



Alternative sources of funding for rail development

Maria Cliff, Head of Operations and Business Development



Introduction to MTR UK

Our capabilities:



Operations

Designing, building, financing and operating comprehensive, high-performing railway systems



Infrastructure

Delivering new and improved infrastructure with our combined construction, engineering and operational expertise



Property

Using our Rail Plus Property model to generate revenue for railway operations and upgrades through land and property developments



Technology

Developing innovative improvements to enhance operations and personalise the customer experience

Our UK rail operations:

MTR Elizabeth line



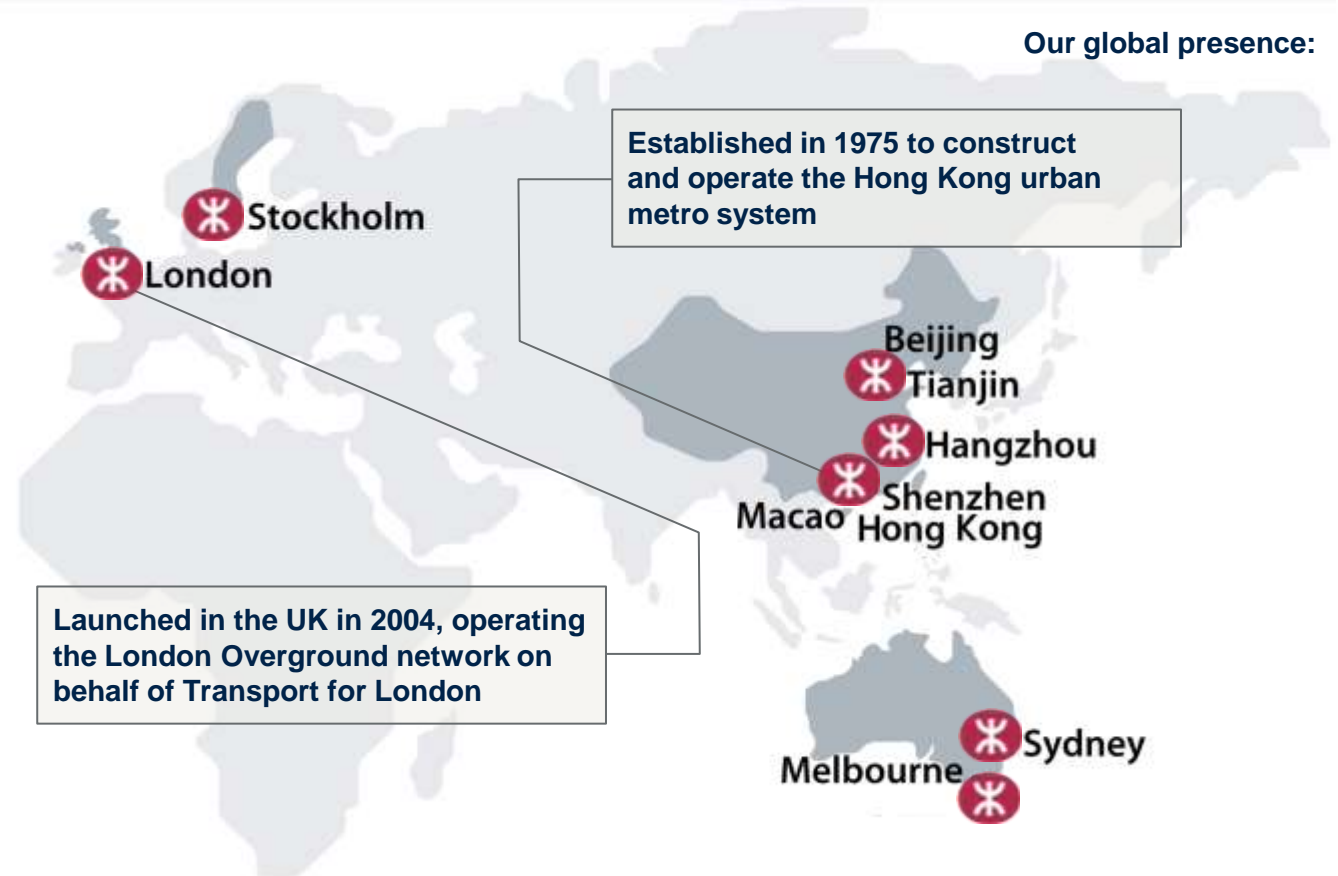
Operating TfL Rail services and the Elizabeth line on behalf of Transport for London

South Western Railway



Joint venture with First Group, operating one of the largest and busiest rail contracts in the UK

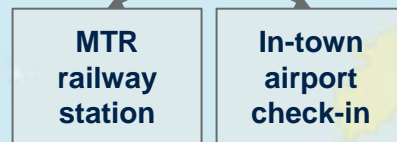
Our global presence:



Our community-driven focus



'Rail Plus Property' model in Hong Kong – Kowloon Station



13.5-hectare mixed-use development within the station area:

- Super Grade-A office tower (118 storeys)
- Shopping mall
- 2 x 5/6-star hotels and serviced apartments
- 6,400 flats



Elements Mall

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Introducing the 'Rail Plus Property' model in the UK

Our role in integrated development in Hong Kong

MTR leads and co-ordinates the development processes including:

Preparing the development Master Plan and phasing

Resolving all interfaces with the railway to achieve seamless integration

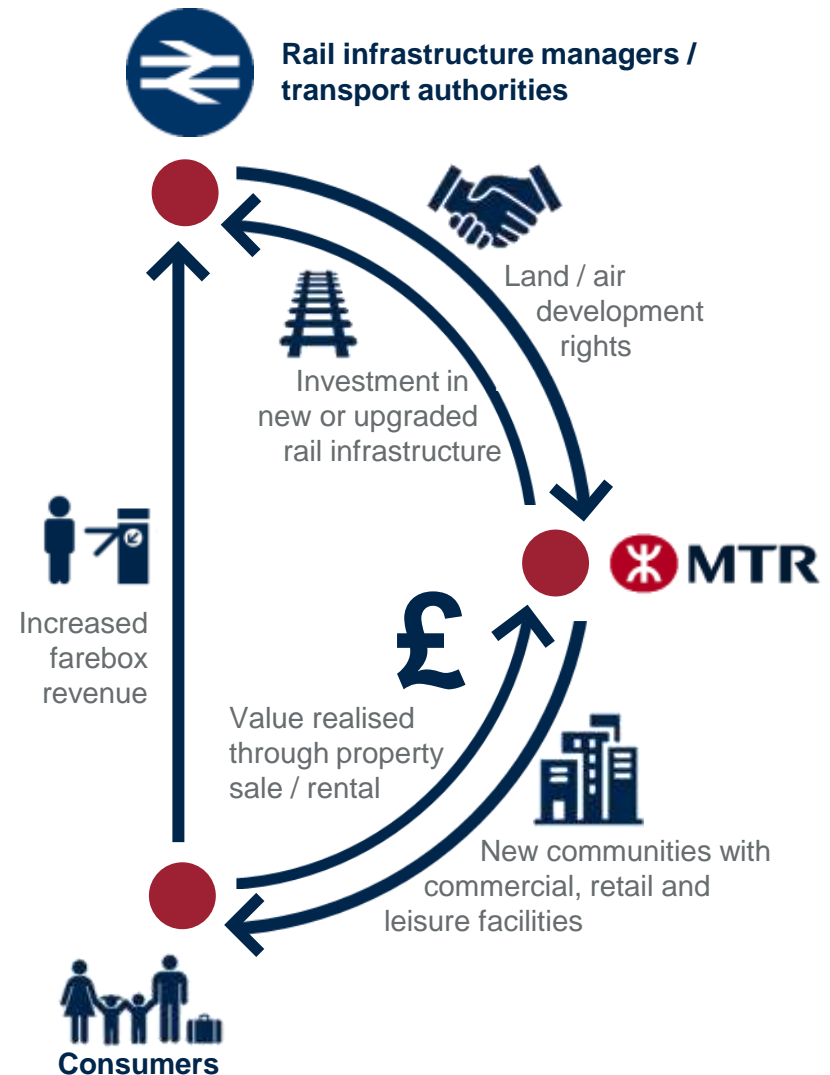
Tendering of the land parcels

Liaising between different developers

Monitoring the quality of the developments

Property management after completion

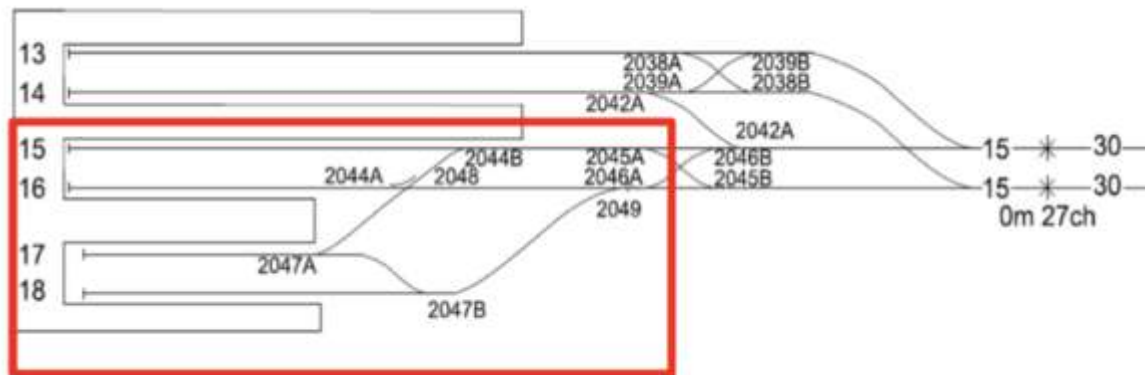
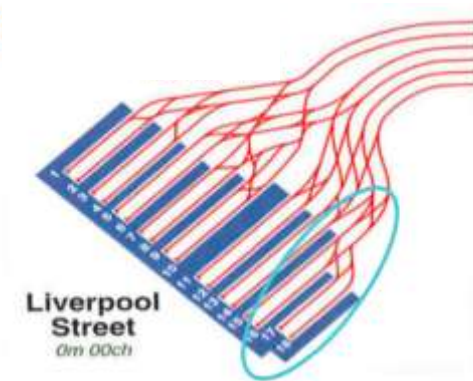
MTR's first 'Rail Plus Property' project in Europe will transform Liverpool Street Station into a world-class transport hub



Infrastructure works

Project:

To extend Platforms 16 and 17 and de-commission Platform, 18 whilst minimising disruption to operations prior to the Crossrail Stage 4 “switch-over”



Playing a role in the future of Wales



Opportunity to
be part of
Wales'
transformation

Role for
private-
sector
investment to
deliver for
customers

Railway-as-a-
system
approach

Meeting the
needs of the
local
community



