



瑞安房地產
SHUI ON LAND

Shui On Land Limited

2020 Annual Results Announcement

23 March 2021



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Section 1

2020 Business Review and Strategic Outlook



Highlights

- **A year of two halves:** 2020 can be characterized as a year of two halves. In the first half of 2020 (“1H 2020”), our businesses experienced significant impact from the COVID-19 outbreak, leading to a substantial decline in the fair value of the Group’s investment properties and other property assets. However, in the second half of the year, all our operations saw notable recovery and in turn, the Group recorded a net profit attributable to shareholders of RMB882 million. For the full year, the Group recorded a net loss attributable to shareholders of RMB740 million, as compared with a net loss of RMB1,622 million reported in 1H 2020.
- **Strong recovery in commercial portfolio:** For our commercial portfolio, the overall sales in our retail properties have significantly recovered since the third quarter of 2020 and in December 2020, overall sales reached 110% of 2019 level. The grand total rental & related income recorded RMB2,528 million, only 2% decline from 2019.
- **Robust residential sales:** Our residential business has also produced a robust performance during the year. 2020 contracted sales were RMB21.2 billion, representing 69% Y/Y increase, underpinned by the launches of Wuhan Tiandi La Riva II, Shanghai Taipingqiao Ville V (Lot 118), Qingpu Panlong and Shanghai Rui Hong Xin Cheng Parkview (Lot 1). A large portion of these contracted sales is expected to be delivered and contribute profit in 2021.
- **Maintaining a strong financial foundation at time of crisis:** Net gearing ratio stayed at a very healthy 45%, seven percentage points down from 52% as of 31 December 2019. Cash and bank deposits also increased by 33% to RMB15,796 million. We continued to take a prudent approach in our new investments. The strong financials shall help the Group to better withstand any uncertain macroeconomic conditions in the near future.
- **To be a Pioneer of Sustainable Premium Urban Communities:** Throughout our Group’s history, we have always been committed to caring for the environment, to preserving and rejuvenating cultural heritage, and to building and sustaining vibrant communities. In 2020, we developed our new 10-year Sustainable Development Strategy to be rolled out in 2021, with the core vision to becoming a pioneer of sustainable premium urban communities.



Key Financial Highlights

- Total revenue: RMB4,597 million (2019: RMB10,392 million).
- Total rental and related income (including JV and Associates): RMB2,528 million (2019: RMB2,573 million), reflecting only a 2% Y/Y decline.
- Gross profit: RMB2,350 million (2019: RMB5,313 million), while gross profit margin is stable at 51% (2019: 51%).
- Net loss attributable to shareholders of the Company of RMB740 million (2019: net profit of RMB1,932 million), due mainly to decline in the fair value of the Group's investment properties and other property assets.
- Net gearing ratio was 45% at 31 Dec 2020 (31 Dec 2019: 52%).
- Having taken into consideration of the Group's financial performance during the year and the ongoing uncertainties regarding COVID-19, the Board does not recommend the payment of a final dividend for the year ended 31 December 2020 (2019: HKD0.084).



Market and Strategic Outlook

- The onset of COVID-19 in early 2020 plunged the global economies into chaos. With the help of sound economic management and macro-prudential policies, China is on track to achieve strong growth this year. China aims to realize higher quality economic growth and will place stronger emphasis on indigenous innovation and industrial upgrade during the 14th Five-Year Plan.
- In 2020, the China residential market has shown resilience, with growth in national sales area and sales revenue rising by 3.2% and 10.8% respectively. In the 14th Five-Year Plan, the authorities vow to promote housing consumption, and will continue to manage the property sector through the use of long-term housing mechanisms to prevent overheating. City cluster development around regional metropolitan centres will be a focal point of China's economic development strategy, and regional hub cities will benefit from further loosening of "hukou" registration policies to attract talent inflows.
- China's office market is undergoing a difficult period of adjustment from supply overhang, and will face a challenging year in 2021 with occupier demand dampened by cautious business sentiment in the ensuing economic recovery from COVID-19. With China economy continuing to grow at the current pace, it is anticipated that the Chinese economy would surpass U.S. in the not too distant future. Shanghai will be positioned as the international finance centre like New York and London playing a leading financial role in Asia - the key economic growth driver for the World in the foreseeable future. Office demand in Shanghai would likely increase in line with the City's growing economic and financial importance.
- Prime commercial retail property vacancy in Shanghai jumped from 8.6% in 2019 to 11.0% in 2020, resulting in prime retail property rents dropping 2.4% to RMB46.6 psm per day by year end 2020. According to JLL's projection, Shanghai's prime retail rent is bottoming out and will experience a rebound to RMB46.8 psm per day in 2021.
- On the whole, we remain bullish on the China property market as the push for domestic consumption will create more opportunities for the retail sector. Residential demand have been and will remain robust driven by the desire to improve and upgrade their living environment particularly in key cities. Office sector will be more challenging for the average real estate players but, for the leading players with vision and quality, this period may present excellent investment opportunities – being at the right place and at the right time.

Key Investments in 2020: Nanjing IFC

Formed 50/50 JV with Grosvenor to acquire Nanjing IFC (Closed in Feb 2021)

Nanjing IFC



Site Information

- **Location:** With a height of 220 meters, the Property is a landmark building located at Xujiekou, the most prestigious commercial address in Nanjing.
- **Transportation:** The Property has direct access to the interchange station of the two busiest metro lines of the city and has underground connections to neighboring buildings situated at the Xujiekou cross road.
- **Land use:** a 45-storey Grade-A office tower, a 7-storey retail podium, and under-ground parking with 278 parking lots
- **Site area:** 16,718 sq.m.
- **Gross floor area:** Total 109,196 sq.m. with Office 72,278 sq.m. and Retail 27,504 sq.m.
- 50/50 joint-venture with Grosvenor

Investment Rationale

- Increase SOL's presence in Nanjing, in addition to its Nanjing INNO Zhujiang Lu and Bai Zi Ting projects
- Aligns with our Asset Light Strategy of collaborating with strategic partners to invest in prime commercial assets and to expand our AUM
- Provide a stable rental and fee income

Key Investments in 2020: Panlong Tiandi, Shanghai

Completed the acquisition of the remaining four land parcels located in PLTD

Shanghai Panlong Tiandi



Site Information	<ul style="list-style-type: none">■ Location: The project site is located in Qingpu District, Shanghai which is part of the Hongqiao CBD.■ Transportation: Metro line 17 - Panlong Station (in operation) , two stops from Hongqiao Railway Station.■ We have acquired all land parcels planned for the Panlong Tiandi development, which consists of a total GFA of about 256,000 sq.m. for residential development, a GFA of 48,500 sq.m. for culture and recreation /restaurant and hotel development as well as over 230,000 sq.m. of greeneries and public open space.
Residential Land Parcels	<ul style="list-style-type: none">■ Total consideration of RMB1,666 million■ Two residential land parcels, covering a total site area of 33,600 sq.m. with a planned GFA of 74,000 sq.m.
Culture and Recreation Land Parcels	<ul style="list-style-type: none">■ Total consideration of RMB429.6 million.■ The planned GFA of the culture & recreation land parcel and the restaurant & hotel land parcel is 44,000 sq.m. and 4,000 sq.m., respectively.



Section 2

Key Financial Highlights



Financial Highlights

- The Group's revenue for 2020 totaled RMB4,597 million , compared to RMB10,392 million in 2019. Net loss attributable to shareholders was RMB740 million. The decline was driven mainly: i) an approximately 4% downward revaluation of the Group's investment properties and other property assets; and ii) lower revenue and profit recognized from property sales, partly due to the delay in construction and handover of residential units to buyers during the COVID-19 outbreak in the first half of 2020.
- Total rental and related income (including JV and Associates) from investment properties decreased only 2% to RMB2,528 million (2019: RMB2,573 million), reflecting only moderate impact from rent concessions and other reliefs offered to in response to the COVID-19 outbreak.
- As mentioned, in the second half of the year, all our operations have seen notable recovery and in turn, the Group recorded a net profit attributable to shareholders of RMB882 million.
- We had robust residential pre-sales in 2020, with contracted and subscribed sales totaling RMB26,098 million. Virtually all our projects launched during the year were sold out within 1-2 days. The strong sales have enhanced our cashflow and helped further reduce our net gearing ratio to only 45% at the end of 2020.
- We note that the net loss in 2020 is due mainly to the revaluation losses in our investment properties and other property assets during the 1H 2020, which is non-cash related. Based on our current operational performance and barring unforeseen circumstances, we are hopeful that the revaluation losses in its properties, and the overall net loss, will be largely limited to 2020.



Financial Summary: 1H vs. 2H 2020

	1H 2020	2H 2020	% Variance	2020
Grand total rental and related income (RMB'mn)	1,192 ¹	1,336 ¹	12%	2,528 ¹
Contracted sales (RMB'mn)	6,222	14,962	140%	21,184
Subscribed sales (RMB'mn)	9,201	4,914	(47%)	4,914
Selected Financial Information (RMB'mn)				
Revenue	1,450	3,147	117%	4,597
Property sales recognised as revenue	161	1,287	699%	1,448
Consolidated rental and related income	987	1,097	11%	2,084
Gross profit	964	1,386	44%	2,350
Revaluation of IP	(1,510)	(276)	(82%)	(1,786)
Other property assets impairment loss	(452)	-	(100%)	(452)
(Loss)/profit for the year	(1,286)	1,053	(182%)	(233)
(Loss)/profit attributable to shareholders of the Company	(1,622)	882	(154%)	(740)
Core earnings	117	1,329	1036%	1,446

1. Including rental income from Shanghai Rui Hong Xin Cheng Commercial Partnership Portfolio and Shanghai Taipingqiao 5 Corporate Avenue, in which, the Group has 49.5% and 44.55% effective interests, respectively.



Income Statement

RMB'mn	2020	2019	Change %
Revenue of the Group	4,597	10,392	(56%)
Property sales	1,448	7,176	(80%)
Rental & related income	2,084	2,251	(7%)
Hotels, construction and others	1,065	965	10%
Cost of sales	(2,247)	(5,079)	(56%)
Gross profit	2,350	5,313	(56%)
Gross profit margin	51%	51%	-
Other income	311	536	(42%)
Selling & marketing expenses	(166)	(148)	12%
General & administrative expenses	(804)	(829)	(3%)
(Decrease)/increase in fair value of investment properties	(1,786)	256	(798%)
Other gains and losses	(454)	(150)	203%
Reversal of impairment losses under expected credit loss model	21	179	(88%)
Share of results of associates and joint ventures	328	195	68%
Finance costs, inclusive of exchange differences	(215)	(1,497)	(86%)
Net exchange gain/(loss)	863	(205)	(521%)
Net interest costs and others	(1,078)	(1,292)	(17%)



Income Statement (Cont'd)

RMB'mn	2020	2019	Change%
(Loss)/profit before tax	(415)	3,855	(111%)
Tax	182	(1,310)	(114%)
(Loss)/profit for the year	(233)	2,545	(109%)
Attributable to:			
Non-controlling shareholders of subsidiaries	189	228	(17%)
Owners of perpetual capital securities	269	269	-
Owners of convertible perpetual capital securities	49	116	(58%)
(Loss)/profit attributable to shareholders	(740)	1,932	(138%)
(Loss)/earnings per share – Basic	RMB(9.2) cents	RMB24.0 cents	(138%)
Full Year dividend (per share)	HKD0.00	HKD0.12	(100%)

Having taken into consideration of the Group's financial performance during the year and the ongoing uncertainties regarding COVID-19, the Board does not recommend the payment of a final dividend for the year ended 31 December 2020 (2019: HKD0.084).



Total Recognised Property Sales¹

RMB'mn	2020	2019	Change %
Shanghai Taipingqiao	-	3,326	(100%)
Shanghai RHXC	331	703	(53%)
Foshan Lingnan Tiandi	1,006	1,456	(31%)
Chongqing Tiandi	35	116	(70%)
Car Parks	76	305	(75%)
Shanghai RHXC - Residential Inventories (Lots 1 & 7)	-	1,270	(100%)
Total Property Sales Recognised as Revenue	1,448	7,176	(80%)

<u>Property Sales Recognised as:</u>	2020	2019	Change %
- Property sales in revenue of the Group	1,448	7,176	(80%)
- Disposal of investment properties	-	13	(100%)
- Revenue of associates	8,694	3,501	148%
- Revenue of joint ventures	261	1,319	(80%)
Total Property Sales	10,403	12,009	(13%)

1. Inclusive property sales in revenue of the Group, disposal of investment properties, revenue of associates and revenue of joint ventures.

Moderate Rental Impact from COVID-19

Project/ property	Product	Leasable GFA sq.m.	Rental & Related Income RMB' million		Changes %	Occupancy Rate		Change ppt
			2020	2019		31 Dec 2020	31 Dec 2019	
Shanghai Xintiandi & Style I	Office / Retail	54,000 ¹	312	337	(7%)	97%	86%	11
Xintiandi Style II	Retail	26,000	83	107	(22%)	83% ²	96%	(13)
Shui On Plaza & XINTIANDI PLAZA	Office / Retail	53,000 ³	163	194	(16%)	89%	92%	(3)
THE HUB	Office / Retail	263,000	443	464	(5%)	94%	99%	(5)
Shanghai KIC	Office / Retail / Hotel	247,000	445	469	(5%)	94%	95%	(1)
INNO KIC ⁴	Office / Retail	45,000	45	7	543%	84%	20%	64
Wuhan Tiandi	Retail	238,000 ⁵	278	341	(18%)	89%	94%	(5)
Foshan Lingnan Tiandi	Office / Retail	142,000	244	260	(6%)	94%	97%	(3)
Chongqing Tiandi	Retail	131,000 ⁶	56	57	(2%)	85%	73%	12
Nanjing INNO Zhujiang Lu	Office/Retail	16,000	15	15	-	85%	74%	11
Consolidated rental and related income		1,215,000	2,084	2,251	(7%)			
Shanghai RHXC JV ⁷	Retail	111,000	169	179	(6%)	85%	88%	(3)
5 Corporate Avenue, HUBINDAO associate	Office/Retail	79,000	275 ⁸	143 ⁸	92%	91%	90%	1
Grand Total		1,405,000⁹	2,528	2,573	(2%)			

1. A total leasable GFA of 15,000 sq.m. was under AEI since March 2019 and was reopened in Nov 2020.
2. The drop in occupancy rate is due to vacating of tenants in preparation of AEI work in 2021.
3. AEI of XINTIANDI PLAZA with a total leasable GFA of 28,000 sq.m. was completed in late 2018 and the grand opening was held in May 2019.
4. INNO KIC was opened in April 2019.
5. North Hall of Wuhan Tiandi HORIZON with a total GFA of 72,000 sq.m. held the grand opening in November 2019.
6. 8 Corporate Avenue retail podium with a total GFA of 31,000 sq.m. is undergoing repositioning and tenant upgrades.
7. The Group held 49.5% effective interests in the property. Rental and related income attributable to the Group was RMB84 million in 2020 and RMB89 million in 2019.
8. The acquisition of 5 CA was completed on 20 June 2019. The Group held 44.55% effective interests of the property. Rental and related income after completion in 2019 was RMB143 million. Rental and related income attributable to the Group was RMB64 million in 2019 and RMB123 million in 2020.
9. A total GFA of 15,000 sq.m. located at Shanghai Shui On Plaza, Shanghai KIC and Foshan Lingnan Tiandi were occupied by the Group and were excluded from the above table.



Valuation of Investment Property Portfolio

Project	Product	GFA	Fair value gain/(loss) in 2020	Carrying value as at 31 Dec 2020	Fair value gain / (loss) to carrying value	Attributable value	
		sq.m.	RMB'mn	RMB'mn	%	RMB'mn	
Completed Investment Properties							
Shanghai Taipingqiao							
	Xintiandi and Xintiandi Style I & II	Office & Retail	80,000	158	7,883	2.0%	7,864
	Shui On Plaza and XINTIANDI PLAZA	Office & Retail	53,000	(166)	4,173	(4.0%)	3,379
	THE HUB	Office & Retail	263,000	(66)	8,911	(0.7%)	8,911
	Shanghai KIC	Office & Retail	247,000	36	8,270	0.4%	3,822
	INNO KIC	Office & Retail	45,000	29	1,460	2.0%	1,460
	Shanghai RHXC	Office	500	-	8	-	8
	Wuhan Tiandi	Retail	238,000	(771)	6,414	(12.0%)	6,414
	Foshan Lingnan Tiandi	Office & Retail	142,000	(103)	4,122	(2.5%)	4,122
	Chongqing Tiandi	Retail	131,000	(245)	1,546	(15.9%)	1,530
	Subtotal		1,199,500	(1,128)	42,787	(2.6%)	37,510
Investment Properties under Development at Valuation							
	Shanghai Panlong Tiandi	Retail	44,000	1	458	0.2%	366
	Shanghai Hong Shou Fang	Office & Retail	62,000	(64)	1,998	(3.2%)	1,998
	Foshan Lot A	Office & Retail	254,000	(219)	1,879	(11.7%)	1,879
	Foshan Lots B/C	Office & Retail	374,000	(366)	2,450	(14.9%)	2,450
	Subtotal		734,000	(648)	6,785	(9.6%)	6,693
Investment Property - Sublease of Right-of-use Assets							
	Nanjing INNO Zhujiang Lu	Office & Retail	16,000	(10)	103	(9.7%)	103
Total Investment Property Portfolio			1,949,500¹	(1,786)	49,675	(3.6%)	44,306

¹ Hotels for operation and self-use properties are classified as property and equipment in the consolidated statement of financial position, and leasable GFA of which is excluded from this table.



Financial Position as of 31 Dec 2020

A total of RMB15.8 billion cash and bank deposits

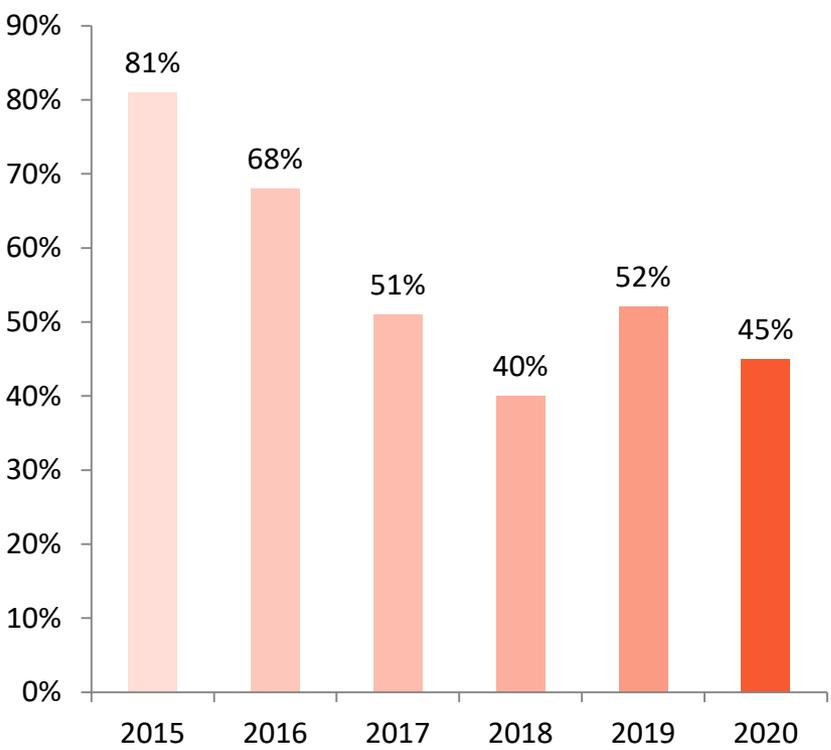
RMB'mn	31 Dec 2020	31 Dec 2019	Change %	31 Dec 2018	Change %
Total cash and bank deposits	15,796	11,859	33%	15,392	3%
Total assets	115,475	108,416	7%	110,250	5%
Total debt	36,859	37,741	(2%)	34,269	8%
Bank borrowings	20,283	25,823	(21%)	26,321	(23%)
Senior notes	16,063	11,399	41%	7,424	116%
Receipts under securitisation arrangements	513	519	(1%)	524	(2%)
Net debt	21,063	25,882	(19%)	18,877	12%
Total equity	46,733	49,307	(5%)	47,219	(1%)
Net gearing	45%	52%	(7ppt)	40%	5ppt
Shareholders' equity per share	RMB4.79	RMB4.97	(4%)	RMB4.84	(1%)

- Average cost of debt as at the end of year: 2020: **4.8%** vs. 2019: **5.4%**
(The average cost of debt herein only includes interest cost, excluding arrangement fees and other fees.)



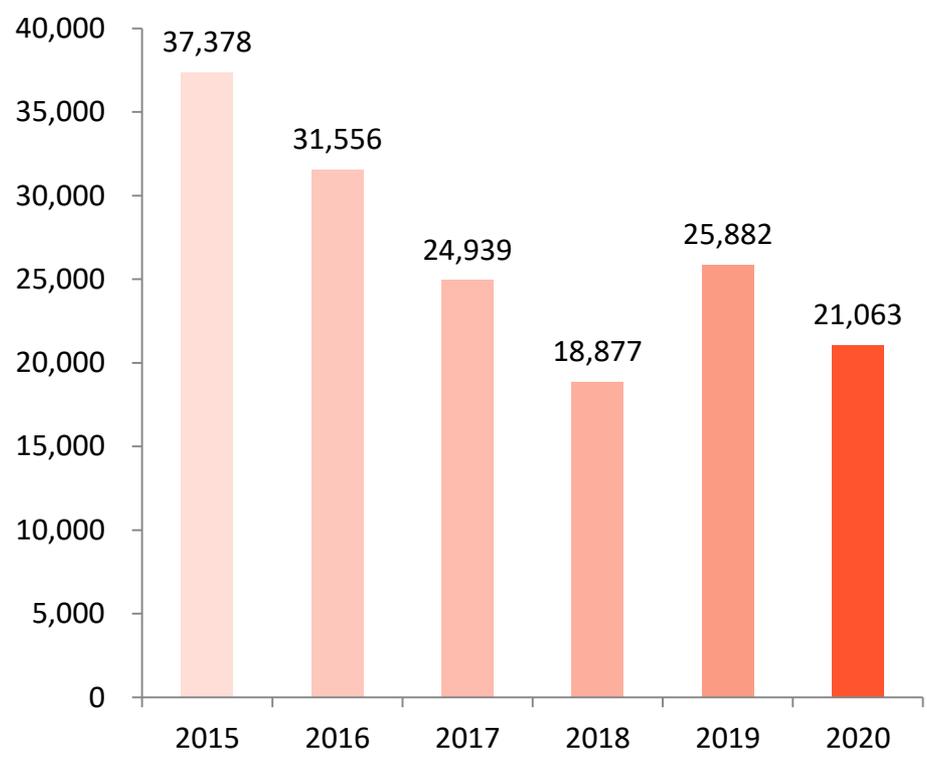
Net Gearing at 45% as at 31 Dec 2020

Net Gearing



Net Debt

(RMB'mn)



Debt Profile

Debt Profile – Nature & Maturity Breakdown

RMB'mn	<1 year	>1 to <2 years	>2 to <5 years	>5 years	Total
RMB Senior Notes	2,241	-	-	-	2,241
USD Senior Notes	4,032	-	9,790	-	13,822
HKD Bank Borrowings	2,105	2,418	311	-	4,834
USD Bank Borrowings	3,019	1,842	1,300	-	6,161
RMB Bank Borrowings	1,852	2,244	2,549	2,643	9,288
CMBS	11	13	60	429	513
Total	13,260¹	6,517	14,010	3,072	36,859²

Not included in the above:

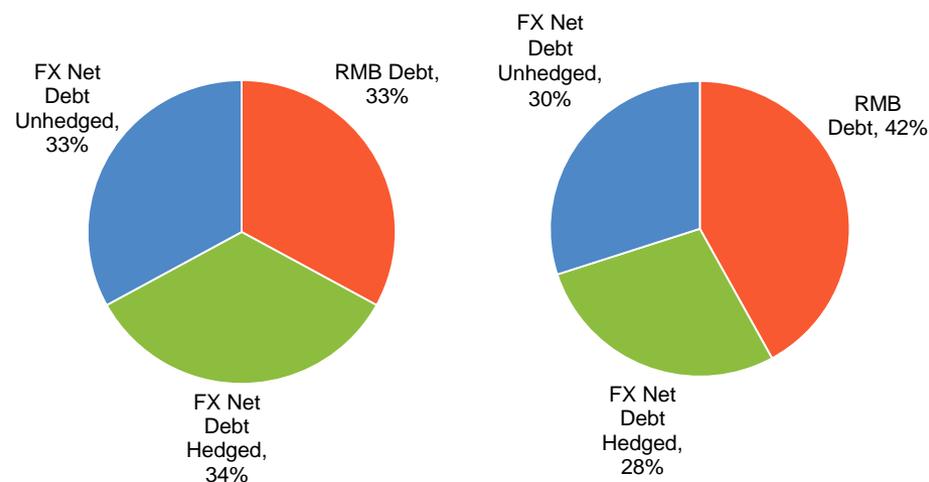
■ USD600 million 6.40% of perpetual capital securities

1. As of 21 March 2021, RMB6,467 million had been repaid (unaudited)
2. Average cost of debt as at the end of year: 2020: **4.8%** vs. 2019: **5.4%**
(The average cost of debt herein only includes interest cost, excluding arrangement fees and other fees.)

31 Dec 2020

vs.

31 Dec 2019



After 31 Dec 2020, the company entered USD700 million forward contracts.



Senior Notes Maturity Well Spread Out from 2H 2021

Senior Notes Repaid in 2020

Amount (Currency million)	Coupon Rate	Issue Date	Maturity Date	Repaid Amount (mn)	Repayment Date
USD225	7.500%	04-Jun-15	Convertible Perpetual Capital Securities	USD225	04-Jun-20

Outstanding Senior Notes as at 31 Dec 2020¹

Amount (Currency million)	Coupon Rate	Issue Date	Maturity Date
USD262 ¹	5.700%	06-Feb-17	06-Feb-21 Fully Repaid
RMB2,200	6.875%	02-Mar-18	02-Mar-21 Fully Repaid
USD346 ¹	6.250%	28-Feb-19	28-Nov-21
USD600	6.400%	20-Jun-17	Perpetual Capital Securities
USD490 ²	5.500%	03-Mar-20	03-Mar-25
USD500	6.150%	24-Aug-20	24-Aug-24
USD300 Green Bond ³ USD200 Green Bond ³	5.750%	12-Nov-19 02-Dec-20	12-Nov-23

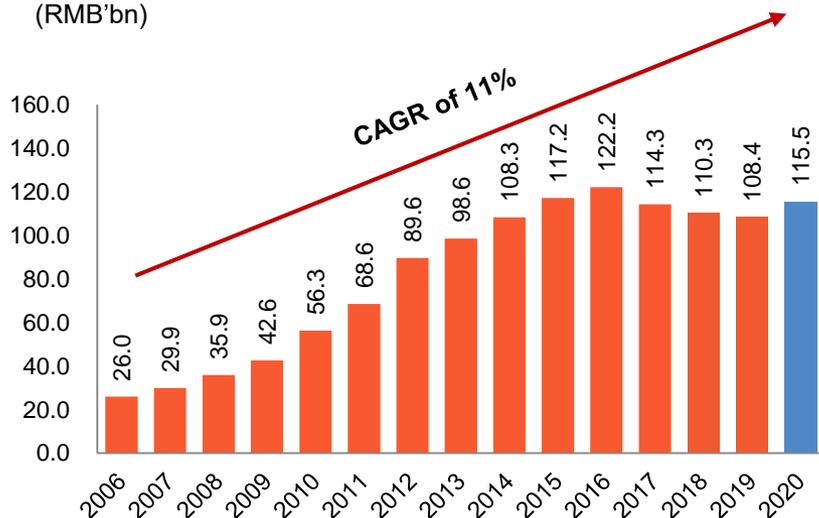
1. On 20 Feb 2020, the Group commenced an exchange and tender offer for the Feb and Nov 2021 due senior notes. The exchange and tender offerings were completed on 3 March 2020. A total of USD238 million of Feb 2021 and USD154 million of Nov 2021 due senior notes was exchanged and tendered.
2. The Group has issued US\$489,914,000 of New Notes in which US\$89,914,000 of the proceeds were used for the above mentioned Exchange Offer. The transaction was completed on 3 March 2020.
3. The Group intends to use the net proceeds from the issuance of the Green Notes for funding or refinancing, in full or in part, of the Eligible Projects undertaken by the Group in accordance with its Green Finance Framework.

Balance Sheet Remains Substantively Stable

Total assets remain stable at RMB115.5 billion

Strong Asset Base

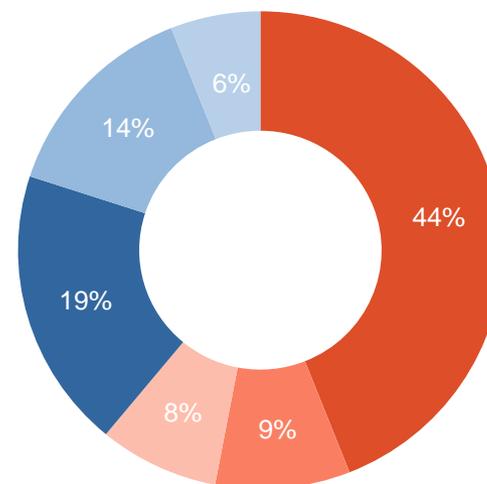
(RMB'bn)



31 Dec 2020

Total assets	RMB115.5 bn
Net debt	RMB21.1 bn
Net gearing	45%
Total equity	RMB46.7 bn
Shareholders' equity per share	RMB4.79

Asset Value – by Nature



- Investment Properties
- JV and Associate Investment & Loans - for IP
- JV and Associate Investment & Loans - for Sale and Mixed use
- Property Under Development for Sale & Prepayment of Relocation Cost
- Cash & Bank Balance
- Others



Section 3

Commercial Asset Management

Leading Commercial Portfolio in Shanghai

RMB77 billion of Shanghai commercial portfolio (including properties under development)



Commercial Portfolio in Shanghai

Asset value attributable to the Group amounted to RMB45 billion

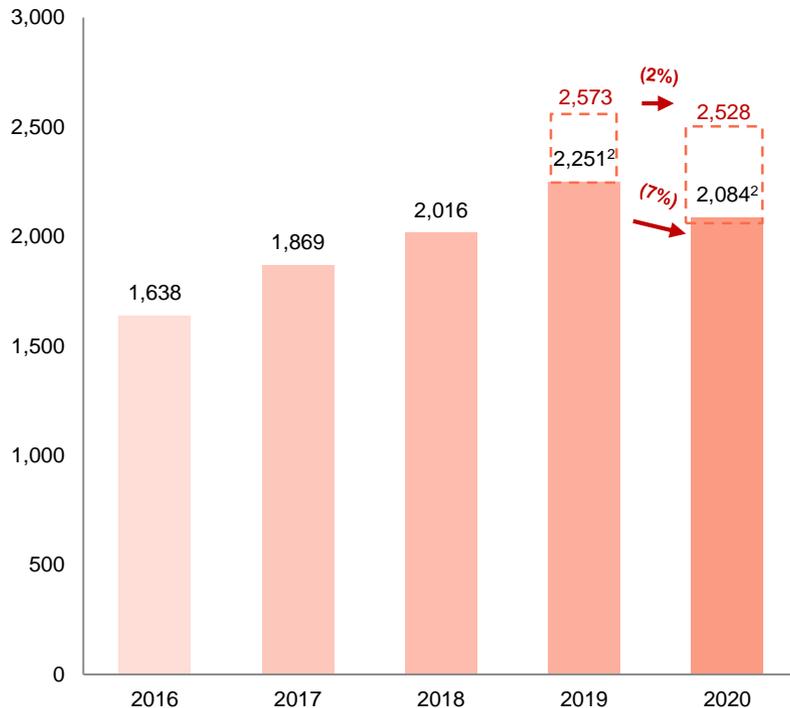
SOL has a strong portfolio of commercial properties in Shanghai. As of 31 Dec 2020, the asset value of Shanghai commercial portfolio was approximately RMB77 billion.

Completed Key Projects	Office GFA sq.m.	Retail GFA sq.m.	Total GFA sq.m.	Attributable GFA sq.m.	Asset Value as of 31 Dec 2020 RMB' bn	% of ownership	
Shanghai Xintiandi, Xintiandi Style I & II, XINTIANDI PLAZA, Shui On Plaza	36,000	104,000	140,000	128,100	12.65	100% /99%/80%/80%	
THE HUB	93,000	170,000	263,000	263,000	8.91	100%	
Shanghai RHXC	-	111,000	111,000	55,000	3.99	49.5%	
Shanghai KIC	186,000	67,000	253,000	117,300	8.47	44.27%/50.49%	
INNO KIC	41,000	4,000	45,000	45,000	1.46	100%	
5 Corporate Avenue & HUBINDAO	52,000	27,000	79,000	35,200	6.60	44.55%	
Subtotal	408,000	483,000	891,000	643,600	42.08		
Land & Under development Key Projects	Office GFA sq.m.	Retail GFA sq.m.	Total GFA sq.m.	Attributable GFA sq.m.	Asset Value as of 31 Dec 2020 RMB' bn	% of ownership	
Shanghai Taipingqiao Lots 123, 124 & 132	192,000	84,000	276,000	69,000	18.25	25%	
Shanghai RHXC	Ruihong Tiandi Lot 167B	107,000	12,000	119,000	58,300	4.33	49%
	Hall of the Sun, Ruihong Corporate Avenue	147,000	183,000	330,000	163,400	10.00	49.5%
Shanghai Hong Shou Fang	48,000	14,000	62,000	62,000	2.00	100%	
Shanghai Panlong Tiandi	-	44,000	44,000	35,200	0.46	80%	
Subtotal	494,000	337,000	831,000	387,900	35.04		
Grand Total	902,000	820,000	1,722,000	1,031,500	77.12		

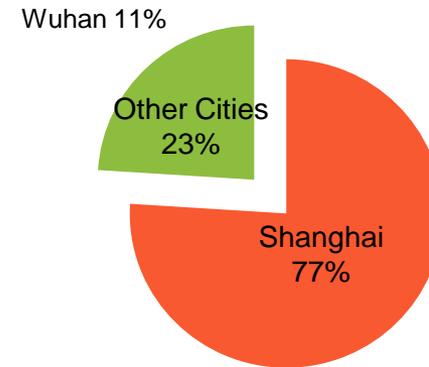
Moderate Rental Income Decline due to COVID-19 Impact

Consolidated Rental and Related Income¹

(RMB million)



Total Rental & Related Income Contribution



- Including joint ventures and associates, the total rental & related income down 2% in 2020
- Shanghai portfolio up 2% to RMB1,935 million
- Other cities' portfolio down 12% to RMB593 million
- In December 2020, overall sales and shopper traffic reached 110% of 2019 level.

1. Excluding income from hotel operations.

2. Excluding two properties held under joint ventures and associates with a combined rental and related income of RMB444 million (attributable income: RMB207 million) in 2020.



Xintiandi Style I Soft Opened in November 2020



I LOVE MY STYLE

- Focus on “Neo Luxury”
- Boundless / Immersion garden experience
- Emphasis individual character
 - Target at Z generation
- New landmark of fashion social destination



First Foodie Social Opened in Xintiandi Style I



Foodie Market
零售体验



Foodie Bistro
餐饮体验

我们的食物 What we eat

- Select the F&B partners to offer limited most-popular menu
- New product line by mature brand / Michelin chef 1st in China or Shanghai
- High potential brand or chef
- Premium quality local food



Foodie Exposure
展览体验



Foodie Lab
厨师/餐厅驻场计划



Foodie Theater
剧场活动

3000平美食空间登陆新天地, 20+人气餐厅全天候在线!

原创 6ns ShanghaiWOW 2020-11-16

food & dining
NEW OPENINGS



Foodie Social年底亮相新天地时尚I, 上海新天地焕新升级进行时 | iziRetail热点

iziRetail热点 2020-07-15

我们有“iziRetail逸芮”、“iziRetail热点”两个公众号, 内容各有差异, 欢迎长按文末二维码关注。本文原创, 如需转载, 敬请联络。

7月9日, 我们受邀参加了 Foodie Social by XINTIANDI 携手 Table for Eight® 联袂打造“Social Table社交餐桌”系列预热活动, 体会了一把“美食尝鲜”

新闻综合
上海
新天地
我小时候买东西如果去百货商场

媒体资源与推广渠道

热爱美食才能创造美食
#让美食见证一切故事

南里FOODIE x 6 IN 食集SOCIAL by OneOne

自有平台内容的品牌价值输出

泰安门到泰安“们”精致触手可得
#让美食见证一切故事

南里FOODIE x 7E 食集SOCIAL



用美食记录美好回忆
#让美食见证一切故事

南里FOODIE x 食集SOCIAL

写镜头无界限
#让美食见证一切故事

南里FOODIE x 食集SOCIAL

从原材料到餐桌
让每一片和团圆
#让美食见证一切故事

南里FOODIE x 食集SOCIAL



品牌活动与优质企业/家庭社群活动





First-in-China, First-in-City, Flagships Leasing Strategy

Provides widened choices of international and local shopping and dining experiences

Total of over **30%**
First-in-China, First-in-City, Flagship shops



YVES SAINT LAURENT

DIOR

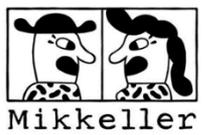
NARS



Tom Dixon.



FRED PERRY



陶陶居 陶陶居
[茶] [点] [心] [茶]

蔡澜 港式点心
Chua Lam's Dim Sum

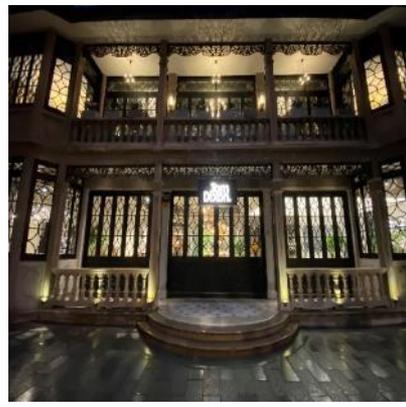
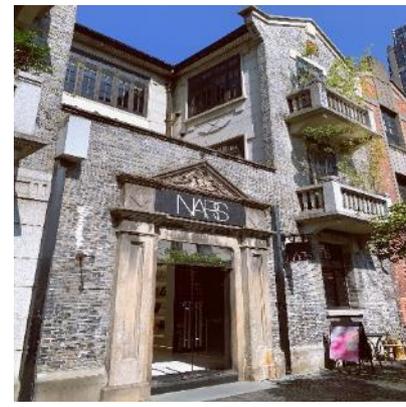
SHAKE SHACK



Miller Harris
PERFUMER LONDON

STUDIOUS
- TOKYO -

PUBLIC
TOKYO



Culture and Social Destinations

Active programmes to stimulate vitality of our retail portfolio
connect creative communities and enrich the lives of customers



- Total customer flow reached more than **1 million**
- Gain media value over **1.68 billion**





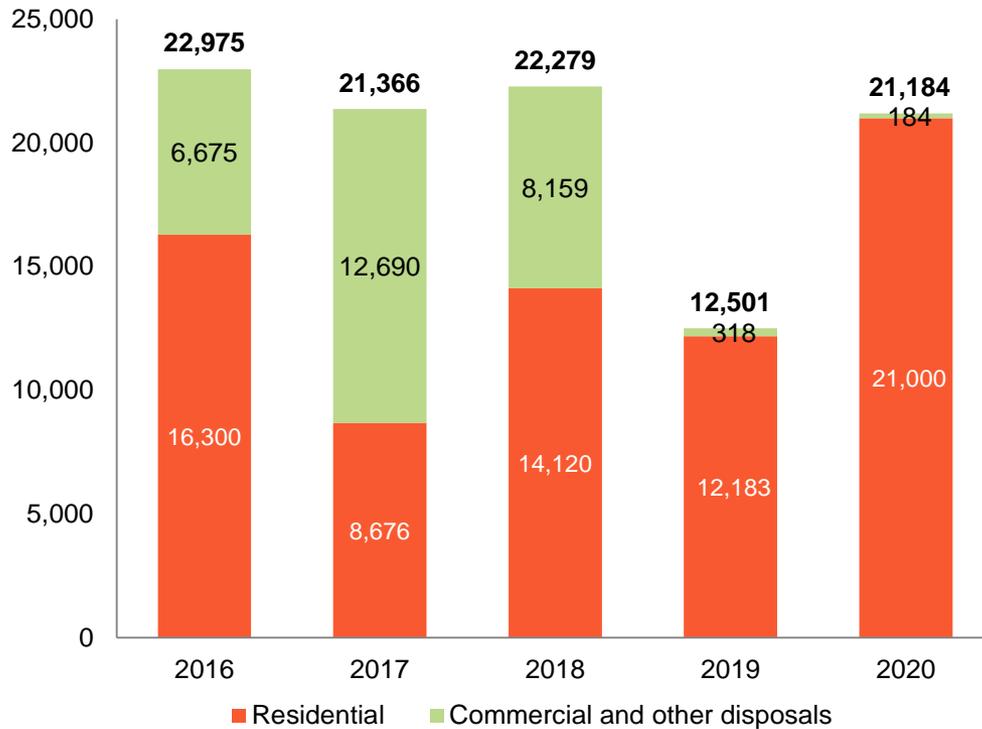
Section 4

Property Development

Contracted Sales in 2020

Strong contracted sales, increased by 69%

Contracted Sales (RMB mn)



- The Group's contracted property sales increased by 69% to RMB21,184 million in 2020, compared to RMB12,501 million in 2019.
- Residential property contracted sales totaled RMB21,000 million mainly due to strong sales performance in Shanghai RHXC Parkview (Lot 1), Taipingqiao Ville V (Lot 118), Shanghai Panlong Tiandi and Wuhan Tiandi La Riva II.
- Commercial property contracted sales was RMB184 million.
- As of 31 December 2020, a total subscribed sales of RMB4,914 million was recorded, among which RMB2,843 million and RMB925 million were from Shanghai Panlong Tiandi and Taipingqiao Ville V (Lot 118) respectively.



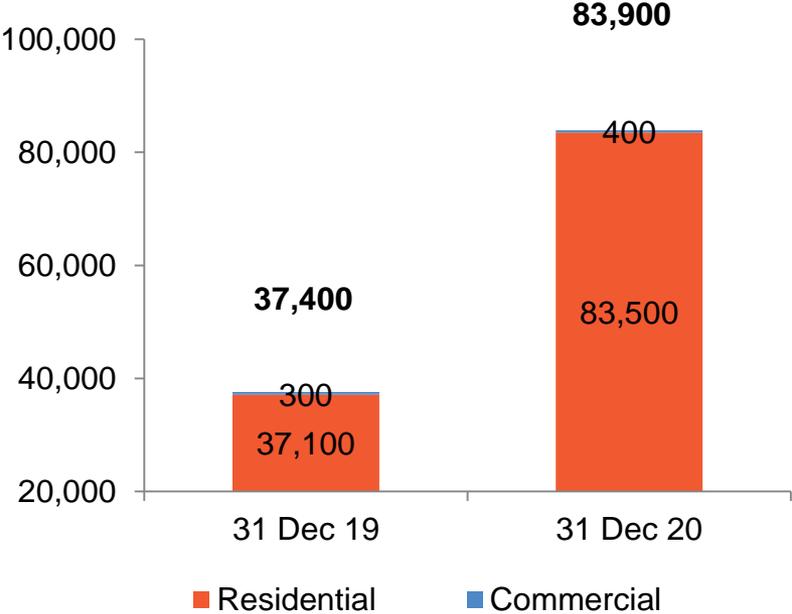
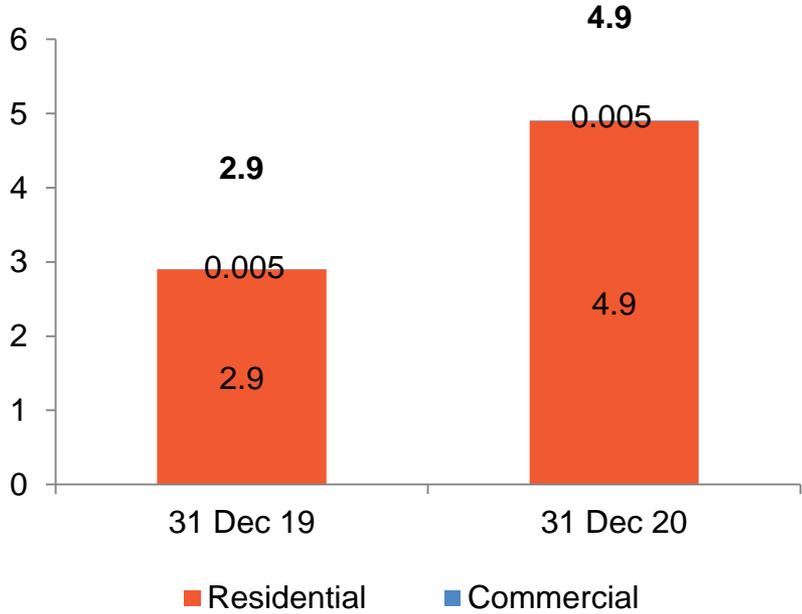
RMB4.9 billion Subscribed Sales for Contract in 2021 & Beyond

Subscribed Sales

Subscribed Sales GFA

(RMB'bn)

(sq.m.)

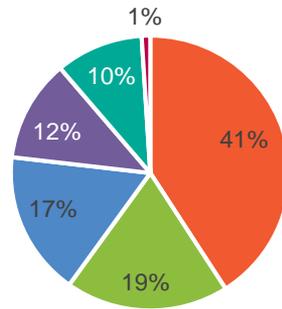


2020 Pre-Sales Highlight: Shanghai Panlong Tiandi

Over RMB5.8 billion contracted/subscribed sales in 2020

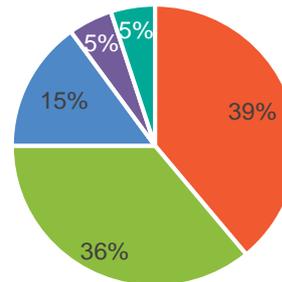
- We launched the first batch of Panlong Tiandi in October 2020 with 948 units.
- Made the record of the highest participation rate in the lottery process with over 3,750 subscriptions.
- ASP at 61,500 RMB/sq.m., highest among peers nearby due to the company's premium brand and high quality.

Geography Breakdown of Buyers



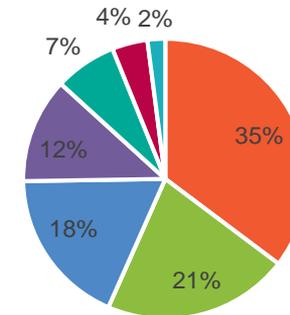
- 上海市区¹
- 青浦
- 闵行
- 上海其他区域
- 浦东
- 外省市

Age Group of Buyers



- 30岁以下
- 31-40
- 41-50
- 51-60
- 60以上

Purpose of Buyers



- 独立分户
- 改善居住环境
- 结婚
- 为其他家人
- 投资兼自住
- 投资
- 为子女



1. 上海市区包括：黄浦区、静安区、徐汇区、长宁区、虹口区、杨浦区



Residential Available for Sale and Pre-sale in 2021 and beyond

Project	Product	GFA in sq.m.	Group's Interests %	Attributable GFA in sq.m.
Shanghai Taipingqiao Lot 118	High-rises	44,500	99%	44,000
Shanghai RHXC Lot 7	High-rises	125,500	49.50%	62,100
Shanghai RHXC Lot 1	High-rises	5,500	49.50%	2,700
Shanghai RHXC Lot 167A	High-rises	45,900	49%	22,500
Shanghai Panlong Tiandi	High-rises	121,500	80%	97,200
Wuhan Tiandi	High-rises	4,200	100%	4,200
Wuhan Optics Valley Innovation Tiandi	High-rises	86,100	50%	43,100
Foshan Lingnan Tiandi	High-rises	2,800	100%	2,800
Chongqing Tiandi	High-rises	126,000	19.80%	24,900
Total		562,000		303,500



New Launch Targeted for 2021: Rui Hong Xin Cheng (Lot 167A)

45,900 sq.m. of GFA for sale





New Launch Targeted for 2021: Ville V Phase 2 (Lot 118)

44,500 sq.m. of GFA for sale





Residential Development Saleable Resources

RMB64 billion saleable resources from current landbank as of 31 Dec 2020

Project Name	Approximate Saleable Residential GFA sq.m.	Estimated Gross Saleable Resource RMB' bn	The Group's interests %	Estimated Attributable Sales RMB' bn
Shanghai Taipingqiao Lot 118	44,500	7.4	99%	7.3
Rui Hong Xin Cheng Lot 1	5,500			
Rui Hong Xin Cheng Lot 7	161,200	19.1	49.5%	9.5
Rui Hong Xin Cheng Lot 167A	84,600	10.2	49%	5.0
Panlong Tiandi	192,500	12.0	80%	9.6
Shanghai Sub-total	488,300	48.7		31.4
Wuhan Tiandi	110,800	5.8	100%	5.8
Wuhan Optics Valley Innovation Tiandi	261,200	5.6	50%	2.8
Foshan Lingnan Tiandi	2,800	0.1	100%	0.1
Chongqing Tiandi	183,100	4.0	19.8%	0.8
Other Cities Sub-total	557,900	15.5		9.5
Grand Total	1,046,200	64.2		40.9

Note: This represents saleable resources not yet recorded as contracted sales as at 31 Dec 2020, excluding sites yet to commence relocation.

Commercial Development

Strong pipeline of commercial properties in Shanghai and other cities for rental growth and capital recycling

List of Commercial Properties Under Development and For Future Development as of 31 Dec 2020 (Excluding sites yet to commence relocation)

Project Name	Office GFA sq.m.	Retail GFA sq.m.	Total GFA sq.m.	The Group's Interests %	Attributable GFA sq.m.
Shanghai Taipingqiao Lots 123,124 & 132	192,000	84,000	276,000	25.00%	69,000
Shanghai RHXC Hall of the Sun, Ruihong Corporate Avenue	147,000	183,000	330,000	49.50%	163,400
Shanghai RHXC Lot 167B	107,000	12,000	119,000	49.00%	58,300
Shanghai Hong Shou Fang	48,000	14,000	62,000	100.00%	62,000
Shanghai Panlong Tiandi	-	44,000+4,000 ¹	48,000	80%	38,400
Shanghai Sub-total	494,000	341,000	835,000		391,100
Wuhan Tiandi	230,000	17,000	247,000	100.00%	247,000
Wuhan Optics Valley Innovation Tiandi	485,000	347,000	832,000	50.00%	416,000
Foshan Lingnan Tiandi	450,000	136,000+ 80,000 ¹	666,000	100.00%	666,000
Chongqing Tiandi	259,000	268,000+ 25,000 ¹	552,000	19.80%	109,300
Other Cities Sub-total	1,424,000	873,000	2,297,000		1,438,300
Grand Total	1,918,000	1,214,000	3,132,000		1,829,400

1. Hotel use

Section 5

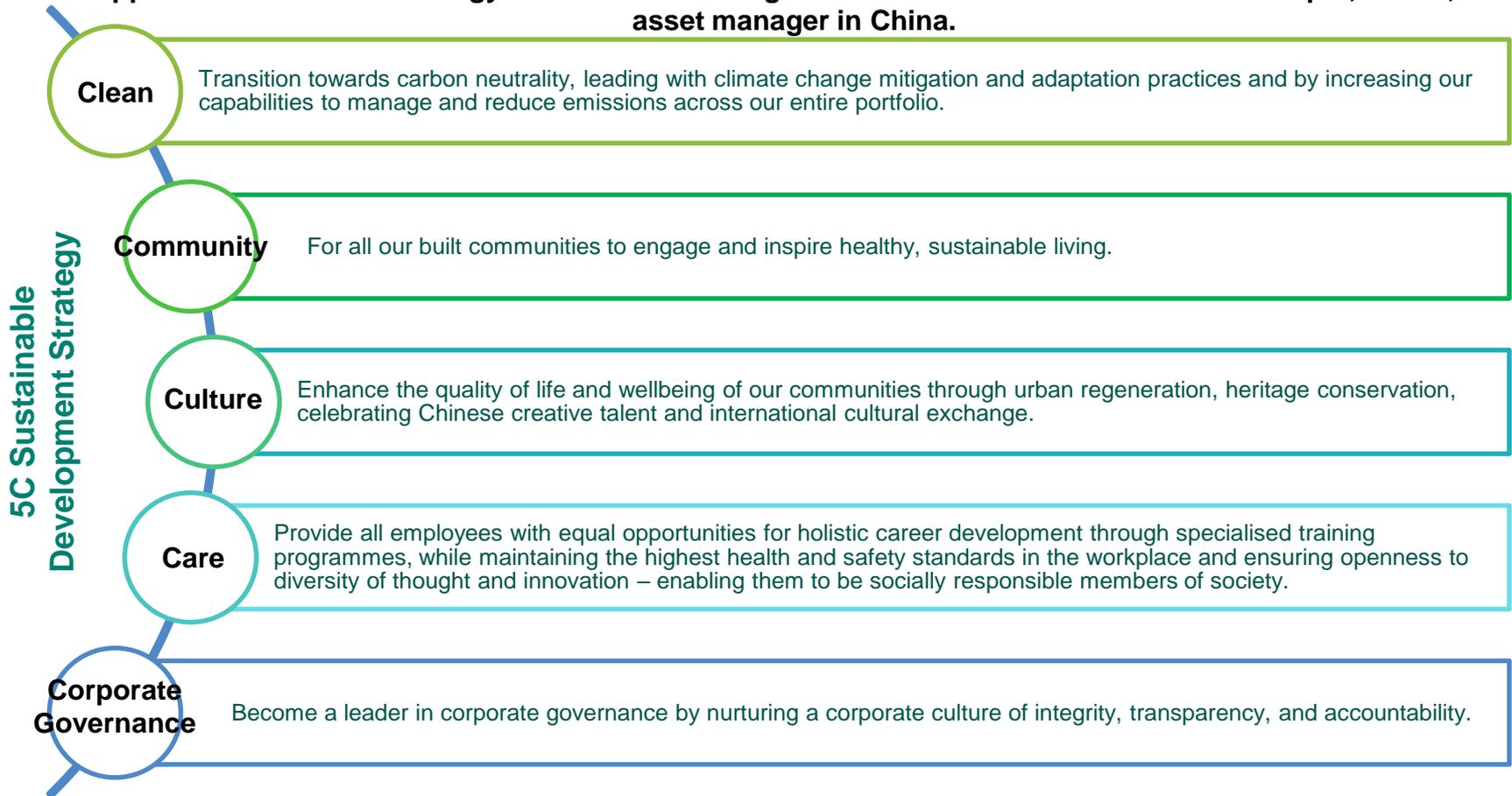
Sustainable Development Strategy and ESG



Sustainable Development Strategy and ESG

“5C” – New 10 Years (2021 to 2030) Sustainable Development Strategy

- The 5C Sustainable Development Strategy intends to unite the below priorities in alignment with our new corporate vision: **To become a pioneer of sustainable premium urban communities.** This aligns with and supports our business strategy to become a leading commercial focused real estate developer, owner, and asset manager in China.





Key Achievements in Sustainable Development in 2020

Sustainable Development Highlights in 2020

Launched the 2030 5C Sustainable Development Strategy

15% decrease in Scope 1 and 2 carbon emissions intensity from 2019; 41% decrease from 2011 baseline

30% decrease in water intensity

95% overall residential customer satisfaction rate

24% decrease in construction waste sent to landfill

RMB10 million donated to the Wuhan Red Cross for COVID relief

Published first Green Bond Report

Sustainable Development Recognition and Awards in 2020

Hang Seng Corporate Sustainability Index Series: Became a constituent of the index series in 2020

MSCI ESG Leaders Index Series: Became a constituent of the index series in 2020

Bloomberg Businessweek/Chinese Edition: ESG Leading Enterprise Award

The Asset ESG Corporate Awards 2020: Platinum Award

International WELL Building Institute™ (IWBI™): Building on Shanghai Xintiandi Community becoming the first WELL Community-Certified Project in 2019, our headquarters in Shanghai earned WELL CERTIFIED™ PLATINUM for its renovation.

Urban Land Institute (ULI): THE HUB won 2020 ULI Asia Pacific Awards for Excellence

China Real Estate Business, iGREEN ORG: 2020 Top 10 Most Competitive Green Developer in China

China Human Resources Management Research Institute: Award of Workplace Health Achievement 2020

GoldenBee Think Tank, China Sustainability Tribune: 2020 GoldenBee CSR China Honor Roll

Shanghai Daily: Excellence Award for Sustainability 2019

IAC, Green Ranking: Listed No.25 and Ranked A of 2020 China Real Estate Enterprise Green Credit Index TOP 50

Sustainable Development Strategy and ESG

Highlights on Major Signature Initiatives in “5C” in 2021



- The company commits to setting carbon emissions reduction goals towards 2030 using **Science Based Targets** that are in line with meeting the goals of the Paris Agreement – to limit global warming to **well-below 2° C** above pre-industrial levels, and we will further use our best endeavors to set goals that limit warming to 1.5° C in the future.
- We will engage tenants and customers in low carbon living and promote healthy and sustainable lifestyles by rolling out a **plant based foods initiative** starting from SH XTD and later across our portfolio.
- In celebration of the 20th anniversary of Xintiandi, we will launch the **CREATORS 100** to showcase Chinese creative talent. With the core principles of respecting and celebrating local culture, pioneering sustainability and co-creating our future city, we aim to be a diverse creative hub for connecting great ideas and supporting the future creative class.



Innovating for the Community, Holding Charity Events to Advocate Sustainable Lifestyle



PAY IT FORWARD 将爱传递

- To establish a sustainable lifestyle
- To implement green and low-carbon commitment in work and life
- To make contributions to the sustainable development of the society





瑞安房地產
SHUI ON LAND

Q&A

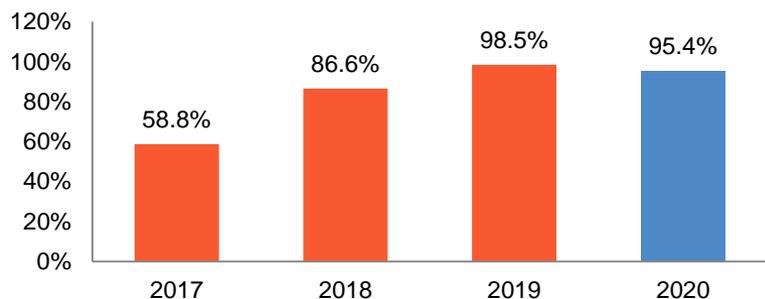


瑞安房地產
SHUI ON LAND

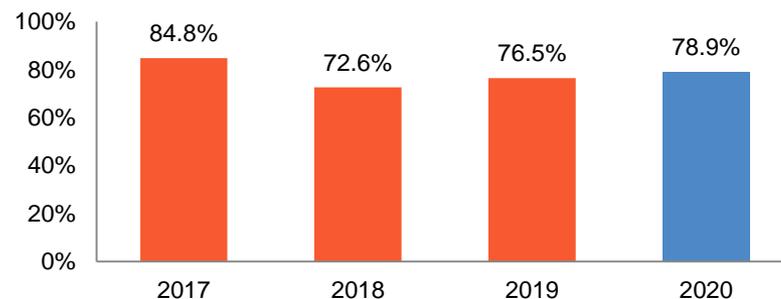
Appendix

Historical Credit Profile

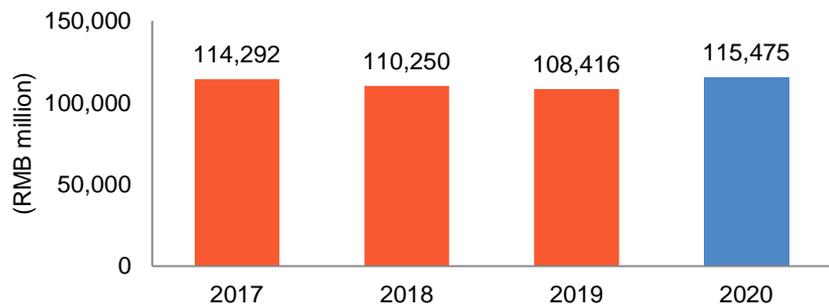
Rental and related income / total interest costs¹



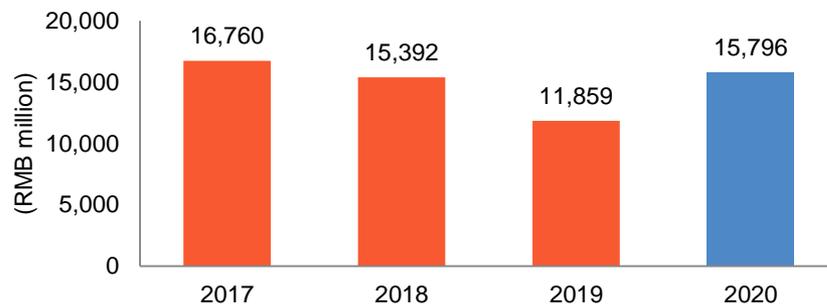
Total debt² / Total equity³



Total assets



Total cash⁴



1. Total interest costs are calculated by adding interest on bank borrowings, interest on loans from non-controlling shareholders of subsidiaries, interest on senior notes, interest expense from lease liabilities and interest on loan from an associate.
2. Total debt is calculated by adding all bank borrowings (due within or after 1 year), senior notes and receipts under securitization arrangements.
3. Total equity includes convertible perpetual capital securities, perpetual capital securities and non-controlling shareholders of subsidiaries.
4. Cash includes bank balances and cash, and pledged bank deposits.



Company Overview

Shui On Land – Company Background

Leading commercial property focused developer, owner and asset manager in China

Shui On Land – Introduction

- Listed in 2006 on the Hong Kong Stock Exchange (“HKSE”, stock code 272.HK), Shui On Land (“SOL” or “the Company”) is included in the Hang Seng Composite Index, HSCI Composite Industry Index - Properties & Construction, Hang Seng Composite MidCap Index and Hang Seng Stock Connect HK
- Headquartered in Shanghai, the Company engages principally in the development, sale, leasing, management and long-term ownership of high-quality commercial and residential mixed-use properties
- SOL is a leading commercial property owner and operator in Shanghai, with a total of 1.72 million sq.m. of office and retail space, including its flagship Shanghai Xintiandi, currently under its management

Development Strategies

- Large Scale Mixed-use Urban Redevelopments
- Knowledge & Innovative Communities
- Transportation Oriented Developments

Product Strategies

- XINTIANDI
- Corporate Avenue Grade-A Office
- INNO Office / SHUI ON WORKX
- Knowledge Community / Sub-centre & Business Park Office
- High-end Residence



Asset Light Strategy

From Land Acquisition & Investment, Design & Positioning, Construction, Sales & Leasing to Asset & Property Management Services

Build up long-term capital & investment platform

- Formation of SOL Managed Core-Plus Office Investment Venture (SCOV)
- Expand capital base by working with 3rd party partners on new investments
- Established strategic partnerships with world-class institutional investors for both commercial and residential investments

Asset Light Strategy

- Realize value of commercial properties at appropriate timing for recycling of capital
- Deleverage and optimize balance sheet
- Improve overall return to shareholders
- New capital for investment

Strengthen asset management & development capabilities

- Develop a first-class asset management platform with unique products
- Seize opportunities to manage third party assets
- Further expand high-quality commercial property portfolio
- Land and other acquisitions



The strategy enables the Company to further expand its property portfolio and lower the concentration risk, reduce its own funding requirement, build up its fee income business thus enhancing overall shareholders' return.

Quality Saleable Resources in Top-tier and High-growth Cities

Total leasable and saleable landbank of 6,359,000¹ sq.m. GFA as of 31 Dec 2020

Project	Residential	Commercial	Total GFA (sq.m.)
Shanghai Taipingqiao	164,000	566,000	730,000
Shanghai Rui Hong Xin Cheng	280,000	566,000	846,000
Shanghai KIC	-	253,000	253,000
Shanghai INNO KIC	-	45,000	45,000
Shanghai THE HUB	-	263,000	263,000
Shanghai Panlong Tiandi	256,000	48,000	304,000
Shanghai Hong Shou Fang	-	62,000	62,000
Wuhan Tiandi	225,000	486,000	711,000
Wuhan Optics Valley Innovation Tiandi	329,000	835,000	1,164,000
Foshan Lingnan Tiandi	37,000	857,000	894,000
Chongqing Tiandi	390,000	697,000	1,087,000
Total	1,681,000	4,678,000	6,359,000
Completed Properties	51,000	1,487,000	1,538,000
Under Development and for Future Development Properties	1,630,000	3,191,000	4,821,000



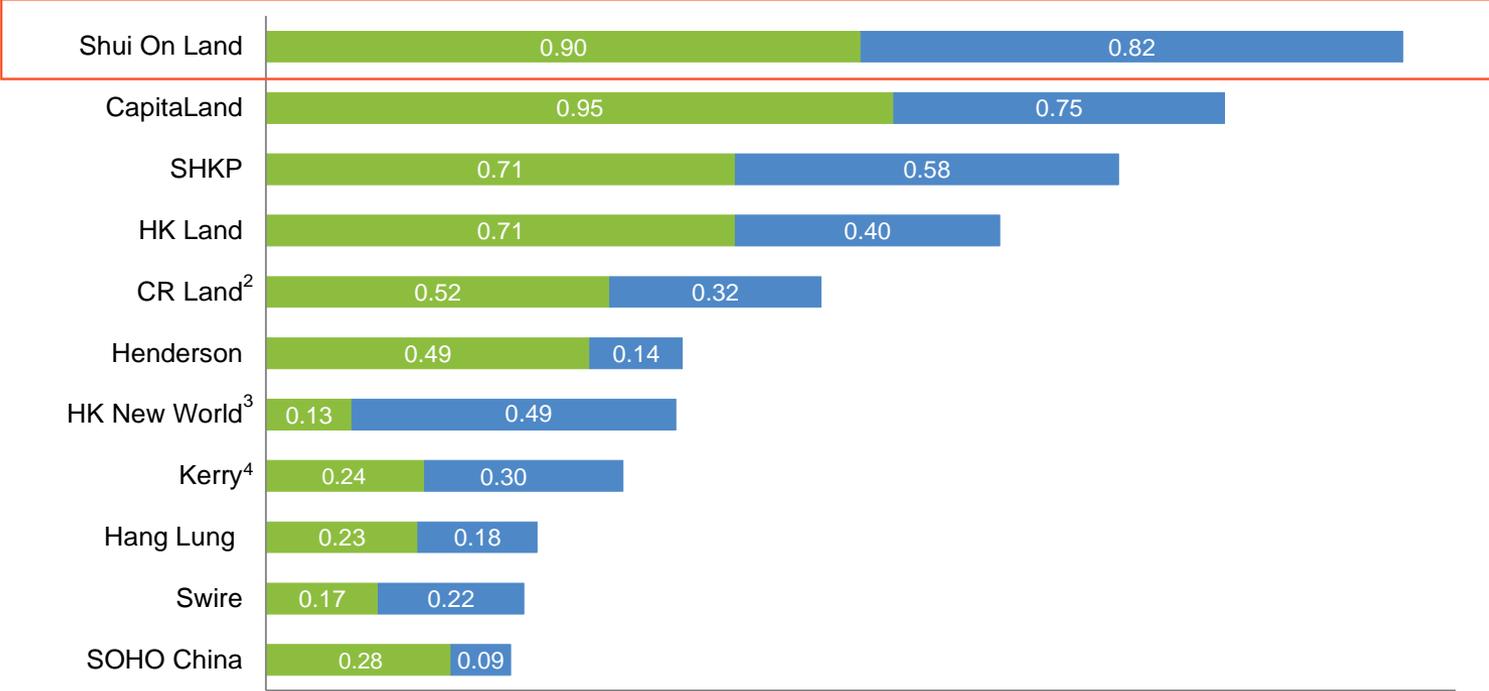
- SOL acquired all land parcels planned for the Panlong Tiandi development, which consists of a total GFA of about 256,000 sq.m. for residential development, a GFA of 48,000 sq.m. for culture and recreation /restaurant and hotel development.

1. As of 31 Dec 2020. Total leasable and saleable landbank excludes 2.2 million sq.m. of clubhouse, carpark and other facilities.

A Market Leader in Shanghai

Leading landlord in Shanghai with a growing prime commercial portfolio in core city areas

Commercial GFA owned or under management in Shanghai¹ (mn sq.m. GFA)



■ Office ■ Retail

Source: Company Presentation and Filings

1. Mainly includes portfolios that are officially disclosed on companies' public released 2019 Annual Report with necessary update, incl. projects under construction and assets under management;
2. The portfolio of CR Land in Shanghai has been reviewed and slightly adjust according to related information;
3. The land plot along Middle Huaihai Road newly acquired by NWC in Aug 2020 has been incorporated;
4. The complex land plot above metro station on Jufeng Rd., newly acquire jointly by Kerry and GIC in Feb 2021 has been incorporated.

Experienced Management Team and Well Established Corporate Governance

Expertise across all disciplines with strong corporate governance

Strong corporate governance procedures and internal controls in place

- Audit and Risk Committee (comprises 3 members, all of whom are independent non-executive directors (“INEDs”))
- Finance Committee (comprises 5 members, 3 of whom are INEDs)
- Nomination Committee (comprises Mr. Lo and 2 INEDs)
- Remuneration Committee (comprises Mr. Lo and 2 INEDs)

Executive Directors



Mr. Vincent H. S. LO
Chairman

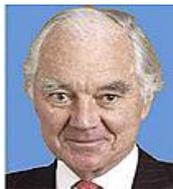


Mr. Douglas H. H. SUNG
Chief Financial Officer



Ms. Stephanie B. Y. LO

Independent Non-Executive Directors



Sir John R. H. BOND



Professor Gary C. BIDDLE



Dr. Roger L. McCARTHY



Mr. David J. SHAW



Mr. Anthony J. L. NIGHTINGALE



Mr. Shane S. TEDJARATI



Ms. Ya Ting WU



Our Management Team



Mr. Vincent H.S. LO
Founder, Chairman
Shui On Group
Chairman
Shui On Land Limited



Mr. Douglas H. H. SUNG
Executive Director
Chief Financial Officer
Chief Investment Officer
Shui On Land Limited
Managing Director
Shui On Management Limited



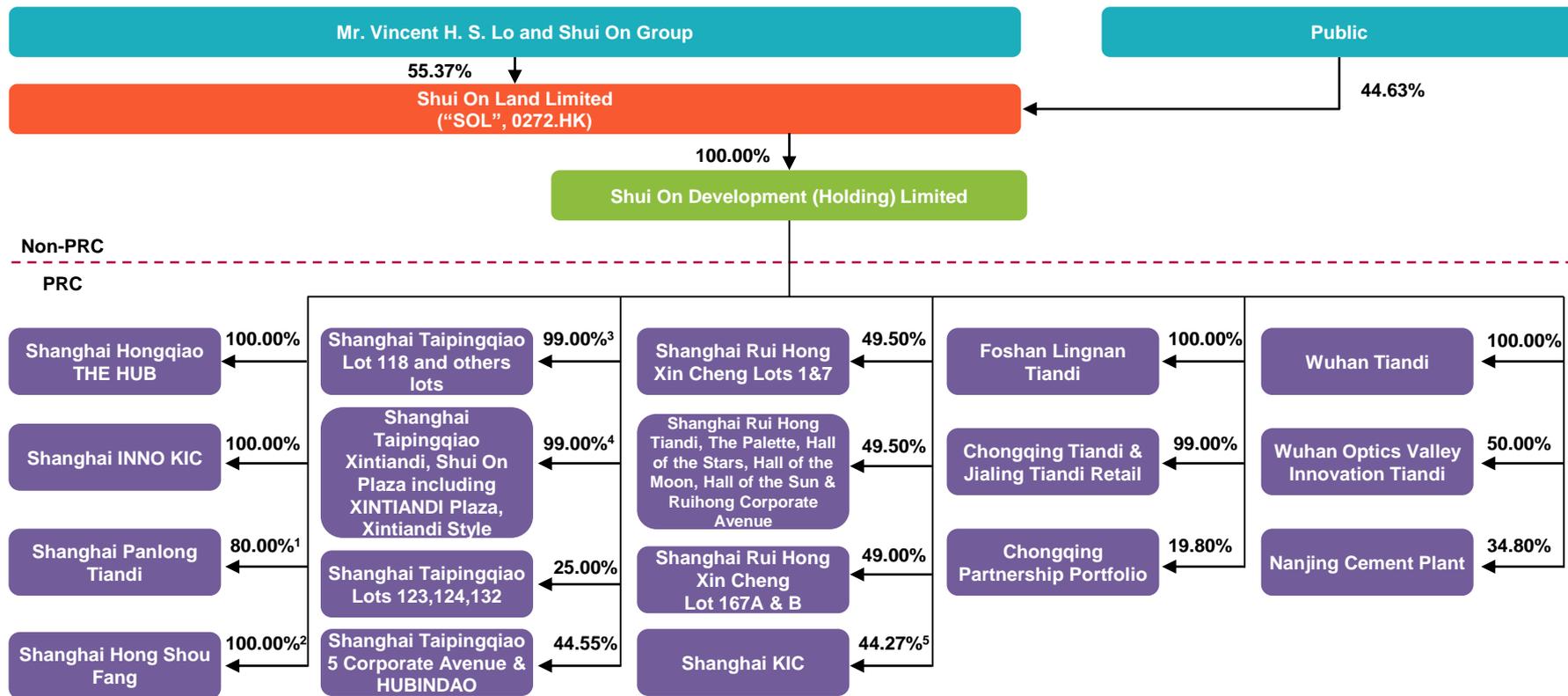
Ms. Stephanie B. Y. LO
Executive Director
Shui On Land Limited
Managing Director
Shui On Management Limited



Ms. Jessica Y. WANG
Managing Director
Shui On Management Limited

Simplified Corporate Structure Overview

(as of 31 Dec 2020)



Source: Company Information as of 31 Dec 2020 unless otherwise stated; Stock Exchange Announcements

- On 31 October 2019, we acquired 4 parcels of residential sites located in Panlong area in Qingpu District in Shanghai. In May 2020, we acquired 2 parcels of residential sites and 2 parcels of commercial sites in Qingpu District in Shanghai. We have 80% effective interests in the sites.
- On 1 November 2019, we acquired a commercial site located in Hong Shou Fang in Putuo District of Shanghai. We have 100% effective interests in the site.
- We have an effective interests of 99.00% in Lot 118 and the remaining lots except for Lot 116, in which we have an effective interests of 98.00%.The remaining Lots 119, 120 & 122 are yet to commence relocation.
- We have 100.00%, 80.00%, 100.00% and 99.00% in Shanghai Xintiandi, Shui On Plaza (including XINTIANDI Plaza), 15th Floor of Shui On Plaza and Xintiandi Style, respectively.
- We have a 44.27% effective interests in all the remaining lots, except for KIC Lot 311, in which we have an effective interests of 50.49%.