



2023

ANNUAL RESULTS ANALYST BRIEFING

14th March 2024 | Hong Kong



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AGENDA

- ▶ FINANCIAL HIGHLIGHTS AND GROUP CORPORATE STRATEGY
- ▶ 2023 FINANCIAL PERFORMANCE
- ▶ BUSINESS REVIEW
- ▶ SUSTAINABILITY UPDATE
- ▶ OUTLOOK
- ▶ Q&A



FINANCIAL HIGHLIGHTS AND GROUP CORPORATE STRATEGY

GUY BRADLEY, CHAIRMAN

SWIRE PACIFIC – HIGHLIGHTS

- ▶ Record underlying profit of HK\$36.2Bn.
- ▶ Includes HK\$22.9Bn gain from sale of Swire Coca-Cola, USA and from the agreements to sell 12 floors at One Island East (sale of 9 floors with attributable underlying disposal gain of HK\$2.7Bn recognised in 2023).
- ▶ Remain committed to our long-term strategy of continuous investment in our core markets of Hong Kong, the Chinese Mainland and South East Asia.

PROPERTY



- ▶ Committed almost 60% of the HK\$100Bn plan in our core markets, particularly in Taikoo Place, Pacific Place, Taikoo Li Xi'an, Sanya and the Yangjing and New Bund Mixed-use Projects in Shanghai
- ▶ Entered into agreements to sell 12 floors at One Island East for a total consideration of HK\$5.4Bn

BEVERAGES



- ▶ Completion of the acquisition of the franchise territory in Vietnam and the restructuring of still beverages business in the Chinese Mainland
- ▶ Disposal of Swire Coca-Cola, USA completed in September 2023
- ▶ Conditionally agreed to acquire a majority stake in the bottling businesses in Thailand and Laos in February 2024

AVIATION



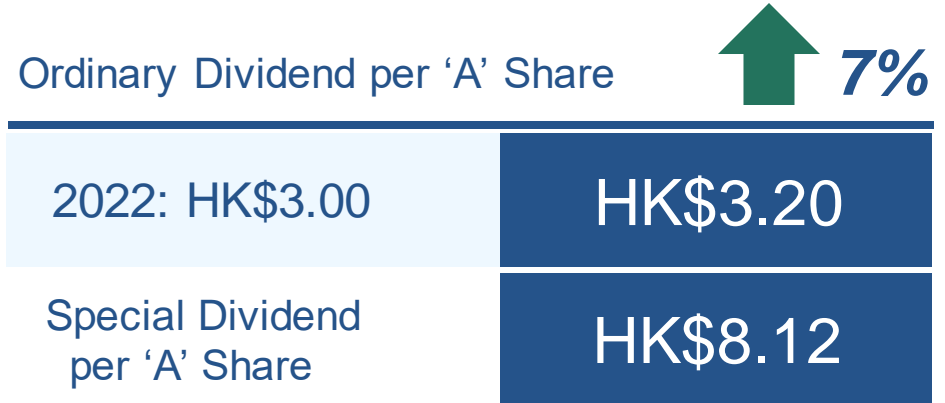
- ▶ Declaration of ordinary dividend for 2023
- ▶ Improved liquidity and bought back 50% of the preference shares in December 2023
- ▶ Ordered 32 passenger aircraft and six cargo freighters and investments in products, services and network

HEALTHCARE

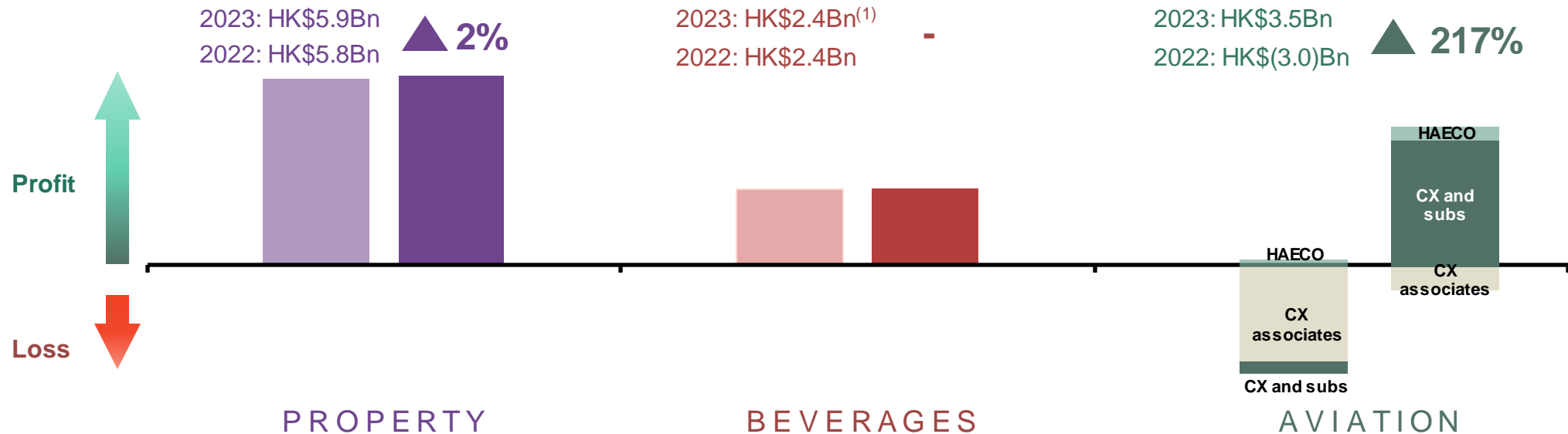


- ▶ Minority investment in Indonesia Healthcare Corporation in partnership with the Indonesia Investment Authority (to be completed in the second quarter of 2024)
- ▶ Reached in-principle agreement to acquire a controlling stake in DeltaHealth in Shanghai in March 2024

2023 HIGHLIGHTS – SUBSTANTIAL INCREASE IN RECURRING UNDERLYING PROFIT



Recurring Underlying Profit



Note: (1) 2023 profit does not include the last four-month results of SCCU which was disposed of on 7th September 2023.

2023 PERFORMANCE

- ▶ Recurring underlying profit of HK\$10.4Bn.
- ▶ Significant turnaround from Aviation Division, driven by post-COVID travel demand and operational improvements.
- ▶ Our core businesses remained solid despite the difficult economic environment and ongoing geopolitical tensions.
- ▶ Focus on crystallising value and improving returns to our shareholders by exercising our progressive dividend policy and share buy-back programme.

PROPERTY



- ▶ Significant improvement in foot traffic and retail sales in the Chinese Mainland
- ▶ Retail portfolio in Hong Kong recovered significantly following the city's reopening
- ▶ Results for hotels in Hong Kong and the Chinese Mainland improved following the resumption of travel

BEVERAGES



- ▶ The sale of the franchise business in the USA impacted results
- ▶ Stable profits driven by full-year contribution from South East Asia

AVIATION



- ▶ Substantial increase in recurring profit as Cathay continued to rebuild connectivity
- ▶ HAECO group achieved a significant growth of 86% in recurring profit

FINANCIAL HEALTH

- ▶ Financial position is robust with gearing ratio of 17.0%
- ▶ HK\$48.9Bn of available liquidity

DIVIDENDS AND SHARE BUYBACK

- ▶ 7% increase of ordinary dividend to HK\$3.20 per 'A' share
- ▶ Special dividend of HK\$8.120 per 'A' share and HK\$1.624 per 'B' share was paid after the completion of the disposal of Swire Coca-Cola, USA
- ▶ Announcement of a new share buy-back programme of up to HK\$6Bn, which will run through to May 2025



2023 FINANCIAL PERFORMANCE

MARTIN MURRAY, FINANCE DIRECTOR

2023 FINANCIAL SUMMARY

Statutory Profit

2022: HK\$4,195m
2023: HK\$28,853m ↑ **588%**

Revenue

2022: HK\$91,693m
2023: HK\$94,823m +3%

Cash Generated from Operations

2022: HK\$12,043m
2023: HK\$14,479m +20%

Underlying Profit

2022: HK\$4,748m
2023: HK\$36,177m ↑ **662%**

Equity Attributable to the Company's Shareholders

2022: HK\$258,456m
2023: HK\$268,129m +4%

Total Dividends per Share

2022:
 HK\$3.00 per 'A' Share
 HK\$0.60 per 'B' Share
2023:
HK\$11.320 per 'A' Share
HK\$2.264 per 'B' Share

Recurring Underlying Profit

2022: HK\$3,800m
2023: HK\$10,449m ↑ **175%**

Ordinary Dividends per Share

2022:
 HK\$3.00 per 'A' Share
 HK\$0.60 per 'B' Share
2023:
HK\$3.20 per 'A' Share
HK\$0.64 per 'B' Share +7%

Special Dividends per Share

Paid on 19 September 2023
HK\$8.120 per 'A' Share
HK\$1.624 per 'B' Share

Note: All figures include continuing and discontinued operations.

2023 FINANCIAL SUMMARY – PROFIT/(LOSS) BY DIVISION

	Recurring underlying profit/(loss)		Underlying profit/(loss)		
	2023 HK\$M	2022 HK\$M	2023 HK\$M	2022 HK\$M	
Property	5,942	5,844	9,455	7,099	Gains from the One Island East transaction and the sale of Taikoo Shing carparks
Beverages	2,394	2,392	25,097	2,392	Gain on disposal of SCCU and CCBMH restructuring, partially offset by provision for the recycling business
Aviation					
- Cathay group ⁽¹⁾	3,083	(3,228)	4,045	(3,228)	Deemed disposal gain of Air China ⁽³⁾ and reversal of impairment charges
- HAECO group and others ⁽¹⁾	443	221	(652)	156	
Trading & Industrial	299	160	299	(307)	Asset impairment at HAESL and loss on disposal of HAECO Cabin Solutions
Marine Services ⁽²⁾	-	17	-	359	
Head Office, Healthcare and others	(1,712)	(1,606)	(2,067)	(1,723)	Mainly asset impairment at DeltaHealth
Total (including discontinued operations)	10,449	3,800	36,177	4,748	

Notes: (1) Including consolidation adjustments.

(2) Including the net gain on the disposal of SPO in 2022.

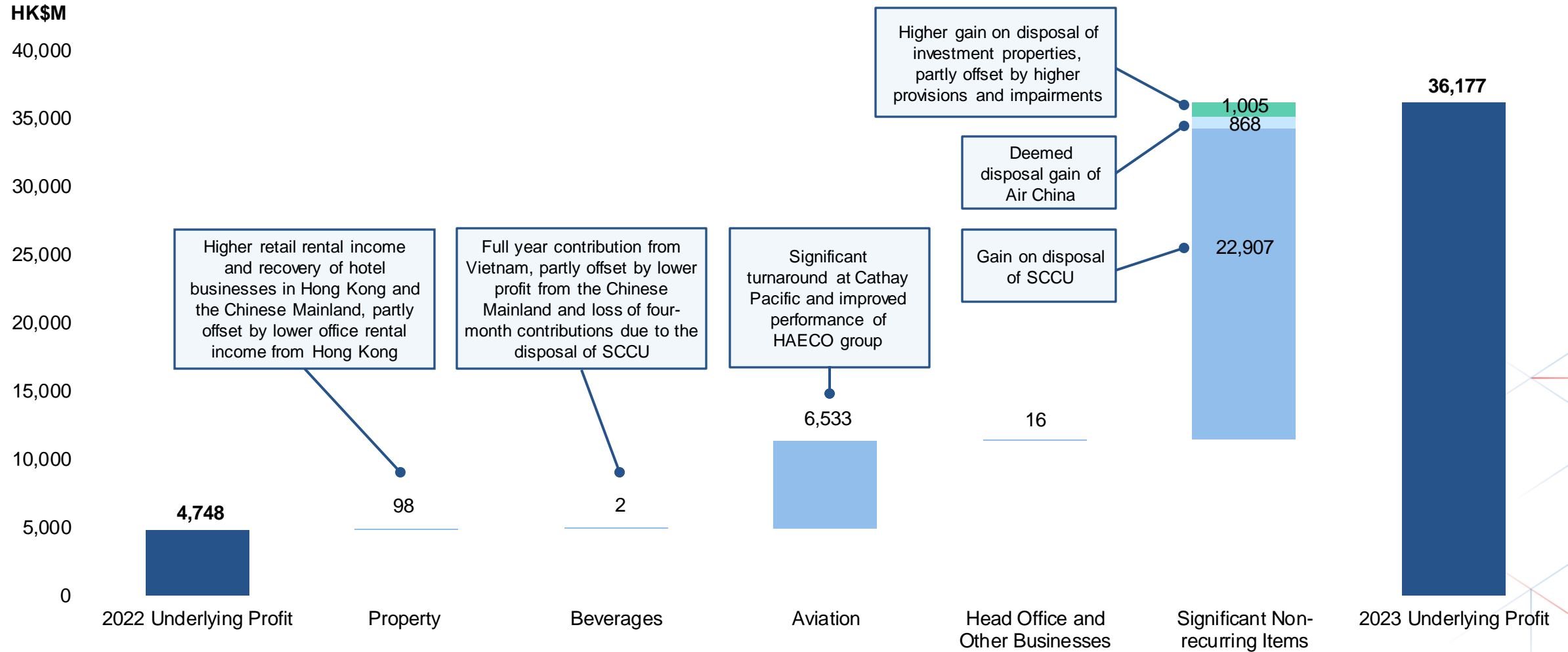
(3) Cathay Pacific did not participate in the issuance of new shares by Air China in January 2023 and its equity interest in Air China was diluted from 18.13% to 16.26% after the share issuance, resulting in a deemed gain on disposal.

2023 FINANCIAL SUMMARY – RECONCILIATION OF PROFITS

	2023 HK\$M	2022 HK\$M	
Statutory profit	28,853	4,195	
Adjustments in respect of investment properties	7,324	553	
Underlying profit attributable to the company's shareholders	36,177	4,748	
Significant non-recurring items:			
Gain on disposals of interests in investment properties and properties for sale	(3,513)	(1,255)	Gains from the One Island East transaction and the sale of Taikoo Shing carparks
Gain on disposals of property, plant and equipment, intangible assets and other investments	(23,425)	(64)	Principally from gain on disposal of SCCU and deemed disposal gain of Air China ⁽¹⁾
Impairment of property, plant and equipment, right-of-use assets, intangible assets and investments	1,210	706	Asset impairments at HAESL and DeltaHealth, and provision for the recycling business
Remeasurement gain on disposal of SPO	-	(335)	
Recurring underlying profit	10,449	3,800	

Note: (1) Cathay Pacific did not participate in the issuance of new shares by Air China in January 2023 and its equity interest in Air China was diluted from 18.13% to 16.26% after the share issuance, resulting in a deemed gain on disposal.

2023 SUBSTANTIAL INCREASE IN UNDERLYING PROFIT



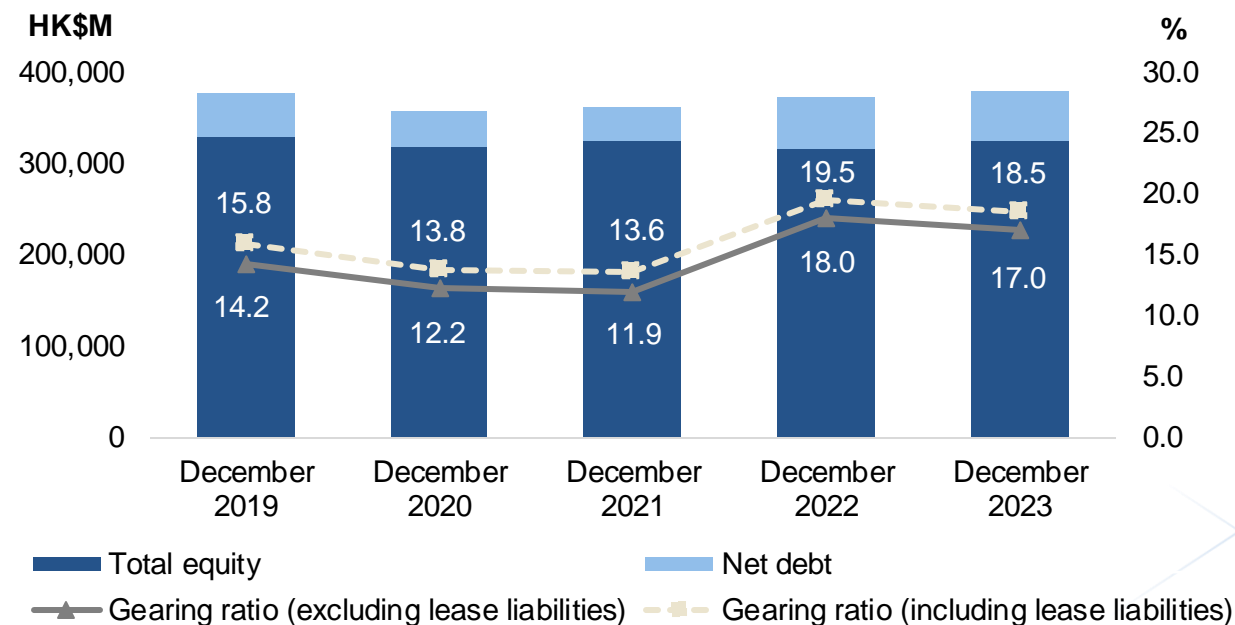
2023 FINANCIAL SUMMARY – ROBUST FINANCIAL POSITION

Net Debt Movements (HK\$Bn)

Net debt at 1st January 2023	56.8
Cash from operations	(14.5)
Disposal proceeds	(36.1)
Capex and investments	23.1
Net dividends paid	17.1
Net interest paid	2.8
Tax paid	2.1
Share buy-back	0.9
Others	2.9
Net debt at 31st December 2023	55.1

HK\$Bn	2023	2022	Change %
Net debt	55.1	56.8	-3%
Net debt (including lease liabilities)	60.2	61.7	-2%

Gearing Ratio



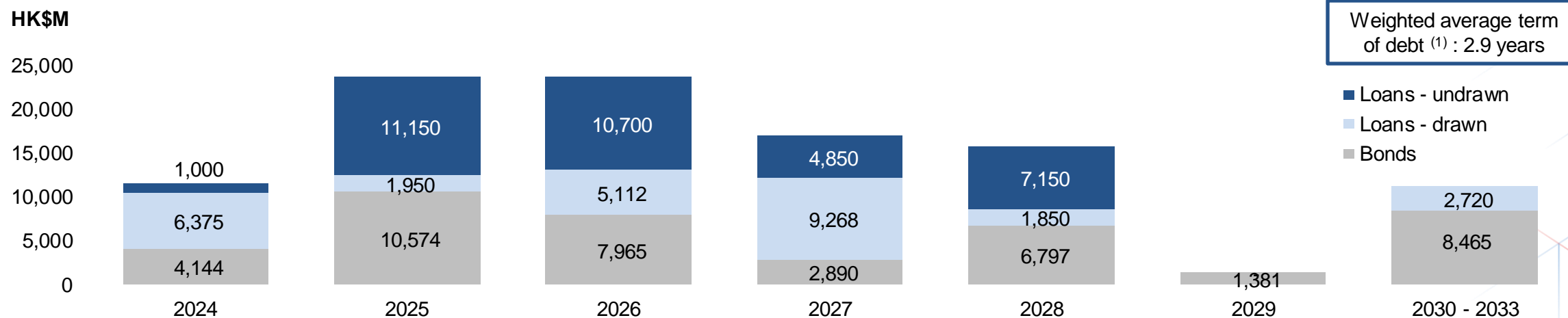
	2023	2022
Underlying cash interest cover – times	13.5	6.1
Weighted average cost of debt (%) ⁽¹⁾	4.0%	3.2%
Gross borrowings on fixed rate basis (%) ⁽¹⁾	76%	59%

Note: (1) Excluding lease liabilities.

2023 FINANCIAL SUMMARY – HEALTHY LIQUIDITY

	December 2020 HK\$M	December 2021 HK\$M	December 2022 HK\$M	December 2023 HK\$M	Change % (December 23 vs December 22)
Bank balances and short-term deposits	29,264	22,894	11,614	14,082	+21%
Total undrawn facilities					
- Committed	32,971	24,219	21,510	34,850	+62%
Group committed liquidity	62,235	47,113	33,124	48,932	+48%
- Uncommitted	7,743	8,296	7,659	10,548	+38%
Group total liquidity	69,978	55,409	40,783	59,480	+46%

Financing Maturity Profile at 31st December 2023 ⁽¹⁾



Note: (1) Excluding lease liabilities



BUSINESS REVIEW


GUY BRADLEY, CHAIRMAN
KAREN SO, MANAGING DIRECTOR, SWIRE COCA-COLA
MARTIN MURRAY, FINANCE DIRECTOR

PROPERTY – 2023 OVERVIEW

- ▶ Recurring underlying profit of HK\$7,246m, compared with HK\$7,127m in 2022
Reflecting higher retail rental income from Hong Kong and the Chinese Mainland, partly offset by lower office rental income from Hong Kong.
- ▶ Making good headway in all strategic areas

Q1 2023

Taikoo Li Chengdu ⁽¹⁾
Completed acquisition of remaining 35% interest



Wireless Road, Bangkok
Acquired 40% interest in a prime residential site

Q2 2023

Miami, USA
Announced plan to develop The Residences at The Mandarin Oriental Miami

Q3 2023



Wah Ha Factory Building
Obtained 100% ownership for potential office redevelopment



LA MONTAGNE ⁽²⁾
Launched pre-sales




Shanghai New Bund Mixed-use Project
Successfully bid for 40% equity interest



Shanghai Yangjing Mixed-use Project
Successfully bid for 40% equity interest

Q4 2023



983-987A King's Road & 16-94 Pan Hoi Street
50% owned JV;
Obtained 100% ownership for residential redevelopment

No.2 Globally in Dow Jones Sustainability World Index (Real Estate Management & Development)

Q1 2024

Six Pacific Place
Obtained occupation permit in February 2024

Divestments

- ▶ **One Island East**
Sales of 12 floors for HK\$ **5.4** Bn announced in November 2023.
- ▶ **Taikoo Shing carparks**
Sales of 694 car parking spaces were recognised in 2023.
Sales of 375 car parking spaces are expected to be recognised in 2024.

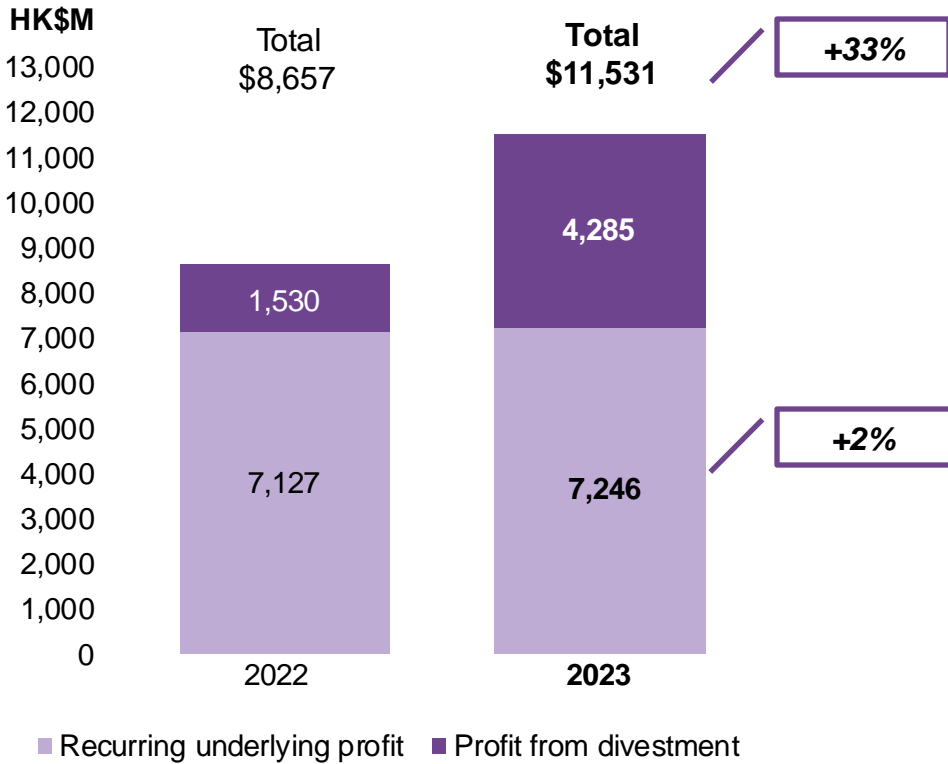
Chinese Mainland Hong Kong South East Asia and USA

Notes: (1) Formerly known as Sino-Ocean Taikoo Li Chengdu.

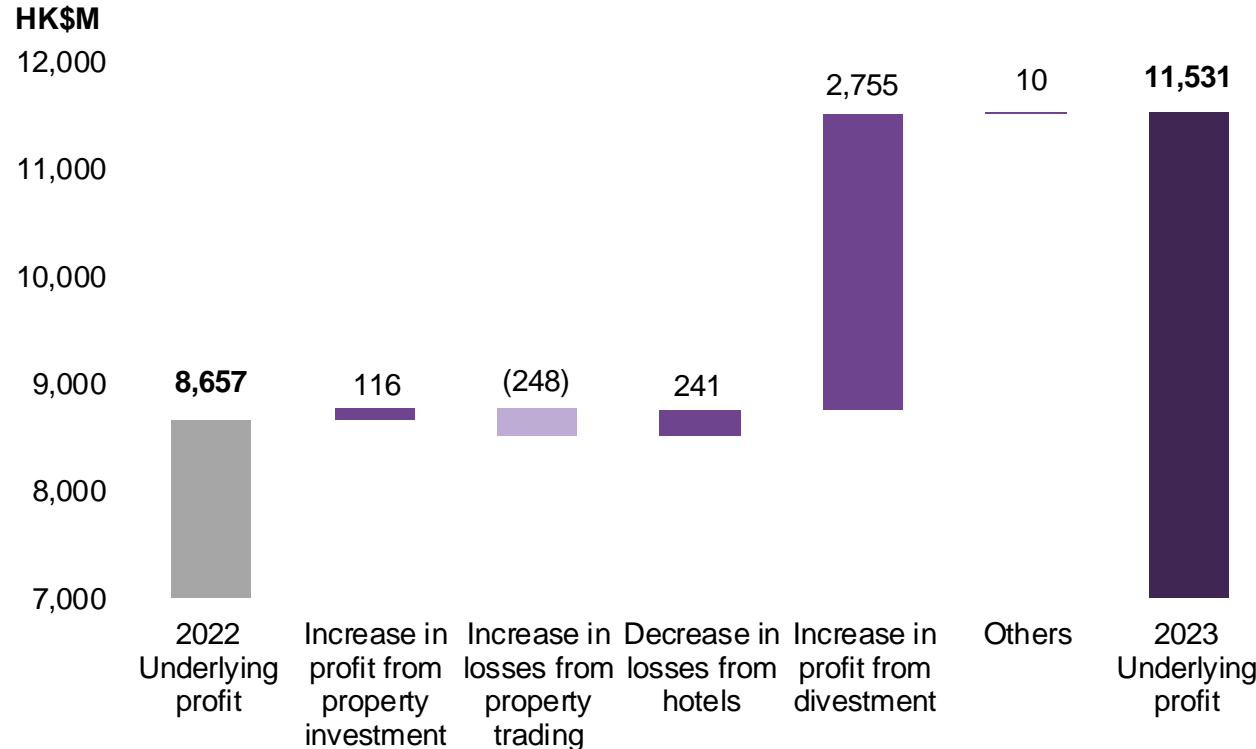
(2) Formerly known as Wong Chuk Hang Station Package Four Property Development. Comprise two residential towers (Phases 4A and 4B) with about 800 residential units.

PROPERTY – 2023 OVERVIEW

Underlying Profit (100% Basis)

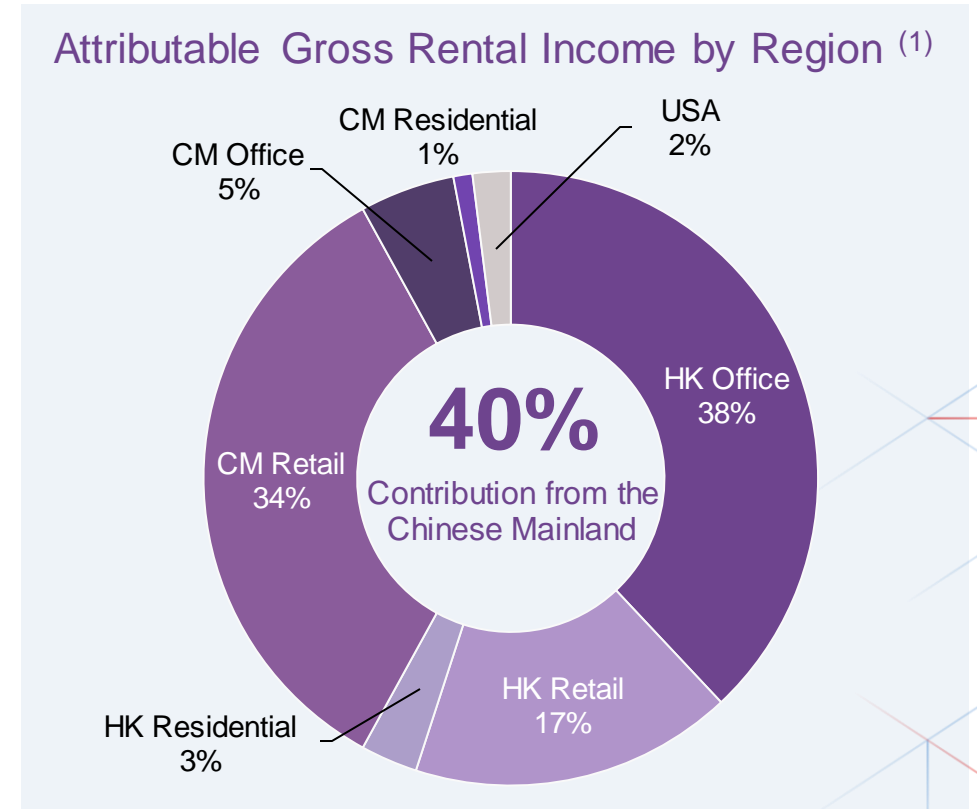
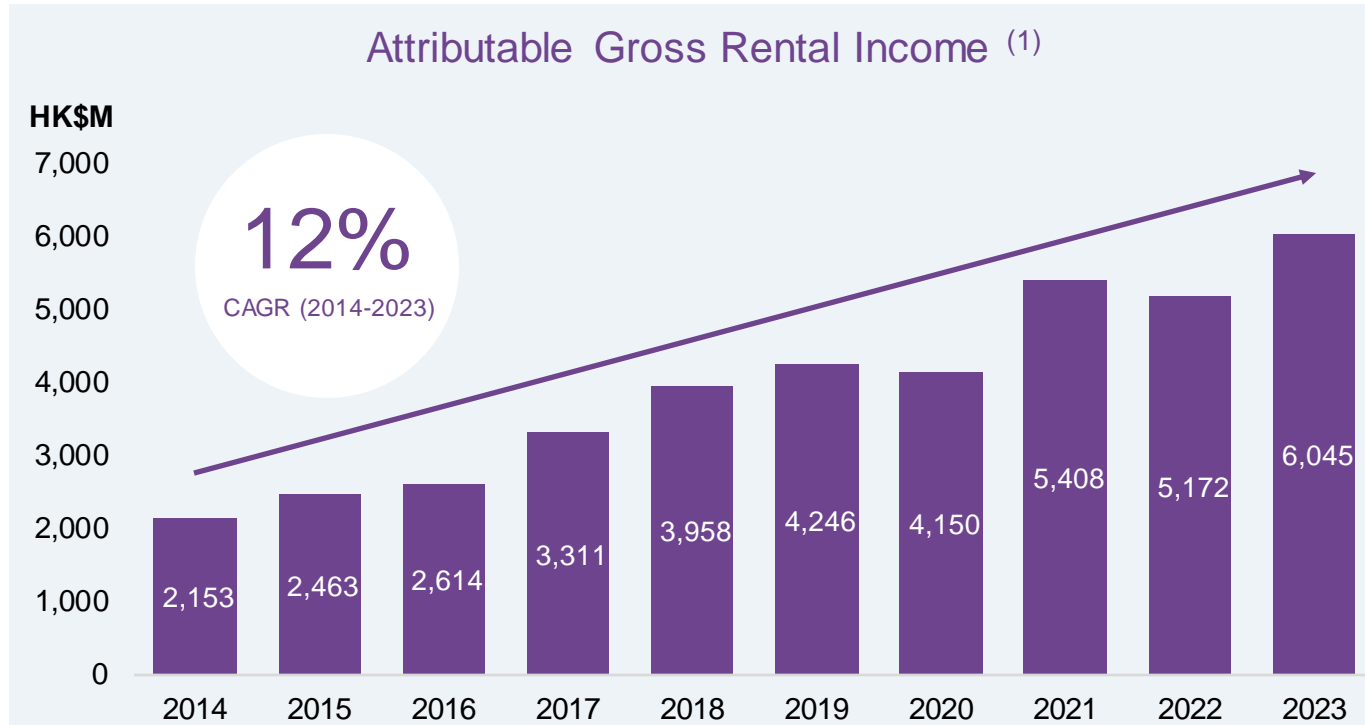


Movement in Underlying Profit (100% Basis)



PROPERTY – CHINESE MAINLAND PORTFOLIO

- ▶ Increasing contribution to revenue.
- ▶ Chinese Mainland portfolio contributed **40%** attributable gross rental income in 2023. ⁽¹⁾
- ▶ Chinese Mainland **retail** is the **second largest** rental contributor.
- ▶ Chinese Mainland retail is further increased after **100% ownership** of Taikoo Li Chengdu. ⁽²⁾



Notes: (1) After deducting rental concessions.

(2) Formerly known as Sino-Ocean Taikoo Li Chengdu.

PROPERTY – INVESTING IN LONG-TERM GROWTH

Significant progress achieved in the HK\$100 Billion Investment Plan

Chinese Mainland

- Taikoo Li Xi'an
- Taikoo Li Sanya ⁽¹⁾
- Increased stake at Taikoo Li Chengdu ⁽²⁾
- New Bund Mixed-use Project, Shanghai
- Yangjing Mixed-use Project, Shanghai

HK\$ 37 Bn



> HK\$ 50 Bn Chinese Mainland



Hong Kong

- Increased stake at Citygate
- 100% ownership at Zung Fu and Wah Ha
- Compulsory sale applications at Quarry Bay

HK\$ 11 Bn

> HK\$ 30 Bn Hong Kong



Trading / South East Asia

- Chai Wan Inland Lot No. 178, Hong Kong
- 269 Queen's Road East, Hong Kong
- Quarry Bay residential, Hong Kong
- Bangkok residential, Thailand

HK\$ 10 Bn

> HK\$ 20 Bn Trading / South East Asia

- **Chinese Mainland** – Retail-led mixed-use projects in Tier-1 / emerging Tier-1 cities; doubling in GFA by 2032.
- **Hong Kong** – Further expansion at Pacific Place and Taikoo Place.
- **Trading** – Development of residential pipelines primarily in Hong Kong, the Chinese Mainland and South East Asia.
- **South East Asia** – Building a presence in Vietnam, Indonesia, Singapore and Thailand.

Notes: (1) Project name to be confirmed.

(2) Formerly known as Sino-Ocean Taikoo Li Chengdu.

PROPERTY – UPCOMING PROJECTS (1)

Strong and diverse pipelines

↑ 12.1 M sq ft
Expected Attributable GFA
to be Completed (1)



Notes: (1) Excluding 9-39 Hoi Wan Street and 33-41 Tong Chong Street in Quarry Bay.
 (2) Obtained occupation permit in February 2024.
 (3) Formerly known as Wong Chuk Hang Station Package Four Property Development.
 (4) Representing Chai Wan Inland Lot No. 178.
 (5) Representing 269 Queen's Road East.

(6) Representing 983-987A King's Road and 16-94 Pan Hoi Street and Wah Ha Factory Building and Zung Fu Industrial Building.
 (7) Open in phases.
 (8) Project name to be confirmed.
 (9) To be completed in phases up to 2028.

SWIRE COCA-COLA – 2023 OVERVIEW



CHINESE MAINLAND

- ▶ Acquisition of 100% equity interest in six subsidiaries of CCBMH was completed, resulting in a fair value gain of HK\$35m.
- ▶ Revenue was similar to that in 2022 and sales volume increased by 2%.
- ▶ Progress was made in expanding portfolio across the Coffee, Tea and Energy categories, which grew strongly.
- ▶ Continued to make progress in improving the efficiency and energy use of production facilities.



SOUTH EAST ASIA

- ▶ The total franchise population of SCC territories reached 847 million following the acquisitions of the franchise businesses in Vietnam and Cambodia.
- ▶ Meaningful full year contributions driven by strong performance in Vietnam.
- ▶ Conditionally agreed to acquire a majority stake of franchise businesses in Thailand and Laos in February 2024.



USA

- ▶ Sale of SCCU was completed on 7th September 2023, recording a consolidation gain on disposal of HK\$22.9Bn.
- ▶ Continue to provide management and administrative support services to SCCU for an agreed annual management fee.
- ▶ Results were impacted by the non-recording of the last four months of the year from the sale of SCCU.
- ▶ SCCU revenue grew strongly driven by revenue growth strategies and product innovation across categories.

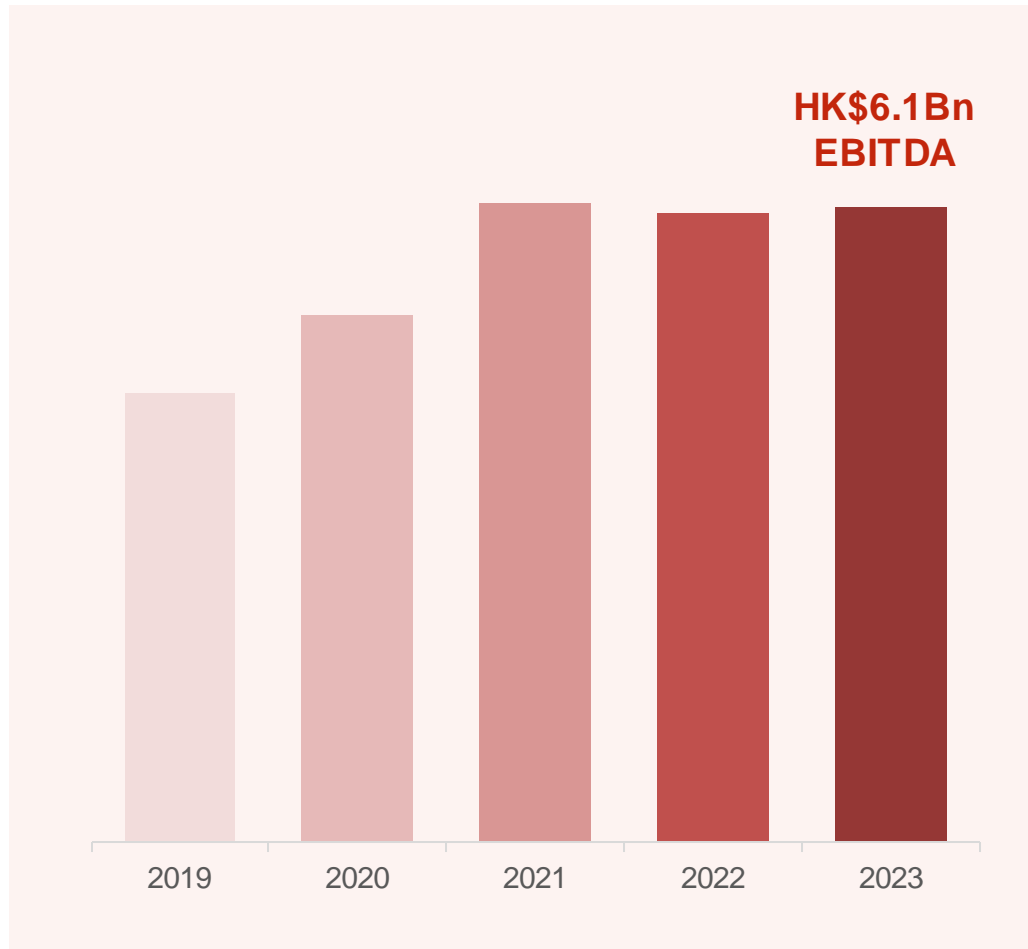
SWIRE COCA-COLA – ACQUISITION OF FRANCHISE BUSINESSES IN THAILAND AND LAOS



- ▶ SCC conditionally agreed to acquire a majority stake in ThaiNamthip Corporation Ltd. for an aggregate consideration of approximately HK\$9.5Bn on 9th February 2024.
- ▶ ThaiNamthip’s franchise territory covers approximately 90% of Thailand and all of Laos. ThaiNamthip is the NARTD market leader in Thailand, with an annual production capacity of 450m unit cases and market value share of approximately 18%.
- ▶ Underscores the immense growth potential we see in South East Asia and will cement SCC’s position as the world’s fifth largest Coca-Cola bottler.
- ▶ SCC anticipates that this investment will have an immediate positive impact on our bottom line.

SWIRE COCA-COLA – 2023 OVERVIEW

EBITDA increased by 1% to HK\$6,084m



Chinese Mainland – EBITDA, excluding non-recurring item, decreased by 4% due to higher operating expenses and unfavourable exchange rate movements.

Hong Kong – EBITDA increased by 6%. Revenue and volume increased as the city continued its post-COVID economic recovery.

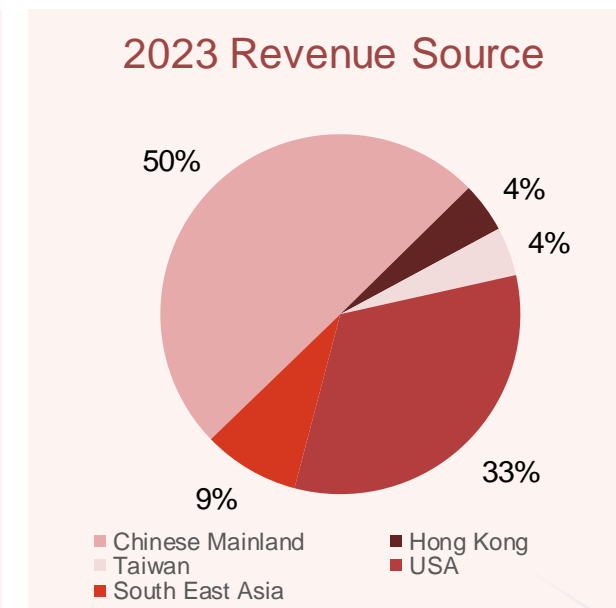
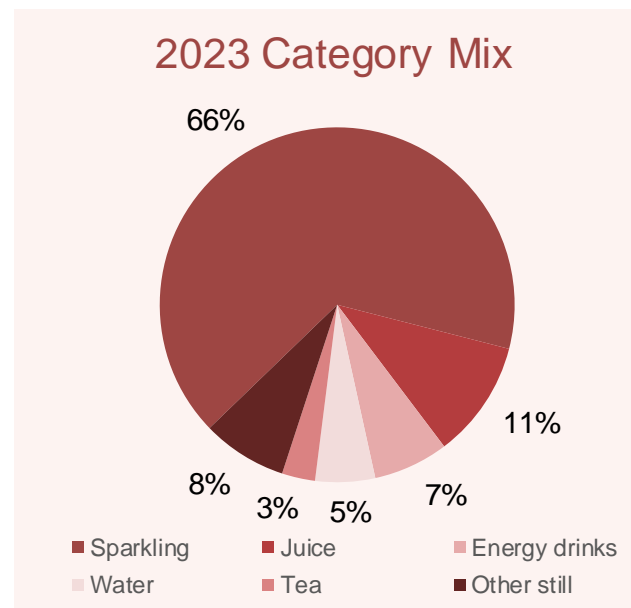
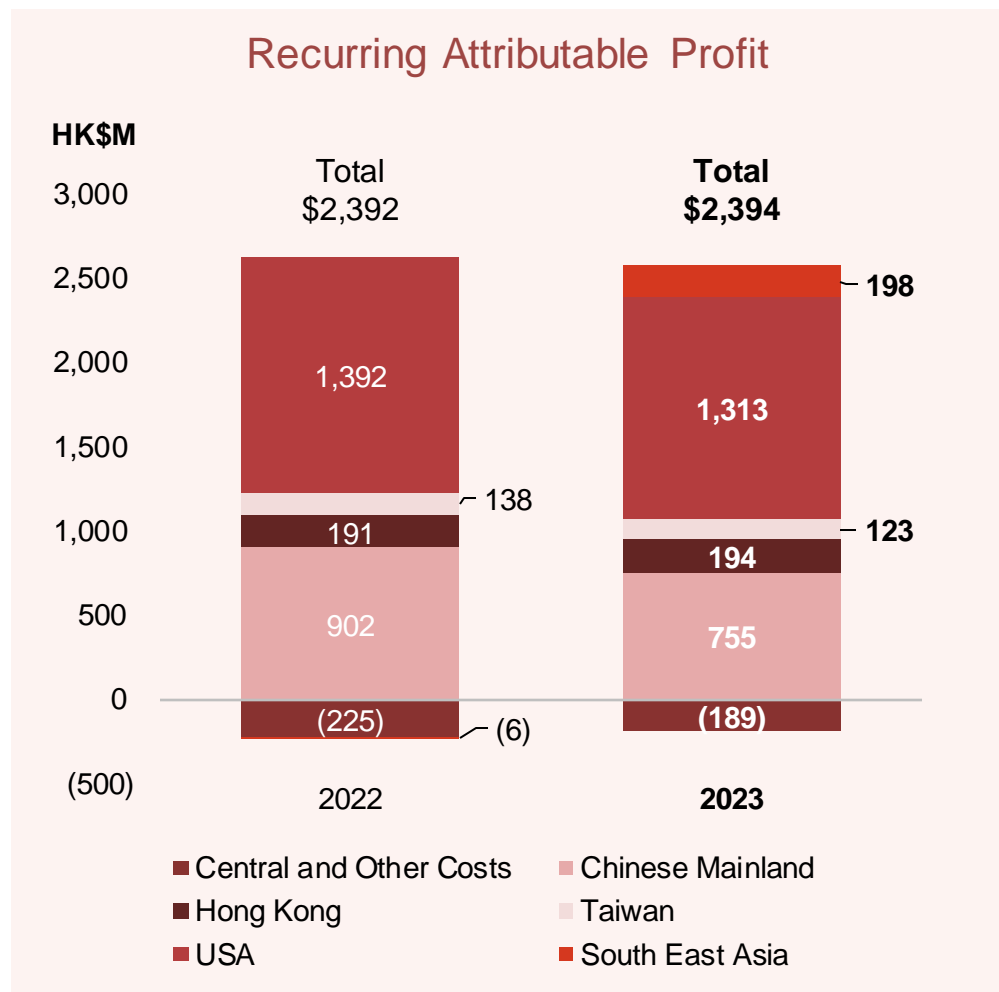
Taiwan – EBITDA increased by 4%. Revenue and volume grew strongly following the lifting of COVID-19 related measures. However, unfavourable exchange rate movements adversely affected profits.

Vietnam performed strongly, while the performance of the beverages market in **Cambodia** was impacted by a challenging economic environment.

USA – EBITDA, excluding non-recurring item, decreased by 10% with a loss of four-month contributions due to the disposal of SCCU in September 2023.

Note: EBITDA is on management basis including that of Shanghai Shen-Mei and excluding non-recurring items and central and other costs.

SWIRE COCA-COLA – GEOGRAPHIC DIVERSITY



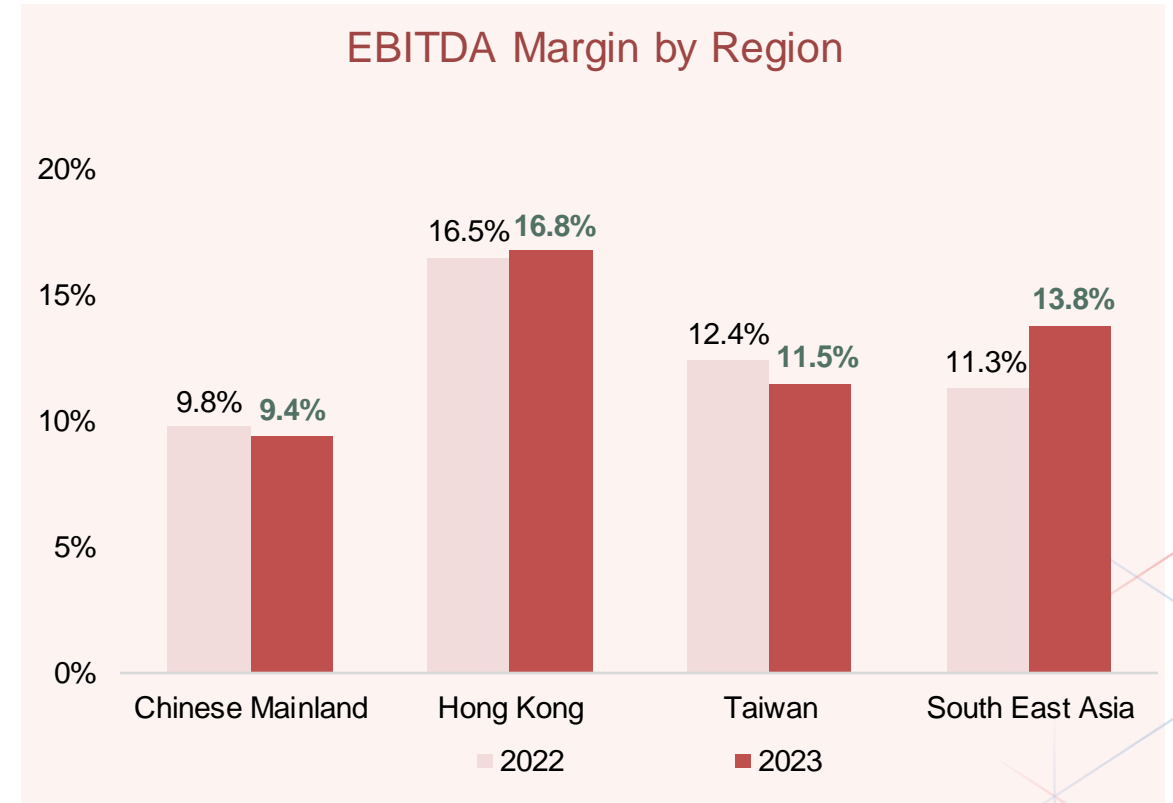
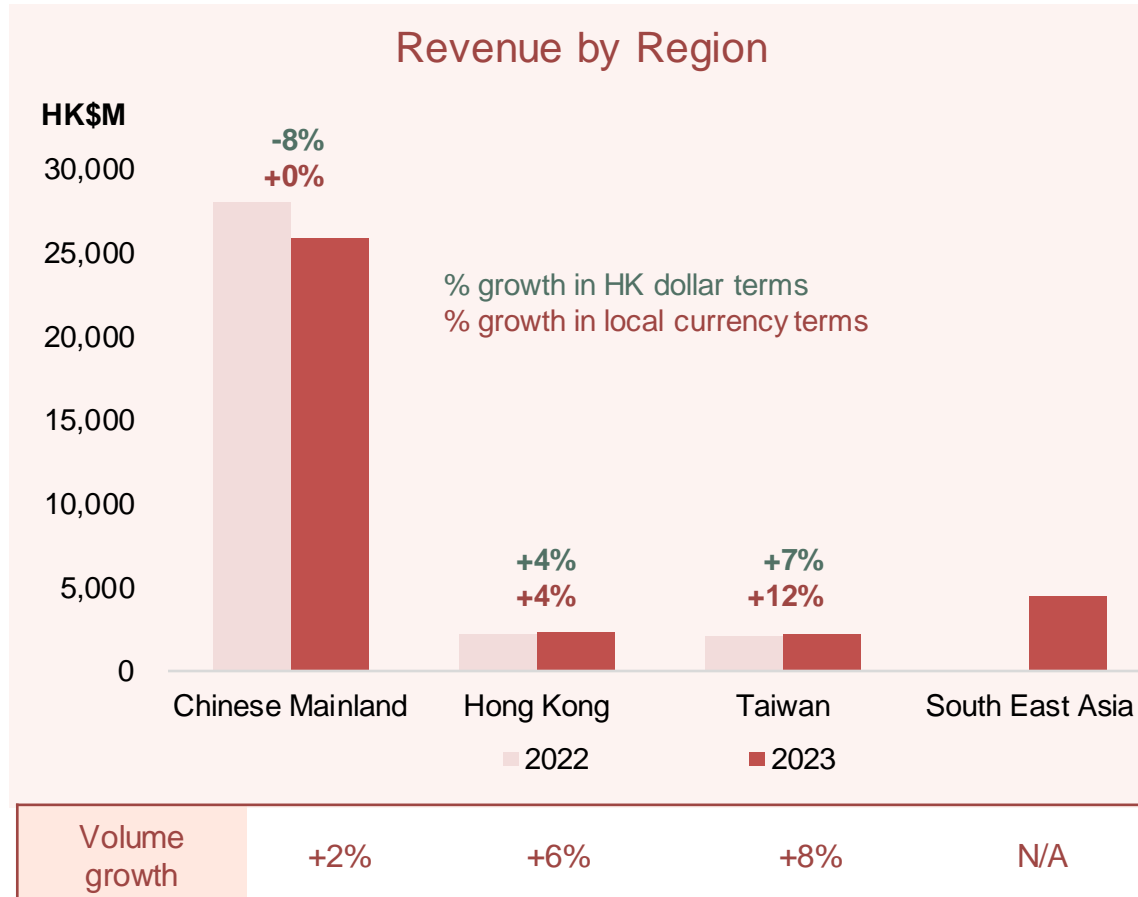
Key Financial Data

HK\$M	2023	Change %
Revenue ⁽¹⁾	51,935	-5%
Attributable profit	25,097	+949%
Recurring profit	2,394	-
EBITDA margin ⁽²⁾	11.7%	+0.7%pt

Notes: (1) Revenue includes that of Shanghai Shen-Mei and excludes sales to other bottlers.
 (2) Including that of Shanghai Shen-Mei and excluding non-recurring items and central and other costs.

SWIRE COCA-COLA – STEADY BUSINESS IN 2023

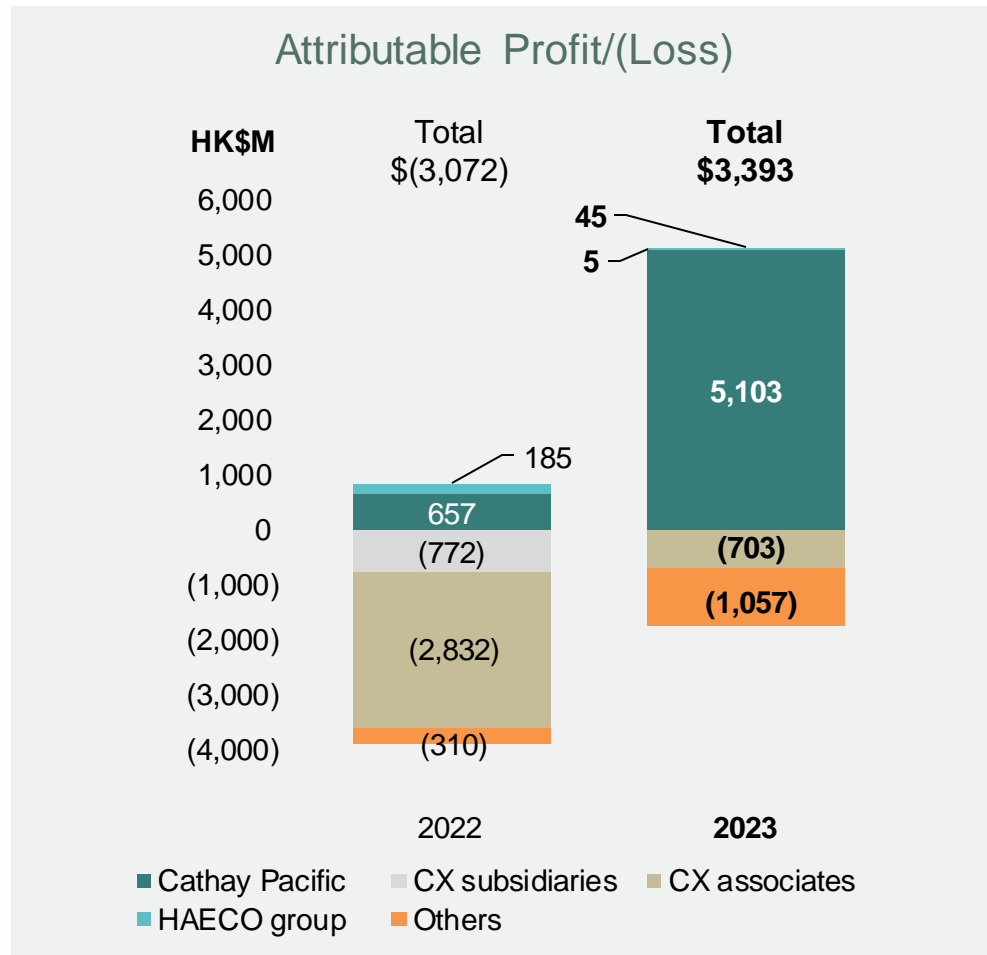
Revenue decreased by **5%** but volume increased by **6%**. EBITDA margin increased to **11.7%** from **11.0%** in 2022.



Note: Revenues and volumes include those of Shanghai Shen-Mei and exclude sales to other bottlers. EBITDA margin includes that of Shanghai Shen-Mei and excludes non-recurring items and central and other costs.

AVIATION – 2023 OVERVIEW

Significant improvement from Cathay group at airline level, partially offset by losses from associates

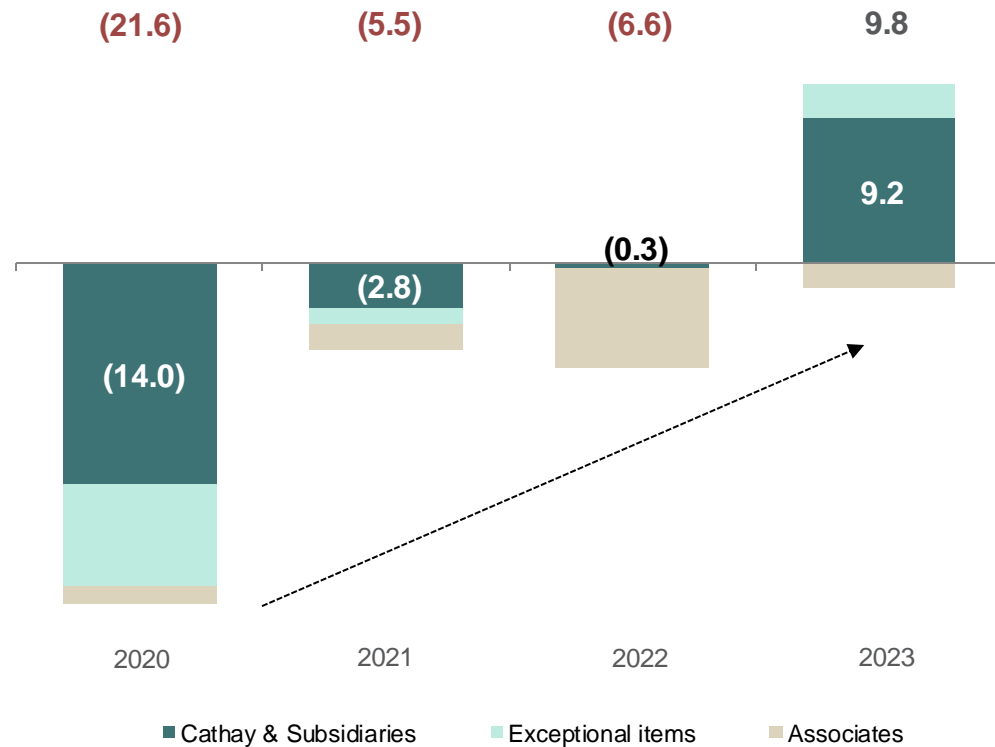


Key Financial Data			
HK\$M	2023	2022	Change %
HAECO group			
Revenue	17,787	13,828	+29%
Attributable profit	45	185	-76%
Recurring profit	465	250	+86%
Share of post-tax profit/(loss) from an associated company			
Cathay group			
- Cathay Pacific	5,103	657	+677%
- CX subsidiaries	5	(772)	+101%
- CX associates	(703)	(2,832)	+75%

CATHAY PACIFIC – 2023 OVERVIEW

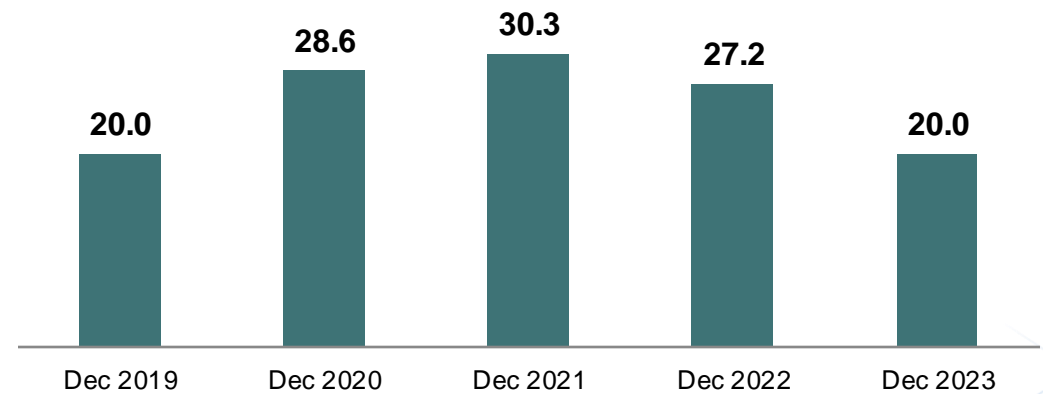
Profitable full year for the first time since 2019

Group attributable profit/(loss)
(HK\$Bn)



Continue to rebuild the financials

Liquidity
(HK\$Bn)



- ▶ Preference share dividends of HK\$0.2Bn paid in February 2024 and all future preference shares dividends shall be paid as they fall due.
- ▶ Ordinary share dividends of HK\$0.43 per share to be paid in May.
- ▶ Plan to buy back the remaining 50% of the preference shares in the amount of HK\$9.8Bn by the end of July 2024.

CATHAY PACIFIC – 2023 OVERVIEW



Travel

- ▶ Cathay Pacific has made good progress with its rebuild journey and remains focused on rebuilding in a measured and responsible manner.
- ▶ Anticipate to reach 80% of its pre-pandemic passenger flights within the second quarter of 2024 and work towards reaching 100% within the first quarter of 2025.
- ▶ Yields to continue to normalise throughout 2024.



Cargo

- ▶ Reached 85% of pre-pandemic cargo capacity by the end of 2023.
- ▶ Capacity will be further supplemented by increased passenger services on some key cargo routes.
- ▶ Expect yields to reduce from 2023 levels as the cargo industry continues to normalise.

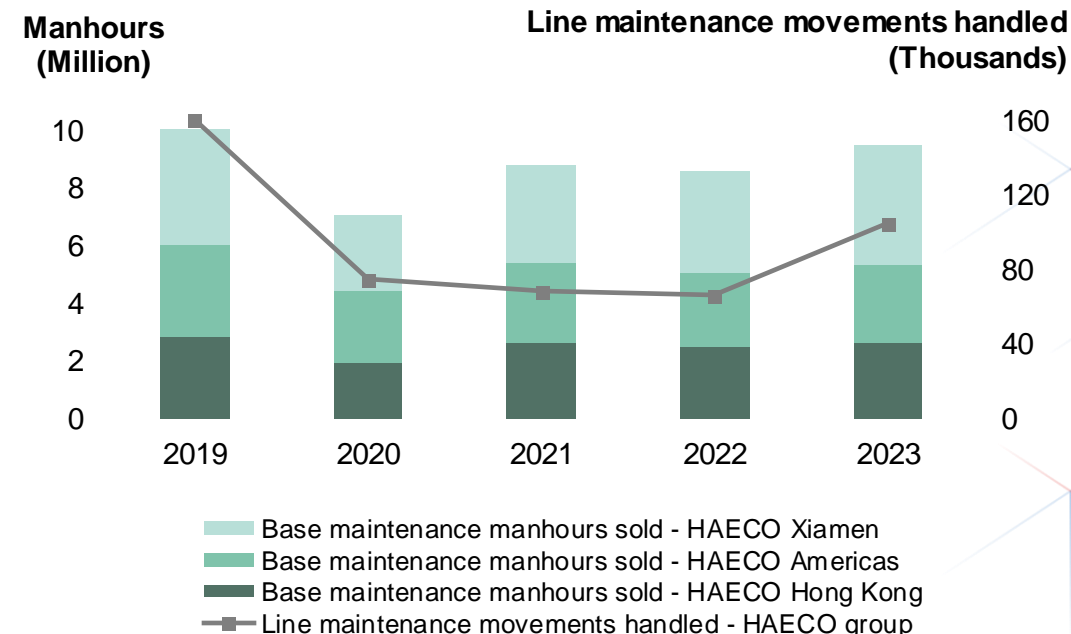
HAECO – 2023 OVERVIEW

- ▶ Recurring attributable profit increased, primarily benefitting from higher activity in base maintenance, line maintenance and engine overhauls, partially offset by a higher operating loss incurred in the cabin solutions business and unrealised foreign exchange losses at HAECO Xiamen.
- ▶ The group completed the sale of the cabin solutions business in September 2023, which resulted in a non-recurring loss on disposal of HK\$420 million.
- ▶ Most of the group's businesses performed better than 2022, driven by a substantial resurgence of Hong Kong air traffic throughout 2023 which drove the increase in demand for maintenance and repair of airframes, particularly line maintenance in Hong Kong.

Key Financial Data – Recurring Profit/(Loss)

HK\$M	2023	2022	Change %
Airframe	74	(107)	+169%
Cabin	(272)	(145)	-88%
Components	188	139	+35%
Engine	589	469	+26%
Others	(114)	(106)	-8%
Total	465	250	+86%

Key Operating Statistics



HEALTHCARE – 2023 OVERVIEW

CHINESE MAINLAND



DELTAHEALTH

- **First control acquisition** in healthcare
- In line with our strategy to be a majority owner and operator of healthcare assets
- With its best-in-class clinical team, differentiated offering and high quality of service, DeltaHealth is well positioned for further growth

INDONESIA

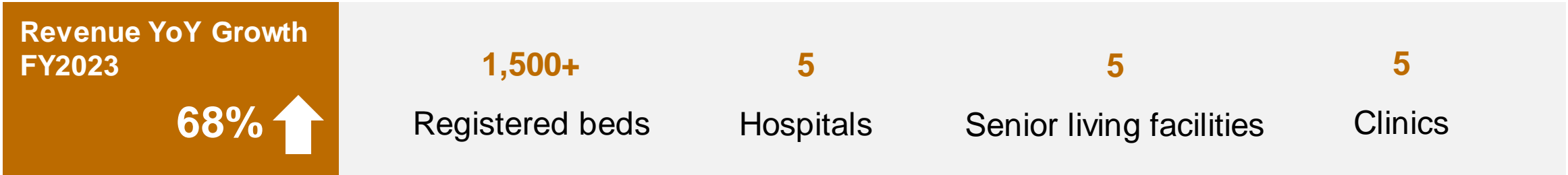


IHC

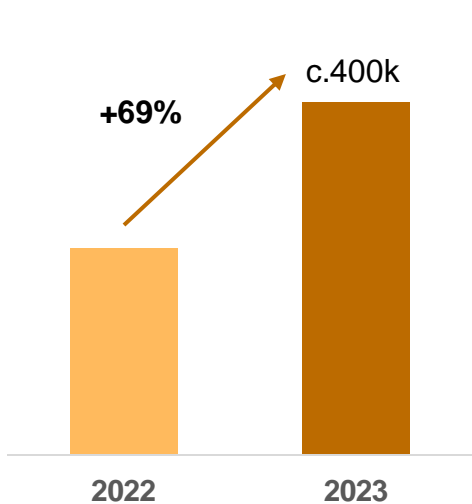
- **First healthcare venture in South East Asia**
- Strategic partnership with Indonesia Healthcare Corporation (IHC) and the Indonesia Investment Authority (INA)
- Committed to support the development of the healthcare sector in Indonesia

HEALTHCARE – 2023 OVERVIEW

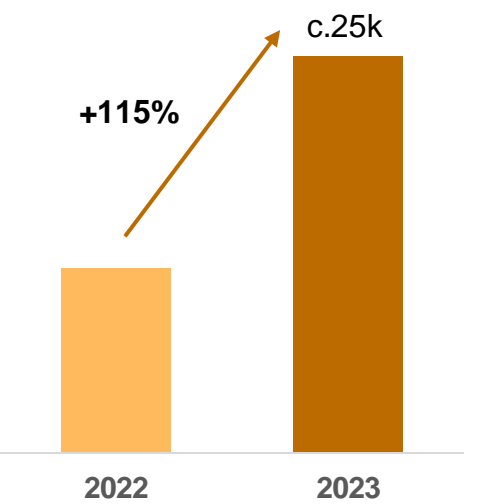
Continued growth in volume and revenue across healthcare assets in the Chinese Mainland and Hong Kong



Number of Outpatients



Number of Inpatients



- ▶ **Columbia China:** Total inpatient volumes more than doubled year-on-year due to continued increase in surgical volume at Kaiyuan and ramp-up at Wuxi.
- ▶ **DeltaHealth:** New service lines such as radiotherapy and medical aesthetics were launched in 2023.
- ▶ **New Frontier GBA Healthcare:** New service lines such as oncology, health checkups, medical aesthetics and rabies management clinic were launched in 2023.

Note: All figures shown are aggregate number for associated companies.

SUSTAINABILITY UPDATE

TARGETS



50% reduction in greenhouse gas emissions ⁽¹⁾ by 2030, and Net-Zero by 2050



65% waste diversion from landfill ⁽²⁾ by 2030, and Zero Waste to landfill by 2050



30% reduction in water withdrawal ⁽³⁾ by 2030, and Water Neutrality by 2050



30% women on Board and in senior leadership roles by 2024



Supporting communities through TrustTomorrow

PROGRESS⁽⁴⁾

- ▶ Climate: We remain on track to meet our 2030 target, having reduced our emissions by 30% against our 2018 baseline. We achieved a CDP Climate score of A-.
- ▶ Waste: We increased our waste-to-landfill diversion rate to 61% compared with 59% in 2022.
- ▶ Water: We remain on track to meet our 2030 target, having reduced water consumption by 8% against our 2018 frozen efficiency baseline. Swire Coca-Cola achieved a CDP Water score of A-.
- ▶ Diversity & Inclusion: Achieved our target of 30% women on Board. Women fill 28% of senior leadership roles.
- ▶ Internal Carbon Pricing: Began piloting our ICP with our three largest operating companies.
- ▶ Ratings: Recognised in the S&P Global Sustainability Yearbook 2024 and included in the first S&P Global Sustainability (China) Yearbook 2023. Included in the FTSE4Good Index Series as recognition of our improved ESG scoring.



- Notes:
1. Scope 1 + Scope 2 emissions only. 2018 base year.
 2. Includes non-hazardous waste (where we exercise operational control). 2018 base year.
 3. Compared to a 2018 frozen efficiency baseline. Excluding bottling volume from Swire Coca-Cola.
 4. Performance against existing environmental targets covers our 2018-2022 business portfolio only. New targets to cover our current portfolio will be set in 2024.

Sustainability Yearbook Member 2024
S&P Global ESG Score

Sustainability Yearbook (China) Member 2023
S&P Global ESG Score

OUTLOOK

- ▶ Continue to focus on strengthening our businesses through our long-term strategy of investing in our core markets.
- ▶ Continue to invest in the Chinese Mainland and Hong Kong for Swire Properties and exciting expansions in South East Asia for Swire Coca-Cola and the healthcare business.
- ▶ Remain focused on improving value for shareholders in 2024.

PROPERTY	BEVERAGES	AVIATION – Cathay Pacific	AVIATION - HAECO	HEALTHCARE
				
<p>Hong Kong</p> <ul style="list-style-type: none"> ▶ Footfall and retail sales are expected to improve ▶ Office market remains subdued <p>Chinese Mainland</p> <ul style="list-style-type: none"> ▶ Overall demand for retail space is expected to be stable <p>Hotel businesses</p> <ul style="list-style-type: none"> ▶ Expect further improvement in Hong Kong and anticipate growth in the Chinese Mainland 	<ul style="list-style-type: none"> ▶ Business in the Chinese Mainland is expected to remain challenging ▶ Expect stable business in Hong Kong and growth in Taiwan ▶ Anticipate steady profits in Vietnam and improved business in Cambodia ▶ New investment in Thailand and Laos is expected to yield immediate positive results 	<ul style="list-style-type: none"> ▶ Anticipate to reach 80% of the pre-pandemic passenger flights within the second quarter of 2024 ▶ Work towards reaching 100% within the first quarter of 2025 ▶ Expect improved performance from associates 	<ul style="list-style-type: none"> ▶ Expect a stable demand for base maintenance, an increase in line maintenance and a strong demand for engine services work ▶ Superstructure construction of hangar facilities at the new Xiamen airport is underway 	<ul style="list-style-type: none"> ▶ Actively seek for investment opportunities in the Chinese Mainland and South East Asia ▶ Remain disciplined in our approach and prudent towards valuation, ensuring sustainable and stable returns for shareholders



Q & A

14TH MARCH 2024 | HONG KONG



2023

ANNUAL RESULTS ANALYST BRIEFING

14th March 2024 | Hong Kong





APPENDIX

14TH MARCH 2024 | HONG KONG

2023 FINANCIAL SUMMARY – RETURN ON EQUITY



Return on Equity

Derived from:

Recurring underlying profit

Net non-recurring items

Net property valuation adjustments

2023

11.0%

5-year average

2.6%

4.0%

1.9%

9.8%

1.4%

-2.8%

-0.7%

