

## Analyses by Core Business Segments

	2017		2016 <sup>(2)</sup>		Change %
	HK\$ million	%	HK\$ million	%	
<b>Revenue<sup>(1)</sup></b>					
Ports and Related Services <sup>(1)</sup>	34,146	8%	32,184	9%	6%
Retail	156,163	38%	151,502	40%	3%
Infrastructure	57,369	14%	53,211	14%	8%
Husky Energy	44,948	11%	30,467	8%	48%
3 Group Europe	70,734	17%	62,415	16%	13%
Hutchison Telecommunications Hong Kong Holdings	9,685	2%	12,133	3%	-20%
Hutchison Asia Telecommunications	7,695	2%	8,200	2%	-6%
Finance & Investments and Others	34,097	8%	32,211	8%	6%
<b>Total Revenue</b>	<b>414,837</b>	<b>100%</b>	<b>382,323</b>	<b>100%</b>	<b>9%</b>
<b>EBITDA<sup>(1)</sup></b>					
Ports and Related Services <sup>(1)</sup>	12,563	12%	11,639	12%	8%
Retail	14,798	14%	14,567	16%	2%
Infrastructure	33,033	32%	31,128	33%	6%
Husky Energy	8,992	9%	9,284	10%	-3%
3 Group Europe	24,337	23%	18,944	20%	28%
Hutchison Telecommunications Hong Kong Holdings	4,337	4%	2,607	3%	66%
Hutchison Asia Telecommunications	558	1%	2,298	2%	-76%
Finance & Investments and Others	5,736	5%	4,058	4%	41%
<b>Total EBITDA</b>	<b>104,354</b>	<b>100%</b>	<b>94,525</b>	<b>100%</b>	<b>10%</b>
<b>EBIT<sup>(1)</sup></b>					
Ports and Related Services <sup>(1)</sup>	8,219	12%	7,567	12%	9%
Retail	12,089	18%	12,059	19%	–
Infrastructure	23,449	35%	22,162	35%	6%
Husky Energy	2,703	4%	3,429	6%	-21%
3 Group Europe	16,567	25%	12,838	20%	29%
Hutchison Telecommunications Hong Kong Holdings	707	1%	1,055	2%	-33%
Hutchison Asia Telecommunications	226	–	2,130	3%	-89%
Finance & Investments and Others	3,632	5%	1,879	3%	93%
<b>Total EBIT</b>	<b>67,592</b>	<b>100%</b>	<b>63,119</b>	<b>100%</b>	<b>7%</b>
Interest expenses and other finance costs <sup>(1)</sup>	(18,024)		(13,278)		-36%
Profit Before Tax	49,568		49,841		-1%
Tax <sup>(1)</sup>					
Current tax	(7,898)		(6,247)		-26%
Deferred tax	1,843		(1,769)		204%
	(6,055)		(8,016)		24%
Profit after tax	43,513		41,825		4%
Non-controlling interests and perpetual capital securities holders' interests	(8,413)		(8,817)		5%
<b>PROFIT ATTRIBUTABLE TO ORDINARY SHAREHOLDERS ("NPAT")</b>	<b>35,100</b>		<b>33,008</b>		<b>6%</b>

Note 1: Total revenue, EBITDA, EBIT, interest expenses and other finance costs and tax include the Group's proportionate share of associated companies and joint ventures' respective items. Total revenue, EBITDA and EBIT were adjusted to exclude non-controlling interests' share of results of HPH Trust.

Note 2: The 2016 comparative has been reclassified to enable a better comparison of performance. The items in "profits on disposal of investments & others" in 2016 have been reclassified to the respective lines under revenue, EBITDA and EBIT to conform with 2017 presentation.