Analyses of Core Business Segments by Geographical Location
(before profits on disposal of investments & others)

2016 Total Revenue
HK$372,686 million

- Canada: HK$29,992 million (8%)
- Europe: HK$180,649 million (49%)
- Asia, Australia & Others: HK$37,452 million (10%)
- Mainland China: HK$49,966 million (13%)

2016 Total EBITDA
HK$91,980 million

- Canada: HK$8,547 million (9%)
- Europe: HK$50,902 million (55%)
- Asia, Australia & Others: HK$35,742 million (38%)
- Mainland China: HK$39,967 million (12%)

2016 Total EBIT
HK$62,414 million

- Canada: HK$3,369 million (5%)
- Europe: HK$36,763 million (59%)
- Asia, Australia & Others: HK$19,941 million (32%)
- Mainland China: HK$7,493 million (12%)

Port & Related Services
Retail
Infrastructure
Energy
Telecommunications

* Represents contributions from Finance & Investments and Others
Includes Panama, Mexico and the Middle East
Includes contribution from the USA for Husky Energy

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Region Breakdowns

- Canada: 5% of total revenue
- Europe: 49% of total revenue
- Asia, Australia & Others: 10% of total revenue
- Mainland China: 13% of total revenue

Region Breakdowns

- Canada: 9% of total EBITDA
- Europe: 55% of total EBITDA
- Asia, Australia & Others: 38% of total EBITDA
- Mainland China: 12% of total EBITDA

Region Breakdowns

- Canada: 5% of total EBIT
- Europe: 59% of total EBIT
- Asia, Australia & Others: 32% of total EBIT
- Mainland China: 12% of total EBIT