 HK\$m	1997 HK\$m
Details of the emoluments paid to the Directors are as follows:		
Fees Salaries and other emoluments Contributions to retirement benefits	1.1 24.5 0.7	1.3 19.5 0.6
	26.3	21.4

The emoluments of the Directors fall within the following bands:

	Number of individuals	
	1998	1997
Emolument band (HK\$)		
0 - 1,000,000	9	9
2,000,001 - 2,500,000	1	
2,500,001 - 3,000,000	1	
3,000,001 - 3,500,000	1	2
3,500,001 - 4,000,000	1	_
9,000,001 - 9,500,000	_	
13,000,001 - 13,500,000	I	
	14	14

Fees paid to independent non-executive directors amounted to HK\$0.3 million (1997: HK\$0.3 million). There were no other emoluments paid to independent non-executive directors. None of the directors has waived the right to receive his emoluments.

Details of the emoluments paid to the five individuals, including two directors (1997: two directors), whose emoluments were the highest in the Group are as follows:

	1998 HK\$m	1997 HK\$m
Salaries and other emoluments Contributions to retirement benefits	28.2 0.4	22.9 0.3
	28.6	23.2

The emoluments of the five individuals fall within the following bands:

The emoluments of the live individuals fall within the following bands:		
	Number of	individuals
	1998	1997
Emolument band (HK\$)		
3,000,001 - 3,500,000	_	2
3,500,001 - 4,000,000	3	2
4,000,001 - 4,500,000	I	_
9,000,001 - 9,500,000	_	1
13,000,001 - 13,500,000	I	
	5	5

#### 10. FIXED ASSETS

				Group			
			Land	Toll		Assets	
	Investment	Hotel	and	roads and	Other	under	
	properties	properties	buildings	bridges	assets co	nstruction	Total
	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m
Cost or valuation							
At 1.7.1997	27,087.1	12,587.0	1,556.1	3,466.0	2,254.5	331.4	47,282.1
Translation difference	_	-	(201.1)	48.8	(67.7)	1.7	(218.3)
Disposal of subsidiary							
companies	_	_	_	_	(9.3)	_	(9.3)
Additions	843.9	-	93.7	297.4	1,216.2	1,435.9	3,887.1
Reclassification	_		165.6	731.1	9.6	(906.3)	_
Disposals	(159.4)		(1.9)	_	(69.0)	-	(230.3)
Revaluation deficit	(8,660.4)	(2,968.0)	_	_	_	_	(11,628.4)
At 30.6.1998	19,111.2	9,619.0	1,612.4	4,543.3	3,334.3	862.7	39,082.9
Accumulated							
depreciation							
At 1.7.1997	_	_	89.6	140.0	992.8	_	1,222.4
Translation difference	_	-	(14.1)	2.0	(20.5)	-	(32.6)
Disposal of subsidiary							
companies	_	-	_	-	(7.3)	-	(7.3)
Charge for the year	_	-	52.5	47.9	300.8	_	401.2
Written back on							
disposals		_	(1.4)	_	(44.5)	_	(45.9)
At 30.6.1998		_	126.6	189.9	1,221.3	_	1,537.8
Net book value							
At 30.6.1998	19,111.2	9,619.0	1,485.8	4,353.4	2,113.0	862.7	37,5 <del>4</del> 5.1
At 30.6.1997	27,087.1	12,587.0	1,466.5	3,326.0	1,261.7	331.4	46,059.7

## 10. FIXED ASSETS (Continued)

	Company		
	Investment	Land and	
	properties	buildings	Total
	HK\$m	HK\$m	HK\$m
Cost or valuation			
At 1.7.1997	40.0	4.5	44.5
Revaluation deficit	(10.0)	_	(10.0)
Disposals		(0.6)	(0.6)
At 30.6.1998	30.0	3.9	33.9
Accumulated depreciation			
At 1.7.1997	-	0.8	0.8
Charge for the year	_	0.1	0.1
Written back on disposals		(0.3)	(0.3)
At 30.6.1998	<u></u>	0.6	0.6
Net book value			
At 30.6.1998	30.0	3.3	33.3
At 30.6.1997	40.0	3.7	43.7

Cost or valuation of properties at 30 June 1998 was made up as follows:

		At 1998 professional
	At cost	valuation
	HK\$m	HK\$m
Group		
Investment properties		
Hong Kong long lease	_	17,776.0
Hong Kong medium lease	_	490.0
Overseas medium lease		845.2
		19,111.2
Hotel properties		
Hong Kong long lease	_	9,619.0
Land and buildings		
Hong Kong long lease	160.7	_
Hong Kong medium lease	659.2	_
Overseas medium lease	745.5	_
Overseas long lease	47.0	_
	1,612.4	
	1,612.4	28,730.2

#### 10. FIXED ASSETS (Continued)

	<b>At cost</b> HK\$m	At 1998 professional valuation HK\$m
Company Investment properties Hong Kong long lease	-	30.0
Land and buildings Hong Kong long lease	3.9	
	3.9	30.0

The investment properties and hotel properties were revalued on 30 June 1998 on an open market value basis by Chesterton Petty Limited and Vigers Hong Kong Limited, independent professional property valuers.

Toll roads and bridges, assets under construction and other assets comprising plant, machinery, equipment, telecommunication network and equipment, furniture, fixtures and motor vehicles, are stated at cost.

The aggregate net book value of assets pledged as securities for loans amounts to HK\$12,436.2 million (1997: HK\$16,953.5 million).

The net book value of fixed assets includes assets held under finance leases amounting to HK\$8.0 million (1997: HK\$1.5 million).

#### II. SUBSIDIARY COMPANIES

	1998 HK\$m	1997 HK\$m
Unlisted shares At cost Provision for permanent diminution in value	3,918.3 (605.1)	3,453.4 (432.1)
At Directors' valuation in 1972	3,313.2 72.0	3,021.3 72.0
Amounts due by subsidiary companies less provision	3,385.2 40,596.9	3,093.3 36,518.9
Amounts due to subsidiary companies	43,982.1 (15,848.4)	39,612.2 (13,287.4)
	28,133.7	26,324.8

Details of principal subsidiary companies are given in Note 27.

#### 12. ASSOCIATED COMPANIES

	Group		Сотр	any
	1998	1997	1998	1997
	HK\$m	HK\$m	HK\$m	HK\$m
Group's share of net assets				
Listed shares in Hong Kong	1,672.3	_	_	_
Unlisted shares (Note a)	4,610.1	4,204.0	35.8	50.3
	6,282.4	4,204.0	35.8	50.3
Amounts due by associated companies				
Current accounts less provision	8,060.2	6,659.4	86.4	116.1
Subordinated loans (Note a)	196.9	196.9	_	
	8,257. I	6,856.3	86.4	116.1
Amounts due to associated companies	(292.8)	(212.4)	(21.2)	(83.8)
	7,964.3	6,643.9	65.2	32.3
	14,246.7	10,847.9	101.0	82.6
Market value of listed shares	1,587.7	-	_	_

- (a) Shares and advances in the form of subordinated loans, totalling HK\$443.7 million (1997: HK\$443.7 million) have been pledged as part of the security for credit facilities of HK\$1,750.0 million (1997: HK\$1,750.0 million) granted to an associated company of which HK\$1,555.0 million (1997: HK\$1,750.0 million) had been utilised as at the balance sheet date.
- (b) Dividends received and receivable by the Group from associated companies were HK\$448.6 million (1997: HK\$2,040.7 million).
- (c) Details of principal associated companies are given in Note 28.

#### 13. JOINT VENTURES IN THE PEOPLE'S REPUBLIC OF CHINA

	Gro	uр	Company	
	1998	1997	1998	1997
	HK\$m	HK\$m	HK\$m	HK\$m
Equity joint ventures Group's share of net assets (Note a)	1,149.3	1,203.5	2 <del>44</del> .1	230.9
Amounts due by joint ventures less provision	332.8	824.9	_	219.1
'	1,482.1	2,028.4	244.1	450.0
Co-operative joint ventures				
Cost of investment less provision (Note b)  Share of undistributed post-acquisition	4,137.8	3,505.7	153.4	616.1
results Amounts due by joint ventures	413.6	299.7	_	_
less provision	9,944.5	7,921.1	_	158.2
	14,495.9	11,726.5	153.4	774.3
Fixed return joint ventures		477.0		
Capital and loan contribution, at cost Amounts due by joint ventures	755.9 57.5	477.2 —	_ _	
	813.4	477.2	_	_
Deposits paid for joint ventures (Note c)	1,595.3	1,728.4	10.5	
	18,386.7	15,960.5	408.0	1,224.3

- (a) The Group's interest in a joint venture has been pledged as part of the security to secure a syndicated loan facility of HK\$309.2 million (1997: HK\$309.2 million) granted to the joint venture company.
- (b) The Group's interests in certain joint ventures have been pledged as part of the security to secure syndicated loan facilities of HK\$1,062.9 million (1997: HK\$1,062.9 million) granted to subsidiary companies.
- (c) The balances represent advances paid in respect of proposed joint ventures for which the joint venture companies have not yet been established as at the year end and only preliminary agreements have been signed. Upon the completion of the relevant joint venture contracts and the establishment of the respective joint venture companies, the relevant amounts will be reclassified to joint venture balances.
- (d) Particulars of principal joint venture companies are given in Note 29.

#### 14. OTHER INVESTMENTS

	Group		Company	
	1998	1997	1998	1997
	HK\$m	HK\$m	HK\$m	HK\$m
Unlisted shares, at cost less provision	334.6	100.3	47.9	44.0
Listed shares, at cost less provision				
Hong Kong	2,280.1	2,810.4	46.0	90.0
Overseas	65.9	25.1	_	
	2,346.0	2,835.5	46.0	90.0
Investments in joint ventures				
At cost less provision	1,559.6	1,487.3	17.1	10.6
Advances to joint ventures	253.4	281.4	_	
	1,813.0	1,768.7	17.1	10.6
	4,493.6	4,704.5	111.0	144.6
Market value of listed shares	1,998.3	3,638.9	46.0	85.0

## 15. LONG TERM RECEIVABLES

	Group		Company	
	1998	1997	1998	1997
	HK\$m	HK\$m	HK\$m	HK\$m
Accounts receivable	387.0	203.6	_	_
Other loans	409.5	189.3	_	
Amounts receivable within one year	796.5	392.9	_	-
included in current assets (Note 16)	(103.9)	(26.2)	_	
	692.6	366.7	_	_

## 16. NET CURRENT ASSETS/(LIABILITIES)

	Group		Company	
	1998	1997	1998	1997
	HK\$m	HK\$m	HK\$m	HK\$m
Current assets				
Construction in progress (Note a)	(579.8)	(14.7)	_	_
Properties held for sale (Note b)	20,309.0	18,859.9	356.0	492.3
Stocks	313.7	373.9	_	_
Current portion of long term				
receivables (Note 15)	103.9	26.2	_	_
Other loans receivable	196.7	322.9	3.0	3.0
Debtors and prepayments	5,661.7	7,563.7	807.4	750.2
Cash and bank balances				
Restricted (Note c)	15.0	221.8	_	_
Unrestricted	2,519.8	3,140.7	3.8	9.9
	28,540.0	30,494.4	1,170.2	1,255.4
Current liabilities				
Creditors and accrued charges	9,475.0	8,335.4	576. <del>4</del>	762.6
Deposits received on sale of properties	_	643.8	_	_
Bills payable	3.6	13.2	_	_
Bank loans and overdrafts				
Secured	40.9	52.3	_	_
Unsecured	2,425.7	2,819.2	4.7	91.5
Other unsecured loans	229.3	306.8	5.7	7.4
Current portion of long term				
liabilites (Note 19)	1,325.5	3,250.5	_	_
Taxation	1,122.5	1,269.0	0.8	24.0
Proposed dividend	635.2	1,684.0	635.2	1,684.0
	15,257.7	18,374.2	1,222.8	2,569.5
	13,282.3	12,120.2	(52.6)	(1,314.1)

## 16. NET CURRENT ASSETS/(LIABILITIES) (Continued)

		Gro	иþ	Company	
		1998	1997	1998	1997
		HK\$m	HK\$m	HK\$m	HK\$m
(a)	Construction in progress				
	At cost	7,311.6	4,712.6	_	_
	Provision for anticipated losses	(26.4)	(14.5)	_	_
	Progress payments received and receivable	(7,865.0)	(4,712.8)	_	
		(579.8)	(14.7)	_	
(b)	Properties held for sale				
	Properties under development, at				
	cost less provision	12,626.2	9,745.2	_	_
	Completed properties, at cost	752.3	65.3	_	_
	Joint development projects, at cost less provision	6,930.5	9,049.4	356.0	492.3
		20,309.0	18,859.9	356.0	492.3

#### (c) Restricted bank balances

Restricted bank balances are funds which are pledged or required to be utilised for specific purposes.

#### 17. SHARE CAPITAL

	1998 HK\$m	1997 HK\$m
Authorised:		
Shares of HK\$1 each		
Balance at 1 July	2,100.0	2,100.0
Increase (Note a)	400.0	_
Balance at 30 June	2,500.0	2,100.0
Issued and fully paid:		
Shares of HK\$1 each		
Balance at 1 July	1,909.0	1,761.0
Conversion of bonds (Note b)	4.6	49.5
Issued as scrip dividends (Note c)	71.3	23.5
Placement of shares (Note d)		75.0
Balance at 30 June	1,984.9	1,909.0

#### (a) Increase in authorised capital

By an ordinary resolution passed on 22 December 1997, the authorised share capital of the Company was increased from HK\$2,100.0 million to HK\$2,500.0 million by the creation of 400 million shares of HK\$1 each.

#### (b) Conversion of bonds

During the year, 4,638,788 new shares were issued upon conversion of bonds issued by a subsidiary company at the conversion price of HK\$35.15 per share.

#### (c) Issued as scrip dividends

During the year, 52,238,704 and 19,023,949 new shares were issued at HK\$18.7016 and HK\$17.751 per share for the settlement of 1997 final scrip dividend and 1998 interim scrip dividend respectively.

#### (d) Placement of shares

In 1997, 75,000,000 shares were issued at HK\$37.10 per share to finance property development, telecommunication investments and to provide for general working capital of the Group.

#### 18. RESERVES

			Gro	шр		
	-	Asset		•		
	Share	revaluation	Capital	General	Retained	
	premium	reserve	reserve	reserve	profits	Total
	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m
Balance as at 1.7.1997	14,590.5	31,969.5	_	141.0	15,699.9	62,400.9
Conversion of bonds	158.5	_	_	_	_	158.5
Scrip dividends	1,243.3	_	_	_	_	1,243.3
Share issue expenses	(4.7)	_	_	_	_	(4.7)
Asset revaluation						
deficit for the year	_	(10,586.6)	_	_	_	(10,586.6)
Share of revaluation deficit						
of associated companies	_	(375.5)	_	_	_	(375.5)
Written back on disposal	_	(129.6)	_	_	_	(129.6)
Goodwill on acquisition of		. ,				, ,
subsidiary companies	_	_	(75.9)	_	_	(75.9)
Goodwill on acquisition			, ,			, ,
of additional interest in a						
subsidiary company	_	_	(69.4)	_	_	(69.4)
Write back of goodwill			, ,			, ,
upon disposal of						
subsidiary companies	_	_	0.1	-	_	0.1
Goodwill arising from						
reclassification of						
an investee company to						
an associated company	_	_	(217.2)	-	_	(217.2)
Goodwill on acquisition of			, ,			,
associated companies	_	_	(273.5)	_	_	(273.5)
Retained profit for the year	_	_	_	-	878.6	878.6
Transfer to retained profits	_	_	635.9	_	(635.9)	_
Transfer to general reserve	_	_	_	7.3	(7.3)	_
Translation difference	_	_	_	0.2	(122.0)	(121.8)
					,	
Balance as at 30.6.1998	15,987.6	20,877.8	_	148.5	15,813.3	52,827.2
Retained by:						
Company and subsidiary						
company and subsidiary companies	15,987.6	20,159.4		148.5	15,689.4	51,984.9
Associated companies	13,707,0	۷٥,۱۵/.٦	_	COLI	13,007.7	J1,/UT./
and joint ventures	_	718.4	_	_	123.9	842.3
and joint ventures		/ 10.1			1 ∠ J. /	0 12.3
	15,987.6	20,877.8	-	148.5	15,813.3	52,827.2

## 18. RESERVES (Continued)

	Company			
		Asset		
	Share re	valuation	Retained	
	premium	reserve	profits	Total
	HK\$m	HK\$m	HK\$m	HK\$m
Balance as at 1.7.1997	14,590.5	38.5	9,967.9	24,596.9
Conversion of bonds	158.5	_	_	158.5
Scrip dividends	1,243.3	_	_	1,243.3
Share issue expenses	(4.7)	_	_	(4.7)
Asset revaluation deficit for the year	_	(10.0)	_	(10.0)
Retained profit for the year			765.5	765.5
Balance as at 30.6.1998	15,987.6	28.5	10,733.4	26,749.5

Distributable reserves of the Company at 30 June 1998 amounted to HK\$10,733.4 million (1997: HK\$9,967.9 million).

#### 19. LONG TERM LIABILITIES

	Gro	иþ	Company	
	1998	1997	1998	1997
	HK\$m	HK\$m	HK\$m	HK\$m
Bank loans				
Secured	6,099.9	7,209.9	_	_
Unsecured	10,376.9	4,637.3	_	_
Other secured loans wholly payable				
within five years	250.0	250.0	_	_
Other unsecured loans				
wholly payable within five years	49.5	54.2	_	_
Obligations under finance leases				
wholly payable within five years	5.3	0.7	_	_
	16,781.6	12,152.1	_	_
Convertible bonds (Note a)	6,782.8	5,221.9	_	_
Debentures (Note b)	329.2	321.0	_	-
Loans from minority shareholders (Note c)	2,392.3	1,461.1	_	
	27.205.0	10.157.1		
A	26,285.9	19,156.1	_	_
Amounts repayable within one year	(1.225.5)	(2.250.5)		
included in current liabilities (Note 16)	(1,325.5)	(3,250.5)		
	24,960.4	15,905.6	_	_

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•					Obligations	
	Secured	Unsecured	Other	Other	under	
	bank	bank	secured	unsecured	finance	
	loans	loans	loans	loans	leases	Total
	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m
The maturity of long						
term borrowings						
is as follows:						
Of less than one year	1,172.2	151.1	_	0.5	1.7	1,325.5
Of more than one year,						
but not exceeding						
two years	2,366.6	2,676.0	_	_	1.7	5,044.3
Of more than two years, but						
not exceeding five years	2,482.0	2,283.8	250.0	49.0	1.9	5,066.7
Of more than five years	79.1	5,266.0	_	_	_	5,345.1
ı	6,099.9	10,376.9	250.0	49.5	5.3	16,781.6

#### 19. LONG TERM LIABILITIES (Continued)

		Gro	Group	
		1998	1997	
		HK\$m	HK\$m	
(a)	Convertible bonds			
	Bonds to be converted into shares of:			
	The Company (Note (i))	419.3	583.9	
	Subsidiary companies (Note (ii), (iii) and (iv))	6,363.5	4,638.0	
		6,782.8	5,221.9	

- (i) A subsidiary company has issued US\$300 million convertible bonds which carry interest at 4.375% per annum payable in arrears and are repayable on 11 December 2000. The bonds are guaranteed by the Company and listed on the Luxembourg Stock Exchange. Each holder of the bond has the option to convert the bond into shares of HK\$1 each of the Company at the current conversion price of HK\$35.15 per share, at any time until 4 December 2000. As at the balance sheet date, US\$246.25 million of the said bonds had been converted.
- (ii) A subsidiary company, New World Infrastructure Limited ("NWI"), has issued US\$250 million convertible bonds which carry interest at 5% per annum payable in arrears and are repayable on 15 July 2001. The bonds are listed on the Luxembourg Stock Exchange. Each holder of the bond has the option to convert the bond into shares of HK\$1 each of NWI at the current conversion price of HK\$19.61 per share, at any time until 2 July 2001.
  - During the year, NWI repurchased bonds with an aggregate principal amount of US\$13.5 million for a total consideration of HK\$82.0 million and these bonds were then cancelled. The surplus arising from the repurchase and the subsequent cancellation of the bonds, amounting to HK\$22.3 million, has been accounted for as part of the exceptional items in the profit and loss account.
- (iii) A subsidiary company, New World China Finance Limited, has issued US\$350 million mandatorily convertible guaranteed bonds which carry interest at 4% per annum payable in arrears. The bonds will be mandatorily converted into shares of a new subsidiary company of the Group which will hold a portfolio of certain properties of the Group in the People's Republic of China on the occurrence of a complying initial public offering ("Complying IPO") of shares on or before 31 December 1999. If no Complying IPO occurs on or before 31 December 1999, the bonds will be redeemed at 111.645% of their principal amount together with accrued interest on that date.
- (iv) In March 1998, NWI issued US\$250 million convertible bonds which bear interest at 1% per annum payable semi-annually in arrears. The bonds are listed on the Luxembourg Stock Exchange. Each holder of the bond has the option to convert the bond into shares of HK\$1 each of NWI at the current conversion price of HK\$23.05 per share, subject to adjustment, at any time until 1 April 2003. Subject to certain conditions being met, the bonds are redeemable at the option of NWI at any time on or after 15 April 2001, in whole or in part, in cash and/or for NWI shares. Unless previously converted, redeemed or repurchased the bonds will be redeemed at 143.4% of their principal amount together with accrued interest on 15 April 2003. Provision for the premium payable has been made in the accounts so as to provide a constant periodic rate of charge to the profit and loss account over the term of the bonds.

During the year, NWI repurchased bonds with an aggregate principal amount of US\$14.5 million for a total consideration of HK\$84.6 million and these bonds were then cancelled. The surplus arising from the repurchase and the subsequent cancellation of the bonds, amounting to HK\$27.5 million, has been accounted for as part of the exceptional items in the profit and loss account.

#### 19. LONG TERM LIABILITIES (Continued)

#### (b) Debentures

The debentures have been issued by a subsidiary company which operates a proprietary club. The debentures are unsecured, interest free, transferrable at the subsidiary company's consent and redeemable at par upon the expiry of fifty years from the dates of issue or at any earlier time at the subsidiary company's discretion.

#### (c) Loans from minority shareholders

The loans from minority shareholders include loans of HK\$805.5 million (1997: HK\$537.4 million) to certain joint ventures in the People's Republic of China for the development of the relevant infrastructural projects, which are unsecured, carry interest at fixed rates ranging from 10% to 13% per annum and have repayment terms specified in the relevant joint venture agreements. The remaining balance is unsecured, interest free and has no specific repayment terms.

#### 20. DEFERRED TAXATION

Grou	Þ
1998	1997
HK\$m	HK\$m
3.6	3.0
14.0	0.6
(0.6)	
17.0	3.6
16.2	3.6
0.8	
17.0	3.6
	1998 HK\$m 3.6 14.0 (0.6) 17.0

No provision has been made in respect of the revaluation surplus arising from the revaluation of the Group's and/or the Company's investment properties and hotel properties as they do not constitute timing differences. There are no material unprovided timing differences at the balance sheet date.

#### 21. PENSIONS AND RETIREMENT BENEFITS

During the year, the Group operates a number of pension and retirement schemes. The majority of the schemes are defined contribution schemes which are mainly operated in Hong Kong and cover approximately 90% of the Group's employees who are entitled to join such schemes. The remaining are a few defined benefit schemes mainly for executive officers. The total amount charged to the profit and loss account in respect of all the Group's pension and retirement schemes was HK\$51.5 million (1997: HK\$52.5 million).

Contributions to the defined contribution schemes either by the Group or by the employees are based on a percentage of employees' salaries ranging from 5% to 21%, depending upon the length of service of the employees. The amount charged to the profit and loss account in respect of these schemes was HK\$46.8 million (1997: HK\$46.0 million) after netting off forfeited contribution of HK\$7.1 million (1997: HK\$8.1 million).

#### 22. COMMITMENTS

			Gro	иþ	Сотр	any
			1998	1997	1998	1997
			HK\$m	HK\$m	HK\$m	HK\$m
(a)	Сар	ital commitments				
	(i)	Contracted but not provided for				
		Fixed assets	2,796.6	1,375.8	_	_
		Investments in joint ventures	6,276.3	3,598.0	565. I	1,546.4
			9,072.9	4,973.8	565.1	1,546.4
	(ii)	Authorised but not contracted for				
	. ,	Fixed assets	571.1	9.5	_	_
		Investments in joint ventures	592.6	1,815.0	_	
			1,163.7	1,824.5	_	_

		Group	
		1998	1997
		HK\$m	HK\$m
(b)	Commitments under operating leases payable in 1998/99 expiring:		
	Land and buildings		
	In the first year	52.6	30.7
	In the second to fifth years inclusive	114.1	184.5
	After the fifth year	31.6	22.1
		198.3	237.3

#### 23. CONTINGENT LIABILITIES

Group		Group Com		npany	
1998	1997	1998	1997		
HK\$m	HK\$m	HK\$m	HK\$m		
1,438.0	1,226.5	266.2	237.5		
_	_	27,976.0	24,519.8		
3,525.4	3,814.7	2,640.7	2,860.6		
36. <del>4</del>	23.7	28.6	23.7		
1,906.1	2,128.5	1,468.4	1,648.9		
6,905.9	7,193.4	32,379.9	29,290.5		
	1,438.0 1,438.0 - 3,525.4 36.4 1,906.1	1998 1997 HK\$m HK\$m  1,438.0 1,226.5  3,525.4 3,814.7  36.4 23.7  1,906.1 2,128.5	1998       1997       1998         HK\$m       HK\$m       HK\$m         1,438.0       1,226.5       266.2         -       -       27,976.0         3,525.4       3,814.7       2,640.7         36.4       23.7       28.6         1,906.1       2,128.5       1,468.4		

#### 24. NOTES TO CONSOLIDATED CASH FLOW STATEMENT

(a) Reconciliation of operating profit to net cash inflow from operating activities

		Year ended 30 Ju	
	_	1998	1997
		HK\$m	HK\$m
	Operating profit	4,147.2	4,303.8
	Depreciation	401.2	556.2
	(Profit)/loss on disposal of		
	Fixed assets, including investment properties	(178.3)	34.1
	Joint ventures in the People's Republic of China	(61.1)	(64.1)
	Other investments	(49.5)	_
	Subsidiary companies	8.0	_
	Provision against other investments	_	180.0
	Amortisation of		. 00.0
	Deferred expenditure	56.6	26.0
	Intangible assets	_	38.5
	Licence agreement	_	12.3
	Write off issuing expenses of bonds	48.7	76.8
	Exchange loss	44.2	19.1
	Decrease/(increase) in stocks	60.2	(106.6)
	Decrease in construction in progress	565.I	191.5
	Increase in properties held for sale	(2,159.2)	(10.8)
		1,808.7	(1,781.9)
	Decrease/(increase) in debtors and prepayments	1,808.7	
	Decrease/(increase) in other loans receivable		(65.3)
	Increase in creditors and accrued charges	1,210.3	966.8
	Decrease in deposits received on sale of properties	(643.8)	(664.4)
	Net interest expenses and dividend income	660.6	596.3
	Net cash inflow from operating activities	6,093.2	4,308.3
			1998
(b)	Acquisition of subsidiary companies		HK\$m
	Net assets acquired		
	Associated companies		228.8
	Debtors and prepayments		3.7
	Creditors and accrued charges		(5.5)
	Minority interests		(45.7)
	Goodwill on consolidation		75.9
	Goodwin on consolidation		
			257.2
	Share of net assets in associated companies originally held by the Group		(95.1)
			162.1
	Satisfied by cash		162.1

## 24. NOTES TO CONSOLIDATED CASH FLOW STATEMENT (Continued)

	1998 HK\$m
(c) Analysis of the net outflow of cash and cash equivalents in respect of the acquisition of subsidiary companies	
Cash consideration	162.1
(d) Disposal of subsidiary companies	
Net assets disposed	
Fixed assets Associated companies Debtors and prepayments Deferred taxation Other receivable Cash and bank balances Creditors and accrued charges Taxation Bank loans and overdrafts Goodwill Minority interests  Loss on disposal of subsidiary companies	2.0 1.9 92.9 (0.6) 4.1 35.2 (109.1) 0.1 (6.5) 0.1 (0.1) 20.0 (8.0)
Cash consideration	12.0
(e) Analysis of net outflow of cash and cash equivalents in respect of the disposal of subsidiary companies	
Cash consideration Cash and bank balances disposed Bank overdrafts discharged	12.0 (35.2) 6.5 (16.7)

## 24. NOTES TO CONSOLIDATED CASH FLOW STATEMENT (Continued)

(f) Analysis of changes in financing during the year

S	Share capital (including		Short term		
	share premium)	Long term	bank and other loans	Minority interests	Total
	HK\$m	HK\$m	HK\$m	HK\$m	HK\$m
Balance at 1.7.1997	16,499.5	19,156.1	306.8	10,062.2	46,024.6
Net cash (outflow)/inflow					
from financing	(4.7)	7,285.5	(77.5)	242.7	7,446.0
Scrip dividends issued	1,314.6	_	_	_	1,314.6
Redemption of convertible bonds	163.1	(163.1)	_	_	-
Profit on repurchase of convertible					
bonds	_	(49.8)	_	_	(49.8)
Issuing expenses on convertible					
bonds	_	48.7	_	_	48.7
Acquisition of additional					
interest in a subsidiary company	_	(41.3)	_	(65.4)	(106.7)
Acquisition of subsidiary					
companies	_	_	_	45.7	45.7
Disposal of subsidiary companies	_	_	_	(0.1)	(0.1)
Inception of finance leases	_	7.2	_	_	7.2
Minority interests' share of net					
profit and revaluation deficit	_	_	_	(760.7)	(760.7)
Dividends to minority					
shareholders	_	_	_	(318.0)	(318.0)
Translation difference	_	42.6	_	(126.8)	(84.2)
Balance at 30.6.1998	17,972.5	26,285.9	229.3	9,079.6	53,567.3

#### (g) Analysis of cash and cash equivalents

	1998	1997
	HK\$m	HK\$m
Cash and bank balances	2,320.8	3,362.5
Bank loans and overdrafts	(2,466.6)	(2,871.5)
Bills payable	(3.6)	(13.2)
	(149.4)	477.8

#### 25. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with the current year's presentation.

#### 26. APPROVAL OF ACCOUNTS

The accounts were approved by the Board of Directors on 26 October 1998.

#### 27. PRINCIPAL SUBSIDIARY COMPANIES

	Share capital issued <sup>#</sup>		Percenta equity sha	_	Principal activities
	<u>-</u>	Par value	By the	By the	
	Number	per share ⊢K\$	Company	Group	
Incorporated and operated in Hong Kong					
Arlaken Development Limited	40	100	100	100	Investment Holding
Atlantic Land Properties Limited	2	100	100	100	Investment Holding
Billionoble Investment Limited	4,998		-	57	investment i loiding
Dillorobic investment Elimited	2*		_	100	Investment Holding
Billion Huge (International) Limited	1,000,000	<u>'</u>	_	58	Investment Holding
Billion Town Company Limited	200	10	100	100	Property Trading
Birkenshaw Limited	10,000	10	-	100	Property Investment
Blanca Limited	10,000		_	100	Investment Holding
Bright Moon Company Limited	200	10	75	75	Property Trading
Broadway-Nassau Investments Limited	200	10,000	75	73 74	rroperty fracing
broadway-ryassau investments Elimited	3,000*	10,000	_	75	Property Investment
Calpella Limited	2	10,000	_	100	Property Investment
Cheer Best Enterprises Limited	2	10	100	100	Property Investment
Cheong Sing Company Limited	10,000	i	100	100	Property Investment
China Joy International Limited	2		-	100	Investment Holding
Convention Plaza Apartments Limited	2	10	_	100	Apartment Services
Crystal Centre Properties	Z	10		100	7 partificiti scrvices
(International) Limited	1,000	1	_	58	Investment Holding
Eurasia Hotel Limited	80,000,000	i	_	48	Hotel Operation
Extensive Trading	600,002		_	74	Trading of Building
Company Limited	1,500,000*	i	_	15	Materials
Far East Engineering	766,714	10	_	74	Engineering Services
Services Limited	233,288*	10	_	55	and Trading
Fook Hong Enterprises	233,200	10		33	and mading
Company Limited	10,000	100	100	100	Property Investment
Fuji (China) Decoration &	10,000	100	100	100	Troperty investment
Engineering Company Limited	5,000,000	1		74	Interior Decoration
General Security	8,402	100		74	
(H.K.) Limited	11,600*	100		38	Security Services
Gold Queen Limited	5,000		100	100	Property Trading
Grand Hyatt Hong Kong	5,555				
Company Limited	1,000	I	_	64	Hotel Operation
Hang Bong Company Limited	225,000	I	100	100	Property Trading
Happy Champion Limited	2	·	100	100	Investment Holding
Head Step Limited	2	· 	100	100	Property Investment
Hip Hing Construction	400,000	100	_	74	Construction and Civil
Company Limited	600,000*	100	_	59	Engineering
	200,000			· ·	

	Share		Percenta	age of	Principal activities
	capital i	issued#	equity shares held		
		Par value	By the	By the	
	Number	per share	Company	Group	
		HK\$			
Incorporate and operated					
in Hong Kong (Continued)					
Hong Bridge Trading	24,002	10	_	74	Trading of Electrical
Company Limited	26,000*	10	-	87	Equipment
Hong Kong Convention and					
Exhibition Centre	3		-	74	Management of
(Management) Limited	*	1	_	100	HKCEC
Hong Kong Island Development Limited	2,000,000	5	100	100	Property Investment
Hong Kong Island Landscape	40,002	10	-	74	Landscaping and
Company Limited	20,000*	10	_	100	Project Contracting
Honour Shares Limited	100		_	100	Investment Holding
Hoover Chain Limited	5,000,000	10	_	74	Laundry Services
International Property	100,000	10	_	71	Property
Management Limited	95,500*	10	_	58	Management
Island Sauna Company Limited	10,000		_	100	Sauna and Fitness Centre
Joint Profit Limited	2		100	100	Property Investment
Keen Sales Limited	2		_	57	1 /
	2*		_	100	Investment Holding
Kin Kiu Enterprises Limited	10,000	1,000	100	100	Investment Holding
King Lee Investment Company Limited	300	1,000	100	100	Investment Holding
Kiu Lok Service Management	2	100	_	74	
Company Limited	1,002*	100	_	74	Property Management
Kiwi Kleeners Limited	1,000	100	_	74	Trading of Linen
Lord City Development Limited	10,000	1	_	88	Investment Holding
Loyalton Limited	2	10	_	100	Property Investment
20/0.0011 2	_				
Masdannell Hastal Campany Limited	า	ı	100	100	Hostel Management
Macdonnell Hostel Company Limited Mark Chain Limited	2 2	I	100	100	and Operation Investment Holding
	100	I			· ·
Mega Choice Holdings Limited		I	80	80	Property Investment
Mega Fountain Limited Mill Plan Limited	2	I	100	100 100	Property Trading Property Trading
	2	ı	_	74	Property Trading
New China Steam Laundry		I	_		Lauradia Caustiana
Company Limited	704,000*	I	_	51	Laundry Services
New World Department Stores	1	ı		100	Management Services to
Limited	2	I	_	100	Department Stores
New World Development (China) Limited	2	l I	_	100	la
N. W. H.F. C. L. S. L.	2*	100	-	100	Investment Holding
New World Finance Company Limited	200,000	100	100	100	Financial Services
New World Harbourview Hotel	1.000	1		7.4	
Company Limited	1,000		_	64	Hotel Operation
New World Hotel Company Limited	40,000,000	I	_	64	Hotel Operation

	Share capital issued <sup>#</sup>		Percentage of equity shares held		Principal activities	
		Par value	By the	By the		
	Number	per share	Company	Group		
Incorporate and operated						
in Hong Kong (Continued)						
New World Hotels (Holdings) Limited	576,000,000	0.25	_	64	Investment Holding	
New World Investments Limited	2		100	100	Property Investment	
New World Nominee Limited	2	100	100	100	Nominee Services	
New World Paging Limited	15,000,000	I	-	80	Paging Services	
New World PCS Limited	100	1	_	80	Mobile Telecom- munication Services	
New World Suncity (Shanghai)					THE REGISTRESS TO SERVICES	
Company Limited	2	1	_	100	Investment Holding	
New World Tacko (Xian) Limited	10,000	i	_	45	Investment Holding	
New World Telephone Holdings Limited	200	i	80	80	Investment Holding	
New World Telephone	200	1	00	00	Telecommunication	
Limited	2	1	_	80	Services	
New World Tower Company Limited	2	10	_	100	Property Investment	
Paterson Plaza Properties Limited	10,000	10	_	100	Property Investment	
Peterson Investment Company Limited	10,000	i	100	100	Property Investment	
Pollution & Protection	10,000	100	100	74	rroperty investment	
Consultant Limited	14,420*	100	_	28	Classing Conjects	
Pollution & Protection	2	100	_	74	Cleaning Services	
Services Limited	500,020*	i	_	28	Classing Conjects	
	200,020	10	_	26 74	Cleaning Services	
Polytown Company Limited	100,000*	10	_	100	Disa plant displactor and	
			_		Property Investment	
Pontiff Company Limited	10,000,000		_	100	Property Investment	
Pridemax Limited	2	1	_	100	Property Investment	
Ready City Limited	200	1,000	_	57	Investment Holding	
Tai Yieh Construction & Engineering	2	1,000	_	74	Construction and Civil	
Company Limited	10,000*	1,000	_	49	Engineering	
Tao Yun Company Limited	2	10	_	100	Property Trading	
The Dynasty Club	2	1	100	100	Club Operation	
Limited	2	10	100	100	Proprietory	
Thyme Company Limited	500	10	70	89 57	Property Investment	
True Hope Investment Limited	4,998	I	_	57	La contract Children	
T:1 (F : :	2*		_	100	Investment Holding	
Tridant Engineering	14,400,002		_	74	Electrical Contracting/	
Company Limited	15,600,000*		_	87	Instrument Sales	
Try Force Limited	4,998		_	57		
T 144 B 21 11 11 11	2*		_	100	Investment Holding	
Tsuen Wan Properties Limited	200	100	_	100	Property Investment	
Uniformity Security Company Limited	2	100	_	74	Services Security	
Urban Property Management Limited	10,500	1		74	Property Management	
Vibro (HK) Limited	6,666,668	3		72	Piling and Caisson	
Waking Builders Limited	10,000	1,000	_	74	Construction	
Waygent Investment Limited	2	1	100	100	Property Investment	
World Empire Property Limited	2	I	100	100	Property Investment	

		Share capital issued <sup>#</sup>		ige of res held	Principal activities
		Par value	By the	By the	
	Number	per share	Company	Group	
Incorporated and operated in Jersey	,				
Bianchi Holdings Limited	1,000	US\$1	100	100	Investment Holding
Incorporated and operated in Canad	da				
Guildford Park Enterprises Limited	100	C\$1	_	58	Property Trading
Incorporated in Cayman					
Islands and operated in Hong Kon	g				
NW China Homeowner					
Development Limited	5,222,762	US\$0.01	_	57	Investment Holding
New World China Finance Limited	3	US\$1	100	100	Financial Services
New World Infrastructure Limited	878,927,340	HK\$1	_	57	Investment Holding
New World Services Limited	975,000,000	HK\$0.10	-	74	Investment Holding
Incorporated and operated in the					
Philippines					
New World International					
Development Philippines, Inc.	6,988,016	Peso I 00	_	26	Hotel Operation

<sup>#</sup> Represented ordinary share capital, unless otherwise stated

<sup>\*</sup> Non-voting deferred shares

	_	Registered capital/ issued share capital		table Notes)	Principal activities
	Number/	Par value	To the	To the	
	Amount	per share	Company	Group	
Incorporated and operated in the People's Republic of China					
Dalian New World Plaza					
International Co., Ltd.	Rmb58,000,000	-	_	81	Property Investment
Gaoming Xinming					
Bridge Ltd.	Rmb60,000,000	_	_	46	Operation of Toll Bridge
Guangdong Xinzhaogao					
Highways Co., Ltd.	Rmb80,000,000	-	-	40	Operation of Toll Road
Guangxi Beiliu Xinbei					
Highways Limited	Rmb99,200,000	_	-	34	Operation of Toll Road
Guangxi Cangwu Xincang					
Highways Limited	Rmb64,000,000	_	-	40	Operation of Toll Road
Guangxi Rongxian Xinrong					
Highways Limited	Rmb82,400,000	_	_	40	Operation of Toll Road
Guangxi Yulin Xintong					
Highways Limited	Rmb64,000,000	_	_	34	Operation of Toll Road
Guangxi Yulin Xinye					
Highways Limited	Rmb63,800,000	_	_	34	Operation of Toll Road
Guangxi Yulin Xinyu					
Highways Limited	Rmb96,000,000	_	_	34	Operation of Toll Road

	_	Registered capital/ issued share capital		table Notes)	Principal activities
	Number/	Par value	To the	To the	
	Amount	per share	Company	Group	
Incorporated and operated in the People's Republic of China (Continued)					
Guangzhou Metropolitan					
Properties Co., Ltd.	HK\$140,000,000	_	100	100	Property Investment
Guangzhou New World					
Properties Development Co., Ltd.	HK\$140,000,000	_	100	100	Property Investment
Guangzhou Xinsui Tourism					Operation of Resort and
Centre Limited	HK\$100,000,000	_	_	80	Recreation Centre
Heyuan Xinlian Highway					
Company Limited	Rmb62,200,000	-		29	Operation of Toll Road
Nanjing Huawei Real Estate					
Development Co., Ltd.	US\$12,000,000	-	-	48	Property Investment
New World Anderson (Tianjin)					
Development Co., Ltd.	US\$10,000,000	-	-	51	Property Investment
New World Development					
(Wuhan) Limited	US\$10,000,000	_	_	100	Management Service
New World (Shenyang)					
Property Development Limited	Rmb57,840,000	_	_	90	Property Investment
New World (Shenyang)					
Property Development					
No. 2 Limited	Rmb57,840,000	_	_	90	Property Investment
New World (Shenyang)					
Property Development					
No. 3 Limited	Rmb57,840,000	_	_	90	Property Investment
New World (Shenyang)					
Property Development					
No. 4 Limited	Rmb57,840,000	_	_	90	Property Investment
New World (Shenyang)					
Property Development					
No. 5 Limited	Rmb57,840,000	_	_	90	Property Investment
New World (Shenyang)					
Property Development					
No. 6 Limited	Rmb33,200,000	_	_	90	Property Investment
New World (Tianjin)					
Development Co., Limited	US\$5,000,000	_	100	100	Property Investment
Ningbo New World Department					Department Store
Store Limited	Rmb40,000,000	_	_	97	Operation
Ningbo Firm Success Consulting					
Development Company Limited	US\$5,000,000	-	_	100	Investment Holding
Qingdao Eastern Light					
Entertainment Co., Limited	HK\$30,000,000	-	_	51	Hotel Operation
Shanghai Heyu Properties					
Co., Ltd.	US\$12,000,000	_	_	64	Property Investment

#### As at 30 June 1998

	_	Registered capital/ issued share capital		table Notes)	Principal activities
	Number/	Par value	To the	To the	
	Amount	per share	Company	Group	
Incorporated and operated in the People's Republic of China (Continued)					
Shanghai Juyi Real Estate Development Co., Ltd. Shanghai Ramada Plaza	Rmb100,000,000	-	-	76	Property Investment
Co., Ltd  Shenyang New World	US\$17,000,000	-	-	57	Property Investment Department Store
Department Store Limited Shenyang New World Lumingchun Building	Rmb30,000,000	-	-	90	Operation
Co., Limited Tianjin New World	Rmb68,000,000	-	-	40	Hotel Operation Department Store
Department Store Limited Wuhan Bridge Construction	US\$5,000,000	_	_	100	Operation Operation of Toll
Co., Limited Wuxi New World	502,850,000	Rmb1.0	-	28	Bridges  Department Store
Department Store Limited Wuzhou Xinwu	US\$5,000,000	_	_	100	Operation
Highways Co., Limited Yunfu Xinxing	Rmb72,000,000	-	-	26	Operation of Toll Road
Highways Limited Zhaoqing Xinde	Rmb30,000,000	-	-	31	Operation of Toll Road
Highways Co., Ltd. Zhaoqing Xinfeng	Rmb165,867,000	-	-	26	Operation of Toll Road
Highways Co., Ltd. Zhaoqing Xingao	Rmb94,000,000	-	-	26	Operation of Toll Road
Highways Co., Ltd. Zhaoqing Xinhui	Rmb54,000,000	_	_	23	Operation of Toll Road
Highways Co., Ltd. Zhaoqing Xinning	Rmb103,500,000	-	-	28	Operation of Toll Road
Highways Co., Ltd.	Rmb90,000,000	-	-	31	Operation of Toll Road

#### Notes:

<sup>(</sup>a) percentage of equity interest, in the case of equity joint ventures or joint stock limited company or

<sup>(</sup>b) profit sharing percentage, in the case of co-operative joint ventures.

	Ordinary share capital issued		Percentage of equity shares held		Principal activities
		Par value	By the	By the	
	Number	per share	Company	Group	
Incorporated in the					
British Virgin Islands					
Eddington Holdings Limited	100	US\$1	_	82	Investment Holding
Lotsgain Limited (formerly					
Lotsfund Limited)	100	US\$1	_	57	Investment Holding
Master Services Limited	1,000,000	US\$0.01	_	33	Investment Holding
Mombasa Limited	100	US\$1		100	Investment Holding
NWD Finance (BVI) Limited	1	US\$1	100	100	Financial Services
New World Development (BVI)					
Limited		US\$1	100	100	Financial Services
New World First Bus Services Limited	10,000,000	HK\$1	-	55	Bus Services
New World First Bus Holdings Limited	10,000,000	HK\$1	-	55	Investment Holding
New World Hotels (Corporation)					
Limited	1	US\$1	-	64	Investment Holding
New World Industrial Holdings Limited		US\$1	100	100	Investment Holding
Rich Funds Limited	1	US\$1	-	100	Investment Holding
Sea Walker Limited	1	US\$1	100	100	Investment Holding
Young's Engineering					
Holdings Limited	2,500,000	US\$1	_	74	Investment Holding

#### 28. PRINCIPAL ASSOCIATED COMPANIES

	Share capital issued#		Percentage of equity shares held		Principal activities
		Par value	By the	By the	
	Number	per share ⊢K\$	Company	Group	
Incorporated and operated					
in Hong Kong Asia Terminals Limited	100,000	1		21	
Asia Terminais Limited	20,000 **	 	_	31 45	Operation of Cargo
	39,000 *	l I	_	39	Handling and
	15,918 **	 	_	39	Storage Facilities
Birkenhead Property &	13,710		_	37	Storage racilities
Investment Limited	1,200,000	1		50	Property Investment
Direct Profit Development Limited	200,000	0.05		12	Property Investment
Estoree Limited	200,000 500'A'	10		12	rroperty investment
Estoree Limited	500'A'	10	_	50	
	9,000°C' **		_	_	Property Investment
Ever Light Limited	1,000	10	40	40	Property Investment
Ever Sure Investments Limited	2	i	_	50	Property Investment
Far East Landfill Technologies Limited	1,000,000	·	_	22	Landfill
Fook Hang Trading Company Limited	100	100	50	50	Property Trading
Global Perfect Development Limited	2	1	_	29	Investment Holding
Global Winner Limited	2	İ	_	50	Property Investment
Gloryland Limited	900		_	33	Property Trading
Newfoundworld Limited	100	10	_	20	Property Trading
New World-Guangdong Highway	100	100	_	28	1 / 0
Investments Co. Limited	100 *	100	_	50	Investment Holding
Ocean Champion Development Limited	10,000	1	_	50	Property Investment
Pure Jade Limited	1,000	1	_	20	Property Investment
					Production and
Quon Hing Concrete Limited	200,000	100	_	37	Sale of Concrete
Ranex Investments Limited	100	1	_	10	Property Trading
Renford Development Limited	1,000	1	_	12	Property Investment
Sea-Land Orient Terminals	55,000'A'	1	_	_	Operation of Container
Limited	5,000'B'		-	19	Terminal
Sheenity Enterprises Limited	10,000	1	_	50	Property Investment
Shun Tak Centre Limited	1,000	100	_	29	Property Investment
					Duty-Free, Liquor and
Sky Connection Limited	100	1	_	48	Tobacco Sales
Super Lion Enterprises Limited	2	1	50	50	Property Investment
Tate's Cairn Tunnel Company Limited	1,100,000	0.01	_	16	Operation of Toll
1 /	600,000,000 *	1	_	28	Tunnel
Yargoon Company Limited	150,000	100	-	24	Stone Quarrying

<sup>\*</sup> Represented ordinary shares, unless otherwise stated.

<sup>\*</sup> Non-voting deferred ordinary shares.

<sup>\*\*</sup> Non-voting preference shares.

<sup>\*\*\*</sup> Non-voting deferred preference shares.

## 28. PRINCIPAL ASSOCIATED COMPANIES (Continued)

	Ordinary share capital issued		Percenta equity shar	•	Principal activities
		Par value	By the	By the	
	Number	per share	Company	Group	
Incorporated and operated in Thailand					
Century Country Club					
Company Limited	30,000,000	Baht10	_	29	Golf Club Investment
Ploenchit Arcade Company Limited	20,000	Baht 10,000	_	13	Hotel Investment
Incorporated and operated in Malaysia					
Great Union Properties Sdn. Bhd.	110,000,000	M\$1	_	37	Property Investment
T & T Properties Sdn. Bhd.	9,500,000	M\$1	_	33	Property Investment
Incorporated in the British Virgin Islands					
Right Choice International					
Limited	200	US\$1	_	18	Property Investment
Incorporated and operated in the People's Republic of China					
Beijing Datang Power					Generation and Supply
Generation Company Limited	5,162,849,000	Rmb1	_	5	of Electricity
Sichuan Expressway					Management and
Company Limited	2,558,060,000	Rmbl	_	6	Operation of Toll Road
Incorporated in Hong Kong					
and operated in Macau					
Sino-French Holdings	1,086,280 'A'	HK\$100	_	-	
(Hong Kong) Limited	2,089,000 'B'	HK\$100	_	28	Operation of Water and
	1,002,720 'C'	HK\$100	-	_	Electricity Plants
Incorporated in Bermuda and operated in the People's Republic of China					
• •					Management and
Pacific Ports Company Limited	819,462,000	HK\$0.10	-	21	Operation of Terminals
Incorporated and operated					
in Singapore					
Kastille Pte. Limited	100,000	S\$I	-	49	Investment Holding

## 29. PRINCIPAL JOINT VENTURE COMPANIES

	Registered capital	Attribu		Principal activities
		To the Company	To the Group	
Incorporated and operated in the People's Republic of China				
Equity Joint Ventures				
Beijing Niceline Real Estates				
Development Co., Limited	US\$8,000,000	-	30	Property Investment
Guangzhou Guang-Xin Industrial				
Development Co., Limited	US\$20,000,000	45	45	Investment Holding
Guangzhou Oriental Power Co.,				Generation and Supply
Limited	Rmb990,000,000	_	14	of Electricity
Guangzhou Pearl River Power				Generation and
Co., Limited	Rmb420,000,000	-	28	Supply of Electricity
Hong Kong Jiang-Guang Development Ltd	HK\$1,000,000	-	20	Hotel Operation
New World Gaohong Investment				
& Development Industry Co. Ltd.	US\$6,500,000	-	65	Property Investment
Qing Yuan New World Xin Tai				Operation of Cement
Cement Co., Limited	Rmb50,000,000	-	29	Plant
Sea-Land Orient (Tianjin) Container				Operation of Container
Terminals Co., Limited	US\$29,200,000		14	Terminal
Shandong Jianshe Best Wide				Operation of Cement
Cement Co. Ltd	US\$29,950,000	-	25	Plant
Shangdong Zhangdian Best				Operation of Cement
Wide Cement Co. Ltd	US\$22,645,800	_	25	Plant
Shangdong Zibo Best Wide				Operation of Cement
Cement Co. Ltd	US\$19,526,000	_	25	Plant
Shanghai Trio Property				Bus Depot
Development Co., Limited	US\$75,000,000	_	36	Redevelopment
Shunde Xinshungi Real Estate				·
Co., Ltd.	HK\$46,800,000	_	33	Property Investment
Shunde Dexing Real Estate Developing				,
Co., Ltd.	US\$12,000,000	-	30	Property Investment
Wuhan New Eagle Development				,
Co., Limited	US\$10,000,000	-	70	Property Investment
Wuhan New World Refrigeration				Refrigeration Equipment
Industrial Corporation Limited	Rmb60,000,000	_	40	Manufacturing
Wuhan Wuxin Industrial				5
Co., Limited	US\$10,000,000	50	50	Investment Holding
Yantai Baoqiao Best Wide				Operation of Cement
Cement Co. Ltd	US\$16,470,000	_	25	Plant
				Operation of Cement
Yantai Jinhe Cement Co. Ltd	US\$17,940,000	_	25	Plant
•				

## 29. PRINCIPAL JOINT VENTURE COMPANIES (Continued)

	Registered capital	Attribut		Principal activities
		To the Company	To the Group	
Incorporated and operated in the People's Republic of China (Continued)				
Co-operative Joint Ventures				
Beijing-Zhuhai Expressway (Guangzhou-Zhuhai Section) Co., Limited Beijing Chong Wen-New World	Rmb580,000,000	-	14	Operation of Toll Road
Properties Development Co., Limited Beijing Chong Yu Real Estate	US\$62,000,000	_	56	Property Investment
Development Co., Limited	US\$30,000,000	_	60	Property Investment
China New World Electronics Limited Dongguan New World Garden	US\$20,000,000	_	55	Property Investment
Trade Construction Co., Limited Dongguan New World Square Trade	US\$12,000,000	_	37	Property Investment
Construction Co., Limited	US\$12,000,000	-	37	Property Investment
Foshan Country Club Co., Limited	US\$52,923,600	-	22	Golf Club Investment
Grand New World Hotel Company Limited Guangzhou Cosmart Estate	US\$10,800,000	_	22	Hotel Operation
Development Limited Guangzhou Dongxin Enterprises	HK\$48,000,000	_	61	Property Investment
Co., Limited Guangzhou Fong Chuen	Rmb80,000,000	-	60	Property Investment
New World Property Development Co. Limited Guangzhou Fucheng Property	Rmb780,000,000	-	60	Property Investment
Development Co., Limited Guangzhou New World Bridges	HK\$80,000,000	_	60	Property Investment Operation of Toll
Construction Limited Guangzhou Northring	Rmb320,000,000	_	28	Bridges Operation of Toll
Freeway Company Limited	US\$19,255,000	-	37	Road Development of Government
Guangzhou Heng Sheng Properties Development Limited Guangzhou Jixian Zhuang New World City Garden	US\$12,000,000	-	34	Subsidised Housing Projects in PRC Development of Subsidised Housing
Development Limited	US\$12,000,000	-	34	Projects in PRC
Guangzhou Xinhuachen Estate Co., Ltd	Rmb103,900,000	_	23-45	Property Investment
Guangzhou Xin Hua Jian Property Development Co., Limited Huishen (Yantian) Expressway	Rmb200,000,000	_	45-90	Property Investment
Huizhou Co., Ltd	Rmb39,000,000	-	19	Operation of Toll Road

## 29. PRINCIPAL JOINT VENTURE COMPANIES (Continued)

	Registered capital	Attributable Interest (Notes)		Principal activities	
		To the Company	To the Group		
Incorporated and operated in the People's Republic of China (Continued)					
Co-operative Joint Ventures (Continued)					
Huizhou City Hui-Ao Roadway Co. Ltd Huizhou City Huixin Expressway	Rmb75,000,000	-	28	Operation of Toll Road	
Co., Ltd Huizhou New World Development	Rmb34,400,000	_	28	Operation of Toll Road	
Enterprise Limited	Rmb80,000,000	-	62	Property Investment  Development of  Government	
Huizhou New World Housing	D   00 000 000		2.4	Subsidised Housing	
Devleopment Limited	Rmb80,000,000	_	36	Projects in PRC	
Jing Xin Development Co., Limited	Rmb60,000,000	_	60	Property Investment	
Qingyuan Golden Hot Spring Tourism & Holiday Resort Co., Limited	US\$4,819,000		38	Operation of Resort and Recreation Centre	
·	O3\$+,617,000	_	30	Development of Government	
Qingyuan New World Housing Development Limited	US\$8,000,000	_	40	Subsidised Housing Projects in PRC	
Qingyuan Qiaoyuan Power Plant Co., Limited	US\$37,500,000	_	39	Generation and Supply of Electricity	
Shenzhen Top One Real Estate				,	
Development Co., Ltd. Shijiazhuang New World Industry	HK\$60,000,000	_	70	Property Investment	
Co., Ltd	Rmb88,000,000	-	55	Property development	
Tianjin New World Housing				Development of Government Subsidised Housing	
Development Co., Limited	Rmb80,000,000	_	34	Projects in PRC	
Tianjin New World Properties					
Development Co., Limited	US\$12,000,000	_	70	Land Development	
Tianjin Xinlu Expressway Co., Limited	Rmb99,092,000	_	51	Operation of Toll Road	
Tianjin Xindi Expressway Co., Limited	Rmb93,688,000	-	51	Operation of Toll Road	
Tianjin Xinlong Expressway Co., Limited	Rmb99,400,000	-	51	Operation of Toll Road	
Tianjin Xinming Expressway Co., Limited	Rmb85,468,000	_	51	Operation of Toll Road	
Tianjin Xinqing Expressway Co., Limited	Rmb99,368,000	_	51	Operation of Toll Road	

## 29. PRINCIPAL JOINT VENTURE COMPANIES (Continued)

	Registered capital	Attribu		Principal activities	
		To the	To the		
		Company	Group		
Incorporated and operated in the People's Republic of China (Continued)					
Co-operative Joint Ventures (Continued)					
Tianjin Xinquan Expressway Co., Limited	Rmb92,016,000	_	51	Operation of Toll Road	
Tianjin Xinsen Expressway Co., Limited	Rmb87,300,000	_	51	Operation of Toll Road	
Tianjin Xinshi Expressway Co., Limited	Rmb99,388,000	_	51	Operation of Toll Road	
Tianjin Xinsi Expressway Co., Limited	Rmb96,624,000	_	51	Operation of Toll Road	
Tianjin Xintong Expressway Co., Limited	Rmb99,448,000	_	51	Operation of Toll Road	
Tianjin Xintuo Expressway Co., Limited	Rmb99,316,000	_	51	Operation of Toll Road	
Tianjin Xinxiang Expressway Co., Limited	Rmb90,472,000	_	51	Operation of Toll Road	
Tianjin Xinyan Expressway Co., Limited	Rmb89,028,000	_	51	Operation of Toll Road	
Tianjin Xinzhan Expressway Co., Limited	Rmb89,392,000	_	51	Operation of Toll Road	
Wuhan Airport Road					
Development Limited	Rmb60,000,000	_	23	Operation of Toll Road	
				Development of	
				Government	
Wuhan New World Housing				Subsidised Housing	
Development Limited	Rmb96,000,000	_	34	Projects in PRC	
Wuhan Taibei & New World Hotel Co., Ltd.	US\$14,160,000	_	50	Hotel Redevelopment	
Wuhan Xinhan Development Co., Limited	Rmb30,000,000	_	50	Property Investment	
Wuhan Wuxin Hotel Co., Ltd.	US\$13,500,000	_	60	Hotel Redevelopment	
Wuhan Wuxin Enterprises Co., Limited	Rmb15,000,000	45	45	Land Redevelopment	
Wuxi Ramada Hotels Co., Limited	US\$10,040,000	_	26	Hotel Operation	
Guangzhou Dongfang King Prosper					
Properties Development Ltd.	Rmb I 36,000,000	_	75	Property Investment	
Fixed Return Joint Ventures					
Shunde De Sheng Power				Generation and Supply	
Plant Co. Ltd	US\$86,230,000	_	34	of Electricity	
Sichuan Qianwei Dali	03400,230,000		51	Generation and	
Power Company Limited	US\$30,000,000	_	34	Supply of Electricity	
Tower Company Enriced	ουφυσισσο,σσο συφυσισσο,σσο		<i>J</i> 1	Supply of Licetificity	

- (a) percentage of equity interest, in the case of equity joint ventures or(b) profit sharing percentage, in the case of co-operative joint ventures.

#### **GENERAL TERMS**

ATL Asia Terminals Limited

ACT Asia Container Terminals Limited

ATV Asia Television Limited

Baht Thai Baht

Beijing Datang Power Generation Company Limited

BVI British Virgin Islands

CCR City Core Redevelopment

CEM Companhia de Electricidade de Macau-CEM, S.A.R.L.
Chinacom China Communications System Corporation Limited

China Unicom China United Telecommunications Corporation, a company established

under the laws of the PRC

CIC China Internet Corporation Limited
CMB China Motor Bus Company Limited

CNN Cable News Network

Company, New World Development Company Limited

New World or NWD

CT3 Container Terminal 3
CT9 Container Terminal 9
CWW China Wide Web

E&M Electrical and Mechanical Engineering

FY fiscal year, I July to 30 June GDP gross domestic product

GFA gross floor area

Group New World Development Company Limited and its subsidiary companies

GSH Government Subsidised Housing

Hip Hing Construction Company Limited

HK Hong Kong

HKCEC Hong Kong Convention and Exhibition Centre
HPI Hotel Property Investments (B.V.I.) Limited

HK\$ Hong Kong dollar(s), the lawful currency of Hong Kong

IDD International Direct Dialing service which allows customers to dial

internationally without the need to connect via an operator

IPML International Property Management Limited

KCR Kowloon – Canton Railway

KCRC Kowloon Canton Railway Corporation
Kiu Lok Service Management Limited
Kiu Lok China Kiu Lok Property Service (China) Limited

LDC Land Development Corporation

M\$ Malaysian Ringgit

Marriott International Inc.

MARSHA Marriott Automated Reservation System for Hotel Accomodations

MTR Mass Transit Railway

MTRC Mass Transit Railway Corporation

n/a not applicable

NENT North East New Territories Landfill

NWDS New World Department Stores Limited

NWFB or New World First Bus Services Limited

New World First Bus

NWI or New World Infrastructure Limited

New World Infrastructure

NWIH New World Industrial Holdings Limited

NWS or New World Services Limited

New World Services

NWT or New World Telephone Holdings Limited

New World Telephone

P&P Pollution and Protection Services Limited

Peso Philippine Peso

PowerPhone multimedia payphone offered by New World Telephone Limited

PPC Pacific Ports Company Limited
PRC or Mainland The People's Republic of China

PSPS Private Sector Participation Scheme

RHG Renaissance Hotel Group N.V.

Rmb the lawful currency of The People's Republic of China SAAM Sociedade de Abastecimento de aguas de Macau, SARL

SAR or HKSAR Special Administrative Region – A status granted to Hong Kong to own an

independent governmental and legislative system and to enjoy a degree of autonomy from the PRC Government under the principle of "one country,

two systems"

Sea-Land Service Inc.

Sichuan Express Company Limited

S\$ Singapore dollar

Sino-French Holdings (Hong Kong) Limited

Sky Connection Sky Connection Limited
SLDE Suez Lyonnaise des Eaux S.A.

SLOT Sea-Land Orient Terminals Limited

SLOTT Sea-Land Orient (Tianjin) Container Terminals Co. Limited

SOEs State-Owned Enterprises

UPML Urban Property Management Limited

US United States

US\$ United States dollar(s), the lawful currency of United States

(US\$1 = HK\$7.75)

#### **FINANCIAL TERMS**

Attributable Operating Profit attributable profit before exceptional items, interest and other overhead

Book Debt the aggregate of bank loans, other loans, overdrafts, convertible bonds,

debentures and finance leases

Book Debt Debt to Equity Ratio

Shareholders' funds

Profit attributable to shareholders Earnings Per Share or

Weighted average number of shares in issue during the year

Items of income and expense within profit or loss from ordinary activities Exceptional Items

that are of such size, nature or incidence that their disclosure is relevant to

explain the performance of the Group for the period

**HIBOR** Hong Kong interbank offered rate

Interest Coverage Operating profit before interest plus share of results of associated

companies and joint ventures

Interest expense including capitalised interest

LIBOR London interbank offered rate

#### **TECHNICAL TERMS**

CCA(s) Comprehensive Co-operation Agreement(s)

CJVcooperative joint venture EIV equity joint venture electronic mail e-mail

**FTNS** Fixed Telecommunications Network Services

**GSM** Global Systems for Mobile, Digital cellular network technology which is

widely used in Europe and Asia

Individual Purchase Ratio Residential buildings purchased by individuals in real estate development of Residential Buildings

Floor space of residential buildings actually sold in real estate development

ISC joint stock company PCo private company

**PCS** Personal Communications Services **WFE** wholly foreign-owned enterprises

#### **MEASUREMENTS**

CBM or m<sup>3</sup> cubic metre km kilometre(s)

m<sup>3</sup>/day cubic metre per day

MWmegawatt(s), equal to 1,000kW

sq. ft. or ft.2 square feet

TEU or TEUs Twenty-Foot Equivalent Unit – a standard of measurement used in

> container transport for expressing the volume of the trade and the capacity of the container ship, and for other statistical purposes, as well as for freight quotations. It is based on the dimensions of a cargo container 20 feet long x 8 feet wide x 8 feet 6 inches high with a maximum load

approximately 9 tonnes

a standard of measurement, equal to 1,000 kilograms **Tonnes** 

#### **FIVE-YEAR FINANCIAL SUMMARY**

	1998 HK\$m	1997 HK\$m	1996 HK\$m	1995 HK\$m	1994 HK\$m
Consolidated balance sheet					
Fixed assets Associated companies	37,545.1 14,246.7	46,059.7 10,847.9	41,654.4 7,753.5	39,879.0 6,847.7	39,676.3 7,881.6
Joint ventures in the People's Republic of China Other investments Licence agreement Long term receivables Current assets	18,386.7 4,493.6 — 692.6 28,540.0	15,960.5 4,704.5 — 366.7 30,494.4	11,194.8 1,447.8 888.0 215.0 32,323.6	7,413.8 1,527.6 912.6 227.1 22,369.8	5,612.2 1,018.7 937.5 542.4 19,798.5
Current assets	103,904.7	108,433.7	95,477.1	79,177.6	75,467.2
Less: Current liabilities	15,257.7	18,374.2	19,828.5	14,135.7	13,811.1
Intangible assets	88,647.0 —	90,059.5 —	75,648.6 337.0	65,041.9 833.8	61,656.1 925.4
Deferred expenditure	222.I	221.8	142.3	87.8	16.6
	88,869. I	90,281.3	76,127.9	65,963.5	62,598.1
Share capital Reserves	1,984.9 52,827.2	1,909.0 62,400.9	1,761.0 49,499.2	1,674.3 45,892.6	1,593.3 46,139.7
Shareholders' funds Minority interests Long term liabilities Deferred taxation	54,812.1 9,079.6 24,960.4 17.0	64,309.9 10,062.2 15,905.6 3.6	51,260.2 8,105.0 16,759.7 3.0	47,566.9 4,644.9 13,739.5 12.2	47,733.0 3,705.5 11,144.3 15.3
	88,869. I	90,281.3	76,127.9	65,963.5	62,598.1
Consolidated profit and loss account					
Turnover	20,389.9	19,975.9	16,715.5	17,456.7	18,590.6
Operating profit Exceptional items	4,147.2 (1,202.2)	4,303.8 1,316.0	4,119.1 1,148.6	3,616.3 –	4,968.0 _
Profit from ordinary activities Share of results of associated companies	2,945.0	5,619.8	5,267.7	3,616.3	4,968.0
and joint ventures	637.I	2,020.7	359.6	393.8	343.1
Profit before taxation Taxation	3,582.1 (735.2)	7,640.5 (963.0)	5,627.3 (827.3)	4,010.1 (373.9)	5,311.1 (775.6)
Profit after taxation Minority interests	2,846.9 (704.0)	6,677.5 (1,365.5)	4,800.0 (642.3)	3,636.2 (225.3)	4,535.5 (239.2)
Profit attributable to shareholders	2,142.9	5,312.0	4,157.7	3,410.9	4,296.3
Dividend per share (cents)  — interim  — final	32 32	32 88	30 84	28 78	28 78
	64	120	4	106	106

#### **THREE-YEAR FINANCIAL SUMMARY**

# (EXTRACTS FROM AUDITED FINANCIAL STATEMENTS OF NEW WORLD INFRASTRUCTURE LIMITED)

#### **Consolidated balance sheet**

	1998 HK\$m	1997 HK\$m	1996 HK\$m
Fixed assets Associated companies Joint ventures in the People's	5,184.6 4,418.8	3,514.2 1,940.7	3,175.5 1,314.4
Republic of China Other investments Current assets	6,267.6 795.7 760.9	4,888.9 1,741.1 1,679.9	3,063.0 - 3,435.5
Less: Current liabilities	17,427.6 843.9	13,764.8 924.2	10,988.4 601.9
Deferred expenditure	16,583.7	12,840.6 93.7	10,386.5 55.9
	16,703.0	12,934.3	10,442.4
Share capital Reserves	878.9 7,904.6	878.9 7,887.6	752.1 5,677.9
Shareholders' funds Minority interests Long term liabilities	8,783.5 1,395.1 6,524.4	8,766.5 1,181.5 2,986.3	6,430.0 1,031.0 2,981.4
	16,703.0	12,934.3	10,442.4
Consolidated profit and loss account			
Consolidated profit and loss account  Turnover	896.3	624.3	445.5
Operating profit Exceptional items	368.7 (25.2)	266.3	252.8 –
Profit from ordinary activities Share of results of associated companies	343.5	266.3	252.8
and joint ventures	690.6	444.9	269.6
Profit before taxation Taxation	1,034.1 (74.8)	711.2 (27.3)	522.4 (17.4)
Profit after taxation Minority interests	959.3 (135.6)	683.9 (71.5)	505.0 (50.8)
Profit attributable to shareholders	823.7	612.4	454.2
Earnings per share (HK\$)	0.94	0.78	0.66

## **New World Development Company Limited**

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