Analyses of Core Business Segments by Geographical Location

### 2018 Total Revenue

- **Total Revenue:** HK$453,230 million
- **Mainland China:** HK$39,761 million (8%)
- **Hong Kong:** HK$43,599 million (9%)
- **Asia, Australia & Others:** HK$65,001 million (14%)
- **Canada:** HK$4,247 million (9%)
- **Europe:** HK$215,076 million (47%)
- **Includes contributions from Finance & Investments and Others:**
  - 34% of total revenue
  - Includes contribution from the USA for Husky Energy
  - Includes contribution from Panama, Mexico and the Middle East

### 2018 Total EBITDA

- **Total EBITDA:** HK$113,580 million
- **Mainland China:** HK$11,018 million (9%)
- **Asia, Australia & Others:** HK$19,859 million (17%)
- **Canada:** HK$10,774 million (13%)
- **Europe:** HK$62,822 million (55%)
- **Includes contributions from Finance & Investments and Others:**
  - 27% of total EBITDA

### 2018 Total EBIT

- **Total EBIT:** HK$72,885 million
- **Mainland China:** HK$8,605 million (12%)
- **Asia, Australia & Others:** HK$12,950 million (18%)
- **Canada:** HK$4,898 million (6%)
- **Europe:** HK$42,178 million (58%)
- **Includes contributions from Finance & Investments and Others:**
  - 31% of total EBIT

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* Represents contributions from Finance & Investments and Others

† Includes Panama, Mexico and the Middle East

‡ Includes contribution from the USA for Husky Energy

- **Ports & Related Services**
- **Retail**
- **Infrastructure**
- **Energy**
- **Telecommunications**
- **Finance & Investments and Others**