



**HPH  
TRUST**

***Your Preferred Port-of-Call***

**2012 Financial Results  
Presentation for the Period Ended  
30 September 2012**

# 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 30 September 2012 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 were 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.

# Table of Contents

---

1 Key Highlights

2 Business Review for the Period Ended 30 September 2012

3 Key Financial Performance

4 Outlook and Prospects

# 1 Key Highlights

## Key Highlights

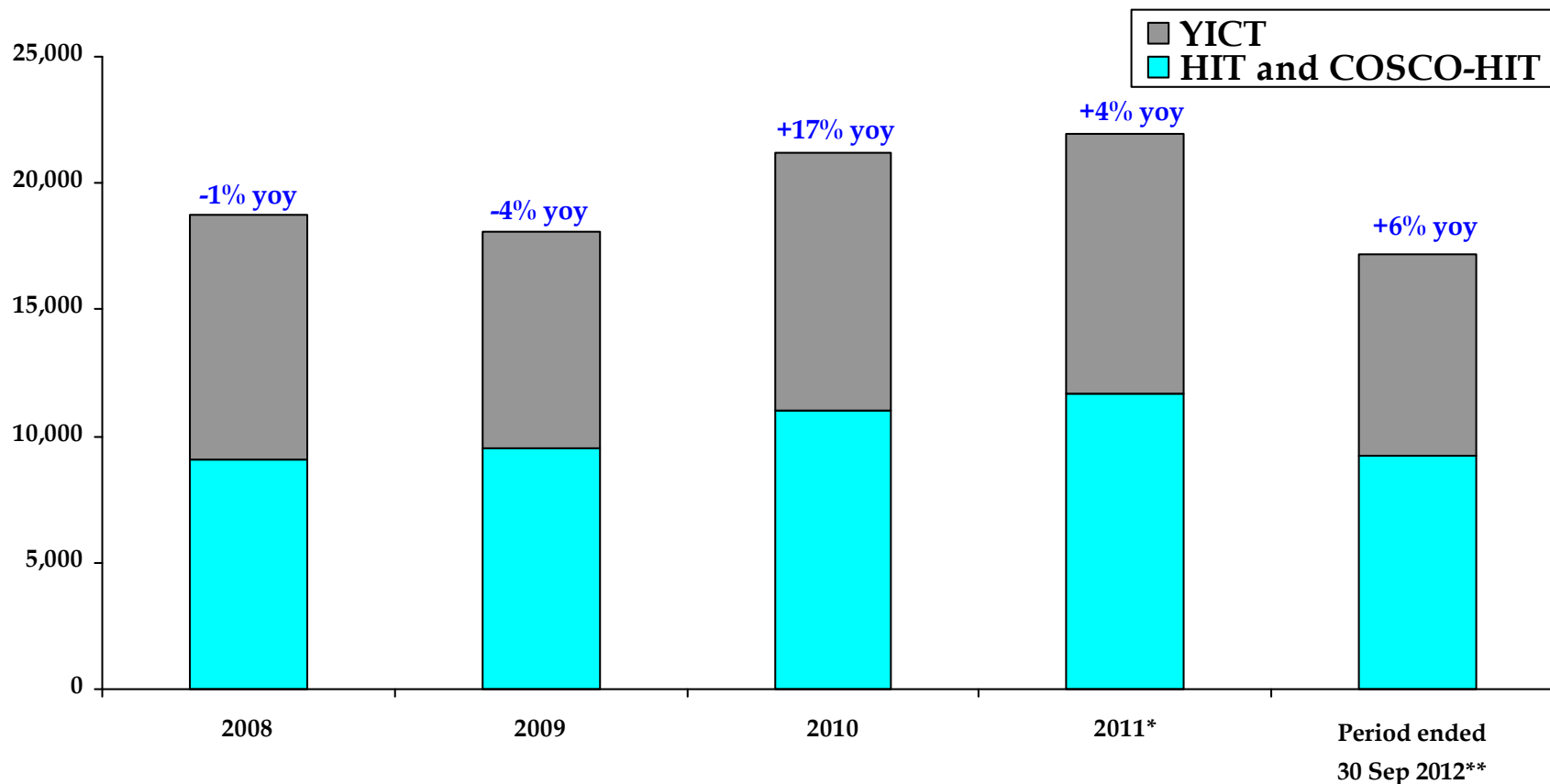
---

- HPH Trust ports' throughput had 6% yoy growth, despite the challenging business environment
- Revenue and other income was 9% below the Prospectus projection as the demand on the US and Europe trade has been weak since 2011
- NPAT was 13% below the Prospectus projection due to lower throughput. NPAT attributable to unitholders was 13% below the Prospectus projection

2 Business Review for the Period Ended 30 September  
2012

# Key Business Update

Throughput Volume (TEU in thousand)



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

\*\* The yoy percentage is compared to same period in 2011.

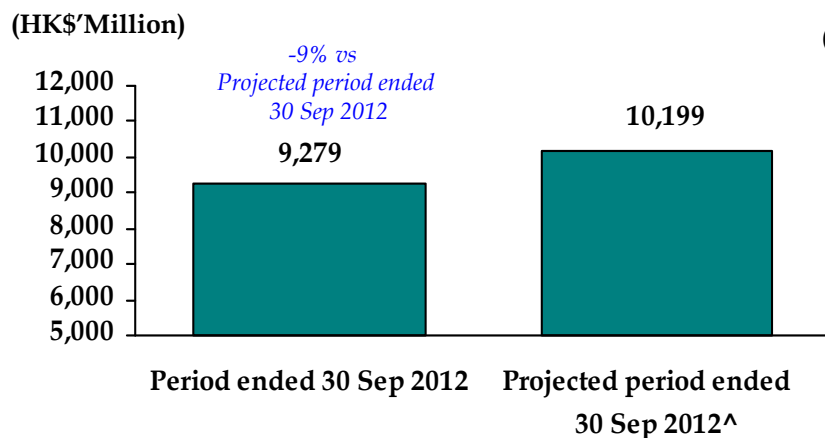
## 3 Key Financial Performance



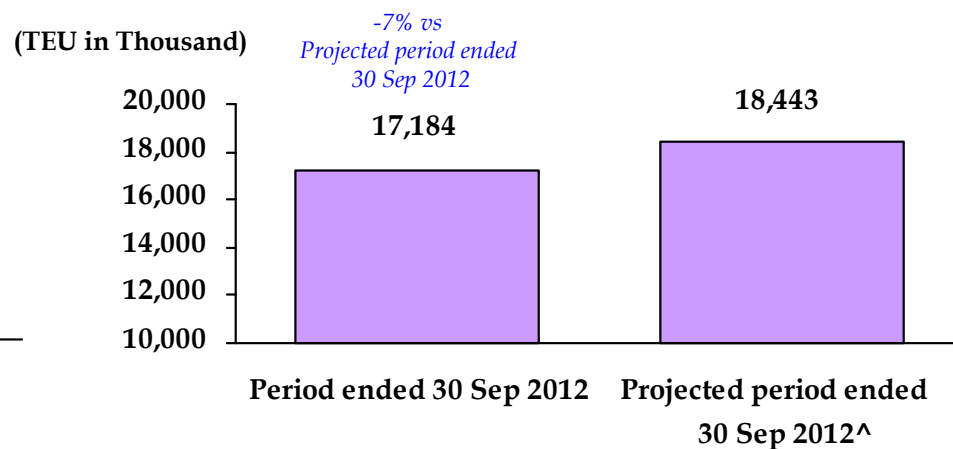
# Key Financial Performance



## Revenue and other income



## Throughput

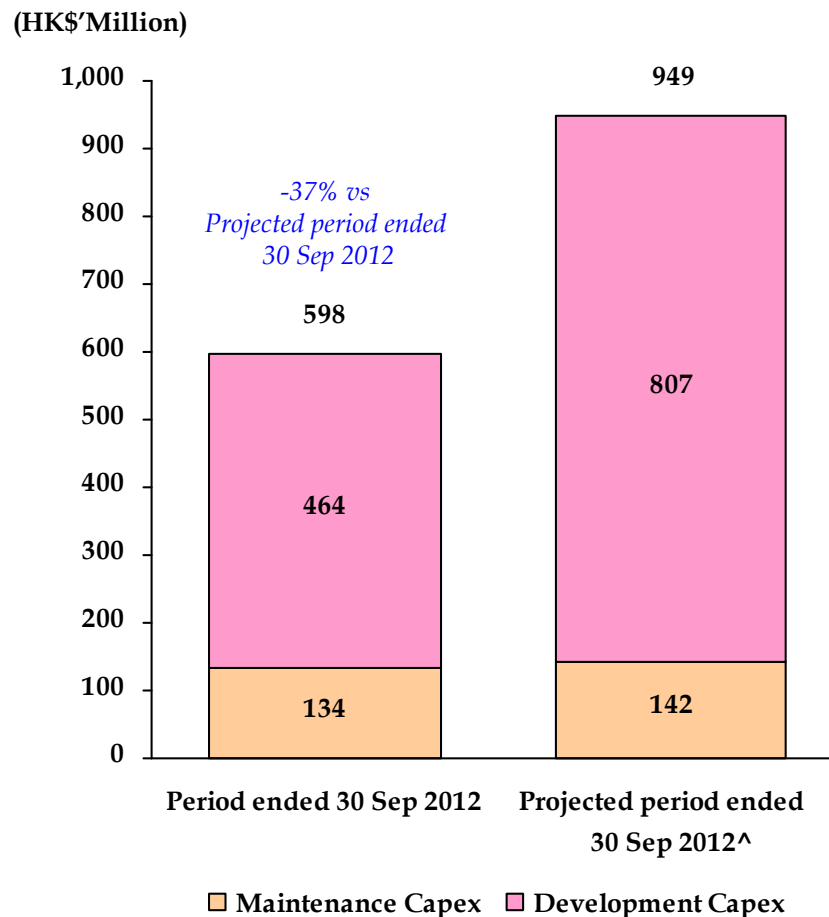


<sup>^</sup> The Projection figures formed part of the Projection Year 2012 figures disclosed in the Prospectus

# Key Financial Performance



## Total Capex



^ The Projection figures formed part of the Projection Year 2012 figures disclosed in the Prospectus

# Key Financial Performance

## *Financial Position*

---



As at 30 September 2012  
HK\$'Million

---

Short Term Debt	\$32.6
Long Term Debt	\$29,260.1
Total Consolidated Debt	\$29,292.7
Total Consolidated Cash	\$5,095.6

# Unaudited Financial Results of HPH Trust for the Period Ended 30 September 2012 against Prospectus



(HK\$ Million)	1 January to 30 September 2012		% variance Fav/(Unfav)
	Actual	Projection <sup>(N1)</sup>	
<b>Revenue and other income</b>	<b>9,279.2</b>	<b>10,198.9</b>	<b>(9%)</b>
Cost of services rendered	(3,204.9)	(3,366.5)	5%
Staff costs	(199.9)	(214.4)	7%
Depreciation and amortisation	(2,067.7)	(2,201.9)	6%
Other operating income	22.4	37.3	(40%)
Other operating expenses	(632.7)	(613.4)	(3%)
<b>Total operating expenses</b>	<b>(6,082.8)</b>	<b>(6,358.9)</b>	<b>4%</b>
Operating profit	3,196.4	3,840.0	(17%)
Interest and other finance costs	(450.6)	(548.3)	18%
Share of profits/(losses) after tax of Associated Cos/JCE	133.6	113.4	18%
<b>Profit before tax</b>	<b>2,879.4</b>	<b>3,405.1</b>	<b>(15%)</b>
Taxation	(287.4)	(430.6)	33%
<b>Profit after tax</b>	<b>2,592.0</b>	<b>2,974.5</b>	<b>(13%)</b>
<b>Profit after tax attributable to non-controlling interests</b>	<b>(947.2)</b>	<b>(1,078.6)</b>	<b>(12%)</b>
<b>Profit after tax attributable to unitholders of HPH Trust</b>	<b>1,644.8</b>	<b>1,895.9</b>	<b>(13%)</b>

N1 The Projection figures formed part of the Projection Year 2012 figures disclosed in the Prospectus

There are no material differences between HKFRSs and IFRSs and no material adjustments are required to restate the financial statements of HPH Trust in accordance with IFRSs

# Unaudited Financial Results of HPH Trust for the Quarter Ended 30 September 2012 against Prospectus



(HK\$'Million)	1 July to 30 September 2012		
	<u>Actual</u>	<u>Projection</u> <sup>(N1)</sup>	<u>% variance Fav/(Unfav)</u>
<b>Revenue and other income</b>	<b>3,329.8</b>	<b>3,808.1</b>	<b>(13%)</b>
Cost of services rendered	(1,152.8)	(1,227.1)	6%
Staff costs	(67.3)	(70.8)	5%
Depreciation and amortisation	(694.4)	(743.4)	7%
Other operating income	9.3	15.1	(38%)
Other operating expenses	(222.7)	(205.6)	(8%)
<b>Total operating expenses</b>	<b>(2,127.9)</b>	<b>(2,231.8)</b>	<b>5%</b>
Operating profit	1,201.9	1,576.3	(24%)
Interest and other finance costs	(149.9)	(183.2)	18%
Share of profits/(losses) after tax of Associated Cos/JCE	46.6	39.1	19%
<b>Profit before tax</b>	<b>1,098.6</b>	<b>1,432.2</b>	<b>(23%)</b>
Taxation	(97.4)	(185.5)	47%
<b>Profit after tax</b>	<b>1,001.2</b>	<b>1,246.7</b>	<b>(20%)</b>
<b>Profit after tax attributable to non-controlling interests</b>	<b>(399.5)</b>	<b>(462.7)</b>	<b>(14%)</b>
<b>Profit after tax attributable to unitholders of HPH Trust</b>	<b>601.7</b>	<b>784.0</b>	<b>(23%)</b>

N1 The Projection figures formed part of the Projection Year 2012 figures disclosed in the Prospectus

There are no material differences between HKFRSs and IFRSs and no material adjustments are required to restate the financial statements of HPH Trust in accordance with IFRSs

# Unaudited Financial Results of HPH Trust for the Period Ended 30 September 2012 against Last Year



(HK\$'Million)	1 January to 30 September		
	2012 <u>Actual</u>	2011 <u>Actual</u> <sup>(N1)</sup>	% variance <u>Fav/(Unfav)</u>
<b>Revenue and other income</b>	<b>9,279.2</b>	<b>6,646.5</b>	<b>40%</b>
Cost of services rendered	(3,204.9)	(2,206.4)	(45%)
Staff costs	(199.9)	(132.9)	(50%)
Depreciation and amortisation	(2,067.7)	(1,462.1)	(41%)
Other operating income	22.4	115.1	(81%)
Other operating expenses	(632.7)	(400.6)	(58%)
<b>Total operating expenses</b>	<b>(6,082.8)</b>	<b>(4,086.9)</b>	<b>(49%)</b>
Operating profit	3,196.4	2,559.6	25%
Interest and other finance costs	(450.6)	(277.6)	(62%)
Share of profits/(losses) after tax of Associated Cos/JCE	133.6	106.5	25%
<b>Profit before tax</b>	<b>2,879.4</b>	<b>2,388.5</b>	<b>21%</b>
Taxation	(287.4)	(287.8)	0%
<b>Profit after tax</b>	<b>2,592.0</b>	<b>2,100.7</b>	<b>23%</b>
<b>Profit after tax attributable to non-controlling interests</b>	<b>(947.2)</b>	<b>(738.6)</b>	<b>28%</b>
<b>Profit after tax attributable to unitholders of HPH Trust</b>	<b>1,644.8</b>	<b>1,362.1</b>	<b>21%</b>

N1 The period is from 25 February 2011 (date of constitution of HPH Trust) to 30 September 2011

*There are no material differences between HKFRSs and IFRSs and no material adjustments are required to restate the financial statements of HPH Trust in accordance with IFRSs*

# Unaudited Financial Results of HPH Trust for the Quarter Ended 30 September 2012 against Last Year



(HK\$ Million)	1 July to 30 September		
	2012 <u>Actual</u>	2011 <u>Actual</u>	% variance <u>Fav/(Unfav)</u>
<b>Revenue and other income</b>	<b>3,329.8</b>	<b>3,246.6</b>	<b>3%</b>
Cost of services rendered	(1,152.8)	(1,075.6)	(7%)
Staff costs	(67.3)	(61.8)	(9%)
Depreciation and amortisation	(694.4)	(677.4)	(3%)
Other operating income	9.3	64.3	(86%)
Other operating expenses	(222.7)	(169.5)	(31%)
<b>Total operating expenses</b>	<b>(2,127.9)</b>	<b>(1,920.0)</b>	<b>(11%)</b>
Operating profit	1,201.9	1,326.6	(9%)
Interest and other finance costs	(149.9)	(126.5)	(18%)
Share of profits/(losses) after tax of Associated Cos/JCE	46.6	47.6	(2%)
<b>Profit before tax</b>	<b>1,098.6</b>	<b>1,247.7</b>	<b>(12%)</b>
Taxation	(97.4)	(151.4)	36%
<b>Profit after tax</b>	<b>1,001.2</b>	<b>1,096.3</b>	<b>(9%)</b>
<b>Profit after tax attributable to non-controlling interests</b>	<b>(399.5)</b>	<b>(387.9)</b>	<b>3%</b>
<b>Profit after tax attributable to unitholders of HPH Trust</b>	<b>601.7</b>	<b>708.4</b>	<b>(15%)</b>

*There are no material differences between HKFRSs and IFRSs and no material adjustments are required to restate the financial statements of HPH Trust in accordance with IFRSs*

# Statements of Financial Position as at 30 September 2012 and 31 December 2011



(HK\$'Million)	30 September 2012 <u>Unaudited</u>	31 December 2011 <u>Audited</u>
<b>ASSETS</b>		
<b>Non-Current assets</b>		
Fixed assets	26,380.9	26,765.0
Projects under development	1,107.4	1,349.7
Leasehold land and land use rights	45,272.1	46,221.3
Railway usage rights	16.0	16.4
Customer relationships	7,924.8	8,171.0
Goodwill	41,629.0	41,594.1
Associated companies	144.1	129.2
Jointly controlled entities	2,579.1	2,595.5
Investments	817.1	809.6
Deferred tax asset	9.0	9.0
<b>Total non-current assets</b>	<u>125,879.5</u>	<u>127,660.8</u>
<b>Current assets</b>		
Cash and cash equivalents	5,095.6	7,890.5
Trade and other receivables	3,010.8	3,006.7
Inventories	139.9	143.6
<b>Total current assets</b>	<u>8,246.3</u>	<u>11,040.8</u>



# Statements of Financial Position as at 30 September 2012 and 31 December 2011 (cont'd)



(HK\$'Million)	30 September 2012 <u>Unaudited</u>	31 December 2011 <u>Audited</u>
<b>Current liabilities</b>		
Trade and other payables	6,786.5	8,871.1
Bank loans	32.6	32.6
Current tax liabilities	314.1	279.7
<b>Total current liabilities</b>	<u>7,133.2</u>	<u>9,183.4</u>
<b>Net current assets</b>	<u>1,113.1</u>	<u>1,857.4</u>
<b>Total assets less current liabilities</b>	<u>126,992.6</u>	<u>129,518.2</u>
<b>Non-current liabilities</b>		
Bank loans	29,092.6	29,019.7
Pension obligations	246.4	265.3
Deferred tax liabilities	12,027.6	12,209.7
Other non-current liabilities	0.7	0.5
<b>Total non-current liabilities</b>	<u>41,367.3</u>	<u>41,495.2</u>
<b>Net assets</b>	<u>85,625.3</u>	<u>88,023.0</u>
<b>EQUITY</b>		
Units in issue	68,539.8	68,539.8
Reserves	(1,929.6)	550.5
<b>Net assets attributable to unitholders</b>	<u>66,610.2</u>	<u>69,090.3</u>
Non-controlling interests	19,015.1	18,932.7
<b>Total equity</b>	<u>85,625.3</u>	<u>88,023.0</u>

# Cashflow Statements for the Period Ended 30 September 2012 and 30 September 2011



(HK\$'Million)	<u>1 January to 30 September 2012</u>	<u>25 February to 30 September 2011</u>
<b>Operating activities</b>		
Cash generated from operations	4,060.7	3,483.0
Interest and other finance costs paid	(358.8)	(203.6)
Tax paid	(434.9)	(205.4)
<b>Net cash from operating activities</b>	<u>3,267.0</u>	<u>3,074.0</u>
<b>Investing activities</b>		
Acquisition of subsidiary companies	0.0	(56,527.4)
Purchase of fixed assets and additions to projects under development	(598.1)	(1,476.0)
Proceeds on disposal of fixed assets	3.2	1.7
Dividends received from investments	11.0	2.1
Dividends received from associated companies and jointly controlled entities	142.3	89.0
Interest received	80.0	70.3
<b>Net cash used in investing activities</b>	<u>(361.6)</u>	<u>(57,840.3)</u>
<b>Financing activities</b>		
Issuance of units	0.0	42,494.7
Drawdown of bank loans	0.0	23,400.0
Repayment of bank loans	(17.5)	(3,003.6)
Upfront debt transaction costs and facilities fee of bank loans	0.0	(351.2)
Distribution to unitholders of HPH Trust	(4,132.4)	(1,245.4)
Distribution to non-controlling interests	(1,550.4)	(237.6)
<b>Net cash (used in)/from financing activities</b>	<u>(5,700.3)</u>	<u>61,056.9</u>
<b>Net change in cash and cash equivalents</b>	(2,794.9)	6,290.6
Cash and cash equivalents at beginning of the period	7,890.5	0.0
Cash and cash equivalents at end of the period	<u>5,095.6</u>	<u>6,290.6</u>

# Cashflow Statements for the Quarter Ended 30 September 2012 and 30 September 2011



(HK\$'Million)	<u>1 July to 30 September 2012</u>	<u>1 July to 30 September 2011</u>
<b>Operating activities</b>		
Cash generated from operations	1,870.7	1,606.2
Interest and other finance costs paid	(118.5)	(97.1)
Tax paid	(149.8)	(65.6)
<b>Net cash from operating activities</b>	<u>1,602.4</u>	<u>1,443.5</u>
<b>Investing activities</b>		
Purchase of fixed assets and additions to projects under development	(227.9)	(1,232.7)
Proceeds on disposal of fixed assets	0.4	1.3
Dividends received from investments	8.9	0.0
Dividends received from associated companies and jointly controlled entities	44.0	44.3
Interest received	24.0	22.6
<b>Net cash used in investing activities</b>	<u>(150.6)</u>	<u>(1,164.5)</u>
<b>Financing activities</b>		
Repayment of bank loans	(1.2)	(1.2)
Distribution to unitholders of HPH Trust	(2,094.5)	(1,245.4)
Distribution to non-controlling interests	(865.1)	(237.6)
<b>Net cash used in financing activities</b>	<u>(2,960.8)</u>	<u>(1,484.2)</u>
<b>Net change in cash and cash equivalents</b>	<u>(1,509.0)</u>	<u>(1,205.2)</u>
Cash and cash equivalents at beginning of the period	6,604.6	7,495.8
Cash and cash equivalents at end of the period	<u>5,095.6</u>	<u>6,290.6</u>

## 4 Outlook and Prospects

# Outlook and Prospects

## *Overview*

---



- Global economy remains sluggish with slow growth in trade. The US economic recovery is gaining momentum and showing signs of healthiness. The demand for manufacturing and consumer goods in Euro-zone is expected to remain soft due to rising unemployment and weak consumer sentiment
- Emerging countries play a more significant role in driving the global recovery with their continued increase in economic heft. Transshipment along with trade routes such as the Far East, Africa, Central and South America and Oceania continue to expand and are expected to outperform those of the US and Europe
- In addition to the official interest rate cuts in earlier months, the Chinese government approved infrastructure projects of over US\$150 billion to support GDP growth. Further stimuli are expected in the coming months to bolster the export
- China continues to be the key engine of global growth with Pearl River Delta region remaining a main cargo source and the gateway to the Guangdong Province trade catchment area. HPH Trust's ports shall continue to benefit from China's growth

# Outlook and Prospects (cont'd)

## *Overview*

---



- Shipping lines continue to reduce costs and achieve economies of scale by deploying more mega vessels, entering into more vessel sharing agreements and consolidating traffic at larger ports
- All of these measures are expected to benefit HPH Trust's ports given their superior infrastructure, natural deep water channels, long contiguous berths and scale of operations
- The Trustee-Manager is confident that HPH Trust will respond promptly and effectively to any challenges, given its strong fundamentals