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# Hutchison Whampoa Limited

*(incorporated in Hong Kong with limited liability)*  
**(Stock Code: 13)**

## **ANNOUNCEMENT**

### **RECENT OPERATIONAL DATA AND UNAUDITED FINANCIAL INFORMATION**

This announcement is issued by Hutchison Whampoa Limited (the “Company”) pursuant to Rule 13.09 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”).

Further to the presentation made and announced by the Company on 6 October 2011, the Company wishes to provide to its shareholders and stakeholders the attached presentation of its year-to-date business performance (the “Presentation”) which contains selective recent operational data and unaudited financial information of the Company.

The Company is pleased to announce that business operations of the Company and its subsidiaries (the “Group”) performed well during the first nine months of 2011. The Group’s total revenue for the nine months ended 30 September 2011, excluding contributions from Hutchison Ports Holdings Trust (the “Trust”), which will announce its third quarter results on 14 November 2011, was US\$35.9 billion, 25% higher than the same period last year on a comparable basis. Recurring EBITDA, excluding one-off gains of the ports and related services division and contributions from the Trust, increased 37% on a comparable basis, from the same period last year to US\$7.0 billion for the nine months ended 30 September 2011.

The Group Managing Director of the Company Mr. Canning Fok said: “Our businesses overall continue to perform well despite market uncertainties, particularly in Europe. The Christmas trading season will of course be important to our retail and telecom businesses in particular, but I believe in any case that our businesses will continue to demonstrate resilience.”

Potential investors and shareholders of the Company (the “Potential Investors and Shareholders”) are reminded that the Presentation comprises extracts of recent operational data and financial information of the Group which have not been reviewed or audited by the Company’s auditors. The audited annual results of the Company for the year ending 31 December 2011 will be published as required by and in accordance with the Listing Rules.

**Potential Investors and Shareholders should exercise caution when investing in or dealing in the securities of the Company.**

By Order of the Board

**Edith Shih**  
*Company Secretary*

Hong Kong, 8 November 2011

As at the date of this announcement, the directors of the Company are:

**Executive Directors:**

Mr LI Ka-shing (*Chairman*)  
Mr LI Tzar Kuoi, Victor (*Deputy Chairman*)  
Mr FOK Kin-ning, Canning  
Mrs CHOW WOO Mo Fong, Susan  
Mr Frank John SIXT  
Mr LAI Kai Ming, Dominic  
Mr KAM Hing Lam

**Non-executive Director:**

Mr George Colin MAGNUS

**Independent Non-executive Directors:**

The Hon Sir Michael David KADOORIE  
Mr Holger KLUGE  
Mrs Margaret LEUNG KO May Yee  
Mr William Elkin MOCATTA  
*(Alternate to The Hon Sir Michael  
David Kadoorie)*  
Mr William SHURNIAK  
Mr WONG Chung Hin



Hutchison Whampoa Limited



# Disclaimer



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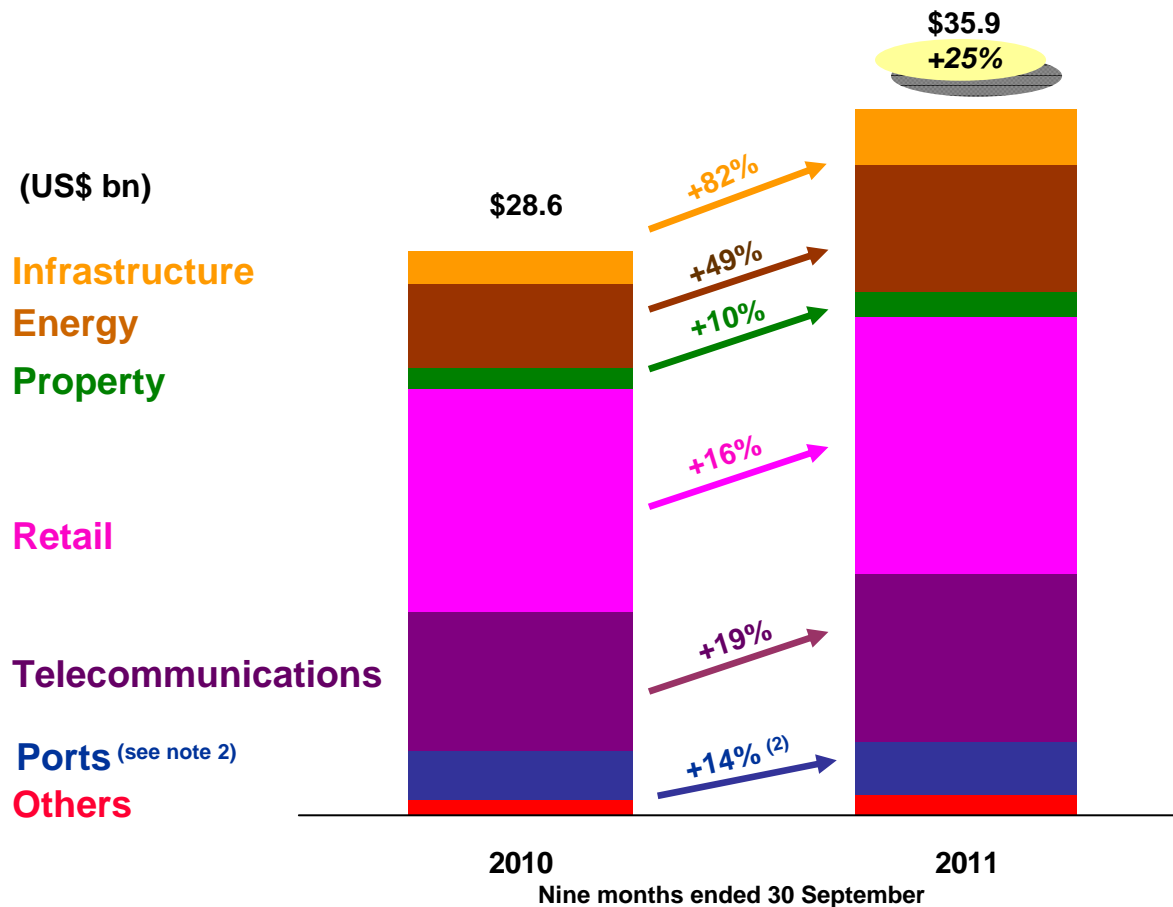
*Note: Amounts in this presentation in HKD converted to USD at 7.8 for reference purpose only.*

# HWL Group Performance Update

Robust Growth Across All Businesses: +25% Y-O-Y for the nine months ended 30 September 2011 to US\$35.9bn



## HWL Group Revenue <sup>(1)</sup> by Division



Note (1): Revenue includes share of associates and jointly controlled entities but excludes contributions from HPH Trust operations ("HPHT") in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

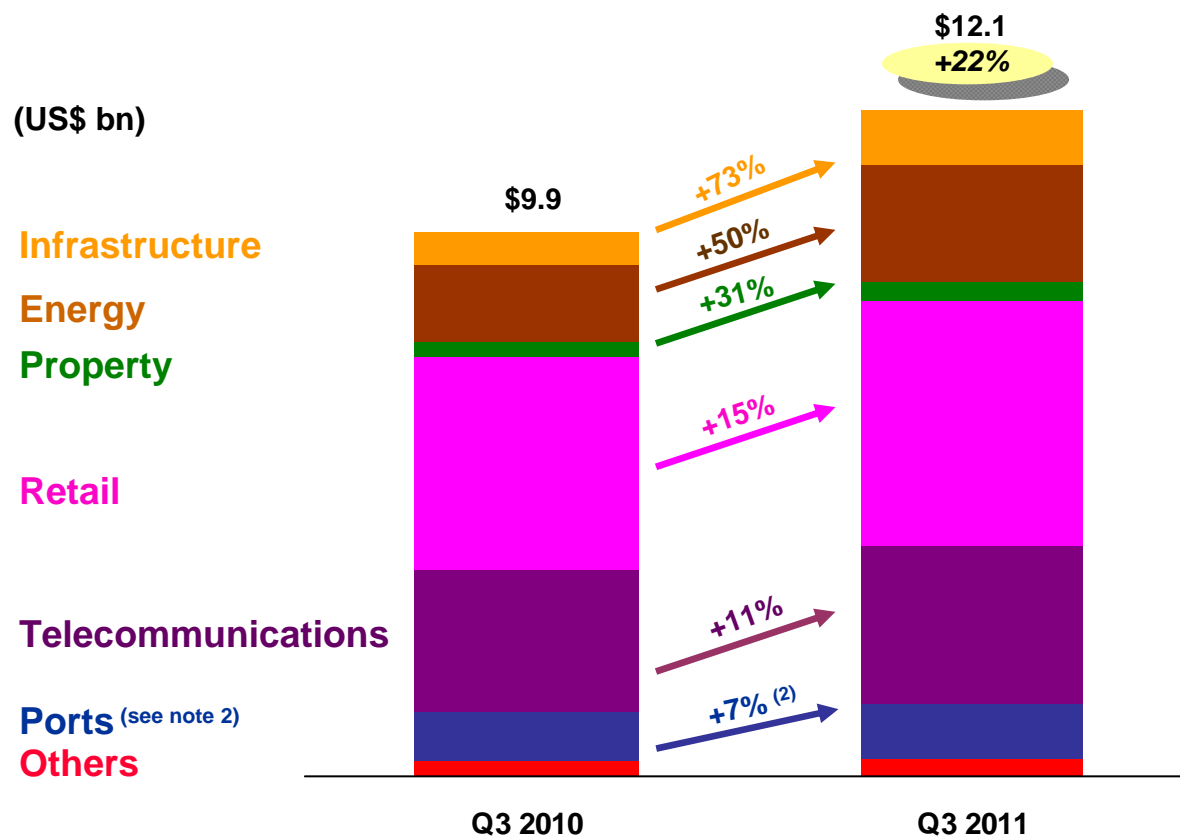
Note (2): Revenue contribution of ports and related services and the related % change exclude contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

# HWL Group Performance Update

Robust Growth Across All Businesses: +22% Y-O-Y for Q3 2011 to US\$12.1bn



## HWL Group Revenue <sup>(1)</sup> by Division



Note (1): Revenue includes share of associates and jointly controlled entities but excludes contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

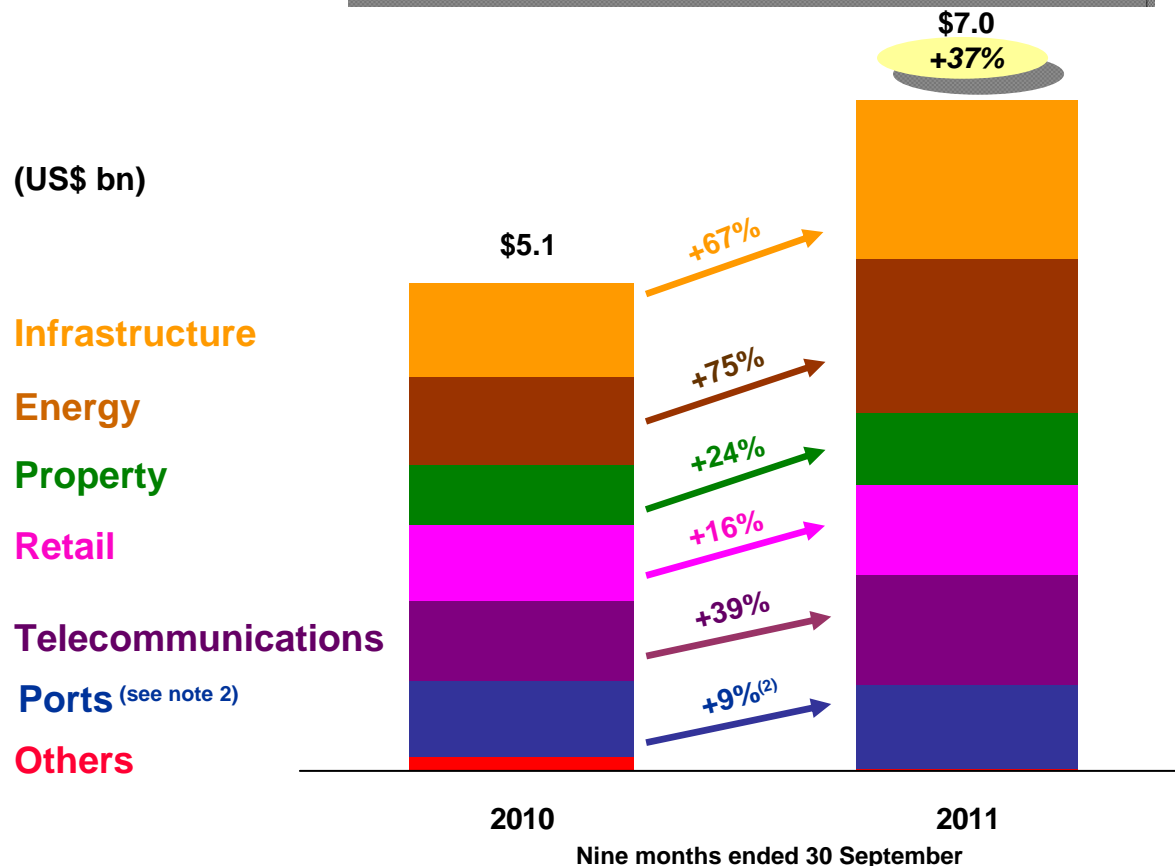
Note (2): Revenue contribution of ports and related services and the related % change exclude contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

# HWL Group Performance Update

EBITDA Growth Even Stronger: +37% Y-O-Y for the nine months ended 30 September 2011 to US\$7.0bn



## HWL Group EBITDA <sup>(1)</sup> by Division



Note (1): EBITDA represents EBITDA after all acquisition and retention costs and includes share of associates and jointly controlled entities. This excludes one-time profit on IPO of HPH Trust of US\$4,766mn and non-cash one-time gain of US\$59mn of 3 Italia as reported in 1H 2011. This also excludes ports and related services division's one-off gains in 1H 2010 and contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

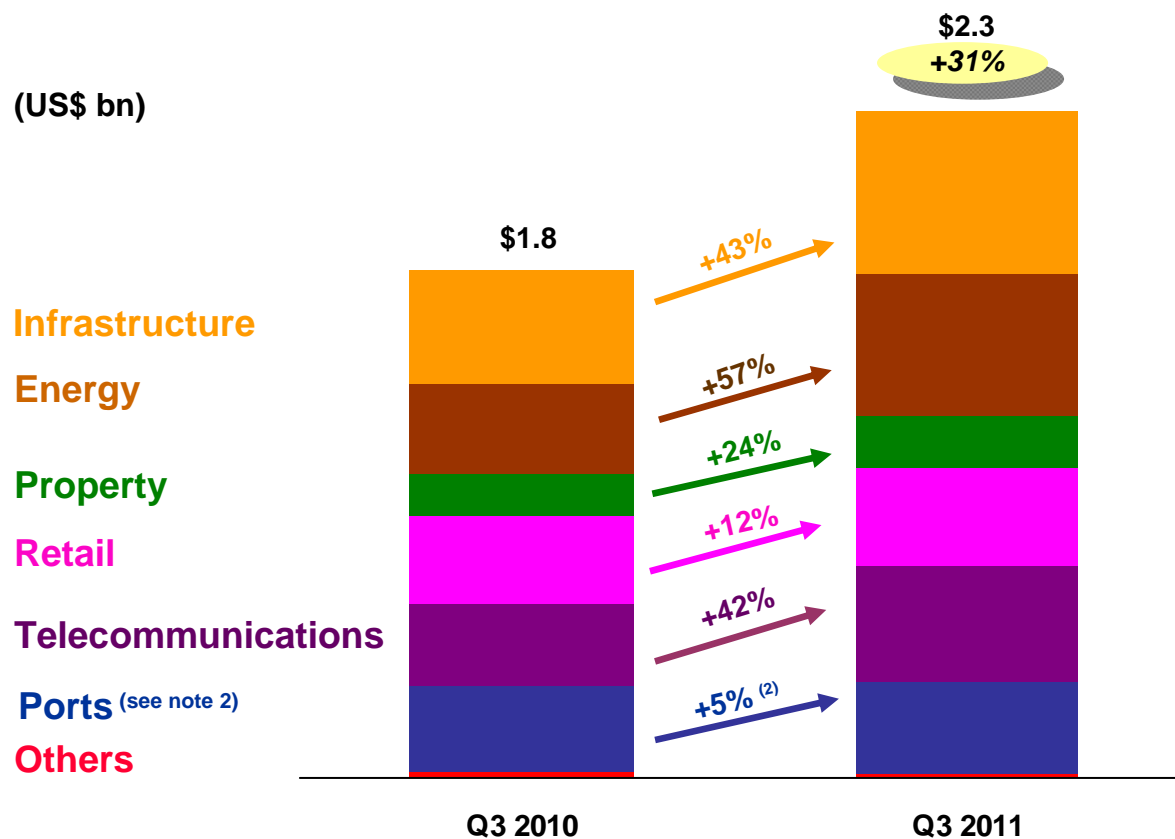
Note (2): EBITDA contributions of ports and related services and the related % changes exclude one-time profit on IPO of HPH Trust of US\$4,766mn, one-off gains in 1H 2010 and contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

# HWL Group Performance Update

EBITDA Growth Even Stronger: +31% Y-O-Y for Q3 2011 to US\$2.3bn



## HWL Group EBITDA <sup>(1)</sup> by Division



Note (1): EBITDA represents EBITDA after all acquisition and retention costs and includes share of associates and jointly controlled entities. This excludes contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011

Note (2): EBITDA contributions of ports and related services and the related % changes exclude contributions from HPHT in both periods. HPH Trust will announce their Q3 2011 results on 14 November 2011



The background is a solid red color. On the left side, there is a pattern of rounded squares that recedes into the distance, creating a perspective effect. The squares are arranged in a grid and become smaller and more densely packed as they move towards the left edge of the frame.

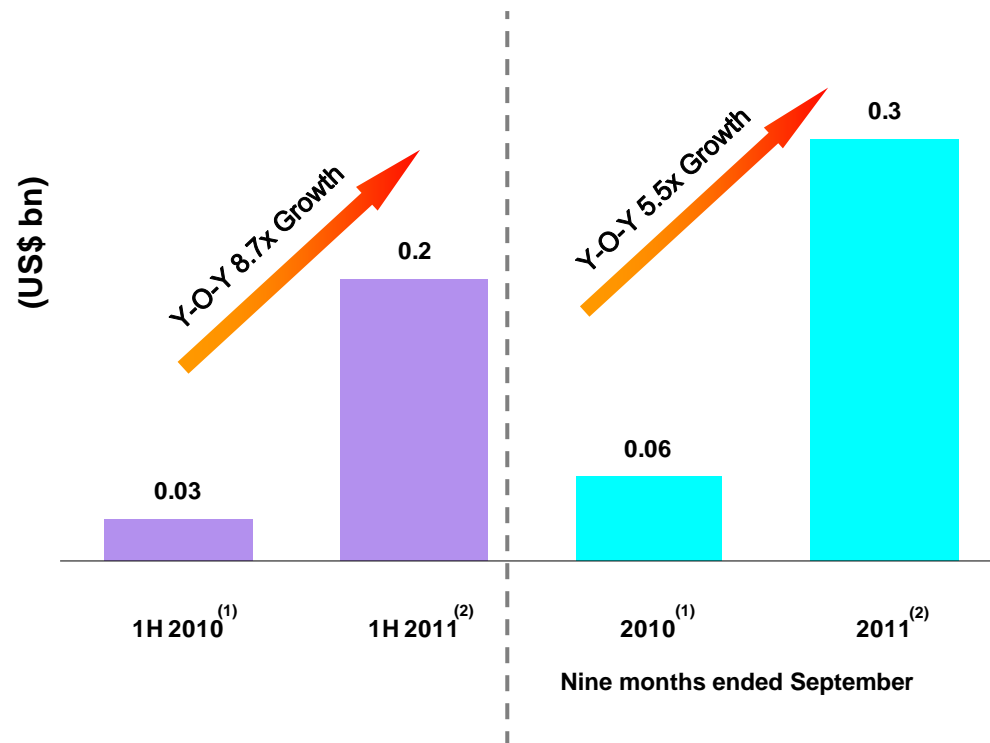
# European Business Update

# Infrastructure – CKI UK Operations

Continued Growth in Contributions from Earnings-Accretive Investments; 5.5x Growth Y-O-Y for the nine months ended September 2011



## Profits from UK Operations Attributable to Shareholders



Note (1): This does not include contributions from UK Power Networks (formerly known as EDF Energy Plc).

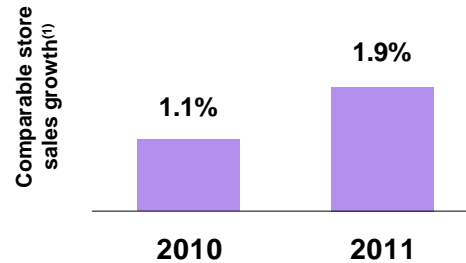
Note (2): This does not include contributions from Northumbrian Water.

# Retail – European Operations

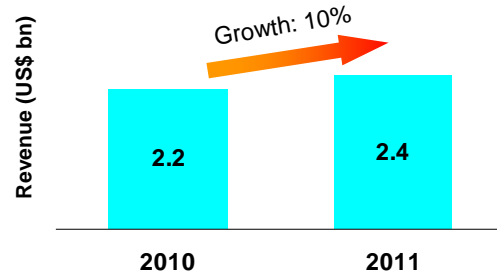
Retail in Europe Continues to Grow, Driven by both New Store Openings and Rising Comparable Store Sales



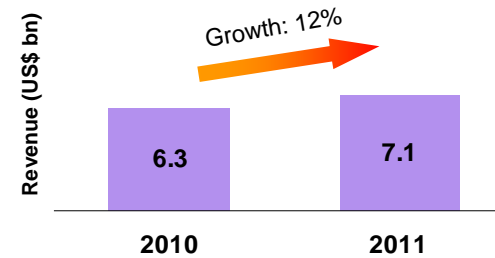
## Nine months ended September



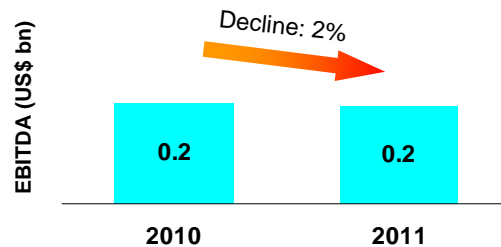
## Third Quarter



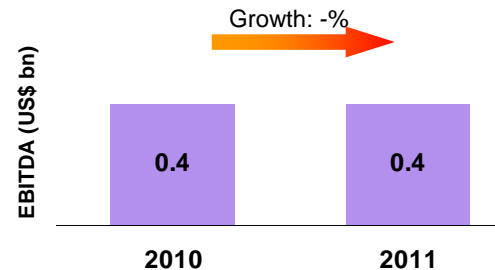
## Nine months ended September



## Third Quarter



## Nine months ended September



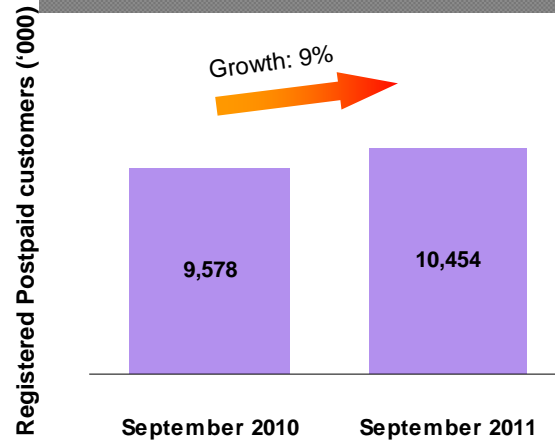
Note (1): Comparable store sales growth represents the % change in net sales from comparable stores from the same period last year.

# 3 Group – European Operations (Postpaid ~85% of 3 Group Revenue)

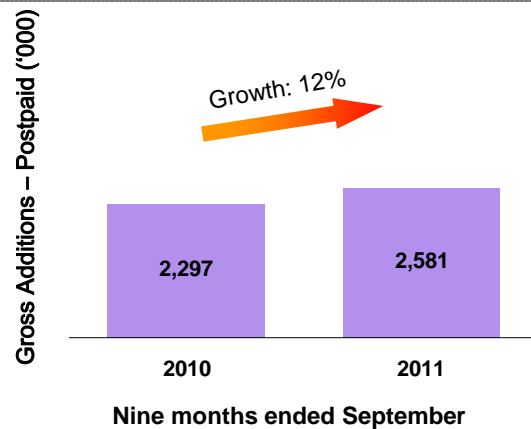
## Leading Market Share of Smartphone and Mobile Broadband Customers



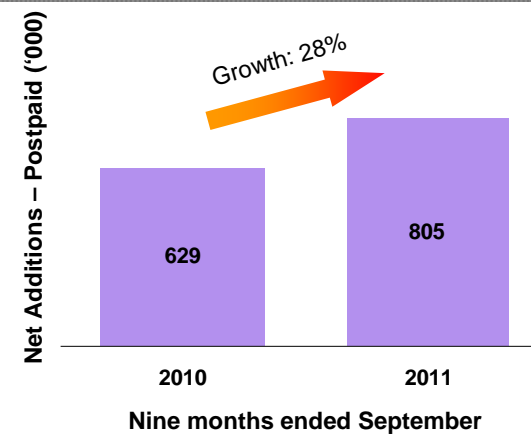
### Closing Customers



### Gross Additions

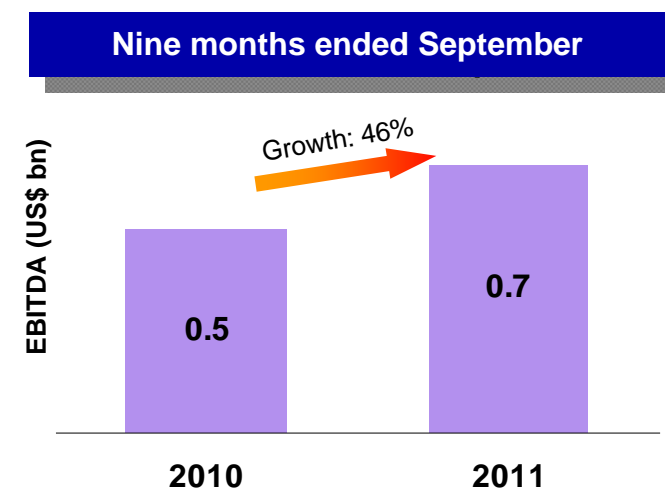
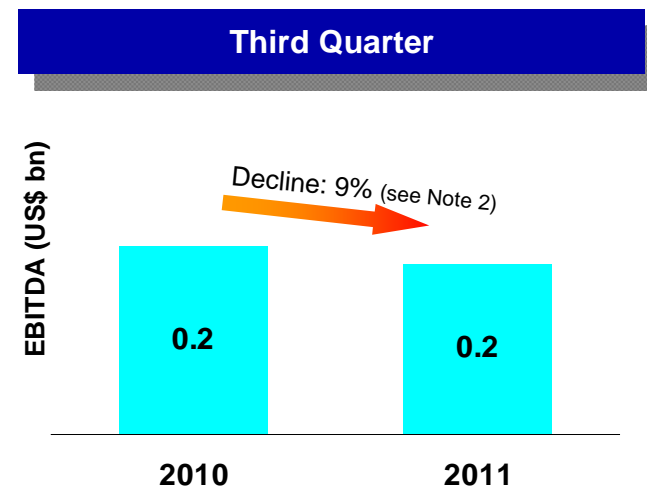
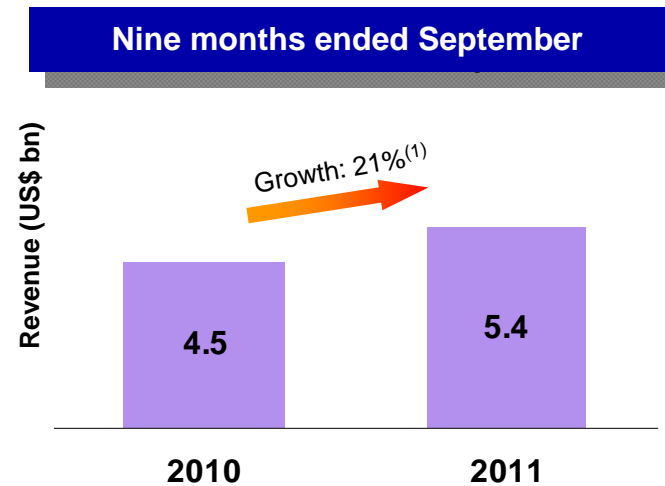
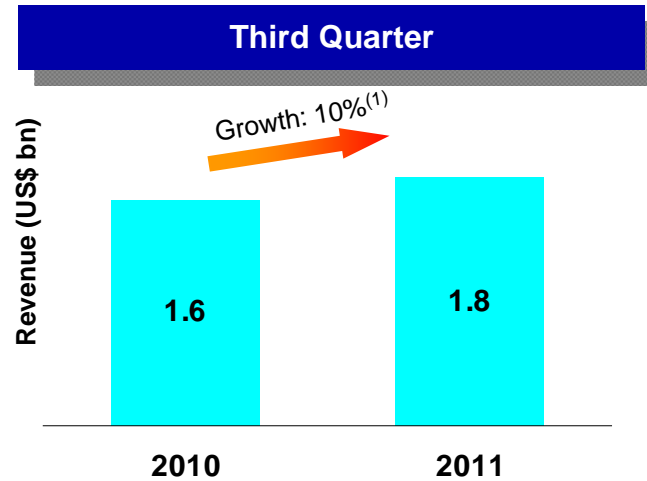


### Net Additions



# 3 Group – European Operations

Profitability Momentum Continues - EBITDA<sup>(3)</sup> Growth of 46% Y-O-Y for the nine months ended 30 September 2011



Note (1): Revenue growth inclusive of higher handset revenue in 2011. Excluding handset revenue, revenue growth for nine months ended September would be +9%

Note (2): Reflects increased acquisition and retention costs due to accelerating postpaid customer base growth.

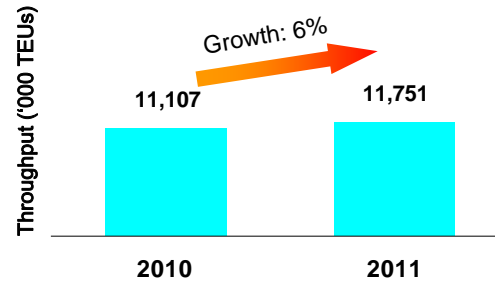
Note (3): EBITDA represents EBITDA after all acquisition and retention costs.

# Ports and Related Services – European Operations

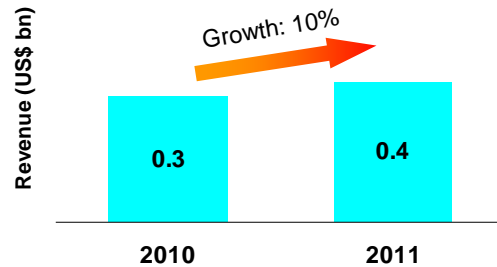
## Both Throughput and Revenue Continue to Grow for European Port Operations



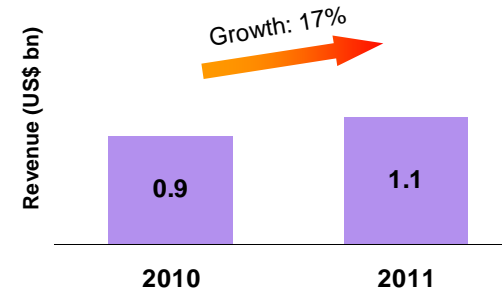
### Nine months ended September



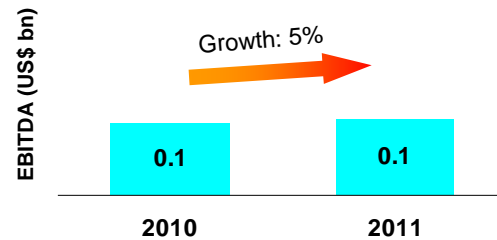
### Third Quarter



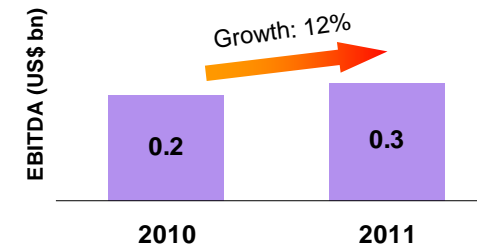
### Nine months ended September



### Third Quarter



### Nine months ended September

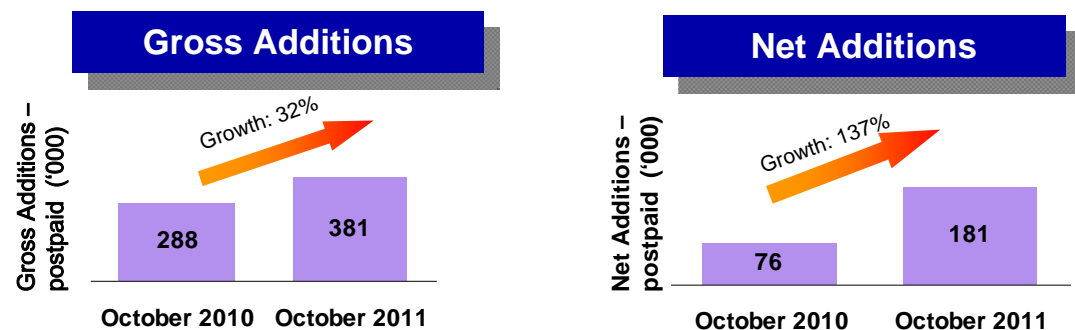


# European Operations

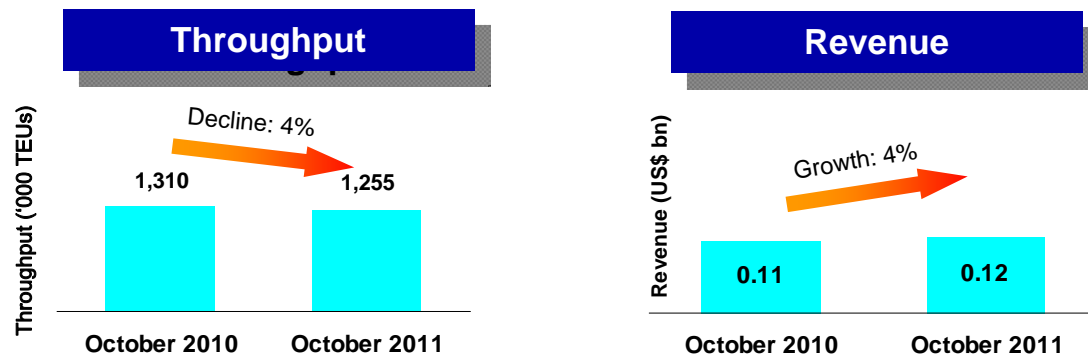
## October Performance Update



- ❑ CKI completed the acquisition of Northumbrian Water on 14 October 2011 and expects favourable contributions to the Group in the fourth quarter
- ❑ Retail European operations:
  - Y-O-Y comparable store sales growth for October is 1.1%
  - Revenue increased 3% Y-O-Y
- ❑ 3 Group European operations :
  - Continued strong momentum in acquiring postpaid customers



- ❑ Ports and related services European operations:



Note (1): % change represents the month of October 2011 compared against the same month last year