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

2012 Total Revenue HK\$398,391 million Ports & Related Services Canada △ Property & Hotels HK\$59,298 million Europe HK\$168,950 million Retail Infrastructure Asia, Australia & Others # Energy HK\$51,839 million Telecommunications 15% 42% 28% & Others # 13% **2012 EBITDA** HK\$87,607 million Hong Kong Hong Kong 4% HK\$63,999 million 16% 10% Mainlan Europe 9% China HK\$30,460 million 2% 10% Canada △ HK\$14.745 million 30% 53% 31% 98% **Mainland China** HK\$42,712 million 17% Asia, Australia Europe & Others# 35% HK\$14,871 million Asia, Australia 33% 17% **2012 EBIT** 10% HK\$58,290 million Europe 9% Hong Kong HK\$19,556 million 14% 14% 5% 24% 54% Canada △ 4%1% HK\$7,271 million 28% 20% 96% 42% 15% Hong Kong HK\$12,347 million 12% **Mainland China** Europe HK\$12,534 million sia. Australia 34% 41% 15% 13% Asia, Australia 16% & Others# Mainland HK\$9,015 million 19% 17% Mainland China Hong Kong HK\$11,023 million 46% HK\$9,085 million Represents contributions from Finance & Investments and Others

47%

# Includes Panama, Mexico and the Middle East  $\triangle$  Includes contribution from the USA for Husky Energy