



**HPH
TRUST**

Your Preferred Port-of-Call

**2011 Financial Results
Presentation for the period ended
31 December 2011**

Disclaimer



This presentation should be read in conjunction with, and figures herein are based on, the results of Hutchison Port Holdings Trust (“HPH Trust”) for the period ended 31 December 2011 in the SGXNET announcement.

This presentation may contain forward-looking statements that involve risks and uncertainties. Such forward-looking statements and financial information involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements expressed or implied by such forward-looking statements and financial information. Such forward-looking statements and financial information are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future. As these statements and financial information reflect our current views concerning future events, these statements and financial information necessarily involve risks, uncertainties and assumptions. Actual future performance could differ materially from these forward-looking statements and financial information. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Hutchison Port Holdings Management Pte. Limited, a trustee-manager of HPH Trust, of future events.

The issue managers for the initial public offering and listing of HPH Trust are DBS Bank Ltd., Deutsche Bank AG, Singapore Branch, and Goldman Sachs (Singapore) Pte.. The issue managers for the initial public offering assume no responsibility for the contents of this presentation.

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1 Key Highlights

Key Highlights

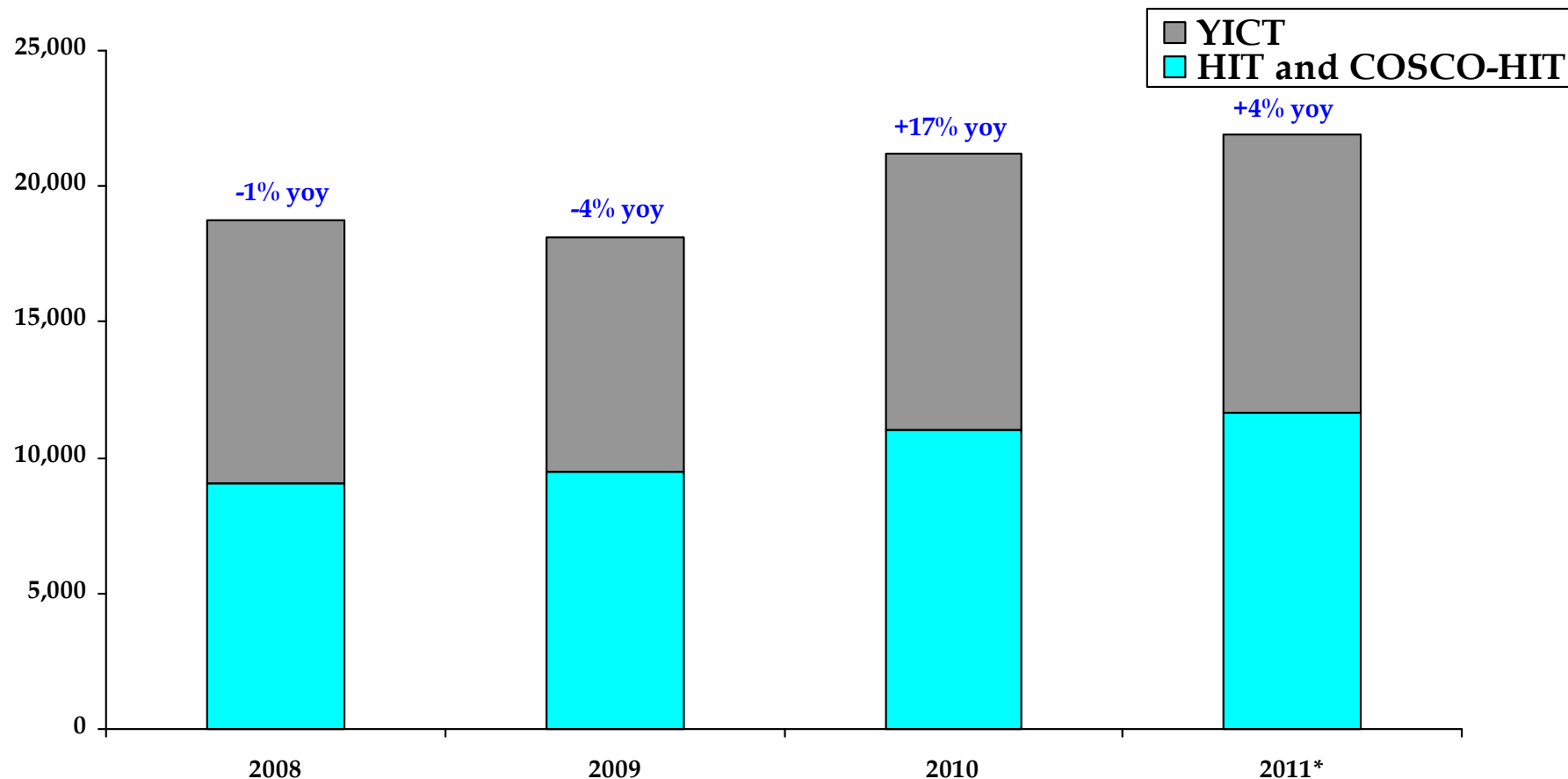


- NPAT was in line with projection. Cashflow for the year is better than projected
- 2011 Distribution Per Unit (“DPU”) for the financial period (i.e. from 16 March 2011 to 31 December 2011) is 37.7 HK cents, better than that projected
- Trust ports’ volume grew in 2011, despite the challenging business environment, and increased their market share in Hong Kong & Shenzhen
- We have obtained the official land title and right of use for Yantian Phase 3 – longest contiguous berth in the region
- HK\$2.8 billion bank loan renewed at a very competitive rate

2 Business Review for the Period Ended 31 December 2011

Key Business Update

Throughput Volume (TEU in thousands)



* 2011 throughput volume is on full year basis (i.e. include the throughput volume before listing) for comparison purpose.

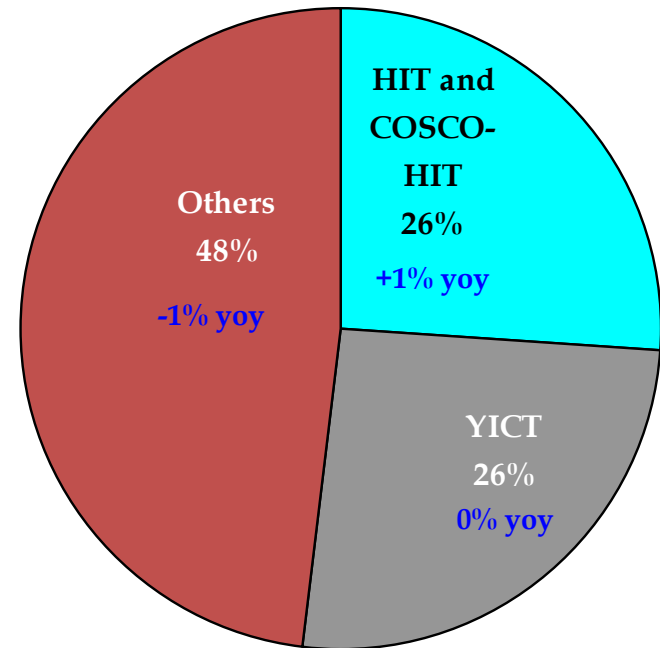
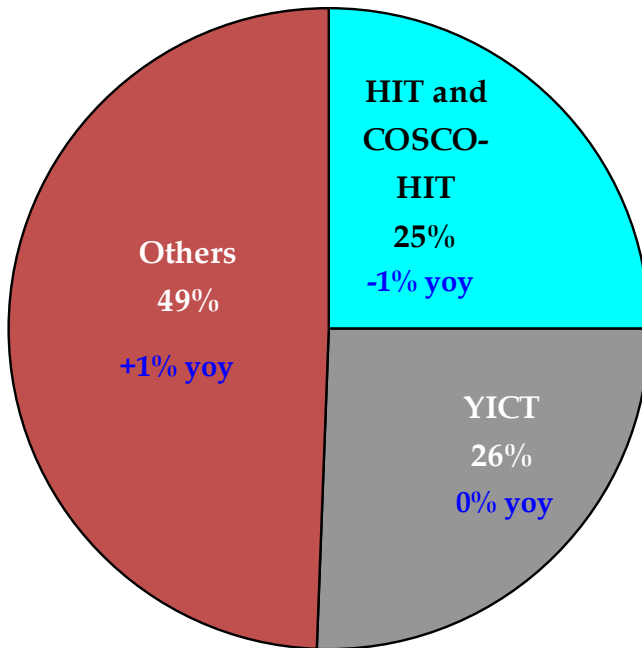
Key Business Update

Kwai Tsing & Shenzhen Market Share



2010 Full Year
(By Throughput)

2011 Full Year*
(By Throughput)



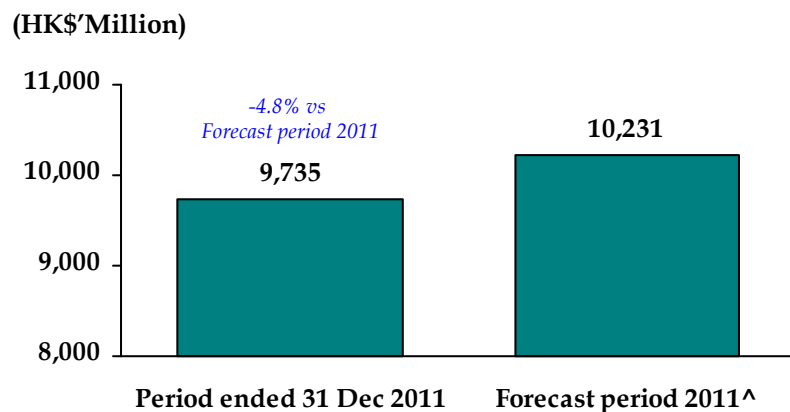
* 2011 throughput volume is on full year basis (i.e. include the throughput volume before listing) for comparison purpose.

3 Key Financial Performance

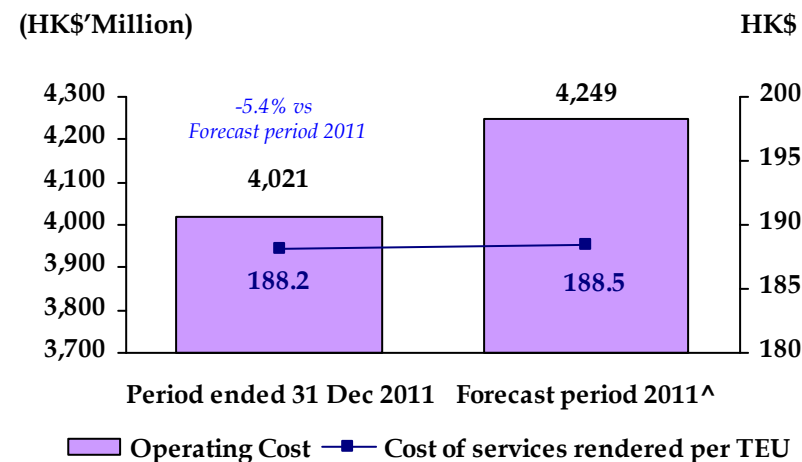
Key Financial Highlights



Revenues



Operating Costs

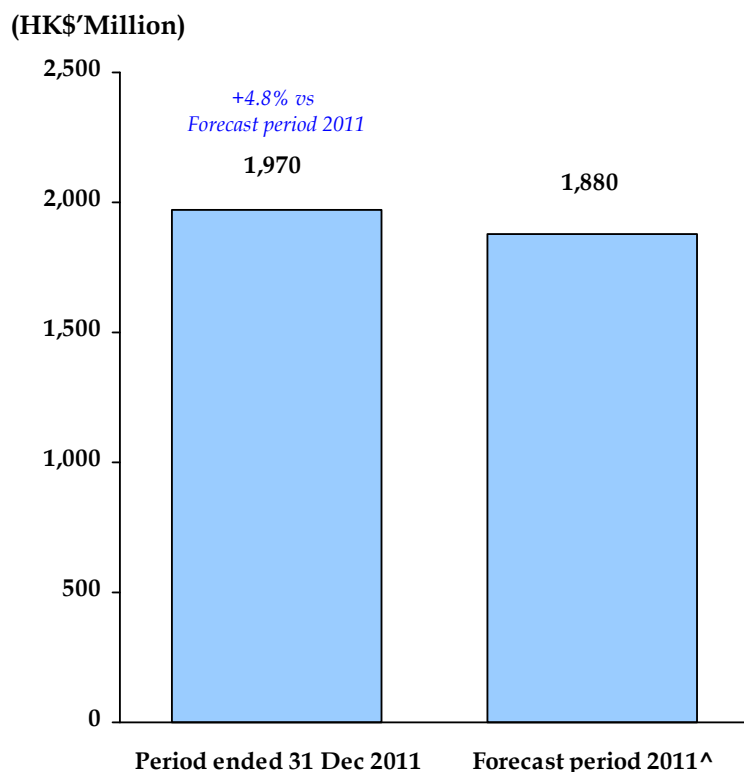


[^] The Forecast figure disclosed in the Prospectus

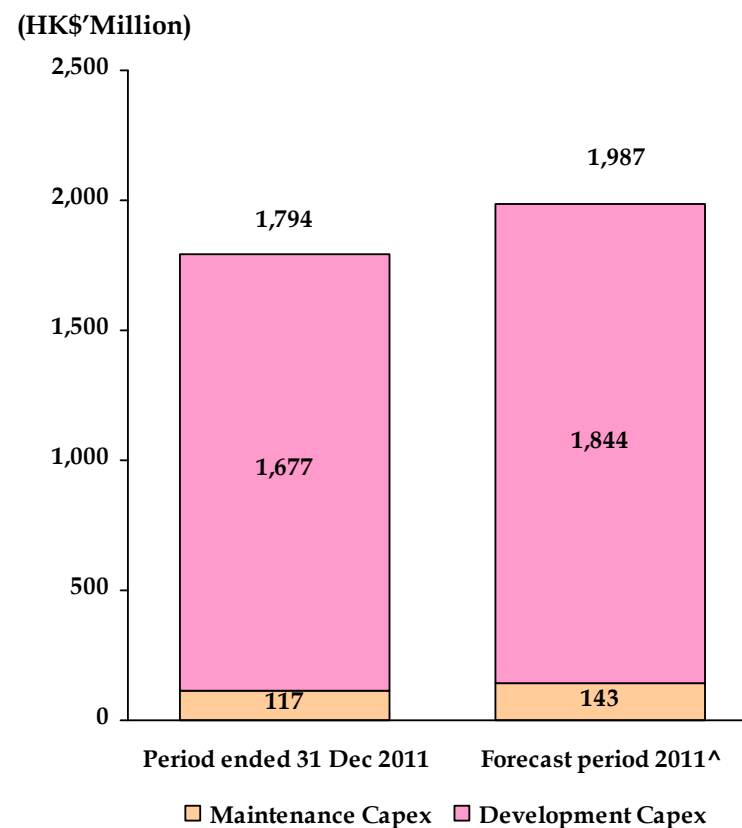
Key Financial Highlights



Profit After Tax Attributable to Unitholders of HPH Trust



Total Capex



[^] The Forecast figure disclosed in the Prospectus

Key Financial Highlights

Financial Position



As at 31 December 2011
HK\$ Million

Short Term Debt	32.6
Long Term Debt	29,277.6
Total Consolidated Debt	29,310.2
Total Consolidated Cash	7,890.5

Key Financial Highlights

Distribution



	For the period ended 30 June 2011	For the period from 1 July 2011 to 31 December 2011
Distribution Amount	HK\$1,245.4 million	HK\$2,037.9 million
Distribution Per Unit (“DPU”)	14.3 HK cents	23.4 HK cents
DPU for the period ended 31 December 2011	37.7 HK cents	
2011 Forecast DPU as per Prospectus	37.4 HK cents	
Annualized 2011 distribution (i.e. DPU at 45.88 HK cents per Prospectus) – yield (%)	5.8% (at US\$1.01 IPO price) 7.5% (at US\$0.78 market price on 7 February 2012)	
2012 Forecast DPU as per Prospectus	51.24 HK cents	
2012 distribution - yield (%)	6.5% (at US\$1.01 IPO price) 8.4% (at US\$0.78 market price on 7 February 2012)	

Financial Results of HPH Trust for the period ended 31 December 2011



(HK\$'Million)	16 March to 31 December 2011		
	<u>Actual</u>	<u>Forecast</u>	<u>% variance Fav/(Unfav)</u>
Revenue and other income	9,735.3	10,230.6	-5%
Cost of services rendered	(3,242.0)	(3,417.5)	5%
Staff costs	(190.4)	(230.2)	17%
Depreciation and amortisation	(2,150.1)	(2,297.4)	6%
Other operating income	153.7	71.5	115%
Other operating expenses	(465.4)	(472.1)	1%
Management fees	(15.4)	(15.4)	0%
Trust expenses	(107.3)	(114.0)	6%
Total operating expenses	(6,016.9)	(6,475.1)	7%
Operating profit	3,718.4	3,755.5	-1%
Interest and other finance costs	(416.2)	(534.6)	22%
Share of profit/(losses) after tax of Associated Cos/JCE	140.3	102.0	38%
Profit before tax	3,442.5	3,322.9	4%
Taxation	(425.0)	(309.5)	-37%
Profit after tax	3,017.5	3,013.4	0%
Profit after tax attributable to non-controlling interests	(1,047.2)	(1,133.5)	-8%
Profit after tax attributable to unitholders of HPH Trust	1,970.3	1,879.9	5%

There are no material differences between HKFRS and IFRS and no material adjustments are required to restate the financial statements of HPH Trust in accordance with IFRS Page 13

Financial Results of HPH Trust for the quarter ended 31 December 2011



(HK\$'Million)	1 October to 31 December 2011		
	<u>Actual</u>	<u>Forecast</u>	<u>% variance Fav/(Unfav)</u>
Revenue and other income	3,088.8	3,230.2	-4%
Cost of services rendered	(1,035.6)	(1,070.8)	3%
Staff costs	(57.5)	(74.9)	23%
Depreciation and amortisation	(688.0)	(733.5)	6%
Other operating income	38.6	27.5	40%
Other operating expenses	(141.2)	(142.6)	1%
Management fees	(4.8)	(4.8)	0%
Trust expenses	(41.5)	(36.6)	-13%
Total operating expenses	(1,930.0)	(2,035.7)	5%
Operating profit	1,158.8	1,194.5	-3%
Interest and other finance costs	(138.6)	(166.4)	17%
Share of profit/(losses) after tax of Associated Cos/JCE	33.8	30.0	13%
Profit before tax	1,054.0	1,058.1	0%
Taxation	(137.2)	(94.8)	-45%
Profit after tax	916.8	963.3	-5%
Profit after tax attributable to non-controlling interests	(308.6)	(370.4)	-17%
Profit after tax attributable to unitholders of HPH Trust	608.2	592.9	3%

There are no material differences between HKFRS and IFRS and no material adjustments are required to restate the financial statements of HPH Trust in accordance with IFRS Page 14

Statement of Financial Position as at 31 December 2011



	<u>HK\$Million</u>
ASSETS	
Non-Current assets	
Fixed assets	26,765.0
Projects under development	1,349.7
Leasehold land and land use rights	46,221.3
Railway usage rights	16.4
Customer relationships	8,171.0
Goodwill	41,594.1
Associated companies	129.2
Jointly controlled entities	2,595.5
Investments	809.6
Deferred tax asset	9.0
Total non-current assets	<u>127,660.8</u>
Current assets	
Cash and cash equivalents	7,890.5
Trade and other receivables	3,006.7
Inventories	143.6
Total current assets	<u>11,040.8</u>

Statement of Financial Position as at 31 December 2011 (cont'd)



	<u>HK\$'Million</u>
Current liabilities	
Trade and other payables	8,871.1
Bank loans	32.6
Current tax liabilities	279.7
Total current liabilities	<u>9,183.4</u>
Net current assets	<u>1,857.4</u>
Total assets less current liabilities	<u>129,518.2</u>
Non-current liabilities	
Bank loans	29,019.7
Pension obligations	265.3
Deferred tax liabilities	12,209.7
Other non-current liabilities	0.5
Total non-current liabilities	<u>41,495.2</u>
Net assets	<u>88,023.0</u>
EQUITY	
Units in issue	68,539.8
Reserves	550.5
Net assets attributable to unitholders	<u>69,090.3</u>
Non-controlling interests	18,932.7
Total equity	<u>88,023.0</u>

Cashflow Statement for the period ended 31 December 2011



16 March to 31 December 2011

HK\$'Million

Operating activities

Cash generated from operations	5,532.9
Interest and other finance costs paid	(314.4)
Tax paid	(432.8)

Net cash from operating activities	4,785.7
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Investing activities

Acquisition of subsidiary companies	(56,527.4)
Purchase of fixed assets and additions to projects under development	(1,793.8)
Proceeds on disposal of fixed assets	2.0
Dividends received from investments	87.1
Dividends received from associated companies and jointly controlled entities	169.0
Interest received	107.2

Net cash used in investing activities	(57,955.9)
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Financing activities

Issuance of units	42,494.7
Drawdown of bank loans	26,170.0
Repayment of bank loans	(5,774.8)
Upfront debt transaction costs and facilities fee of bank loans	(351.2)
Repayment of loan by a jointly controlled entity	5.0
Distribution to unitholders to HPH Trust	(1,245.4)
Distribution to non-controlling interests	(237.6)

Net cash from financing activities	61,060.7
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Net change in cash and cash equivalents	7,890.5
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Cash and cash equivalents at beginning of the period	0.0
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Cash and cash equivalents at end of the period	7,890.5
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Cashflow Statement for the quarter ended 31 December 2011



1 October to 31 December 2011

HK\$'Million

Operating activities

Cash generated from operations	2,049.9
Interest and other finance costs paid	(110.8)
Tax paid	(227.4)
Net cash from operating activities	<u>1,711.7</u>

Investing activities

Purchase of fixed assets and additions to projects under development	(317.8)
Proceeds on disposal of fixed assets	0.3
Dividends received from investments	85.0
Dividends received from associated companies and jointly controlled entities	80.0
Interest received	36.9
Net cash used in investing activities	<u>(115.6)</u>

Financing activities

Drawdown of bank loans	2,770.0
Repayment of bank loans	(2,771.2)
Repayment of loan by a jointly controlled entity	5.0
Net cash from financing activities	<u>3.8</u>

Net change in cash and cash equivalents	1,599.9
Cash and cash equivalents at beginning of the period	6,290.6
Cash and cash equivalents at end of the period	<u><u>7,890.5</u></u>

4 Outlook and Prospects

Outlook and Prospects

Overview



- Prospects for economic recovery of developed countries remain uncertain. The US is showing signs of health but the Euro-zone debt crisis continues, so demand for manufactured goods in Europe is expected to remain soft
- Economies of the emerging markets are experiencing growth, the Far East, the Middle-East, Africa, Central and South America and Oceania are amongst the most dynamic trade routes. International transshipment along with Intra-Asia trade are expected to continue to grow
- China is still expected to be the key engine of global economic growth in 2012, with the PRD region remaining a main cargo source
- Infrastructure development across China has enlarged South China's catchment area, capturing growth to and from inland regions

Outlook and Prospects

Overview (cont'd)

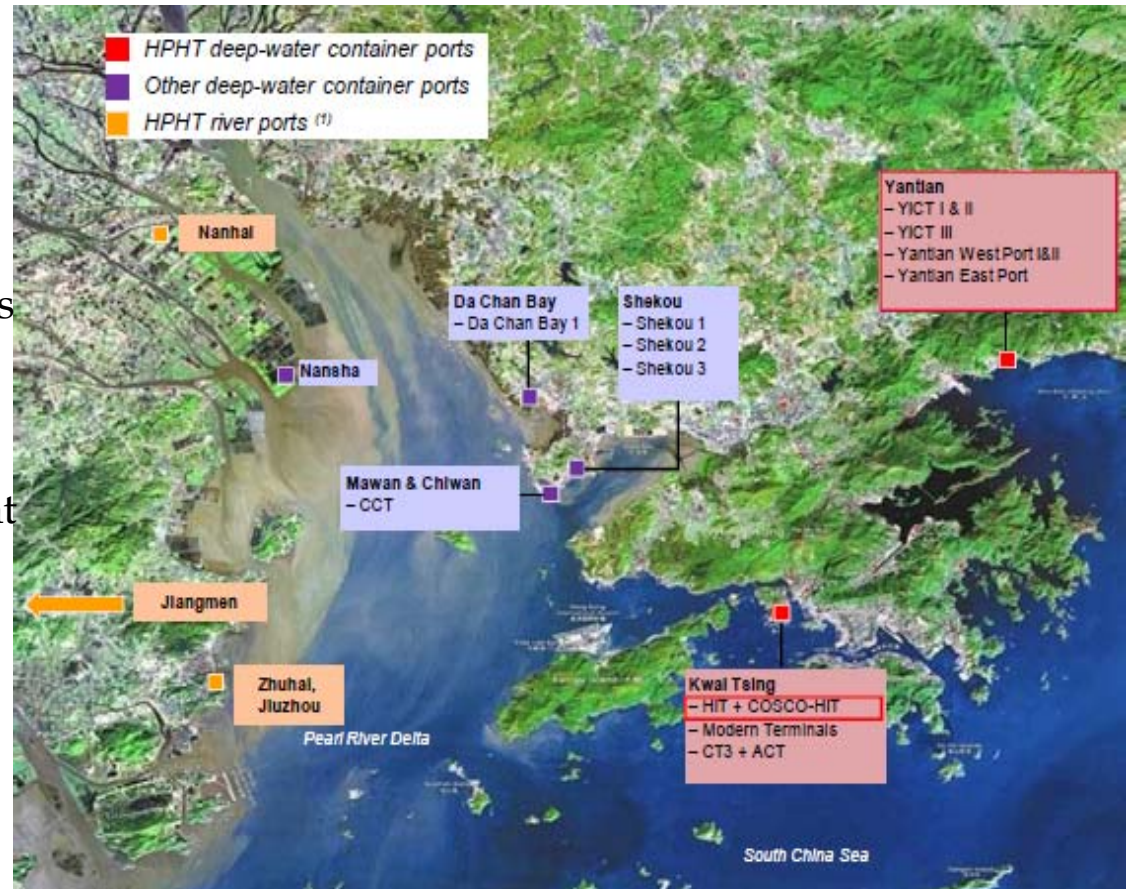


- Carriers have become more cost-driven, deploying larger, more efficient vessels and entering into more vessel sharing agreements , concentrating traffic in larger ports able to handle such vessels. Both HIT and Yantian, with their superior infrastructure and facilities, will benefit from such trend and become increasingly important as more mega vessels are deployed
- The Trustee-Manager will closely monitor overall developments in the market, and manage capital expenditure in line with business demand

Outlook and Prospects

Competitive Advantage

- Hong Kong and East Shenzhen are both natural deep-water ports, and so are the preferred ports of call for mega vessels
- A large number of contiguous deepwater berths provide an unparalleled platform to manage the operational complexities of transshipment and servicing several mega vessels simultaneously
- Superior network connectivity due to current scale and volume of traffic, which is not matched by any port in the region



HIT and YICT have shown resilience in a difficult environment.

(1) HPH Trust holds the economic benefits derived from these river ports, but not the shares of their holding companies

Outlook and Prospects

Competitive Advantage – Mega Vessels



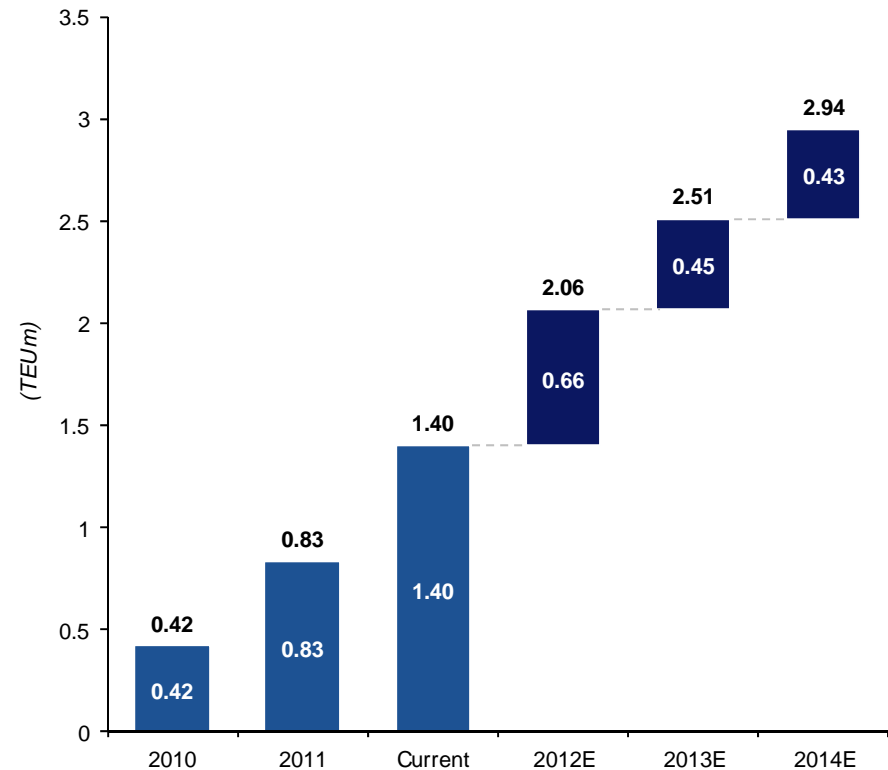
Increasing Use of Mega-vessels Enhances HPH Trust's Competitive Advantages

- The number of mega vessels, in use, is growing at a steady pace
- Size of vessel deployed have increased, allowing economies of scale
- Hong Kong and Yantian will greatly benefit from this trend and will become increasingly important as more mega vessels get delivered

Delivery schedule for >10,000 TEU vessels

of mega vessels

34	66	111	162	194	224
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Source: Clarksons Research (Feb 2012)

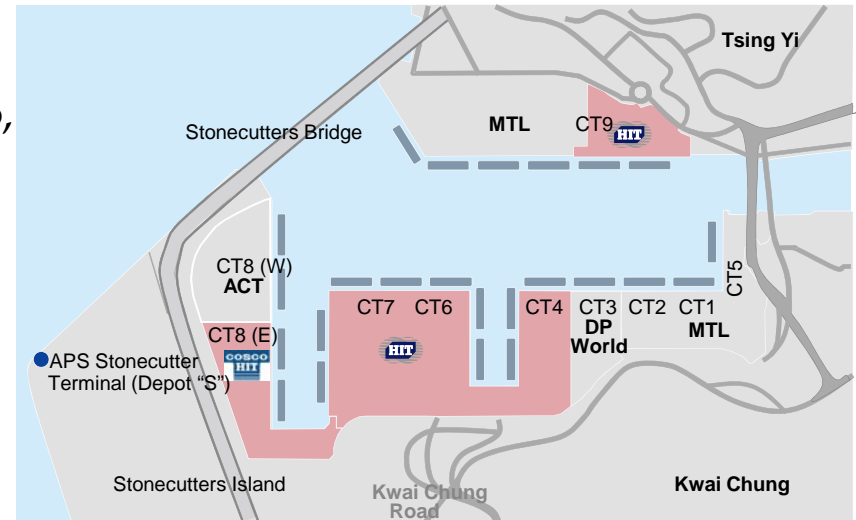
Outlook and Prospects

HPH Trust Ports



Hong Kong

- HIT's role as a regional transshipment hub, benefiting from Hong Kong's
 - Strategic location
 - Free port status
- Steady throughput growth, driven by Intra-Asia trade and other non-US/EU trade
- HIT's ability to furnish a large number of contiguous berths provide an unparalleled platform to manage the operational complexities of transshipment
- Continually increasing capacity through:
 - Additional back-up land area made available by HKSAR Government
 - Consolidation opportunities



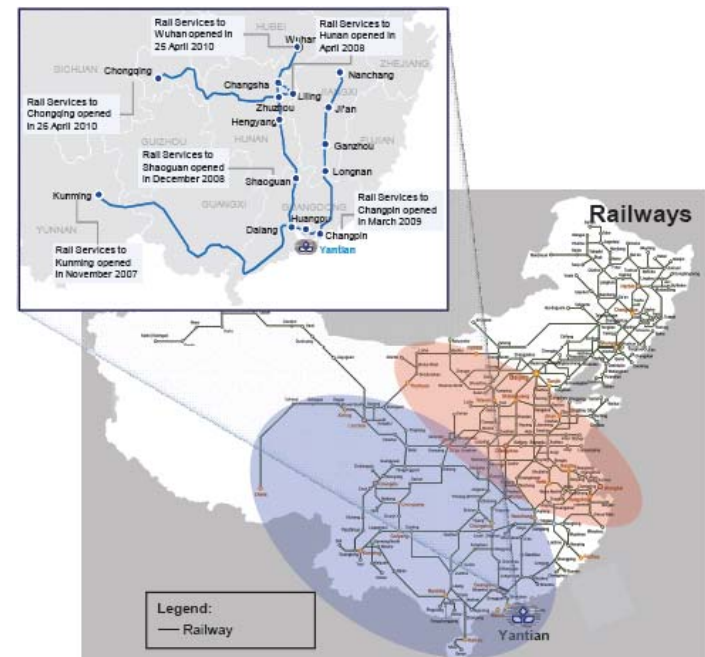
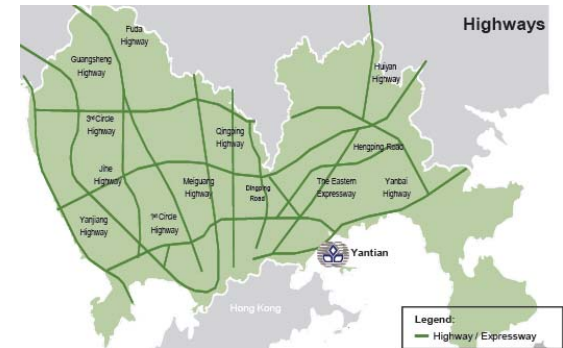
Outlook and Prospects

HPH Trust Ports (cont'd)



Shenzhen

- YICT's superior infrastructure support and ability to handle mega vessels efficiently continues to position it as the leading O&D cargo hub in the region
- Near term focus is to grow throughput volume by targeting more transshipment and business from non-US/EU trade
- YICT continues to expand its hinterland, to benefit from the expansion of manufacturing in the Western and Inland provinces, using its unique on-dock rail connection and congestion free expressway network



Outlook and Prospects

Summary



- Increase throughput by focusing on International transshipment, Intra-Asia trade and high growth routes
- Trust ports are in a unique position to benefit from the trend towards more vessel sharing agreements & the use of larger vessel
- Concentrate on improving efficiency of handling mega-vessel along with stringent cost management
- Manage capital expenditure in line with business demand
- Management committed to maintaining a stable DPU yield