MTR Corporation

Company Overview

December 2017 to January 2018
Forward-looking statements

Certain statements contained in this presentation may be viewed as forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual performance, financial condition or results of operations of the Company to be materially different from any future performance, financial condition or results of operations implied by such forward-looking statements.
MTR Today

Establishment of MTR

- 1975: 1st Railway line opened (1979)
- 1980
- 1985
- 1990
- 1995
- 2000: MTR was listed in the Stock Exchange of Hong Kong (2000)
- 2010
- 2017

MTR Today

- Underlying profit HK$5.8bn
- 30% Transport Operations
- 23% Station Commercial
- 31% Property Development
- 10% Property Rental
- 6% Outside Hong Kong

#Include Mainland of China property development profit, 14.6% of total underlying profit

1H2017 Recurrent Profit
HK$4.5 billion
77% of Underlying Profit

8% YoY

Vision: a leading multinational company that connects and grows communities with caring services
MTR leads and coordinates the development processes including:

- Agrees with Government amount of property development rights for new rail extension
- Land premium is negotiated with Government on “greenfield basis”*, prior to tender being offered to developers
- Tender property packages to developer partners
- MTR contributes property rights, oversees the design & construction
- Developers usually pay for land premium and development costs; MTR may contribute on a case by case basis
- Profit sharing with MTR by percentage of profits or assets in kind or lump-sum payment

*Greenfield basis = market value ignoring the presence of the railway
Examples of MTR “Rail + Property” Development

**Tseung Kwan O LOHAS Park Development**
- Total GFA: 1,654,600 sq m (Retail: 40,000 - 50,000 sq m)
- ~25,500 residential units

**Kowloon Station Development**
- Total GFA: 1,096,169 sq m (Retail: 82,750 sq m; Office: 231,778 sq m)
- ~5,800 residential units

**Tung Chung Station Development**
- Total GFA: 1,030,634 sq m (Retail: 55,793 sq m; Office: 14,913 sq m)
- ~12,400 residential units
Hong Kong Transport Operations
3 Rail Segments: Domestic Service, Airport Express and Cross-boundary Service

1. 93 heavy rail stations and 68 light rail stops
2. Includes 195km of heavy rail and 36km of light rail
## Market Share

### Hong Kong Franchised Public Transport

<table>
<thead>
<tr>
<th></th>
<th>Market share (%)</th>
<th>Patronage (m)</th>
<th>Market share (%)</th>
<th>Patronage (m)</th>
<th>Market share (%)</th>
<th>Patronage (m)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Airport Express(1)</strong></td>
<td></td>
<td></td>
<td><strong>Cross boundary</strong></td>
<td></td>
<td><strong>Cross-harbour</strong></td>
<td></td>
</tr>
<tr>
<td><strong>1H16</strong></td>
<td>21.3</td>
<td>7.8</td>
<td>51.3</td>
<td>55.4</td>
<td>68.6</td>
<td>208.9</td>
</tr>
<tr>
<td><strong>1H17</strong></td>
<td>21.3</td>
<td>8.0</td>
<td>50.1</td>
<td>54.8</td>
<td>69.5</td>
<td>215.6</td>
</tr>
</tbody>
</table>

Sources: The Transport Department / Immigration Department / Airport Authority Hong Kong

1. Calculation based on the proportion of air passenger using Airport Express over the total air passenger figures reported by the Airport Authority Hong Kong
1. Domestic Service comprises the Kwun Tong, Tsuen Wan, Island, South Island, Tung Chung, Tseung Kwan O, Disneyland Resort, East Rail (excluding Cross-boundary service), West Rail and Ma On Shan lines.
Hong Kong Transport Operations

(HK$ b)

2012-16 Revenue CAGR 5%

2012-16 EBITDA CAGR 4.1%

<table>
<thead>
<tr>
<th>Year</th>
<th>Domestic Service</th>
<th>Cross-boundary Service</th>
<th>Airport Express</th>
<th>Light Rail, Bus and Intercity and others</th>
<th>Revenue Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>6.5(1)</td>
<td>6.7</td>
<td>1.42</td>
<td>6.57</td>
<td>3.9%</td>
</tr>
<tr>
<td>2013</td>
<td>7.0</td>
<td>6.7</td>
<td>1.62</td>
<td>7.44</td>
<td>4.2%</td>
</tr>
<tr>
<td>2014</td>
<td>7.2</td>
<td>7.0</td>
<td>1.92</td>
<td>8.04</td>
<td>5.3%</td>
</tr>
<tr>
<td>2015</td>
<td>7.6</td>
<td>7.2</td>
<td>2.32</td>
<td>8.74</td>
<td>6.3%</td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td>7.6</td>
<td>2.72</td>
<td>9.24</td>
<td>7.1%</td>
</tr>
<tr>
<td>1H2017</td>
<td></td>
<td></td>
<td>3.12</td>
<td>9.36</td>
<td>7.3%</td>
</tr>
</tbody>
</table>

1. Restated due to retrospective adoption of Revised HKAS19, Employee Benefits
Fare Adjustment Mechanism (FAM)

- FAM – a direct drive mechanism providing a measure of certainty for fare setting
- Next scheduled review in 2022/23

Fare Adjustment = \(0.5 \times \triangle CCPI + 0.5 \times \triangle WAGE INDEX - t\)

- Wage index: the yearly percentage change in the Nominal Wage Index (Transportation Sector)
- \(t\): productivity factor

- Productivity Factor
  - \(t = \text{greater of zero and } 0.5 \times \text{CAGR in Productivity over a reference period (}t = 0 \text{ from 2017 to 2022)}\)
  - Productivity: \(\frac{\text{HK Transport Operations Revenue}}{\text{HK Transport Operations Expenses}}\)

- Fare Promotions – 3% rebate for Every Octopus Trip for at least 6 months (linked to profitability and service performance arrangements), and others

- Special applications from 2017 to 2022
  - Fare rise under FAM shall be reduced by 0.6 percentage point from 2017 to 2022
  - In 2017, it will be followed by a further 10% discount

- Past Fare Adjustments

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage Change</th>
<th>Effective Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>+2.05%</td>
<td>June 2010</td>
</tr>
<tr>
<td>2011</td>
<td>+5.40%</td>
<td>June 2012</td>
</tr>
<tr>
<td>2013</td>
<td>+3.60%</td>
<td>June 2014</td>
</tr>
<tr>
<td>2015</td>
<td>+2.65%</td>
<td>June 2016</td>
</tr>
<tr>
<td>2010</td>
<td>+2.20%</td>
<td>June 2011</td>
</tr>
<tr>
<td>2012</td>
<td>+2.70%</td>
<td>June 2013</td>
</tr>
<tr>
<td>2014</td>
<td>+4.30%</td>
<td>June 2015</td>
</tr>
<tr>
<td>2016</td>
<td>+1.49% (rolled over to 2018/19)</td>
<td></td>
</tr>
</tbody>
</table>
Hong Kong Station Commercial

MTR
Hong Kong Station Commercial Businesses

Station Kiosks

Advertising

Telecommunications
Hong Kong Station Commercial

(HK$m)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>Advertising</th>
<th>Kiosk rental</th>
<th>Telecommunications</th>
<th>Others (1)</th>
<th>EBITDA</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>3,680</td>
<td>3,283</td>
<td>2,788</td>
<td>2,549</td>
<td>89.2%</td>
<td>89.9%</td>
<td>89.6%</td>
</tr>
<tr>
<td>2013</td>
<td>4,588</td>
<td>4,124</td>
<td>2,549</td>
<td>2,215</td>
<td>89.9%</td>
<td>89.6%</td>
<td>89.3%</td>
</tr>
<tr>
<td>2014</td>
<td>4,963</td>
<td>4,448</td>
<td>2,549</td>
<td>2,215</td>
<td>89.9%</td>
<td>89.6%</td>
<td>89.3%</td>
</tr>
<tr>
<td>2015</td>
<td>5,380</td>
<td>4,830</td>
<td>2,549</td>
<td>2,215</td>
<td>89.9%</td>
<td>89.6%</td>
<td>89.3%</td>
</tr>
<tr>
<td>2016</td>
<td>5,544</td>
<td>5,012</td>
<td>2,549</td>
<td>2,215</td>
<td>89.9%</td>
<td>89.6%</td>
<td>89.3%</td>
</tr>
<tr>
<td>1H2017</td>
<td>2,788</td>
<td>2,549</td>
<td></td>
<td></td>
<td>89.9%</td>
<td>89.6%</td>
<td>89.3%</td>
</tr>
</tbody>
</table>

2012-16 Revenue CAGR 10.8%
2012-16 EBITDA CAGR 11.2%

1. Include revenues from other station commercial business such as station car park and publications
Hong Kong Property Rental & Management
MTR Investment Property Portfolio

- 13 malls – 212,507 sqm, Office – 39,410 sqm
- Total Area: 251,917 sqm LFA

*Lettable floor area attributable to MTR, as at 30 Jun 2017
Hong Kong Property Rental and Management

(HK$m)

<table>
<thead>
<tr>
<th>Year</th>
<th>HK Property Management Revenue</th>
<th>HK Property Rental Revenue</th>
<th>EBITDA</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>3,401</td>
<td>2,774</td>
<td>3,443</td>
<td>80.9%</td>
</tr>
<tr>
<td>2013</td>
<td>3,778</td>
<td>3,105</td>
<td>3,668</td>
<td>82.9%</td>
</tr>
<tr>
<td>2014</td>
<td>4,190</td>
<td>3,443</td>
<td>3,930</td>
<td>82.2%</td>
</tr>
<tr>
<td>2015</td>
<td>4,533</td>
<td>3,668</td>
<td>4,190</td>
<td>82.2%</td>
</tr>
<tr>
<td>2016</td>
<td>4,741</td>
<td>3,930</td>
<td>4,443</td>
<td>80.9%</td>
</tr>
<tr>
<td>1H 2017</td>
<td>4,741</td>
<td>3,930</td>
<td>4,443</td>
<td>80.9%</td>
</tr>
</tbody>
</table>

2012-16 Revenue CAGR 8.7%

2012-16 EBITDA CAGR 9.1%
New Investment Property Initiatives

Tai Wai Shopping Mall

- MTR contribution: HK$7.5 billion
- Profit sharing in the residential development
- MTR will take ownership of and invest further in fitting out the shopping mall
- Shopping mall GFA: 60,620 sqm
- Target opening in 2022

LOHAS Park Shopping Mall

- MTR contribution: HK$4.98 billion
- Profit sharing in the residential development
- MTR will take ownership of and invest further in fitting out the shopping mall
- Shopping mall GFA: 44,500 sqm
- Target opening in 2H 2020
New Investment Property Initiatives

**Maritime Square Extension**
- Adding 12,100 sqm of gross floor area to Maritime Square Shopping Centre in Tsing Yi
- Main construction works commenced in Jun 2015
- Estimated cost at HK$2.4 billion (excluding capitalised interest)
- Target progressive opening from 4Q2017

**Telford Plaza**
- Conversion of office space into additional retail space
- Adding 3,400 sqm of gross floor area
- Estimated cost at HK$550 million (excluding capitalised interest)
- Opened in Jul 2017
Hong Kong Property Development
MTR Land bank\(^{(1)}\) – 1.95 Million sq m GFA

- **Definitions of landbank:**
  - Property development rights granted by the Government as part of the “Rail + Property” model or through acquisition from KCRC
  - Where profit has not yet been recognised, status as at 5 December 2017

- **MTR Land bank**
  - *Tin Shui Wai Light Rail Stop*
    - Awarded Land bank: 0.09m sq m GFA
  - *Tai Wai Station*
    - Awarded Land bank: 0.25m sq m GFA
  - *LOHAS Park Station*
    - Awarded Land bank: 0.76m sq m GFA
    - Unawarded Land bank: 0.32m sq m GFA
  - *Wong Chuk Hang Station*
    - Awarded Land bank: 0.10m sq m GFA
    - Unawarded Land bank: 0.30m sq m GFA
  - *Ho Man Tin Station*
    - Awarded land bank: 0.07 sq m GFA
    - Unawarded Land bank: 0.06m sq m GFA

- **Awarded** = 1.27m sq m GFA
- **Unawarded** = 0.68m sq m GFA

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1. Definitions of landbank:
   - Property development rights granted by the Government as part of the “Rail + Property” model or through acquisition from KCRC
   - Where profit has not yet been recognised, status as at 5 December 2017
Update on Hong Kong Property Development

**Land Tendering**

- **Tendering activities**
  - Wong Chuk Hang Station Package 1 awarded to a consortium formed by Road King Infrastructure and Pingan Real Estate Capital (Feb 2017)
  - Wong Chuk Hang Station Packages 2 awarded to a consortium formed by Kerry Properties Limited and Sino Land Company Limited (Dec 2017)

**Property Sales**

- Pre-sales of LOHAS Park property development packages
- Pre-sales of West Rail residential projects where we act as agent for KCRC
- Sales of inventory units or car parks, subject to market conditions
Mainland China and Overseas Strategies

### Asset Heavy
- Invest in urban rail networks in the Mainland of China
- Focus on development of rail networks within cities
- Operating rail businesses in Mainland China (Beijing, Shenzhen and Hangzhou), Sweden (MTR Express) and Australia (North West Rail Link)

### Asset Light
- Focus on “asset light” operating rail concessions
- Franchise operations in UK, Stockholm and Melbourne

**Stockholm:**
- MTR Tunnelbanan
- Stockholm pendeltåg

**Sweden:**
- MTR Express
- MTR Tech

**United Kingdom:**
- MTR Crossrail
- South Western

**Beijing:**
- BJL4, Daxing Line
- BJL14
- BJL16

**Hangzhou**
- HZL 1
- HZL 5

**Shenzhen**
- Line 4

**Sydney**
- Metro Northwest

**Melbourne**
- Melbourne Trains Metro

- Stockholm: MTR Tunnelbanan, Stockholm pendeltåg
- Sweden: MTR Express, MTR Tech
- United Kingdom: MTR Crossrail, South Western
- Beijing: BJL4, Daxing Line, BJL14, BJL16
- Hangzhou: HZL 1, HZL 5
- Shenzhen: Line 4
- Sydney: Metro Northwest
- Melbourne: Trains Metro

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Existing Businesses on Mainland of China – Beijing

**Beijing Metro Line 16 (BJL16)**
- 49%/ RMB 2.45billion
- 50km/ 29 stations
- 30 years
- Phase 1: Dec 2016; full line: after 2018

**Beijing Metro Line 4 (BJL4)**
- 49%/ RMB 700 million
- 28km/ 24 stations
- 30 years
- Sep 2009

**Beijing Metro Line 14 (BJL14)**
- 49% ownership/ RMB 2.45billion
- 47.3km/ 37 stations
- 30 years
- Phase 1: May 2013; Phase 2: Dec 2014; Phase 3: Dec 2015

**Daxing Line**
- O&M contract
- 22km/ 11 stations (Southward extension of BJL4)
- 10 years
- Dec 2010

**Metro Line**
- % Ownership/ equity investment
- Route length/ no. of stations
- Concession period
- Year of service commencement
## Existing Businesses on Mainland of China – Shenzhen and Hangzhou

### Shenzhen Metro Line 4 (Longhua Line)
- 100%/ RMB 2.4 billion
- 20.5 km / 15 stations
- 30 years
- Jun 2011

### Hangzhou Metro Line 1
- 49%/ RMB 2.2 billion
- 54km / 34 stations (including a 5.7km 3-station extension under O&M)
- 25 years
- Nov 2012

### Hangzhou Metro Line 5
- Up to 60%/ RMB 2.6 billion
- 51.5km (38 stations)
- 25 years
- Around end-2019

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### Metro Line
- % Ownership/ equity investment
- Route length/ no. of stations
- Concession period
- Year of service commencement
Existing Overseas Operations - Sweden

**Stockholms pendeltåg**
- O&M concession for 10 years (with option to extend a further 4 years)
- 100% ownership
- Contract amount: SEK30 billion (14 years)
- 250km/ 53 stations
- Since Dec 2016

**MTR Tech**
- Total investment: HK$180 million (for 50% interest in TBT)
- 100% ownership
- Rolling stock maintenance for the metro network in Stockholm fully under our management
- Feb 2016

**MTR Express**
- Total investment: HK$830 million
- 100% ownership
- 455km intercity service between Stockholm & Gothenburg
- Since 21 March 2015

**MTR Stockholm**
- O&M concession for 8 years to 2017
- 6-year extension from 2017 to 2023
- 100% ownership
- Contract amount: HK$20 billion
- 110km/ 100 stations
- Since Nov 2009
Existing Overseas Operations

Australia

Melbourne’s Metropolitan Rail Services
- O&M concession for 7 years (plus a 3-year option)
- 60% ownership
- 390km and 217 stations
- 8-year concession since Nov 2009; new franchise to start on 30 Nov 2017

Sydney Metro Northwest (PPP)
- Equity investment: AUD63 million
- 36km high capacity rapid transit between Chatswood and Rouse Hill
- Design and delivery of railway system and O&M for 15 years
- To commence in 2019

MTR Crossrail
- O&M concession for 8 years (with an option to extend 2 more years to 10 years)
- 100% ownership
- Contract amount: GBP1.4 billion
- 118km and 40 stations, including 42km of new tunnels across London
- Commenced first section of service in May 2015; full line operation in 2019

South Western Railway
- The new franchise from Aug 2017 for 7 years (with the option for an 11-month extension)
- 70:30 joint venture between FirstGroup and MTR
- 998.2km network serving 203 stations (186 stations operator managed)
- Covers routes between London Waterloo and south western England, including Bristol, Exeter and Portsmouth
Mainland of China and International Businesses – EBIT

(HK$m)

2012-16 EBIT CAGR 9.8%

Year | EBIT (HK$m)
---|---
2012 | 612
2013 | 530
2014 | 611
2015 | 852
2016 | 888
1H2017 | 639

Note: Included subsidiaries and associates
Mainland China and International Businesses - Subsidiaries

EBITDA contribution: HK$2,612m (642%)
EBITDA contribution (excluding Mainland of China property development): HK$426m (12%)

EBITDA Contributions from Subsidiaries

- **Metro Trains Melbourne (MTM)**
  - Decrease in EBITDA due to lower contribution from project activities
  - Existing concession ends in Nov 2017 – submitted a proposal in Dec 2016 to extend the franchise

- **MTR Shenzhen**
  - Decrease in EBITDA due to higher operating expenses
  - 3% increase in patronage to 98.5 million (average weekday patronage of 550,000)

- **MTR Tunnelbanan & MTR Tech**
  - High level of operational performance and customer satisfaction

- **MTR Pendeltågen**
  - Operation began in Dec 2016
  - One-off revenue of $18 million on reimbursement of pre-operating costs
  - Satisfactory operating performance and improving customer satisfaction

- **MTR Express**
  - High levels of operational performance and customer satisfaction

- **MTR Crossrail**
  - Continued satisfactory operational performance

- **Mainland of China property development**
  - Booking of profit from the units at Tiara in Shenzhen

---
1. Included net operating profit of HK$10m from the combined results of Mainland of China property rental & management and Sydney Metro Northwest in 1H2017
2. Included operating profit of HK$15m from Mainland of China property rental & management in 1H2016
Mainland China and International Businesses - Associates

Beijing MTR
- Profit decreased by HK$17 million mainly due to costs relating to the initial operation of Beijing Metro Line 16
- Patronage: Beijing Metro Line 4 (BJL4) and Daxing Line
  - 218 million up 3% (1.3 million/ weekday)
  - 106 million up 22.5% (662,000/ weekday)
Beijing Metro Line 16
  - 11 million (67,000/ weekday)

Hangzhou MTR
- Financial loss largely unchanged
- Patronage 107.1 million up 11% (591,000/ weekday)

London Overground
- Concession ended in Nov 2016
- Profit recorded due to write-back of provisions

Tianjin TJ-Metro MTR Construction (Tianjin MTR)
- Signed framework agreement with Beijing Capital Land to dispose all of our 49% interest in Tianjin MTR and conditional future acquisition of shopping centre on Beiyunhe site
- Obtained relevant government approvals for the disposal of our 49% interest in July 2017

1. Included losses of HK$17m from combined results of Tianjin TJ-Metro MTR, First MTR South West Trains, associates related to Sydney Metro Northwest and MTR Pendeltågen in 1H2017
2. Included net loss of HK$5m from combined results of TBT up to 15 Feb 2016, Tianjin TJ-Metro MTR, and associates related to Sydney Metro Northwest in 1H2016
Mainland of China & International Businesses – Property Development Projects

Shenzhen Property Development - Tiara

- About 98% of 1,698 units sold by the end-Jun 2017
- Profit recognised in 2016 and 1H2017
- Total GFA: 206,167 sqm, including a 10,000 sqm retail centre
- Total Investment RMB¥4.1b (estimated) including RMB¥2b land premium
- Part of net profits shared with Shenzhen Municipality to support metro development in Shenzhen

Tianjin Property Development

- Framework agreement with Beijing Capital Land in Mar 2017
- Disposal of all 49% interest in Tianjin TJ Metro MTR Construction (Tianjin MTR)
- Conditional future acquisition of a shopping centre of approximately 91,000 sqm to be developed on Beiyunhe Station site
- Obtained relevant government approvals for the disposal of our 49% interest in July 2017
Growth Initiatives in Hong Kong
Unprecedented HK Railway Growth

- **South Island Line (East)** – 7km
  - HK$17.2B
- **West Island Line** – 3km
  - HK$18.5B
- **Shatin to Central Link (SCL)** – 17km
  - HK$97.2B
- **Express Rail Link (XRL)** – 26km
  - HK$84.4B
- **Kwun Tong Line Extension** – 3km
  - HK$6.9B

SCL is service concession while XRL is subject to negotiation.

*Project cost estimates (before capitalised interest) subject to regular review*
**West Island Line**
- Commenced passenger service on 28 Dec 2014
- Sai Ying Pun Station (except Ki Ling Lane) opened on 29 March 2015
- Ki Ling Lane opened on 27 March 2016

**South Island Line (East)**
- Project Agreement signed in May 2011
- Development right for a site at Wong Chuk Hang was granted
- Commenced passenger service on 28 December 2016

**Kwun Tong Line Extension**
- Project Agreement signed in May 2011
- Development right for a site at Ho Man Tin was granted
- Commenced passenger service on 23 October 2016
Rail Projects under Project Management

Express Rail Link (XRL)

Project Background
- The 26-km XRL to provide high speed cross-boundary rail services connecting Hong Kong to Shenzhen, Guangzhou and the high speed rail network in Mainland of China.

Project Progress
- Over 97% complete as at 30 Sep 2017
- Concrete structure of West Kowloon Station substantially complete
- External wall systems at Station Entrance Building proceeded to the final installation stage

Target Completion and Project Cost Estimate
- Completion timetable remains in 3Q 2018
- Project cost estimate remains at HK$84.42 billion
Rail Projects under Project Management

Shatin to Central Link

Project Background
- SCL comprises two sections, the East West Corridor and North South Corridor
- New link across the New Territories, serving residential and working population of 640,000
- Entrustment Agreement signed with Government in May 2012
- Construction commenced in June 2012

Project Progress
- Overall completion at 78% as at 30 Sep 2017
  - East-West Corridor at 92%
  - North-South Corridor at 59%

Target Completion and Project Cost Estimate
- East-West Corridor target completion in mid-2019
- North-South Corridor target completion in 2021
Total route length of about 34.8km

<table>
<thead>
<tr>
<th>Project</th>
<th>Route Length (km)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuen Mun South Extension</td>
<td>2.4</td>
</tr>
<tr>
<td>Northern Link (and Kwu Tung Station)</td>
<td>10.7</td>
</tr>
<tr>
<td>East Kowloon Line</td>
<td>7.8</td>
</tr>
<tr>
<td>Tung Chung West Extension (and Tung Chung East Station)</td>
<td>1.5</td>
</tr>
<tr>
<td>North Island Line</td>
<td>5.0</td>
</tr>
<tr>
<td>Hung Shui Kiu Station</td>
<td>-</td>
</tr>
<tr>
<td>South Island Line (West)</td>
<td>7.4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>34.8</strong></td>
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Financial Results
### Financial Highlights

<table>
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<tr>
<th>(HK$m)</th>
<th>1H2017</th>
<th>1H2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue (excluding Mainland of China &amp; int'l subsidiaries)</strong></td>
<td>15,236</td>
<td>14,781</td>
<td>3.1%</td>
</tr>
<tr>
<td><strong>Revenue (from Mainland of China &amp; int'l railway, property rental &amp; mgt subsidiaries)</strong></td>
<td>7,924</td>
<td>6,526</td>
<td>21.4%</td>
</tr>
<tr>
<td><strong>Revenue (excluding Mainland of China property development)</strong></td>
<td>23,160</td>
<td>21,307</td>
<td>8.7%</td>
</tr>
<tr>
<td><strong>EBITDA (excluding Mainland of China property development)</strong></td>
<td>8,620</td>
<td>8,458</td>
<td>1.9%</td>
</tr>
<tr>
<td><strong>EBITDA (from Mainland of China &amp; int'l railway, property rental &amp; mgt subsidiaries)</strong></td>
<td>426</td>
<td>379</td>
<td>12.4%</td>
</tr>
<tr>
<td><strong>EBITDA (excluding Mainland of China property development)</strong></td>
<td>9,046</td>
<td>8,837</td>
<td>2.4%</td>
</tr>
<tr>
<td><strong>EBITDA margin (excluding Mainland of China property development)</strong></td>
<td>39.1%</td>
<td>41.5%</td>
<td>(2.4)%pts</td>
</tr>
<tr>
<td><strong>EBITDA margin (excluding Mainland of China &amp; int'l subsidiaries)</strong></td>
<td>56.6%</td>
<td>57.2%</td>
<td>(0.6)%pts</td>
</tr>
<tr>
<td><strong>Depreciation &amp; amortisation</strong></td>
<td>(2,390)</td>
<td>(2,008)</td>
<td>(19.0)%</td>
</tr>
<tr>
<td><strong>Variable annual payment</strong></td>
<td>(915)</td>
<td>(867)</td>
<td>(5.5)%</td>
</tr>
<tr>
<td><strong>EBIT (excluding HK property development and Mainland of China &amp; int'l subsidiaries)</strong></td>
<td>5,381</td>
<td>5,642</td>
<td>(4.6)%</td>
</tr>
<tr>
<td><strong>EBIT (from Mainland of China &amp; int'l railway, property rental &amp; mgt subsidiaries)</strong></td>
<td>360</td>
<td>320</td>
<td>12.5%</td>
</tr>
<tr>
<td><strong>EBIT (excluding HK and Mainland of China property development)</strong></td>
<td>5,741</td>
<td>5,962</td>
<td>(3.7)%</td>
</tr>
<tr>
<td><strong>EBIT margin (excluding HK and Mainland of China property development)</strong></td>
<td>24.8%</td>
<td>28.0%</td>
<td>(3.2)%pts</td>
</tr>
<tr>
<td><strong>EBIT margin (excluding HK property development and Mainland of China &amp; int'l subsidiaries)</strong></td>
<td>35.3%</td>
<td>38.2%</td>
<td>(2.9)%pts</td>
</tr>
<tr>
<td><strong>Share of profit or loss of associates</strong></td>
<td>181</td>
<td>297</td>
<td>(39.1)%</td>
</tr>
<tr>
<td><strong>Interest, tax &amp; non-controlling interest</strong></td>
<td>(1,444)</td>
<td>(1,393)</td>
<td>(3.7)%</td>
</tr>
<tr>
<td><strong>Profit from recurrent businesses</strong></td>
<td>4,478</td>
<td>4,866</td>
<td>(8.0)%</td>
</tr>
<tr>
<td><strong>Profit from underlying businesses</strong></td>
<td>4,478</td>
<td>4,866</td>
<td>(8.0)%</td>
</tr>
<tr>
<td><strong>Post-tax profit from property development in Hong Kong and Mainland of China</strong></td>
<td>1,370</td>
<td>207</td>
<td>n/a</td>
</tr>
<tr>
<td><strong>Investment property revaluation</strong></td>
<td>1,632</td>
<td>48</td>
<td>n/a</td>
</tr>
<tr>
<td><strong>Reported net profit attributable to shareholders of the Company</strong></td>
<td>7,480</td>
<td>5,121</td>
<td>46.1%</td>
</tr>
<tr>
<td><strong>Reported EPS (HK$)</strong></td>
<td>1.27</td>
<td>0.87</td>
<td>46.0%</td>
</tr>
<tr>
<td><strong>Underlying businesses EPS (HK$)</strong></td>
<td>0.99</td>
<td>0.86</td>
<td>15.1%</td>
</tr>
<tr>
<td><strong>Interim ordinary dividend per share (HK$)</strong></td>
<td>0.25</td>
<td>0.25</td>
<td>-</td>
</tr>
</tbody>
</table>

1. Mainland of China & int'l subsidiaries include Mainland of China & int'l railway, property rental & mgt, and property development subsidiaries
2. Excluding share of loss from Tianjin TJ-Metro MTR (1H2017: HK$1m; 1H2016: nil)
3. Excluding interest income relating to Mainland of China property development (1H2017: HK$68m; 1H2016: HK$40m), tax relating to HK and Mainland of China property development (1H2017: HK$1,505m; 1H2016: HK$25m)
4. Net of non-controlling interest (1H2017: HK$3m; 1H2016: HK$73m)
Consolidated Balance Sheet

Railway: 50%
Property: 33%

Assets
- Railway assets
- Service concession assets
- Investment properties
- Property development in progress
- Others

Liabilities and Shareholders' funds
- Shareholders' funds
- Debt
- Obligations under service concession
- Creditors and accrued charges
- Deferred tax liabilities
- Others

Note: As at 30 Jun 2017

Total Equity: 58%
Total Debt: 16%

Cash, bank balances and deposits
Debtors and deposits

(HK$m)
Progressive Dividend Policy

- 2008-16 Recurrent EPS CAGR 9.1%
- 2008-16 Dividend CAGR 10.5%

1. 2012 figures restated due to retrospective adoption of Revised HKAS19, Employee Benefits
# Investment Highlights

- One of the world’s most efficient and highly utilised urban railway operator generating strong and stable cash flow
- Successful property developments with limited downside risks
- Clear growth strategy
  - Growth within Hong Kong
  - Strategic expansion in China and other countries
- Progressive dividend policy
- Professional management team
- Good corporate governance with high level of transparency
- Government remains a major shareholder until 2020
- Superior credit ratings on par with Hong Kong Sovereign
Appendix
Hong Kong Transport Operations

Total Patronage: 975.4 million 2.5%

Revenue

(HK$m)

<table>
<thead>
<tr>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>8,617</td>
<td>8,957</td>
</tr>
<tr>
<td>494</td>
<td>497</td>
</tr>
<tr>
<td>486</td>
<td>503</td>
</tr>
<tr>
<td>1,586</td>
<td>1,608</td>
</tr>
<tr>
<td>6,051</td>
<td>6,349</td>
</tr>
</tbody>
</table>

Cost

(HK$m)

<table>
<thead>
<tr>
<th>1H2016</th>
<th>1H2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>7,637</td>
<td>6,986</td>
</tr>
<tr>
<td>2,360</td>
<td>2,617</td>
</tr>
<tr>
<td>2,530</td>
<td>2,853</td>
</tr>
<tr>
<td>617</td>
<td>1,836</td>
</tr>
<tr>
<td>1,208</td>
<td>2,532</td>
</tr>
<tr>
<td>617</td>
<td>7,645</td>
</tr>
<tr>
<td>6,32</td>
<td>4,784</td>
</tr>
</tbody>
</table>

EBITDA: HK$4,173m 2.2%
Margin: 46.6% 0.8%pt

EBIT(3): HK$1,320m 19.1%
Margin: 14.7% 4.2%pts

1. Domestic Service comprises the Kwun Tong, Tsuen Wan, Island, South Island, Tung Chung, Tseung Kwan O, Disneyland Resort, East Rail (excluding Cross-boundary Service), West Rail and Ma On Shan lines
2. Others comprise Light Rail, Bus, Intercity and other rail related income
3. After depreciation, amortisation and variable annual payment to KCRC
Contributions to Underlying Profits

(HK$b)

- Profit*/ (loss) from businesses outside of HK
- Profit*/ (loss) from property development
- Profit*/ (loss) from recurring businesses (excluding property development)
- Profit*/ (loss) for the year (excluding investment property revaluation)

* Profits were on pre-tax basis prior 2002, and on post-tax basis from 2002 onwards

Opening of Urban Lines
- Opening of Airport Express
- Opening of TKO Line
- Merger with KCRC on 2 Dec 07

Opening of Airport Express
Opening of TKO Line
Merger with KCRC on 2 Dec 07
## Consolidated Profit and Loss Account

<table>
<thead>
<tr>
<th></th>
<th>1H2017</th>
<th>1H2016</th>
<th>Favourable/ (adverse) change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>HK$m</td>
<td>HK$m</td>
<td>HK$m</td>
</tr>
<tr>
<td>HK transport operations</td>
<td>8,957</td>
<td>8,617</td>
<td>340</td>
</tr>
<tr>
<td>HK station commercial and HK property rental &amp; management businesses</td>
<td>5,220</td>
<td>5,054</td>
<td>166</td>
</tr>
<tr>
<td>Mainland of China &amp; international railway, property rental and management subsidiaries</td>
<td>7,924</td>
<td>6,526</td>
<td>1,398</td>
</tr>
<tr>
<td>Other businesses</td>
<td>1,059</td>
<td>1,110</td>
<td>(51)</td>
</tr>
<tr>
<td></td>
<td>23,160</td>
<td>21,307</td>
<td>1,853</td>
</tr>
<tr>
<td>Mainland of China property development subsidiary</td>
<td>6,844</td>
<td>-</td>
<td>6,844</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>30,004</strong></td>
<td><strong>21,307</strong></td>
<td><strong>8,697</strong></td>
</tr>
<tr>
<td>Operating expenses excluding Mainland of China &amp; international subsidiaries</td>
<td>(6,616)</td>
<td>(6,323)</td>
<td>(293)</td>
</tr>
<tr>
<td>Expenses relating to Mainland of China &amp; international railway, property rental and management subsidiaries</td>
<td>(7,498)</td>
<td>(6,147)</td>
<td>(1,351)</td>
</tr>
<tr>
<td>Expenses relating to Mainland of China property development subsidiary</td>
<td>(4,658)</td>
<td>(27)</td>
<td>(4,631)</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>(18,772)</strong></td>
<td><strong>(12,497)</strong></td>
<td><strong>(6,275)</strong></td>
</tr>
<tr>
<td>EBITDA excluding Mainland of China &amp; international subsidiaries</td>
<td>8,620</td>
<td>8,458</td>
<td>162</td>
</tr>
<tr>
<td>EBITDA relating to Mainland of China &amp; international railway, property rental and management subsidiaries</td>
<td>426</td>
<td>379</td>
<td>47</td>
</tr>
<tr>
<td>EBITDA relating to Mainland of China property development subsidiary</td>
<td>2,186</td>
<td>(27)</td>
<td>2,213</td>
</tr>
<tr>
<td><strong>Total EBITDA</strong></td>
<td><strong>11,232</strong></td>
<td><strong>8,810</strong></td>
<td><strong>2,422</strong></td>
</tr>
<tr>
<td>HK property development profit</td>
<td>622</td>
<td>219</td>
<td>403</td>
</tr>
<tr>
<td><strong>Total operating profit</strong></td>
<td><strong>11,854</strong></td>
<td><strong>9,029</strong></td>
<td><strong>2,825</strong></td>
</tr>
<tr>
<td>Depreciation &amp; amortisation</td>
<td>(2,390)</td>
<td>(2,008)</td>
<td>(382)</td>
</tr>
<tr>
<td>Variable annual payment</td>
<td>(915)</td>
<td>(867)</td>
<td>(48)</td>
</tr>
<tr>
<td>Interest and finance charges</td>
<td>(403)</td>
<td>(268)</td>
<td>(135)</td>
</tr>
<tr>
<td>Investment property revaluation</td>
<td>1,632</td>
<td>48</td>
<td>1,584</td>
</tr>
<tr>
<td>Share of profit of associates</td>
<td>180</td>
<td>297</td>
<td>(117)</td>
</tr>
<tr>
<td><strong>Profit before taxation</strong></td>
<td><strong>9,958</strong></td>
<td><strong>6,231</strong></td>
<td><strong>3,727</strong></td>
</tr>
<tr>
<td>Income tax</td>
<td>(2,425)</td>
<td>(1,037)</td>
<td>(1,388)</td>
</tr>
<tr>
<td><strong>Reported net profit attributable to shareholders of the Company</strong>(1)</td>
<td><strong>7,480</strong></td>
<td><strong>5,121</strong></td>
<td><strong>2,359</strong></td>
</tr>
<tr>
<td>Reported earnings per share (HK$)</td>
<td>1.27</td>
<td>0.87</td>
<td>0.40</td>
</tr>
<tr>
<td><strong>Profit from underlying businesses</strong>(1)</td>
<td>5,848</td>
<td>5,073</td>
<td>775</td>
</tr>
<tr>
<td>Underlying businesses EPS (HK$)</td>
<td>0.99</td>
<td>0.86</td>
<td>0.13</td>
</tr>
<tr>
<td>Interim ordinary dividend per share (HK$)</td>
<td>0.25</td>
<td>0.25</td>
<td>-</td>
</tr>
</tbody>
</table>

1. Net of non-controlling interests of HK$53 million and HK$73 million in 1H2017 and 1H2016 respectively
# Consolidated Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>30 Jun 2017</th>
<th>31 Dec 2016</th>
<th>Increase/ (Decrease)</th>
<th>HK$m</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment properties</td>
<td>72,156</td>
<td>70,060</td>
<td>2,096</td>
<td>3.0</td>
<td></td>
</tr>
<tr>
<td>Other property, plant and equipment</td>
<td>102,807</td>
<td>103,613</td>
<td>(806)</td>
<td>(0.8)</td>
<td></td>
</tr>
<tr>
<td>Service concession assets</td>
<td>28,809</td>
<td>28,269</td>
<td>540</td>
<td>1.9</td>
<td></td>
</tr>
<tr>
<td>Property development in progress</td>
<td>14,687</td>
<td>17,484</td>
<td>(2,797)</td>
<td>(16.0)</td>
<td></td>
</tr>
<tr>
<td>Interests in associates</td>
<td>6,138</td>
<td>7,015</td>
<td>(877)</td>
<td>(12.5)</td>
<td></td>
</tr>
<tr>
<td>Assets held for sale</td>
<td>1,269</td>
<td>-</td>
<td>1,269</td>
<td>n/a</td>
<td></td>
</tr>
<tr>
<td>Properties held for sale</td>
<td>1,451</td>
<td>1,394</td>
<td>57</td>
<td>4.1</td>
<td></td>
</tr>
<tr>
<td>Debtors, deposits and payments in advance</td>
<td>3,919</td>
<td>4,073</td>
<td>(154)</td>
<td>(3.8)</td>
<td></td>
</tr>
<tr>
<td>Amounts due from related parties</td>
<td>2,400</td>
<td>2,171</td>
<td>229</td>
<td>10.5</td>
<td></td>
</tr>
<tr>
<td>Cash, bank balances and deposits</td>
<td>26,008</td>
<td>20,290</td>
<td>5,718</td>
<td>28.2</td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>2,847</td>
<td>2,971</td>
<td>(124)</td>
<td>(4.2)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>262,491</td>
<td>257,340</td>
<td>5,151</td>
<td>2.0</td>
<td></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debts</td>
<td>42,469</td>
<td>39,939</td>
<td>2,530</td>
<td>6.3</td>
<td></td>
</tr>
<tr>
<td>Creditors and accrued charges</td>
<td>25,141</td>
<td>30,896</td>
<td>(5,755)</td>
<td>(18.6)</td>
<td></td>
</tr>
<tr>
<td>Current taxation</td>
<td>1,984</td>
<td>123</td>
<td>1,861</td>
<td>n/a</td>
<td></td>
</tr>
<tr>
<td>Amounts due to related parties</td>
<td>14,927</td>
<td>11,783</td>
<td>3,144</td>
<td>26.7</td>
<td></td>
</tr>
<tr>
<td>Obligations under service concession</td>
<td>10,485</td>
<td>10,507</td>
<td>(22)</td>
<td>(0.2)</td>
<td></td>
</tr>
<tr>
<td>Deferred tax liabilities</td>
<td>12,104</td>
<td>12,125</td>
<td>(21)</td>
<td>(0.2)</td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>2,686</td>
<td>2,411</td>
<td>275</td>
<td>11.4</td>
<td></td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>109,796</td>
<td>107,784</td>
<td>2,012</td>
<td>1.9</td>
<td></td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>152,695</td>
<td>149,556</td>
<td>3,139</td>
<td>2.1</td>
<td></td>
</tr>
</tbody>
</table>
# Cash Flow

<table>
<thead>
<tr>
<th></th>
<th>1H2017</th>
<th>1H2016</th>
<th>Favourable/ (adverse) change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>HK$m</td>
<td>HK$m</td>
<td>HK$m</td>
</tr>
<tr>
<td><strong>Cash Flow</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cash Inflow</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash flows from operations</td>
<td>8,592</td>
<td>9,458</td>
<td>(866)</td>
</tr>
<tr>
<td>Receipt of government subsidy for Shenzhen Metro Longhua Line operation</td>
<td>588</td>
<td>625</td>
<td>(37)</td>
</tr>
<tr>
<td>Receipts in respect of property development</td>
<td>452</td>
<td>5,062</td>
<td>(4,610)</td>
</tr>
<tr>
<td>Others</td>
<td>195</td>
<td>704</td>
<td>(509)</td>
</tr>
<tr>
<td><strong>Total inflows</strong></td>
<td>9,827</td>
<td>15,849</td>
<td>(6,022)</td>
</tr>
<tr>
<td><strong>Cash Outflow</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax paid</td>
<td>(216)</td>
<td>(589)</td>
<td>373</td>
</tr>
<tr>
<td>Capital expenditure</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Hong Kong new rail</td>
<td>(801)</td>
<td>(2,054)</td>
<td>1,253</td>
</tr>
<tr>
<td>- Hong Kong existing rail</td>
<td>(2,310)</td>
<td>(2,128)</td>
<td>(182)</td>
</tr>
<tr>
<td>- Property related</td>
<td>(866)</td>
<td>(1,026)</td>
<td>160</td>
</tr>
<tr>
<td>- Mainland of China and international railway related</td>
<td>(103)</td>
<td>(49)</td>
<td>(54)</td>
</tr>
<tr>
<td>Variable annual payment</td>
<td>(1,787)</td>
<td>(1,649)</td>
<td>(138)</td>
</tr>
<tr>
<td>Investments in associates</td>
<td>-</td>
<td>(1,260)</td>
<td>1,260</td>
</tr>
<tr>
<td>Net interest paid</td>
<td>(371)</td>
<td>(167)</td>
<td>(204)</td>
</tr>
<tr>
<td>Others</td>
<td>(54)</td>
<td>(130)</td>
<td>76</td>
</tr>
<tr>
<td><strong>Total outflows</strong></td>
<td>(6,508)</td>
<td>(9,052)</td>
<td>2,544</td>
</tr>
<tr>
<td><strong>Net cash inflow before financing</strong></td>
<td>3,319</td>
<td>6,797</td>
<td>(3,478)</td>
</tr>
<tr>
<td>Cash inflow from net borrowings</td>
<td>2,097</td>
<td>6,154</td>
<td>(4,057)</td>
</tr>
<tr>
<td><strong>Net cash inflow</strong></td>
<td>5,416</td>
<td>12,951</td>
<td>(7,535)</td>
</tr>
</tbody>
</table>
Consolidated group borrowings outstanding: HK$42,469m (HK$39,939m as at 31 Dec 2016)

Average borrowing cost\(^{(2)}\): 2.5%  
Net interest expense\(^{(2)}\): HK$403m

Net Debt / Equity ratio\(^{(2)}\)

<table>
<thead>
<tr>
<th></th>
<th>Jun 2017</th>
<th>Dec 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>17.7%(^{(3)})</td>
<td>20.2%</td>
<td></td>
</tr>
</tbody>
</table>

Interest cover

<table>
<thead>
<tr>
<th></th>
<th>1H2017</th>
<th>1H2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>18.4x</td>
<td>14.6x</td>
<td></td>
</tr>
</tbody>
</table>

1. Excludes Mainland of China and overseas subsidiary debts
2. Including obligations under service concession and loan from holders of non-controlling interests of a subsidiary as components of debt
3. Assuming the second tranche of the special dividend of $2.2 per share and the 2016 final ordinary dividend were paid at end-June, our proforma net debt to equity ratio would have increased to 26.2%
Capital Expenditure & Investments

2017-2019

- Maintenance CAPEX: 35%
- New Railway Projects: 22%
- China & Overseas: 30%
- Hong Kong Property Investment & Development: 13%

Total HK$45B

Estimated spend:
2017 - HK$13.0 billion
2018 - HK$17.4 billion
2019 - HK$14.7 billion
## Business Update

### Patronage

<table>
<thead>
<tr>
<th>Patronage</th>
<th>Jan to Nov 2017 (YoY%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Domestic services</td>
<td>Up 3.3%</td>
</tr>
<tr>
<td>- Airport express</td>
<td>Up 3.0%</td>
</tr>
<tr>
<td>- Cross-boundary services</td>
<td>Down 1.0%</td>
</tr>
</tbody>
</table>

### Fare

<table>
<thead>
<tr>
<th>Fare</th>
<th>Mid-2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>- FAM rise</td>
<td>1.49% (Rollover to 2018)</td>
</tr>
</tbody>
</table>

### Total tenant sales turnover

<table>
<thead>
<tr>
<th>Station commercial</th>
<th>Jan to Sep 2017 (YoY%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Station kiosks</td>
<td>Up low to mid-single digit</td>
</tr>
<tr>
<td>- Duty free shops</td>
<td>Down low-single digit</td>
</tr>
</tbody>
</table>

### Shopping malls

<table>
<thead>
<tr>
<th>Shopping malls</th>
<th>Jan to Sep 2017 (YoY%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Elements</td>
<td>Up low to mid-single digit</td>
</tr>
<tr>
<td>- Shopping malls excluding Elements</td>
<td>Flat</td>
</tr>
</tbody>
</table>

### Industry statistics

<table>
<thead>
<tr>
<th>Industry statistics</th>
<th>Jan to Sep 2017 (YoY%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Hong Kong retail sales</td>
<td>Up 0.9%</td>
</tr>
<tr>
<td>- Hong Kong tourist arrivals</td>
<td>Up 2.2%</td>
</tr>
</tbody>
</table>

Source: Company data and government figures