



MANDARIN ORIENTAL  
THE HOTEL GROUP

# 2008 ANNUAL RESULTS HIGHLIGHTS

<i>US\$m</i>	2008	2007
Combined Total Revenue	1,016	1,008
EBITDA	164	190

- ❖ Two-thirds of drop in earnings in 2008 due to currency related movements and Geneva renovation
- ❖ Remaining drop due to effects of economic downturn

# 2008 ANNUAL RESULTS HIGHLIGHTS

<i>US\$m</i>	<b>2008</b>	<b>2007</b>
Profit attributable to shareholders excl. non-trading items	<b>67</b>	<b>87</b>
Profit attributable to shareholders*	<b>67</b>	<b>108</b>

\* 2007 profit attributable to shareholders included US\$16m post-tax gain from partial sale of Mandarin Oriental, New York and US\$5m uplift from property revaluation in Kuala Lumpur

# 2008 ANNUAL RESULTS HIGHLIGHTS

<i>US\$m</i>	2004	2005	2006	2007	2008	08 vs. 04
Combined Revenues	667	815	850	1,008	1,016	52%
EBITDA	99	124	116	190	164	66%
Profit attributable to shareholders*	19	41	45	87	67	253%

\* Excluding non-trading items

# 2008 ANNUAL RESULTS HIGHLIGHTS

	2008	2007
Earnings per Share excluding non-trading items <i>US¢</i>	6.84	8.98
Earnings per Share <i>US¢</i>	6.84	11.16
Adjusted Net Asset Value per Share* <i>US\$</i>	2.08	2.34

\* This includes the leasehold properties at valuation

- ❖ Final dividend of US¢5 recommended to shareholders
- ❖ Total dividends for 2008 of US¢7 per share (2007 – US¢6 per share)

# KEY STRATEGIC OBJECTIVES

- ❖ **Being widely recognised as the world's best luxury hotel group**
- ❖ **Strengthening our competitive position**
- ❖ **Operating at least 10,000 rooms worldwide**
- ❖ **Achieving a strong financial performance**

# TO BE WIDELY RECOGNISED AS THE WORLD'S BEST LUXURY HOTEL GROUP

- ❖ Despite current global downturn, medium to long-term trends support strategy
- ❖ Continued desire for luxurious services
- ❖ Premium rates paid for Mandarin Oriental experiences
- ❖ Increasing business from Middle East, Russia, China, India



# TO BE WIDELY RECOGNISED AS THE WORLD'S BEST LUXURY HOTEL GROUP

- ❖ Operational and marketing focus on high net worth leisure travellers
- ❖ Leisure business for the Group has doubled over past six years
- ❖ Leisure represents 40% of market mix (50% in some key city centre hotels)
- ❖ Group-wide average rate at over US\$400
- ❖ Competitive position further supported by fewer new hotels in key markets





# TO BE WIDELY RECOGNISED AS THE WORLD'S BEST LUXURY HOTEL GROUP

## Core Brand Attributes

- ❖ Creative hotel design and architecture
- ❖ Holistic spas
- ❖ Innovative dining
- ❖ Guest-oriented technology
- ❖ Underpinned by legendary service

**Providing 21<sup>st</sup> century luxury with oriental charm**



# TO BE WIDELY RECOGNISED AS THE WORLD'S BEST LUXURY HOTEL GROUP

An award-winning International Advertising Campaign

- ❖ 18 celebrity fans
- ❖ Latest fan: Sigourney Weaver



*FORBES 400 BEST HOTELS 2008*

Mandarin Oriental, Bangkok

The Landmark Mandarin Oriental, Hong Kong

Mandarin Oriental, Kuala Lumpur

Mandarin Oriental, Tokyo

Mandarin Oriental Hyde Park, London

Mandarin Oriental, Prague

Mandarin Oriental, Miami

Mandarin Oriental, New York

Mandarin Oriental, San Francisco

*CONDE NAST TRAVELER USA*

*GOLD LIST – 2008*

Mandarin Oriental, Bangkok

Mandarin Oriental Dhara Dhevi, Chiang Mai

The Landmark Mandarin Oriental, Hong Kong

Mandarin Oriental, Hong Kong

Mandarin Oriental, Kuala Lumpur

Mandarin Oriental, Singapore

Mandarin Oriental, Tokyo

Mandarin Oriental Hyde Park, London

Mandarin Oriental, Miami

Mandarin Oriental, New York

Mandarin Oriental, San Francisco

*INSTITUTIONAL INVESTOR*  
*THE WORLD'S BEST HOTELS 2008*

Mandarin Oriental, Bangkok

Mandarin Oriental, Hong Kong

The Landmark Mandarin Oriental, Hong Kong

Mandarin Oriental, Kuala Lumpur

Mandarin Oriental, Singapore

Mandarin Oriental, Tokyo

Mandarin Oriental Hyde Park, London

Mandarin Oriental, Geneva

Mandarin Oriental, Miami

Mandarin Oriental, New York

Mandarin Oriental, San Francisco



*MICHELIN STAR AWARDS*

Mandarin Oriental, Hong Kong

The Landmark Mandarin Oriental, Hong Kong

Mandarin Oriental, Tokyo

Mandarin Oriental, Macau

Mandarin Oriental Hyde Park, London

Mandarin Oriental, Munich

A traditional Chinese spa treatment room. In the foreground, a long wooden hot stone table is set with a large metal basin and purple flowers. In the background, a cushioned bench sits under a large mirror. To the right, a wooden staircase with a decorative railing leads upwards. A vase of white flowers is on a table to the right.

***“MOBIL FIVE STAR”***

**Mandarin Oriental, Hong Kong**

**Mandarin Oriental, Miami**

**Mandarin Oriental, New York**

***“SPA FINDER”***

**Mandarin Oriental Hotel Group**

**Best Spa Brand**

# STRENGTHEN OUR COMPETITIVE POSITION

- ❖ All hotels maintained or enhanced their competitive positions
- ❖ Most destinations impacted by decrease in visitor arrivals, especially since September
- ❖ Appropriate cost containment measures implemented without impacting service

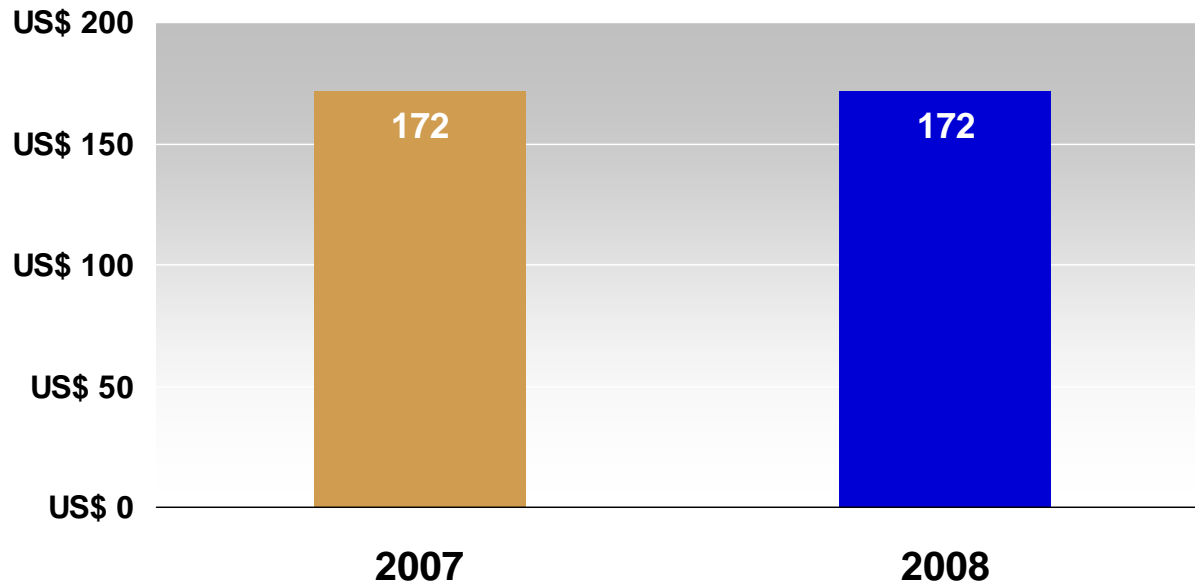




# STRENGTHEN OUR COMPETITIVE POSITION

## ASIA

### 2008 US\$ RevPAR Performance



- ❖ RevPAR down by 3% in local currency; flat in US\$
  - ❖ RevPAR grew by 7% in 1st half (local currency)
  - ❖ RevPAR declined by 19% in last quarter (local currency)
  - ❖ Average rates maintained or enhanced
- Includes only hotels that were fully operational in both years

# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Hong Kong (100% ownership)

- ❖ One of the world's legendary hotels
- ❖ Average rate increased to US\$437 (US\$399 in 2007)
- ❖ Weaker corporate demand particularly from financial services
- ❖ Occupancy down to 68% in 4<sup>th</sup> quarter (84% in 4<sup>th</sup> quarter 2007)



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## The Landmark Mandarin Oriental, Hong Kong

*(Management contract)*

- ❖ 6% increase in RevPAR
- ❖ Average rate close to US\$500



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Hong Kong

- ❖ Two complementary luxury hotels in one city
- ❖ Both attained five star ratings in *Asian Mobil Travel Guide* (two out of only four Hong Kong hotels)



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## The Excelsior, Hong Kong *(100% ownership)*

- ❖ Maintained strong competitive position
- ❖ Diversified guest portfolio
- ❖ Annual occupancy at 84% (88% in 2007)
- ❖ Average rate increased to US\$184 (US\$179 in 2007)
- ❖ Occupancy down to 83% in 4<sup>th</sup> quarter (91% in 4<sup>th</sup> quarter 2007)



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Hong Kong

- ❖ Contribution from Hong Kong properties at a similar level to 2007



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Tokyo *(Long-term lease)*

- ❖ Excellent reputation in domestic leisure market
- ❖ Strong average rate maintained (in local currency)
- ❖ Weakening demand in corporate sector
- ❖ Increased hotel supply
- ❖ Occupancy down to 63% (77% in 2007)
- ❖ Performed well against competition



“Clearly the “it” hotel in Tokyo... “uber-cool” atmosphere is supported by exceptional service...if you have the money, this is the best”.

*Zagat-World’s Top Hotels, Resorts & Spas*





The image shows the interior of a restaurant, likely the Molecular Tapas Bar at Mandarin Oriental, Tokyo. The room features large windows on the left side, offering a panoramic view of a city at dusk. The dining area is furnished with round tables covered in white cloths and red napkins, and dark wooden chairs with light-colored cushions. The ceiling is decorated with intricate, traditional patterns, and several large, ornate pendant lights hang from the ceiling. The overall atmosphere is elegant and sophisticated.

*MICHELIN STAR STATUS  
MANDARIN ORIENTAL, TOKYO*

Sense

Signature

Molecular Tapas Bar

# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Macau (50% ownership)

- ❖ Increased supply and slowdown in visitor arrivals impacted performance
- ❖ Occupancy down to 48% (66% in 2007)



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Macau

- ❖ The Group has announced the sale of its 50% interest in the hotel
- ❖ Forecast to complete in May 2009
- ❖ Post-tax gain of approximately US\$75 million in 2009
- ❖ New owner will rebrand hotel
- ❖ The Group will manage property for up to two years



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## New Mandarin Oriental in Macau

- ❖ 215 rooms
- ❖ Opening 2010
- ❖ Part of *One Central* complex



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Singapore (50% ownership)

- ❖ Well recognised as one of the city's leading hotels
- ❖ RevPAR up by 5% in local currency; 12% in US\$
- ❖ Average rate increased to US\$265 (US\$209 in 2007)



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Bangkok (44.9% ownership)

- ❖ Undisputed market leader
- ❖ Strong first half
- ❖ Second half impacted by political situation and global downturn
- ❖ Occupancy down to 61% (66% in 2007)
- ❖ Average rate increased to US\$297 (US\$269 in 2007)



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Other Hotels

- ❖ Satisfactory performances from Manila and Kuala Lumpur
- ❖ Higher rates offsetting lower occupancy



# STRENGTHEN OUR COMPETITIVE POSITION ASIA

## Mandarin Oriental, Jakarta *(96.9% ownership)*

- ❖ US\$50 million renovation
- ❖ To be positioned as one of the city's most luxurious and contemporary hotels
- ❖ 272 larger guestrooms (down from 404)
- ❖ Will re-open towards end of 2009

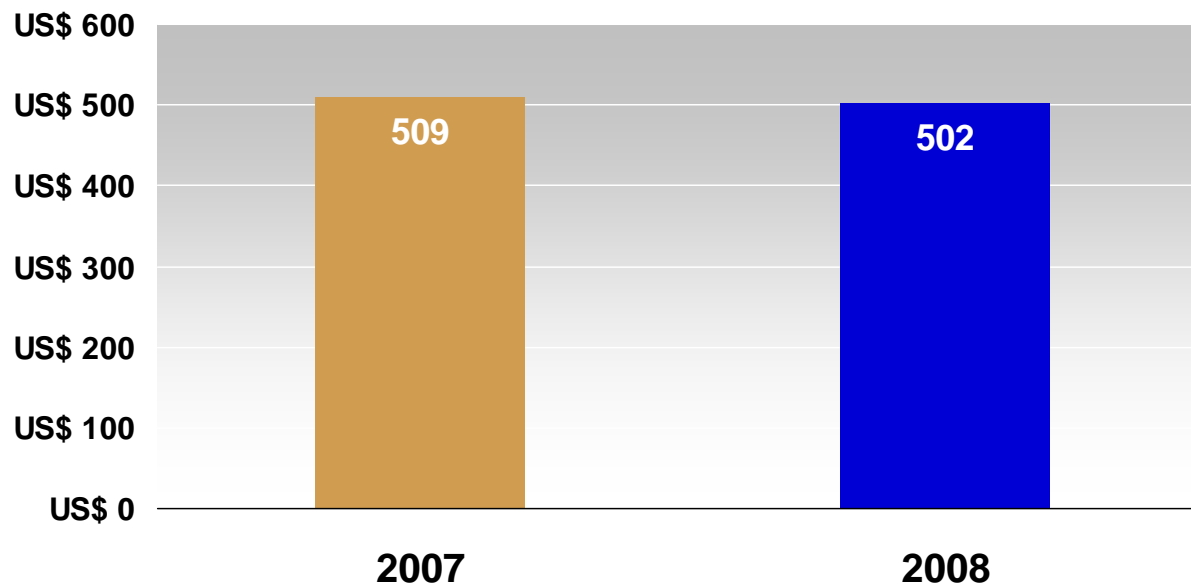




# STRENGTHEN OUR COMPETITIVE POSITION

## EUROPE

### 2008 US\$ RevPAR Performance



- ❖ Strong demand for luxury service
  - ❖ Limited new supply
  - ❖ RevPAR down by 1% in local currency terms; 1% down in US\$
  - ❖ RevPAR decreased by 5% in last quarter; 19% in US\$
  - ❖ Currency fluctuation impacts contribution to Group's result in US\$ terms
- Includes only hotels that were fully operational in both years

# STRENGTHEN OUR COMPETITIVE POSITION EUROPE

## Mandarin Oriental Hyde Park, London (100% ownership)

- ❖ Resilient demand from leisure travellers
- ❖ Growth from new markets such as Middle East and Asia
- ❖ Occupancy down to 83% in 4<sup>th</sup> quarter (87% in 4<sup>th</sup> quarter 2007)
- ❖ Average rate increased to £456 (£442 in 2007); but 5% drop in US\$ terms
- ❖ Recognised as one of the city's most exclusive properties



“Be treated like an emperor at this “opulent jewel” where “attention to detail is incredible”... and experience Chef Chris Staines “fantastic” French-Modern European Foliage Restaurant.”

*Zagat-World's Top Hotels, Resorts & Spas*



“Perfect for a shopping and spa spree. The slick, Asian inspired spa, with an Amethyst Crystal Steam Room, Vitality Pool and Zen relaxation area, is renowned for its healing treatments.”

*Country & Town House*



# STRENGTHEN OUR COMPETITIVE POSITION EUROPE

## Mandarin Oriental, Munich *(100% ownership)*

- ❖ RevPAR increased by 15% in local currency terms; 23% in US\$
- ❖ Maintained position as undisputed market leader



# STRENGTHEN OUR COMPETITIVE POSITION EUROPE

## Mandarin Oriental, Geneva *(92.6% ownership)*

- ❖ Significant renovation completed in August 2008
- ❖ Average rate increased by 5% in local currency terms; 17% in US\$
- ❖ Occupancy down to 63% (72% in 2007)
- ❖ Food & Beverage revenues impacted by renovation
- ❖ Contribution down by US\$7 million



“This high-end hotel on the Right Bank of the Rhône... boy does it have style, with its very good service, spacious rooms and an enjoyable bar. It’s also “discreet” enough for business travellers.”

*Zagat-World’s Top Hotels, Resorts & Spas*





“Overlooking the old quarter and the rushing River Rhône, the revitalised Mandarin Oriental, Geneva is a triumph.”

*The Gallivanter's Guide*



“The Rasoi at Mandarin Oriental, Geneva presents delightful Indian cuisine to the western palette in the most charming fashion.”

*A La Carte Magazine*



# STRENGTHEN OUR COMPETITIVE POSITION EUROPE

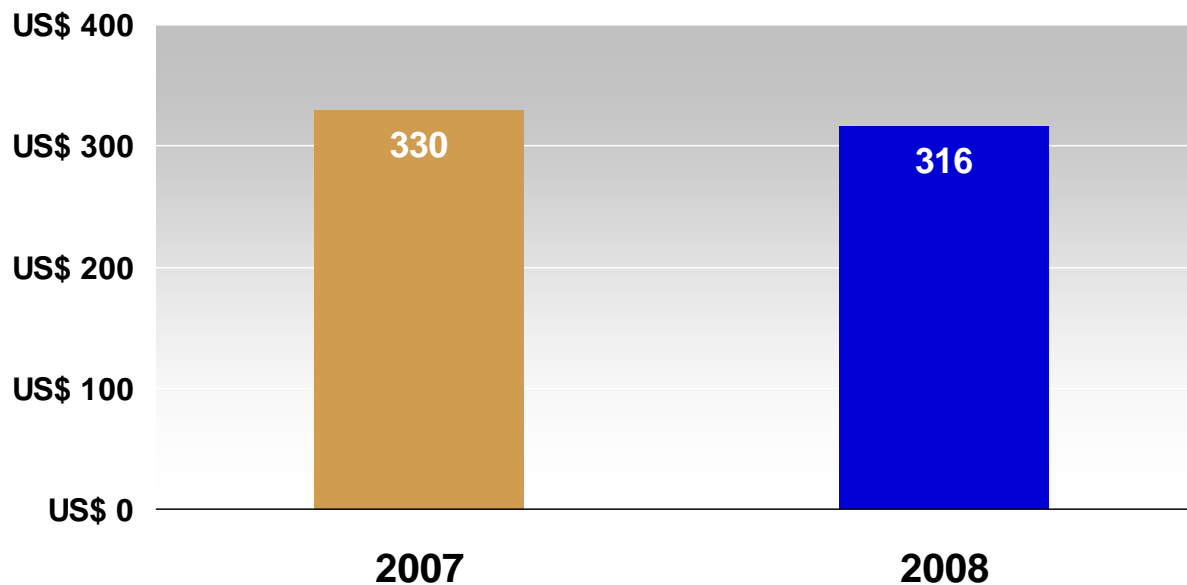
## Mandarin Oriental, Prague *(Management contract)*

- ❖ Continues to establish itself as one of Prague's top luxury hotels
- ❖ Maintained occupancy and average rate



# STRENGTHEN OUR COMPETITIVE POSITION THE AMERICAS

## 2008 US\$ RevPAR Performance



- ❖ Hotels maintained competitive positions
  - ❖ Environment became more challenging as year progressed
  - ❖ RevPAR down by 4%
  - ❖ RevPAR declined by 20% in last quarter
  - ❖ Under 10% of Group's EBITDA comes from US portfolio
- Includes only hotels that were fully operational in both years

# STRENGTHEN OUR COMPETITIVE POSITION THE AMERICAS

## Mandarin Oriental, Washington DC (80% ownership)

- ❖ Maintained occupancy levels
- ❖ City-wide demand down
- ❖ RevPAR down by 4%
- ❖ Notable awards such as *“Top Hotels in the USA”* by Zagat



# STRENGTHEN OUR COMPETITIVE POSITION THE AMERICAS

## Mandarin Oriental, New York (25% ownership)

- ❖ Continued strong demand from leisure sector
- ❖ Average rate increased to US\$952 (US\$937 in 2007)
- ❖ Occupancy down to 68% in 4<sup>th</sup> quarter (81% in 4<sup>th</sup> quarter 2007)
- ❖ *Mobil 5 Star and Triple A 5 Diamond* awards received for third year



“Extraordinary place with enchanting views.”

[www.forbes.com](http://www.forbes.com)



“ Not only does the spa look enticing but the treatments work. The views over Central Park are as staggering as the eastern/western design; mammoth windows and a gigantic lap pool.”

*Tatler Spa Guide, UK*



# STRENGTHEN OUR COMPETITIVE POSITION THE AMERICAS

## Other Hotels

- ❖ Miami, San Francisco and Bermuda maintained their competitive positions despite drop in demand





# STRENGTHEN OUR COMPETITIVE POSITION THE AMERICAS

## Mandarin Oriental Riviera Maya, Mexico *(Management Contract)*

- ❖ Opened in February 2008
- ❖ 128 luxurious guestrooms and suites
- ❖ Average rate of over US\$700



# MANDARIN ORIENTAL RIVIERA MAYA, MEXICO

“The cuisine is elegant and service is impeccable.”

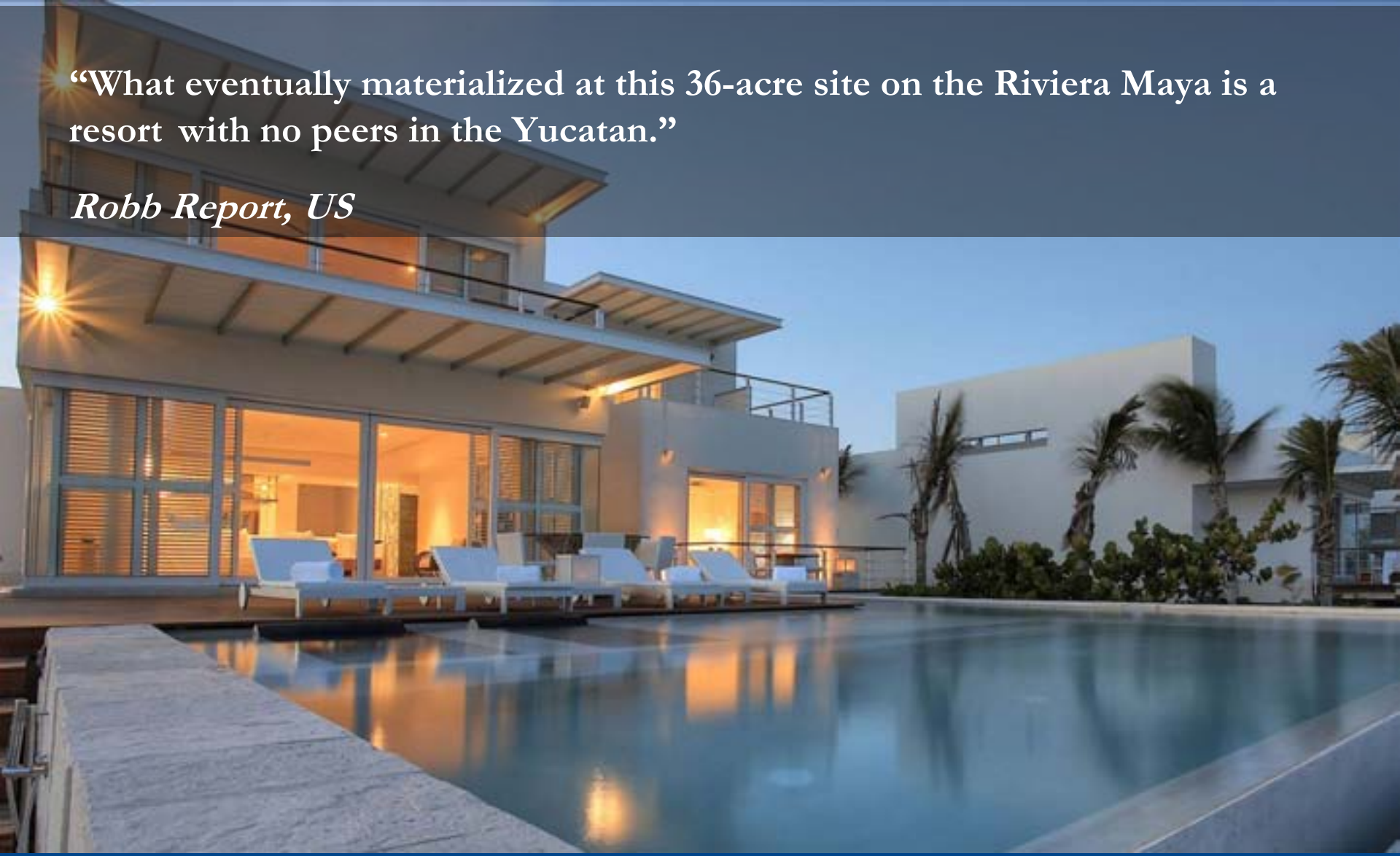
*The Daily Telegraph, UK*



# MANDARIN ORIENTAL RIVIERA MAYA, MEXICO

“What eventually materialized at this 36-acre site on the Riviera Maya is a resort with no peers in the Yucatan.”

*Robb Report, US*



# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Boston (Management Contract)

- ❖ Opened October 2008
- ❖ 148 rooms
- ❖ Achieving average rate of US\$650
- ❖ 50 *Residences at Mandarin Oriental* all sold; branding fees received



# MANDARIN ORIENTAL, BOSTON

“It raises the bar in Boston... the details – the stones, the woods, the fabrics and textures – are quite incredible.”

*Boston Sunday Herald*



# MANDARIN ORIENTAL, BOSTON

“Mandarin Oriental, Boston is an imposing edifice containing the most sumptuous lodgings in town.”

*Independent on Sunday, UK*



# MANDARIN ORIENTAL, BOSTON

“Mandarin Oriental, Boston’s signature restaurant “Asana” is a bustling, undeniably swanky scene.”

*Boston Magazine*



## TOWARDS 10,000 ROOMS

- ❖ Just over 7,000 rooms in operation
- ❖ Total portfolio including hotels under development:
  - ❖ More than 11,000 rooms
  - ❖ 41 properties
  - ❖ 25 countries
- ❖ Stronger geographic diversification:
  - ❖ 17 hotels in Asia
  - ❖ 14 hotels in The Americas
  - ❖ 10 hotels in Europe and North Africa





# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Moscow (Management Contract)

- ❖ 221 rooms
- ❖ Scheduled to open in 2011



# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Atlanta (Management Contract)

- ❖ 198 rooms
- ❖ Scheduled to open in 2011



# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Maldives (Management Contract)

- ❖ 114 luxury villa hideaway
- ❖ Due to open in the next 12 months



# TOWARDS 10,000 ROOMS

18 hotels under development

## The Americas

- ❖ Atlanta
- ❖ Chicago
- ❖ Costa Rica
- ❖ Dellis Cay
- ❖ Grand Cayman
- ❖ Las Vegas
- ❖ St. Kitts

## Europe

- ❖ Barcelona
- ❖ Marbella
- ❖ Marrakech
- ❖ Milan
- ❖ Moscow
- ❖ Paris

## Asia

- ❖ Beijing
- ❖ Guangzhou
- ❖ Macau
- ❖ Maldives
- ❖ Taipei

# TOWARDS 10,000 ROOMS

5 hotels actively pursuing appropriate funding

- ❖ Atlanta
- ❖ Chicago
- ❖ Costa Rica
- ❖ Grand Cayman
- ❖ Marbella
  
- ❖ Dallas project cancelled

# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Sanya (Management Contract)

- ❖ On Hainan Island
- ❖ Opened January 2009
- ❖ 297 luxurious guestrooms and suites



# MANDARIN ORIENTAL, SANYA



# MANDARIN ORIENTAL, SANYA





# MANDARIN ORIENTAL, SANYA



# MANDARIN ORIENTAL, SANYA



# MANDARIN ORIENTAL, SANYA



# TOWARDS 10,000 ROOMS

## **Mandarin Oriental, Beijing**

- ❖ Postponed due to fire at construction site in February
- ❖ Extent of damage under review with owner, CCTV
- ❖ Long-term management contract with no equity interest

# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Barcelona (*Management Contract*)

- ❖ 98 rooms
- ❖ Prime city centre site



# TOWARDS 10,000 ROOMS

## Mandarin Oriental Jnan Rahma, Marrakech (*Management Contract*)

- ❖ 161 rooms
- ❖ Located in The Palmeraie overlooking Atlas mountains



# TOWARDS 10,000 ROOMS

## Mandarin Oriental, Las Vegas (*Management Contract*)

- ❖ 392 rooms and 227 *Residences at Mandarin Oriental*
- ❖ Part of MGM Mirage's CityCenter complex on the Strip



# TOWARDS 10,000 ROOMS

- ❖ 2009 openings will benefit Group from 2010 onwards





# THE RESIDENCES AT MANDARIN ORIENTAL

- ❖ One-off branding fees
- ❖ Ongoing revenues for hotel services
- ❖ Opportunities for further *Residences* when development conditions improve



# FUTURE DEVELOPMENTS

- ❖ Potential for future growth remains attractive
- ❖ Brand recognition increasingly important in attracting hotel developers and facilitating funding
- ❖ Continually reviewing a pipeline of strategic new projects
- ❖ Well positioned to take advantage of selective investment opportunities
- ❖ Operating both owned and managed hotels remains at the core of our business

The background features a deep blue color with a subtle, elegant pattern. On the left side, there are vertical bands of light blue floral motifs, including clusters of grapes and swirling vines. The right side of the image is dominated by a series of dark blue, curved lines that create a sense of depth and movement, resembling draped fabric or a stylized architectural element.

# FINANCIAL REVIEW

# FINANCIAL REVIEW

## Summary Cash Flow Statement

<i>US\$m</i>	2008	2007
<b>Operating Activities</b>		
EBITDA from subsidiaries	126	146

- EBITDA from Hong Kong hotels in line with 2007
- Currency movements result in US\$10 million decrease compared with 2007 (US\$8 million up in 2007 and US\$2 million down in 2008)
- EBITDA from Geneva declined by US\$7m, due to 8-month renovation
- Remaining drop due to impact of weakening demand, particularly in Tokyo

# FINANCIAL REVIEW

## EBITDA Performance

<i>US\$m</i>	2008	2007
First half	64	64
Second half	<u>62</u>	<u>82</u>
	<u>126</u>	<u>146</u>

# FINANCIAL REVIEW

## Summary Cash Flow Statement

<i>US\$m</i>	2008	2007
<b>Operating Activities</b>		
EBITDA from subsidiaries	126	146
Dividends and interest from associates	20	12
Net financing charges paid	(18)	(16)
Tax paid	(7)	(14)
Other	3	2
<b>Total</b>	<b>124</b>	<b>130</b>

- Weighted average interest rate at 4.2% on Group borrowings (5.2% in 2007)

# FINANCIAL REVIEW

## Summary Cash Flow Statement

<i>US\$m</i>	2008	2007
<b>Investing Activities</b>		
Capital expenditure	(69)	(50)

# FINANCIAL REVIEW

## Analysis of capital expenditure

<i>US\$m</i>	2008	2007
Geneva renovation	18	-
Jakarta renovation <sup>(i)</sup>	18	-
London – <i>One Hyde Park</i> preliminary works <sup>(ii)</sup>	10	-
Mandarin Oriental, Hong Kong renovation	-	21
Munich renovation	-	10
Ongoing capex at other hotels	23	19
<b>Total capital expenditure</b>	<b>69</b>	<b>50</b>

(i) Initial capex for US\$50m Jakarta renovation

(ii) Relates to new guest facilities created in the adjacent *One Hyde Park* development



# FINANCIAL REVIEW

## Summary Cash Flow Statement

<i>US\$m</i>	2008	2007
<b>Investing Activities</b>		
Capital expenditure	(69)	(50)
Investment in Mandarin Oriental, Paris <sup>(i)</sup>	(6)	-
Proceeds on disposals <sup>(ii)</sup>	-	71
Capital distribution from associates	23	14
Hotel mezzanine funding (net)	(1)	9
Other	(4)	(5)
Total (outflow) / inflow	<b>(57)</b>	<b>39</b>

- (i) The Group's investment in the Paris project has increased to US\$60 million from US\$40 million
- (ii) Principally the sale of 25% of Mandarin Oriental, New York (2007)

# FINANCIAL REVIEW

## Summary Cash Flow Statement

US\$m

	2008	2007
<b>Operating Activities</b>	124	130
<b>Investing Activities</b>	(57)	39
<b>Financing Activities</b>		
Dividends paid	(69)	(39)
Drawdown of borrowings	35	536
Repayment of borrowings	(12)	(464)
Other	2	3
Net increase in cash	23	205
Opening cash balance 1st Jan	492	287
Closing cash balance 31st Dec	515	492

- Year end dividend of US¢5 per share proposed for 2008 (annual dividend of US¢7)

# FINANCIAL REVIEW

	2008	2007
Adjusted NAV per share	US\$2.08	US\$2.34
Net debt	US\$146 million	US\$185 million
Adjusted shareholders funds	US\$2,049 million	US\$2,279 million
Gearing	7%	8%
EBITDA net interest cover	6.6 times	7.7 times

# FINANCIAL REVIEW

- ❖ Approximately 50% of Group's gross debt hedged
- ❖ Average tenor of Group's borrowings is five years
- ❖ No significant financing required in next 12 months
- ❖ US\$515 million of cash resources with US\$143 million of undrawn, committed facilities
- ❖ US\$90 million cash anticipated in May 2009 from sale of Group's 50% in Mandarin Oriental, Macau
- ❖ The Group is in a strong financial position

# CONCLUSION

- ❖ Deteriorating economy will continue to impact business levels
- ❖ Difficult to predict timing of global economic upturn
- ❖ Closely monitoring booking trends and will adjust costs as appropriate
- ❖ Hotels should benefit over time from reduced new supply and relative resilience of luxury leisure travel
- ❖ Mandarin Oriental well placed to benefit from a global recovery when it occurs
- ❖ The Group portfolio will double in the next few years
- ❖ Well positioned to become the best luxury hotel group



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