



瑞安房地產
SHUI ON LAND



2022 Annual Results

23 March 2023

Agenda

 Opening Remarks	Vincent Lo Chairman
 Business Review and Outlook & Strategy	Stephanie Lo Executive Director, Shui On Land Vice Chairman, Shui On Xintiandi
 Key Financial Highlights	Douglas Sung CFO & CIO, Shui On Land
 Property Sales & Development	Jessica Wang CEO, Shui On Land
 Shui On Xintiandi	Allan Zhang CEO, Shui On Xintiandi

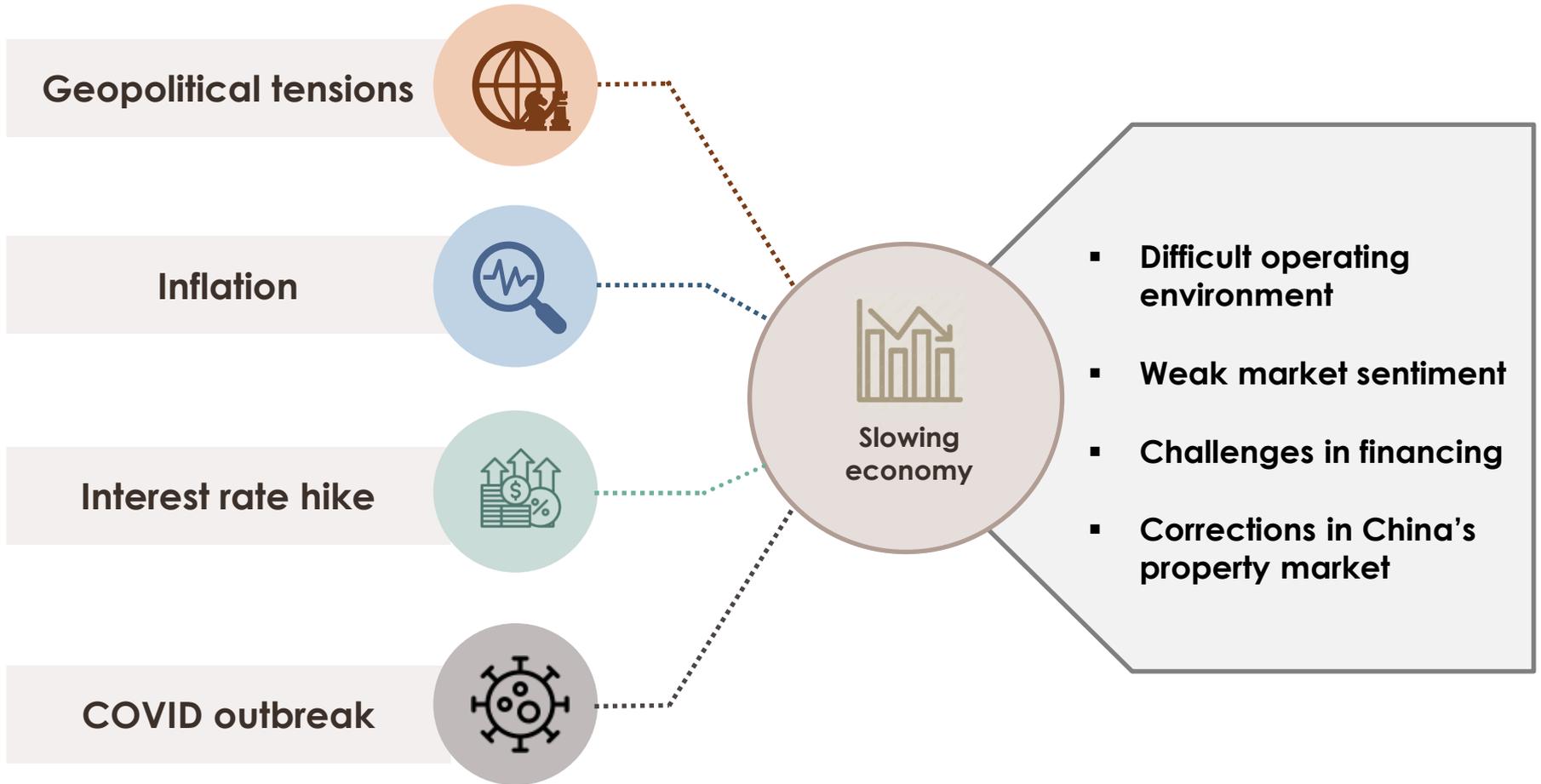




瑞安房地產
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Opening Remarks

A Challenging 2022





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Business Review and Outlook & Strategy

Resilient performance despite a difficult operating environment

COVID-19 and liquidity crisis caused unprecedented challenges but overall performance was satisfactory

- Profit of RMB1,475 million
- Profit attributable to shareholders totaled RMB906 million
- Property sales remained strong at RMB11,695 million despite delay in construction and handover; contracted sales at RMB27.2 billion
- Total rental income decreased mildly by 4%, reflecting tenant support

Strong fundamentals with a stable balance sheet

- Net gearing ratio stayed at a healthy level of 45%
- Redemption of the senior perpetual capital securities resulting in a 13% increase
- Cash and bank deposits stood at RMB13,368 million

Dividend declared and share buyback

- Final dividend for the year of HKD0.064 per share, together with an interim dividend of HKD0.036 per share, the full-year dividend for 2022 amounted to HKD0.10 per share
- Share buyback plan of up to HK\$500 million. A total of 35m shares was bought back during the year.



Cautious outlook with gradual recovery

China macro economy

- GDP growth slowed to 3.0% in 2022
- **Lifting of “zero-COVID” policy and border reopening should enable the China economy to stage a moderate rebound**
- Authorities signaled at the Central Economic Work Conference held in Dec 2022 that stabilization of consumer confidence will be a policy imperative in 2023

Residential market

- Encountered the deepest downturn since the start of housing reform in 1998
- Country-wide residential sales revenue and ASP dropped 28.3% and 2.0% respectively in 2022
- **Property market control policy has been eased; home purchase restrictions have been relaxed in many cities and mortgage rate cuts have become prevalent**
- **Scope of financing for developers has been broadened since Q4 2022**
- Buyers remain cautious and some developers continue to experience liquidity squeeze

Retail sector

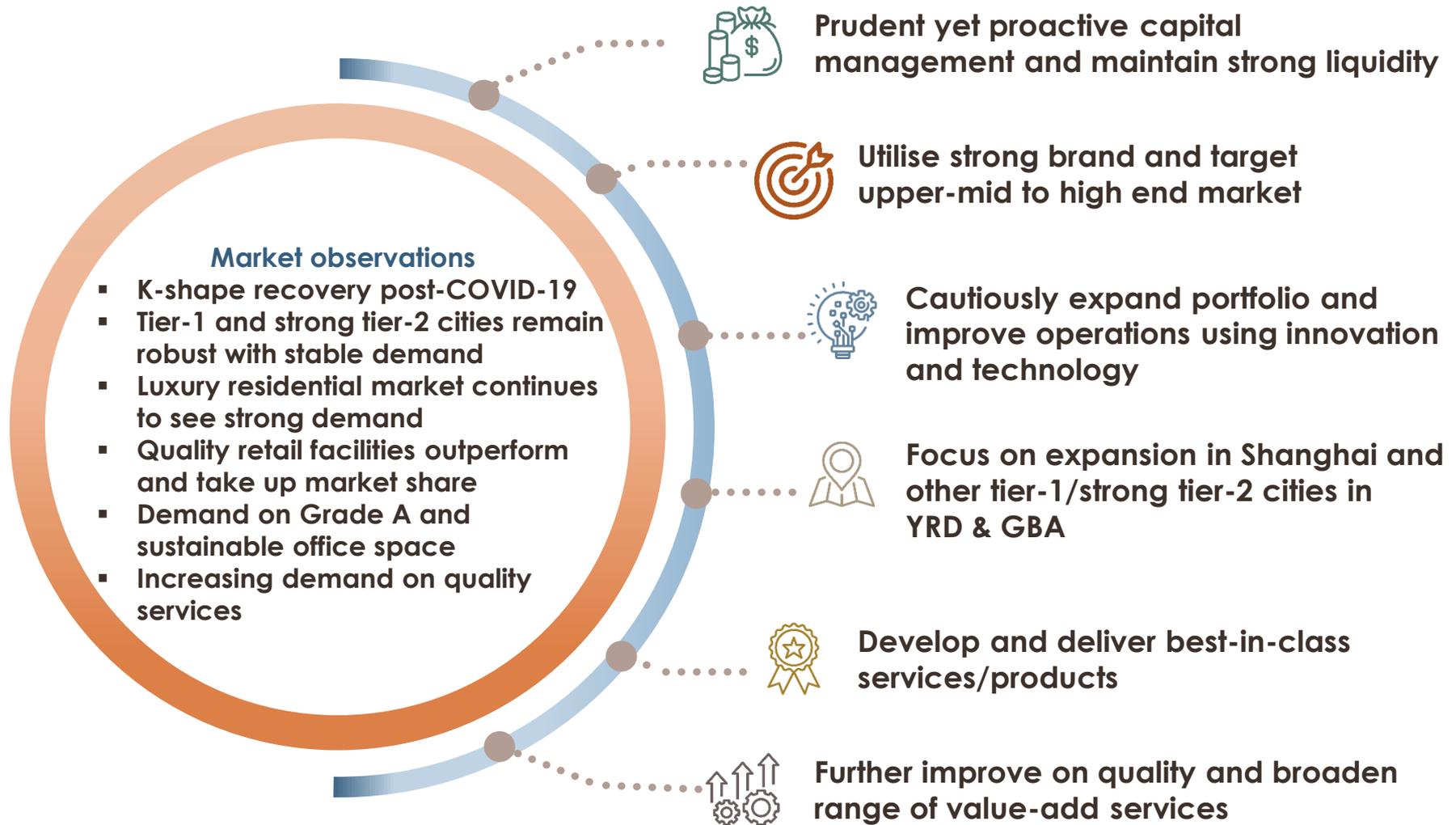
- Shanghai retail sales suffered a 9.1% contraction due to pandemic-related lockdowns
- Prime retail rental declined in 2022 and projected to remain flat throughout 2023
- **Consumer spending gradually recovering with the reversal of COVID-19 containment policies, but restoration of consumer confidence is expected to take time**

Office sector

- Prolonged city lockdowns battered business activities, hitting the office market while corporate expansion plans have delayed/stopped
- Net take-up rate and rents of Grade A office declined while the office market faces excess supply



Focus on fundamentals with disciplined growth strategy



A pioneer in creating and managing sustainable premium urban communities

2022 Achievements

- ✓ **Achieved 27.5% decrease in Scope 1 and 2 carbon emissions** intensity, 12.2% decrease in energy intensity, 25% decrease in water intensity, compared to 2021 levels
- ✓ **Submitted 1.5C aligned near-term Science-Based Targets (“SBT”)** for greenhouse gases (“GHG”) reduction to the Science-Based Targets initiative (“SBTi”) for approval
- ✓ **Green Pledge covered 96% F&B tenants, 77% retail tenants and 48% office tenants**
- ✓ **Signed the industry’s 1st Deep Green Lease Agreement** with the United States Green Building Council (“UNGBC”) to deepen green practices
- ✓ **Enhanced board diversity** with the appointment of a female CEO and updating the Board Diversity Policy

Awards and Accolades



Global benchmark recognitions



Achievements in sustainability certifications

95% of total commercial properties area are certified



LEED certified buildings:
total GFA of 2,915,239 m²



WELL certified buildings:
total GFA of 1,595,337 m²



China Green Building Label certified buildings:
total GFA of 4,170,655 m²

Xintiandi Community is the first WELL certified community

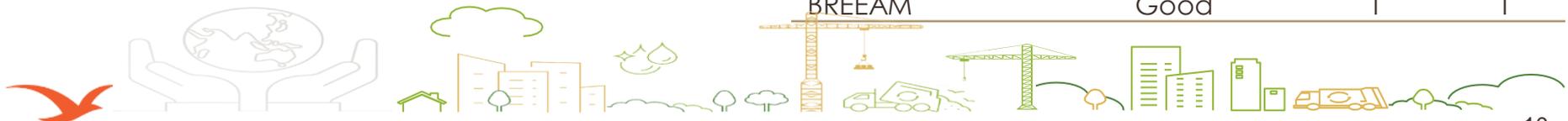
COMMUNITY-LEVEL GREEN AND HEALTHY CERTIFICATIONS

LEED ND Gold:

- Taipingqiao
- Ruihong Xincheng
- KIC
- Panlong Tiandi
- Chongqing Tiandi
- Wuhan Tiandi
- Foshan Lingnan Tiandi

GREEN AND HEALTHY BUILDING CERTIFICATIONS

Certificate achieved/ Pre-certified	Projects	Total
LEED-CS	Platinum	3
	Gold	32
	Silver	2
LEED-O&M	Gold	1
LEED-CI	Gold	2
LEED-ND	Good	7
WELL	Core	7
	Interior	3
China Green Building Label	★★★	7
	★★	23
	★	10
China Healthy Building Label	★★	3
BREEAM	Good	1





Key Financial Highlights

Financial performance affected by COVID-19

**Revenue
(RMB)**

15,565m

**Property sales
(RMB)**

11,695m

**Net Profit
(RMB)**

1,475m

**Profit attributable
to shareholders
(RMB)**

906m

**Rental and
related income
(RMB)**

2,070m

DPS

HKD0.10¹

- Revenue dropped by 11% mainly due to COVID-19 outbreak and subsequent lockdowns
 - Decrease in recognised property sales partly due to delay in construction and handover of residential units
 - Rental and related income negatively affected by rental concessions

Note:

(1) Includes interim dividend of HKD0.036 per share and final dividend of HKD0.064 per share.



Property sales received positive response whereas rental income reflected rental concessions

Property sales

Project	RMB'm
Shanghai Taipingqiao	5,375
Shanghai Panlong Tiandi	5,472
Wuhan Tiandi	462
Foshan Lingnan Tiandi	10
Chongqing Tiandi	7
Carparks	369
Total property sales recognised as revenue	11,695
Property sales recognised as:	RMB'm
- Property sales in revenue of the Group	11,695
- Revenue of associates	408
- Revenue of joint ventures	869
Total property sales	12,972



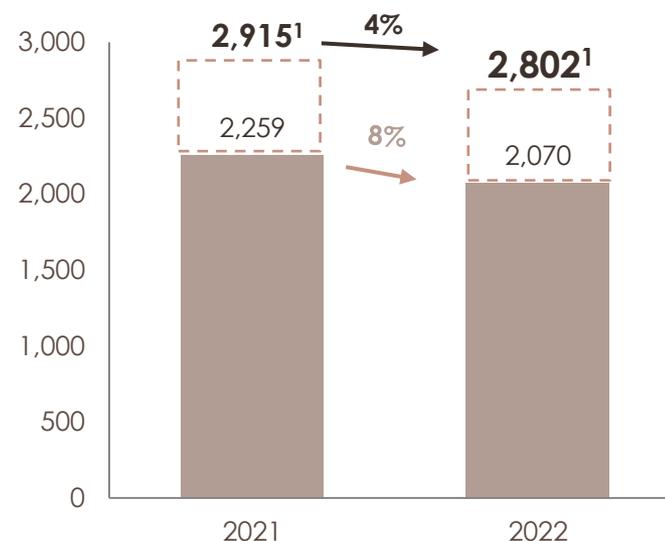
Lakeville TPQ Lot 118



Jingyuan PLTD Lot 11

Rental and related income

(RMB million)



- Consolidated rental and related income
- Rental and related income from JVs and associates

Note:

(1) Including rental income from Shanghai RHXC Commercial Partnership Portfolio, Shanghai Taipingqiao 5 Corporate Avenue and Hubindao and Nanjing IFC, in which, the Group has 49.5%, 44.55% and 50% effective interest, respectively.



Income Statement

RMB'm	2022	2021	Change
Revenue of the Group	15,565	17,555	(11%)
Property sales	11,695	13,638	(14%)
Rental & related income	2,070	2,259	(8%)
Property management income	508	490	4%
Hotels, construction and others	1,292	1,168	11%
Cost of sales	(8,916)	(10,382)	(14%)
Gross profit	6,649	7,173	(7%)
Gross profit margin	43%	41%	2ppt
Other income	376	241	56%
Selling & marketing expenses	(212)	(192)	10%
General & administrative expenses	(907)	(928)	(2%)
(Decrease)/increase in fair value of investment properties	(114)	35	(426%)
Other gains and losses	(27)	(334)	(92%)
Provision for impairment losses under expected credit loss model	(80)	(49)	63%
Share of results of associates and joint ventures	(151)	620	(124%)
Finance costs, inclusive of exchange differences	(2,127)	(895)	138%
Net exchange (loss)/gain	(495) ¹	255	(294%)
Net interest costs and others	(1,632)	(1,150)	42%
Profit before tax	3,407	5,671	(40%)

Note:

(1) Due to the depreciation of the RMB against the USD and the HKD.



Income Statement (Cont'd)

RMB'm	2022	2021	Change
Profit before tax	3,407	5,671	(40%)
Tax	(1,932)	(3,463)	(44%)
Profit for the year	1,475	2,208	(33%)
Attributable to:			
Non-controlling shareholders	453	338	34%
Owners of perpetual capital securities	116	234	(50%)
Profit attributable to shareholders	906	1,636	(45%)
Earnings per share – Basic	RMB11.3 cents	RMB20.3 cents	(45%)
Full Year dividend per share	HKD0.10	HKD0.12	

Having considered the Group's financial position, the Board has resolved to recommend the payment of a 2022 final dividend of HKD0.064 per share (FY 2021: HKD0.084 per share).



Proactive and prudent capital management strategy

Total cash and bank deposits (RMB)

13,368m

Total debt (RMB)

33,512m

Total assets (RMB)

104,878m

Net debt (RMB)

20,144m

Shareholder's equity per share (RMB)

4.88

Net gearing ratio

45%

Prudent financial strategy with industry foresight

- **Proactive deleveraging since mid 2010s**, with net gearing decreased from 87% as of 30 Jun 2015 to 45% as of 31 Dec 2022
- **Actively managing debt maturity profile**
 - USD600m perpetual capital securities redeemed in Jun 2022
 - Well-spread out debt maturity

Multi-prong strategy on financing

- **Increasing focus on sustainable financing**
- **Exploring onshore financing channels**
- During 2022, the Group has repaid and/or refinanced over USD1,576m of debt (excluding non-subsidiary level debts), including the redemption of USD600m PERP

Track record of returning value to shareholders

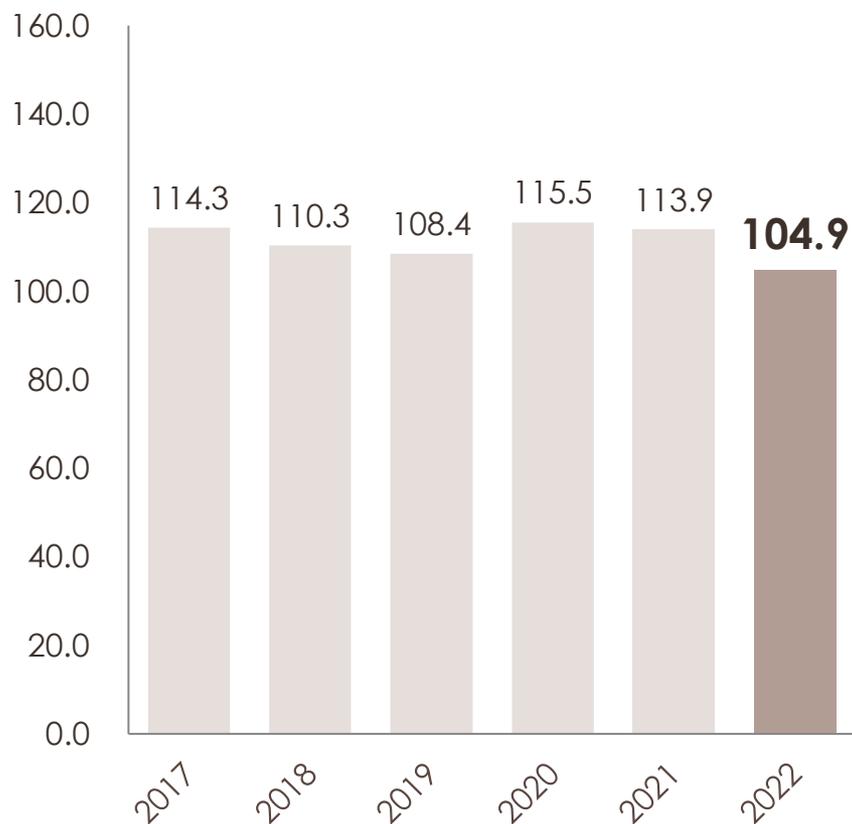
- HKD0.10 per share dividend declared for the year
- Share buyback plan of up to HKD500m; bought back 35m shares up to date



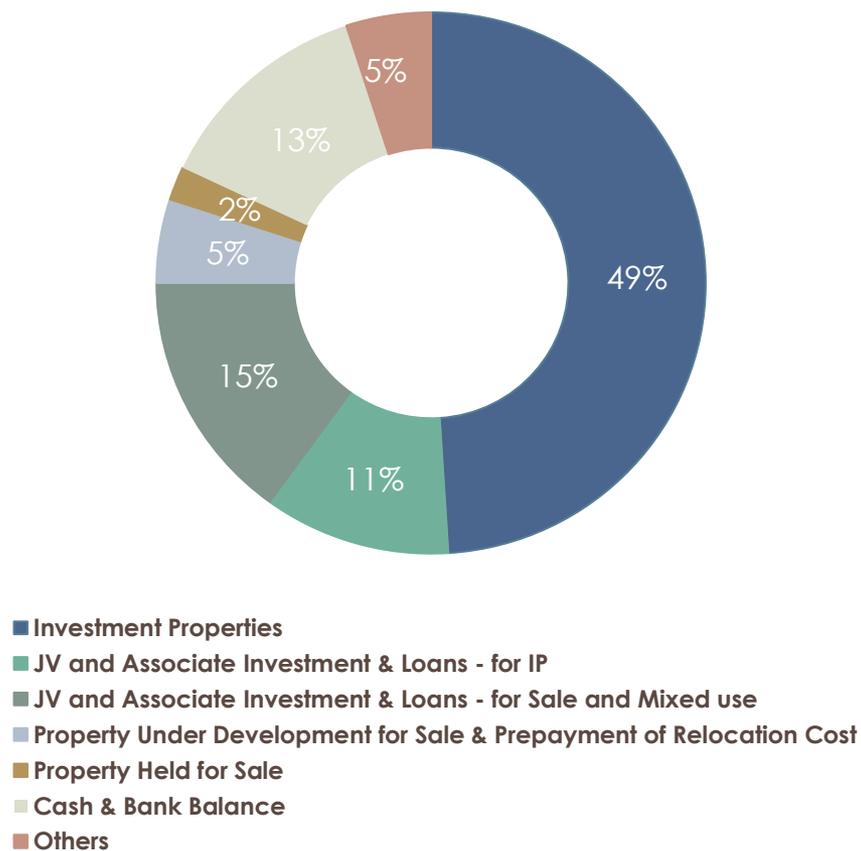
Maintaining solid asset base

Total assets

(RMB'bn)



Breakdown of assets by nature



Valuation of investment property portfolio

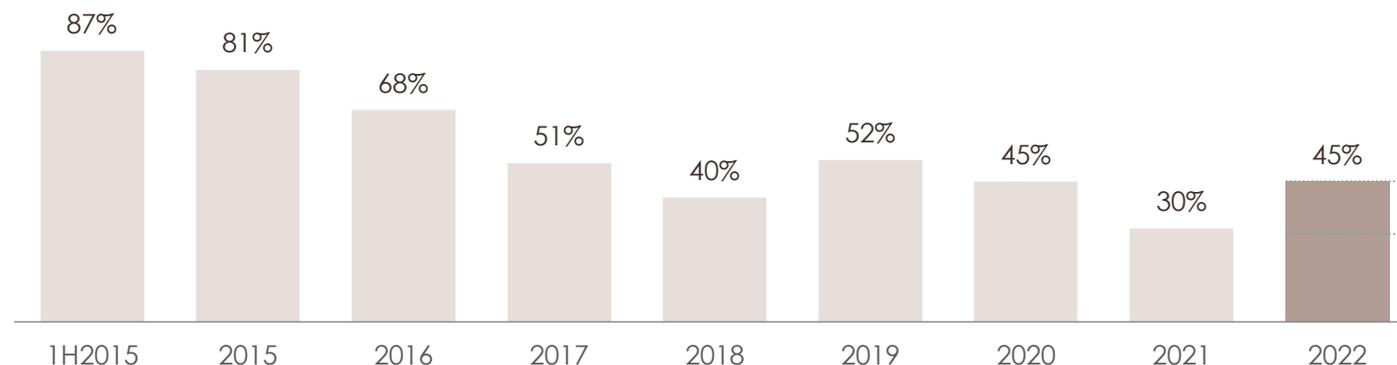
Project	Product	Leasable GFA	Fair Value Gain/(Loss) in 2022	Carrying Value as of 31 Dec 2022	Fair Value Gain/(Loss) to Carrying Value	Attributable Value
		sq.m.	RMB'mn	RMB'mn	%	RMB'mn
SXTD Portfolio²						
Completed Investment Properties						
Shanghai Taipingqiao Community						
Shanghai Xintiandi and Xintiandi Style II	Office & Retail	80,000	33	8,126	0.4%	8,106
Shui On Plaza and Xintiandi Plaza	Office & Retail	52,200	(10)	4,095	(0.2%)	3,318
5 Corporate Avenue, Hubindao (associate)	Office & Retail	79,000	(27)	6,720	(0.4%)	2,994
The Hub	Office & Retail	263,000	(48)	8,921	(0.5%)	8,921
Shanghai KIC	Office & Retail	248,000	22	8,418	0.3%	3,889
INNO KIC	Office & Retail	45,000	(8)	1,468	(0.5%)	1,468
Wuhan Tiandi Community	Retail	239,000	79	6,613	1.2%	6,613
Foshan Lingnan Tiandi Community	Office & Retail	142,000	43	4,174	1.0%	4,174
Chongqing Tiandi Community	Retail	128,000	7	1,503	0.5%	1,488
Nanjing IFC (JV)	Office & Retail	100,000	7	3,030	0.2%	1,515
Subtotal		1,376,200	98	53,068	0.2%	42,486
Investment Property - Sublease of Right-of-use Assets						
Nanjing INNO	Office & Retail	17,000	(10)	84	(11.9%)	84
SXTD Portfolio Total		1,393,200	88	53,152	0.2%	42,570
Other Investment Properties						
Shanghai RHXC	Office	500	-	8	-	8
Shanghai Panlong Tiandi	Retail	41,000	10	1,169	0.8%	935
1 Corporate Avenue, Wuhan	Office	165,000	-	2,670	-	2,670
Chongqing Street shops	Retail	3,000	(6)	28	(21.4%)	28
Shanghai HONG SHOU FANG	Office & Retail	62,000	(226)	2,405	(9.4%)	2,405
Foshan Lot A	Office & Retail	254,000	-	1,892	-	1,892
Ruihong Tiandi Community (JV)	Office & Retail	441,000	30	15,743	0.2%	7,793
CPIC Xintiandi Commercial Center (JV)	Office & Retail	276,000	(492)	19,446	(2.5%)	4,862
Other Investment Properties Total		1,242,500	(684)	43,361	(1.6%)	20,593
Grand Total		2,635,700¹	(596)	96,513	(0.6%)	63,163
Grand Total (excluding associates and JV)		1,739,700¹	(114)	51,574	(0.2%)	45,999

¹ Self-use property (total GFA 15,000 sq.m.) is classified as property and equipment in the consolidated statement of financial position, and the respective leasable GFA is excluded from this table. Carpark and other facilities spaces are also not included in this table.

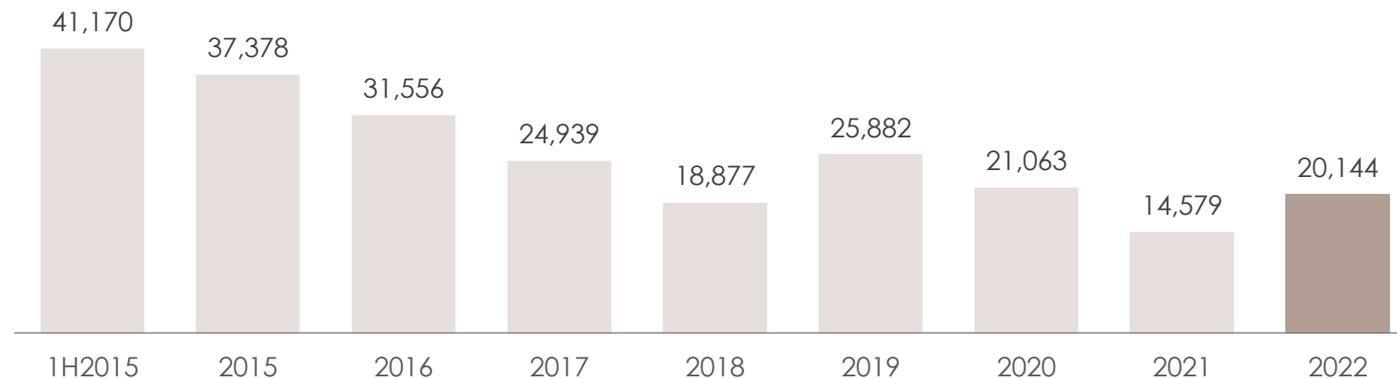
² The completed investment properties will be transferred to SXTD upon completion of the restructuring.

Gearing relatively low despite industry headwinds

Net Gearing (%)



Net Debt (RMB'm)



Consistently maintained a **low gearing ratio** in the past few years as compared against industry peers

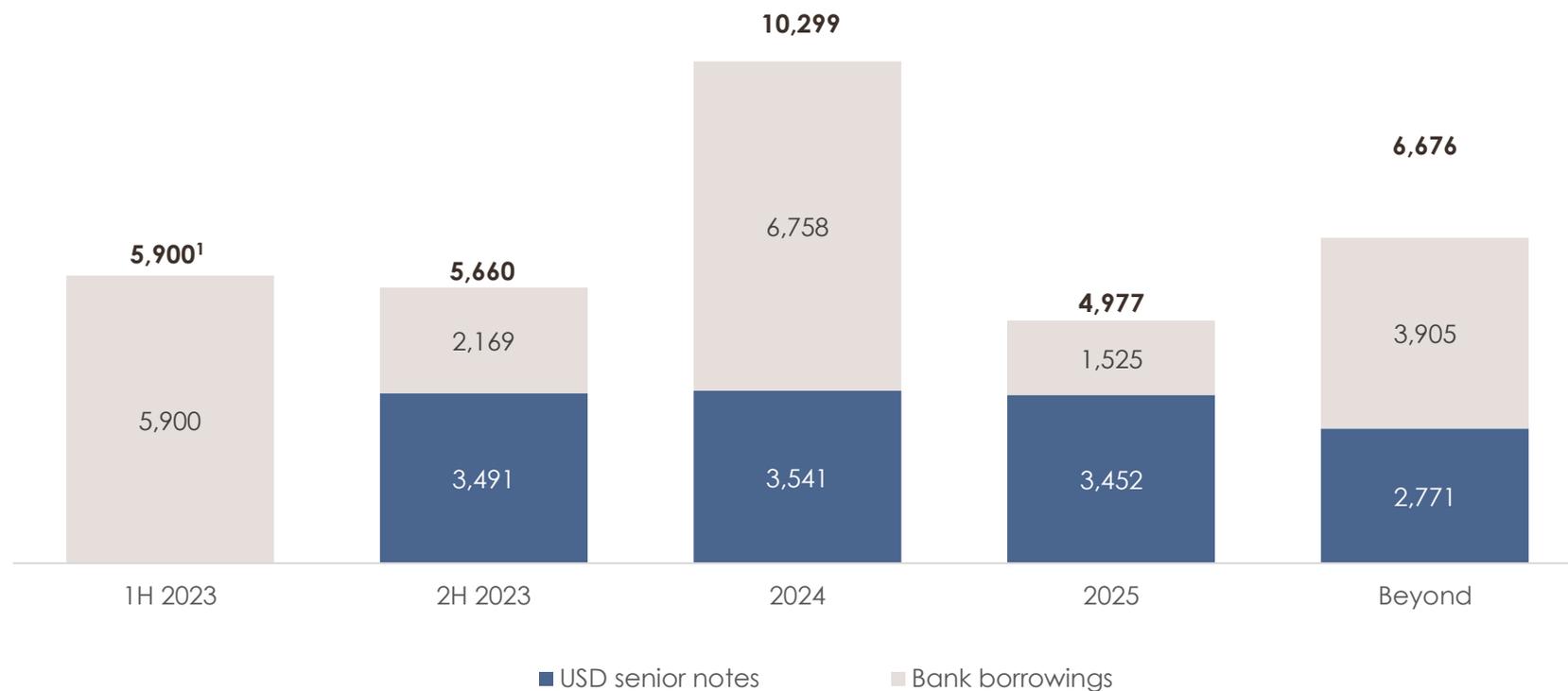
15ppts increase in gearing was largely due to the reduction in equity from the **redemption of US\$600m senior perpetual capital securities by internal sources** in June 2022 (resulting in 13% increase in gearing)

Low net debt position supported by **RMB13.4bn cash and bank deposits**, and has additional liquidity sources including undrawn credit lines



Diverse funding sources with spread out debt maturity

Debt maturity profile as at 31 December 2022
(RMB'm)



1. As of 17 March 2023, a total of RMB3,283 million has been repaid or refinanced.



Repaid USD600m perpetual in June 2022

Senior perpetual capital securities repaid in 2022

Amount (Currency million)	Coupon Rate	Issue Date	First callable Date	Repaid Amount (million)	Repayment Date
USD600	6.400%	20-Jun-17	20-Jun-22	USD600	21-Jun-22

Outstanding senior notes as at 31 December 2022

Amount (Currency million)	Coupon Rate	Issue Date	Maturity Date
USD300 Green Bond	5.750%	12-Nov-19	12-Nov-23
USD200 Green Bond		02-Dec-20	
USD500	6.150%	24-Aug-20	24-Aug-24
USD490	5.500%	03-Mar-20	03-Mar-25
USD400 Sustainability-linked Bond	5.500%	29-Jun-21	29-Jun-26



Sustainable financing and onshore financing initiatives

Sustainable financing

- **Sustainability-linked loan** with ICBC Asia
- **Green loan** with Standard Chartered Bank
- Signed Memorandum of Understanding (MoU) on **real estate financing and ESG and sustainable financing with:**
 - ✓ Shanghai Pudong Development Bank (SPD Bank) Shanghai Branch with an amount of RMB10 billion
 - ✓ Bank of Shanghai with an amount of RMB10 billion

Onshore financing initiatives

- Invited to participate in the "**Bank-Enterprise Strategic Cooperation**" event to support the stable and healthy development of the real estate market
- Signed **long-term strategic cooperation agreement with:**
 - ✓ The Industrial and Commercial Bank of China (ICBC Bank) with an amount of RMB20 billion
 - ✓ Bank of China with an amount of RMB20 billion
 - ✓ Shanghai Pudong Development Bank (SPD Bank) Shanghai Branch with an amount of RMB20 billion





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Property Sales & Development

Growth strategy for development in a changing market

Focus on selective markets/cities and strive for a leading position

Market Trend Highlights

- **Divergent performance** in a slowly recovering market with **top-tier cities and quality products excel**
- **Solid demand for better living standards and quality of life**
- **Well-managed private-owned developers and SOE developers benefit more** from current property policy easing
- **Rising M&A deals** resulting in acceleration of **consolidation in property sector**
- Faster pace of **urban regeneration of top-tier cities**, especially in Shanghai

Our Business Development Focus

Market Selection

- **Strategically replenish landbank in Shanghai, tier-1 cities and other leading tier-2 cities in YRD & GBA**
- **Focus on markets with resilient property sales & commercial market and relatively strong fundamentals**

Project Sourcing

- **Capture opportunities of Urban Regeneration in Shanghai**
- **Closely monitor market window and actively explore M&A deals**
- **Priority on projects with quicker turnover and cashflow**

Asset-light Model and Partnership

- **Continue to expand our partnerships with business partners and financial investors**
- **Consider cooperation with selective developers with common vision and values**



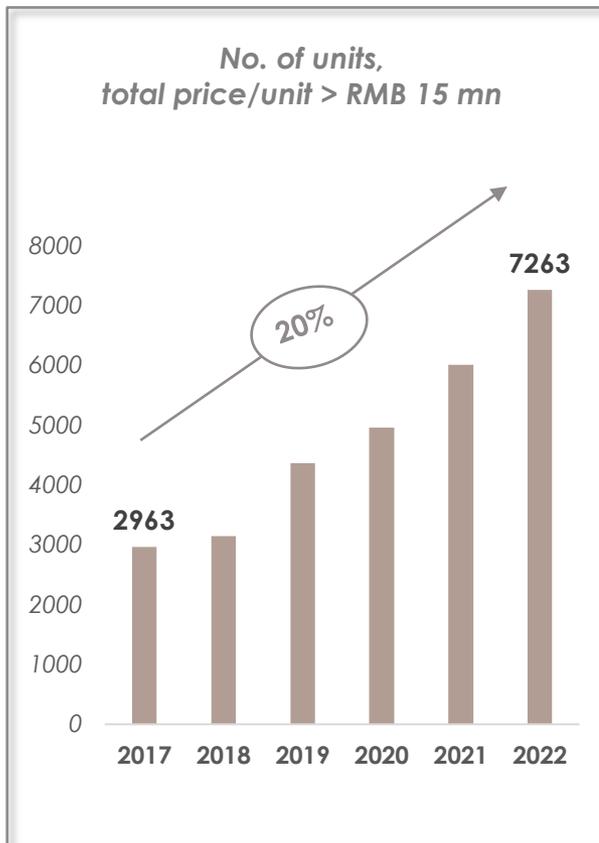
“Best-in-Class” strategy

Solidify our brand of being the “Best-in-Class” for residential and further enhance our leading position in luxury sector

Shanghai primary high-end residential market performance since 2017 ¹

Key demand from our target clientele from a post-COVID survey ²

Shanghai announced to accelerate Urban Regeneration in the city in 2022



Well-planned Community
with Diverse Facilities for Convenient/Healthy Life



Quality Products
with human-centric Design



Better Service
For Well-being

重特大项目

新一批旧改
和城中村改造

事关人民切身利益的民生工程、民心工程
提升城市韧性和安全度、优化空间功能布局的重要举措

项目总投资 **3500** 亿元

加快实施新一批旧改 1.4万户 | 39.6万平方米
零星二级旧里以下改造

加快推进城中村改造 2.5万户 | 74个城中村

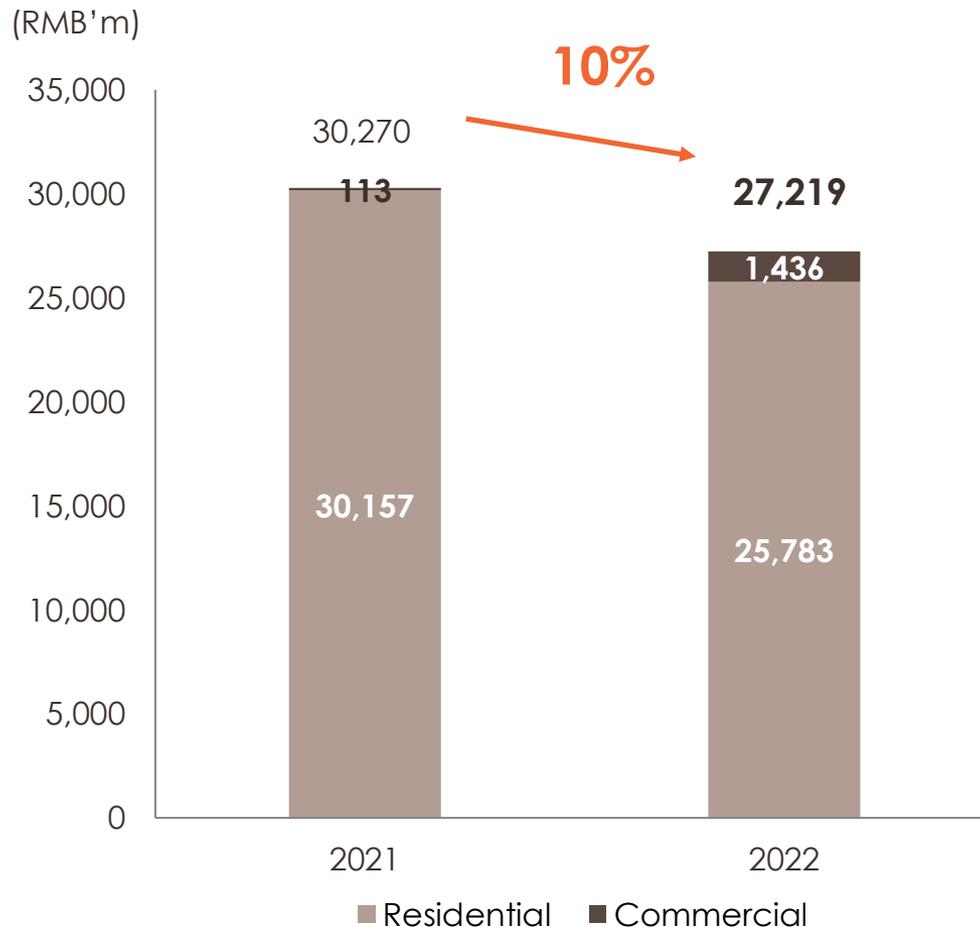


Data Source:

1. China Index Academy; 2. SOL internal customer survey in mid-2022

Property sales demonstrated support by home buyers

Contracted sales



- Recorded total subscribed sales of **RMB1,427 million** as of 31 Dec 2022 to be recognised in the coming months



Ville V (Lot 118)



RHXC Ocean One (Lot 7)



RHXC Park Vera (Lot 167A)



Panlong Tiandi (Lot 11)



2022 Pre-sale highlight - Shanghai

Shanghai RHXC Park Vera (Lot 167A)



- Total No. of Units: **609** / Average Selling Price: **RMB 119,800/sq.m.**
- Significantly over-subscribed and total deposit payers: **1,904**
- Deposit of each potential customer: **RMB 3.35mn**
- **RMB10.3bn** contracted/subscribed sales in 2022

Shanghai Panlong Tiandi

- One of the 1st batch of “village-in-city” regeneration project in Shanghai
- Upholding the core philosophy of “Culture, Nature and Future,” SOL’s masterplan concept and quality development has received **great recognitions from the public and the government**
- **3.5x** subscription reflecting strong demand with **an entry score at 91.22, which is record high in Shanghai**
- **RMB5.1 bn** contracted/subscribed sales in 2022



LEED ND Gold for PLTD



Awards and Recognitions



2022 Pre-sale highlight - Wuhan

Wuhan Tiandi La Riva III (Lot B12)

- **Launched 65 units with total GFA of 17,000 sq.m. for residential** in November 2022
- Without sales office or showroom, over RMB1.0 bn property sales were achieved online
- **All the units have been subscribed on the day of launch**
- **RMB1.0 bn contracted/subscribed sales in 2022**



New Acquisition - Shanghai Yangpu Binjiang

High-end low-density residential community development project with heritage preservation



Rendering for demonstration only

Acquisition date	December 2022
Total consideration	RMB2,376 million
Property	Block 6, Pingliang Street, Yangpu District, Shanghai
Total site area	16,993.8 sq.m.
Gross floor area	23,791.32 sq.m.
Group interest	60%
Joint Venture partner	Shanghai Yangshupu Real Estate Co.,Ltd



Residential available for sale and pre-sale in 2023

Project	Product	GFA in sq.m.	Group's Interests	Attributable GFA in sq.m.
Shanghai Taipingqiao Lot 118	High-rises	3,000	99%	3,000
Shanghai Panlong Tiandi	High-rises/Townhouses	3,500	80%	2,800
Wuhan Tiandi	High-rises	65,100	100%	65,100
Wuhan Optics Valley Innovation Tiandi	High-rises	73,900	50%	37,000
Wuhan Changjiang Tiandi	High-rises	124,900	50%	62,500
Chongqing Tiandi	High-rises	20,600	19.80%	4,100
Total		291,000		174,500



Residential development saleable resources

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	3,000	0.5	99%	0.5
Shanghai Taipingqiao Lot 122	80,600	19.2	50%	9.6
Shanghai Panlong Tiandi	3,500	0.3	80%	0.2
Shanghai Yangpu Binjiang ²	22,000	4.5	60%	2.7
Shanghai Sub-total	109,100	24.5		13.0
Wuhan Tiandi	102,600	6.0	100%	6.0
Wuhan Changjiang Tiandi ²	753,900	40.1	50%	20.0
Wuhan Optics Valley Innovation Tiandi	169,600	4.3	50%	2.2
Chongqing Tiandi	20,600	0.4	19.8%	0.1
Other Cities Sub-total	1,046,700	50.8		28.3
Grand Total	1,155,800	75.3		41.3

Notes:

(1) This table represents saleable resources not yet recorded as contracted sales as of 31 Dec 2022.

(2) Figures are preliminary estimates subject to further revision of the project plan.



Commercial development

List of Commercial Properties Under Development and for Future Development as of 31 Dec 2022 (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.
CPIC Xintiandi Commercial Center ¹	192,000	84,000	276,000	25%	69,000
Shanghai Taipingqiao Lot 122	-	19,000	19,000	50%	9,500
Shanghai RHXC Lot 7	-	2,000	2,000	49.5%	1,000
Shanghai RHXC Lot 167A	-	1,000	1,000	49%	500
Shanghai RHXC Lot 167B	107,000	12,000	119,000	49%	58,300
Shanghai HONG SHOU FANG ²	48,000	14,000	62,000	100%	62,000
Shanghai Sub-total	347,000	132,000	479,000		200,300
Wuhan Tiandi	70,000	4,000	74,000	100%	74,000
Wuhan Optics Valley Innovation Tiandi	365,000	340,000	705,000	50%	352,500
Wuhan Changjiang Tiandi	56,000	232,000+ 30,000 ³	318,000	50%	159,000
Foshan Lingnan Tiandi	450,000	108,000+ 80,000 ³	638,000	100%	638,000
Chongqing Tiandi	328,000	170,000+ 25,000 ³	523,000	19.8%	103,600
Other Cities Sub-total	1,269,000	989,000	2,258,000		1,327,100
Grand Total	1,616,000	1,121,000	2,737,000		1,527,400

Notes:

(1) The construction of the office towers is planned for completion from 2023 to 2024 in phases, and the shopping mall is planned to be completed in 2024.

(2) Construction work commenced in the second half of 2020 and is planned for completion in 2023.

(3) Hotel use.

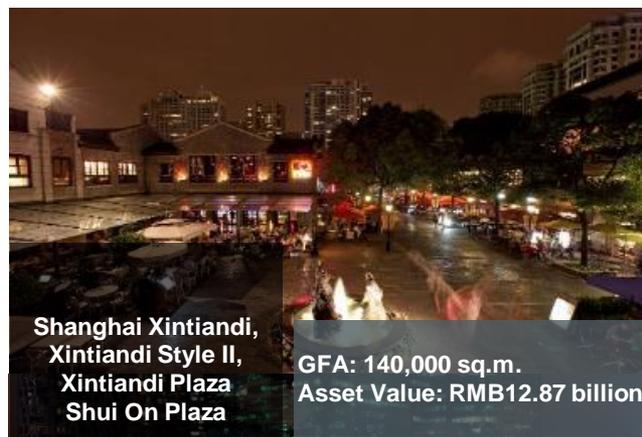




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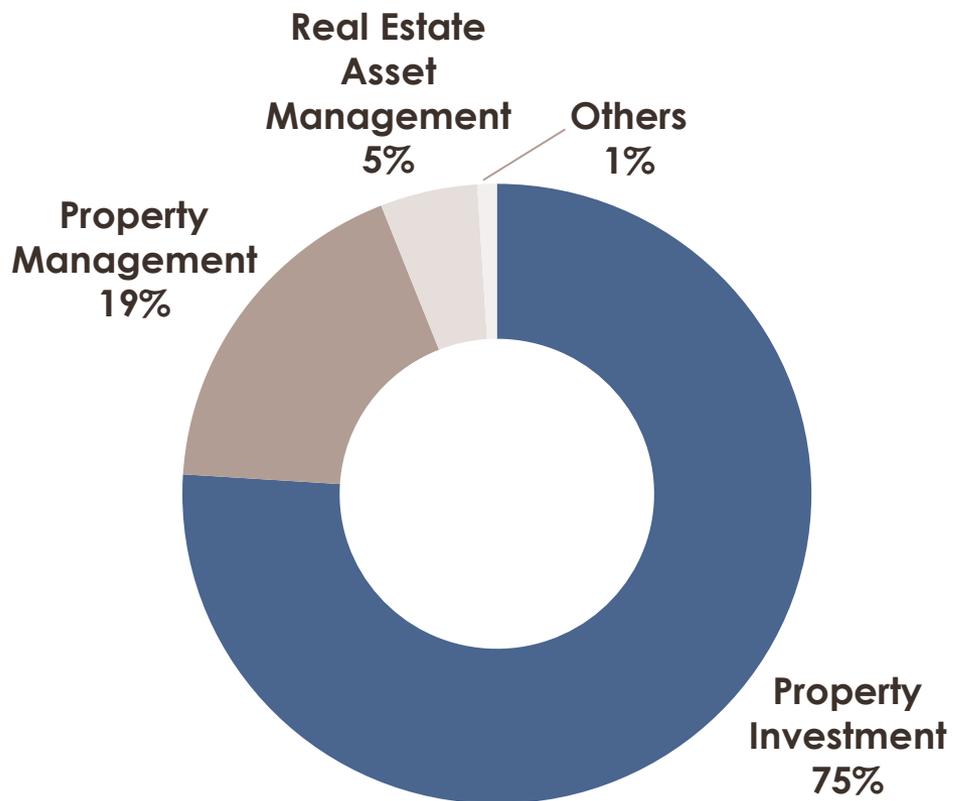
Shui On Xintiandi

RMB82 billion of commercial assets located in prime locations in Shanghai



Major business segments under SXTD

Revenue breakdown by business segments



Property Investment

- Investment, ownership and operation of commercial properties and provision of other rental-related services

Property Management

- Commercial and residential property management services

Real Estate Asset Management

- Commercial asset management services

Note:

(1) Figures are unaudited and prepared on a pro-forma basis.



Resilient portfolio yielding stable performance

Revenue
(RMB)

2,702m

Operating profit
(RMB)

1,452m

Net assets
(RMB)

34,026m

Gross profit
(RMB)

1,924m

Underlying profit⁽²⁾
(RMB)

575m

Net gearing ratio

11.5%

Notes:

(1) Figures are unaudited and prepared on a pro-forma basis.

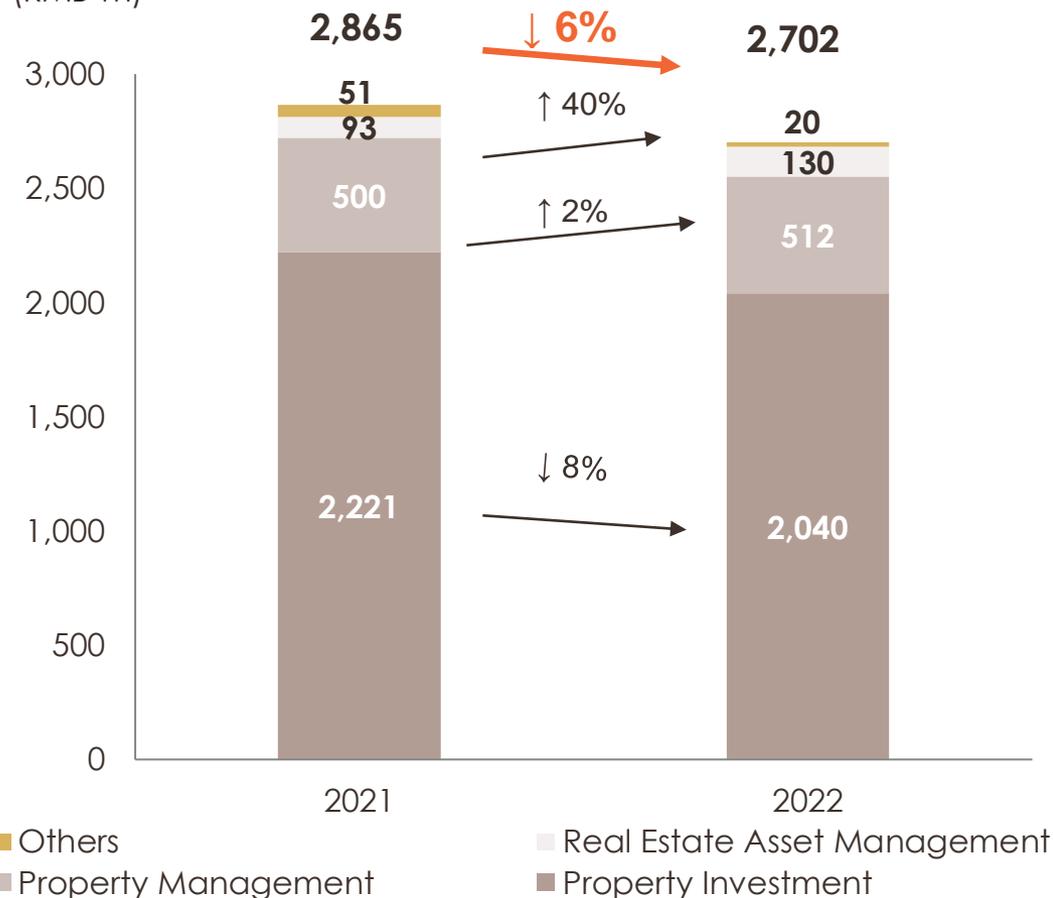
(2) Underlying profit is a non-IFRS financial measure and represents the net profit attributable to shareholders that excludes fair value changes and effect of foreign exchange.



Performance by business segment

Revenue

(RMB'm)



- Lockdowns due to COVID-19 impacted property investment performance
- Reflected the impact of rental concessions to tenants
- Real Estate Asset Management managed a portfolio of **AUM RMB30.3 billion** as of 31 December 2022 with fee income increasing 40% Y/Y

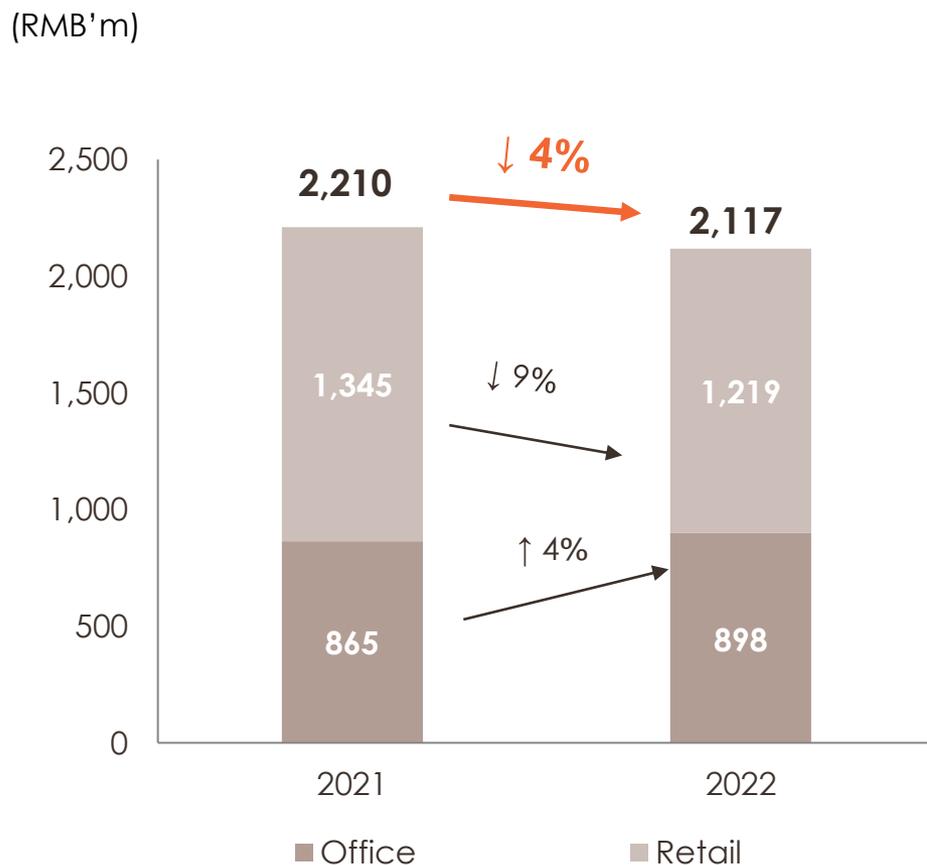
Note:

(1) Figures are unaudited and prepared on a pro-forma basis.

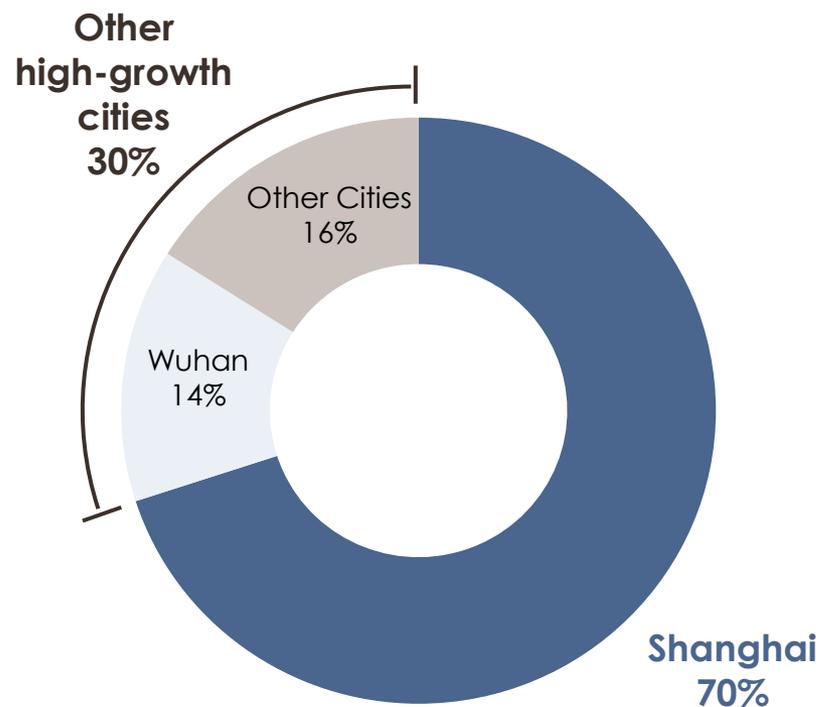


Property Investment - A well-balanced portfolio mix

Rental income¹ breakdown by asset type



Revenue breakdown by geography



1. Including rental income from 5 Corporate Avenue and Hubindao and Nanjing IFC, and excluding income from car parks and others.



Good signs of recovery in first two months of 2023

Retail



Sales Revenue **+14%** YOY, Traffic **+57%** YOY @FSLNTD during CNY campaign

- Average occupancy of 89% as of 31 December 2022
- Innovative marketing activities helping tenant sales and shopper traffic
- Gradual recovery following relaxation of pandemic-related restrictions
- **Tenant sales and shopper traffic recovered to over 90% of Jan-Feb 2022**
- In Feb 2023, overall foot traffic increased to a recovery of **102%**, with SH projects recovering to **98%** and non-SH projects recovering to **110%**

Office

- Average occupancy of 89% as of 31 December 2022
- Occupancy of office properties in Shanghai maintained at an average of above **90%**
- Shanghai office portfolio remains resilient amidst market uncertainties



Property Investment (Pro-forma financial information)

Project/ property	Product	Leasable GFA sq.m.	Rental & Related Income ⁶ RMB' million		Change %	Occupancy Rate		Change ppt
			2022	2021		31 Dec 2022	31 Dec 2021	
Shanghai Taipingqiao Community								
Shanghai Xintiandi	Office / Retail	54,000	360	454	(21%)	91%	100%	(9)
Xintiandi Style II	Retail	26,000 ¹	31	51	(39%)	60% ²	79%	(19)
Shui On Plaza & Xintiandi Plaza	Office / Retail	56,000	174	180	(3%)	93%	99%	(6)
The Hub	Office / Retail	263,000	384	422	(9%)	88%	95%	(7)
Shanghai KIC	Office / Retail	248,000	441	487	(9%)	90%	97%	(7)
INNO KIC	Office / Retail	45,000	60	63	(5%)	91%	97%	(6)
Wuhan Tiandi Community	Retail	239,000	333	320	4%	90%	93%	(3)
Foshan Lingnan Tiandi Community	Office / Retail	144,000	189	187	1%	90%	96%	(6)
Chongqing Tiandi Community	Retail	128,000	68	57	19%	96%	94%	2
Total rental and related income⁷		1,203,000	2,040	2,221	(8%)			
Shanghai Taipingqiao Community								
5 Corporate Avenue, Hubindao ³	Office/Retail	79,000	234	270	(13%)	92%	96%	(4)
Nanjing IFC⁴	Office/Retail	100,000	122	122	-	73%	60%	13
Grand Total		1,382,000⁵	2,396	2,613	(8%)			

1. A total leasable GFA of 19,000 sq.m. asset enhancement initiative ("AEI") was completed in December 2022 and was re-opened in January 2023.

2. Drop in occupancy rate in 2022 was due to AEI works, and tenants were vacated since 2021.

3. The Group holds a 44.55% effective interest in the property. Rental and related income attributable to SXTD were RMB104 million in 2022 and RMB120 million in 2021.

4. The acquisition of Nanjing IFC was completed in February 2021. The Group holds a 50% effective interest in the property. Rental and related income attributable to SXTD was RMB61 million for both 2022 and 2021.

5. A total GFA of 9,000 sq.m. located at Shanghai Shui On Plaza and Shanghai KIC were occupied by SXTD and were excluded from the above table.

6. Excluding property management income from commercial properties included in the Property Management segment.

7. The difference between revenue from the property investment of SXTD and the consolidated rental and related income of the group was mainly due to the income from 1 Corporate Avenue in Wuhan and the temp shop in Foshan Lingnan Tiandi.



Property management & Real estate asset management

Property Management

- Customers include property owners, property owners' committee and tenants
- Managing a portfolio of 4.2m sq.m. commercial GFA and 4.9m sq.m. residential GFA

Real Estate Asset Management

- Asset-Light Strategy supported by established partners
- Total valuation of the projects under management amounted to RMB30.3 billion, with a total GFA of 886,000 sq.m.



5 Corporate Avenue,
Hubindao

GFA
79,000 sqm

Manulife & China Life



Shanghai KIC

GFA
253,000 sqm

China Life



Ruihong Tiandi Community

GFA
441,000 sqm

China Life



CPIC Xintiandi Commercial Center

GFA
276,000 sqm

CPIC & Yongye Group



Nanjing IFC

GFA
100,000 sqm

Grosvenor



Strive for sustainable growth

Focus on premium clientele which aligns with SXTD as a lifestyle brand

Continue to build customer-centric, thriving communities

Engage and support tenants to capture opportunities from business recovery post-COVID-19

Leverage asset-light model to unlock long-term investment potential during market correction





瑞安房地產
SHUI ON LAND

Q&A



瑞安房地產
SHUI ON LAND

Appendix

Asset Value of Commercial Portfolio

Completed Properties Key Projects	Office GFA sq.m.	Retail GFA sq.m.	Total GFA sq.m.	Attributable GFA sq.m.	Asset Value as of 31 Dec 2022 RMB' bn	% of ownership
Shanghai Taipingqiao Community						
Shanghai Xintiandi, Xintiandi Style II, Xintiandi Plaza, Shui On Plaza	36,000	104,000	140,000	127,800	12.87	100%/99%/80%/80%
5 Corporate Avenue, Hubindao	52,000	27,000	79,000	35,200	6.72	44.55%
The Hub	90,000	173,000	263,000	263,000	8.92	100%
Ruihong Tiandi Community						
Hall of the Moon, Hall of the Stars, The Palette 3	-	111,000	111,000	55,000	3.99	49.5%
Hall of the Sun, Ruihong Corporate Avenue	145,000	185,000	330,000	163,400	11.75	49.5%
Shanghai KIC	186,000	67,000	253,000	117,300	8.57	44.27%/50.49%
INNO KIC	41,000	4,000	45,000	45,000	1.47	100%
Nanjing IFC	72,000	28,000	100,000	50,000	3.03	50%
Wuhan Tiandi Community	165,000	239,000	404,000	404,000	9.28	100%
Foshan Lingnan Tiandi Community	16,000	143,000	159,000	159,000	4.43	100%
Chongqing Tiandi Community	-	131,000	131,000	130,000	1.53	99%
Shanghai Panlong Tiandi	-	41,000	41,000	32,800	1.17	80%
Subtotal	803,000	1,253,000	2,056,000	1,582,500	73.73	
Land & Properties 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 2022 RMB' bn	% of ownership
Shanghai Taipingqiao Community						
CPIC Xintiandi Commercial Center	192,000	84,000	276,000	69,000	19.45	25%
Shanghai RHXC						
Ruihong Tiandi Lot 167B	107,000	12,000	119,000	58,300	5.12	49%
Shanghai HONG SHOU FANG						
Foshan Lot A	48,000	14,000	62,000	62,000	2.41	100%
Subtotal	537,000	174,000	711,000	443,300	28.87	
Grand Total	1,340,000	1,427,000	2,767,000	2,025,800	102.60	



Financial Position

RMB'm	31 Dec 2022	31 Dec 2021	Change
Total cash and bank deposits	13,368	17,284	(23%)
Total assets	104,878	113,896	(8%)
Total debt	33,512	31,863	5%
Bank borrowings	20,257	19,747	3%
Senior notes	13,255	12,116	9%
Net debt	20,144	14,579	38%
Total equity	44,401	49,178	(10%)
Net gearing	45%	30%	15 ppt
Shareholders' equity per share	RMB4.88	RMB4.95	(1%)

Note:

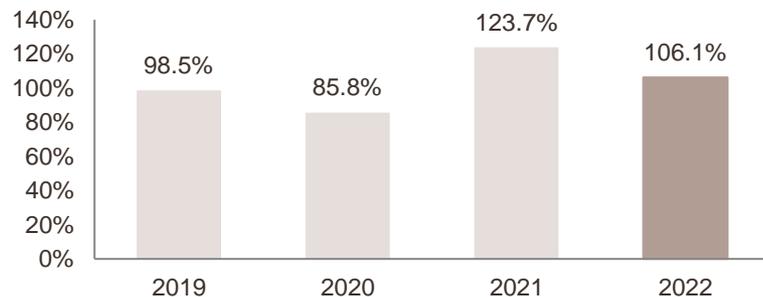
(1) Average cost of debt as at the end of year: 2022: **5.9%** vs. 2021: **4.6%**

(The average cost of debt herein only includes interest cost, excluding arrangement fees and other fees.)

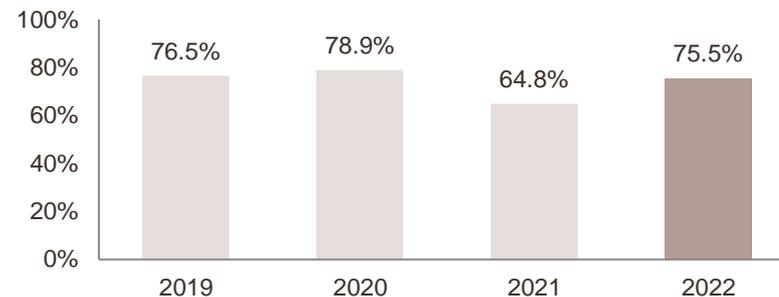


Credit Profile

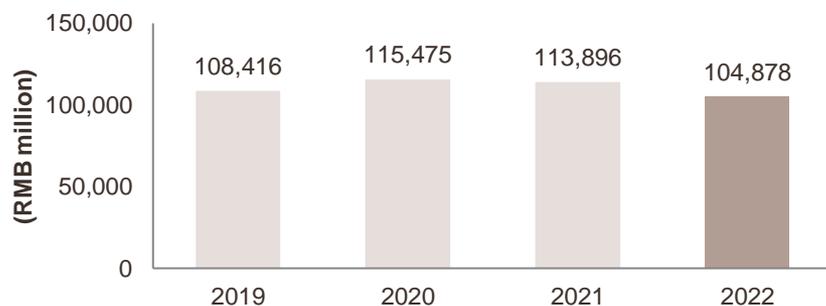
Rental and related income / total interest costs¹



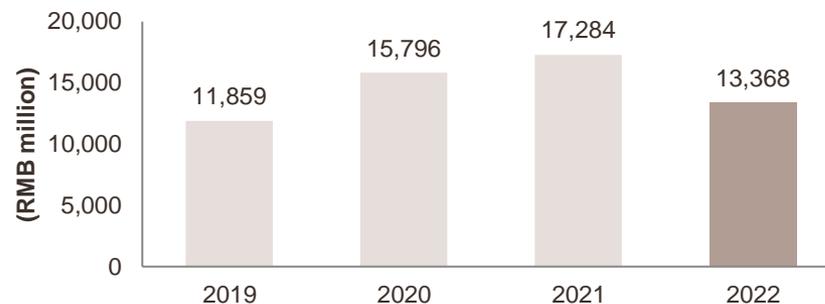
Total debt² / Total equity³



Total assets



Total cash⁴

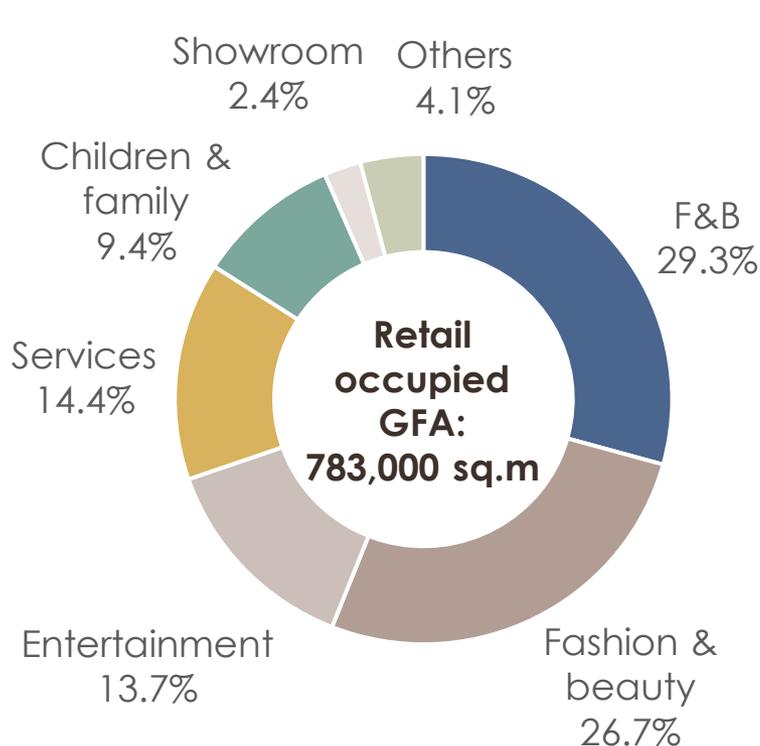


1. Total interest costs are calculated by adding interest on bank borrowings, interest on senior notes, interest expense from lease liabilities and interest on loans from an associate.
2. Total debt is calculated by adding all bank borrowings (due within or after 1 year) and senior notes.
3. Total equity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

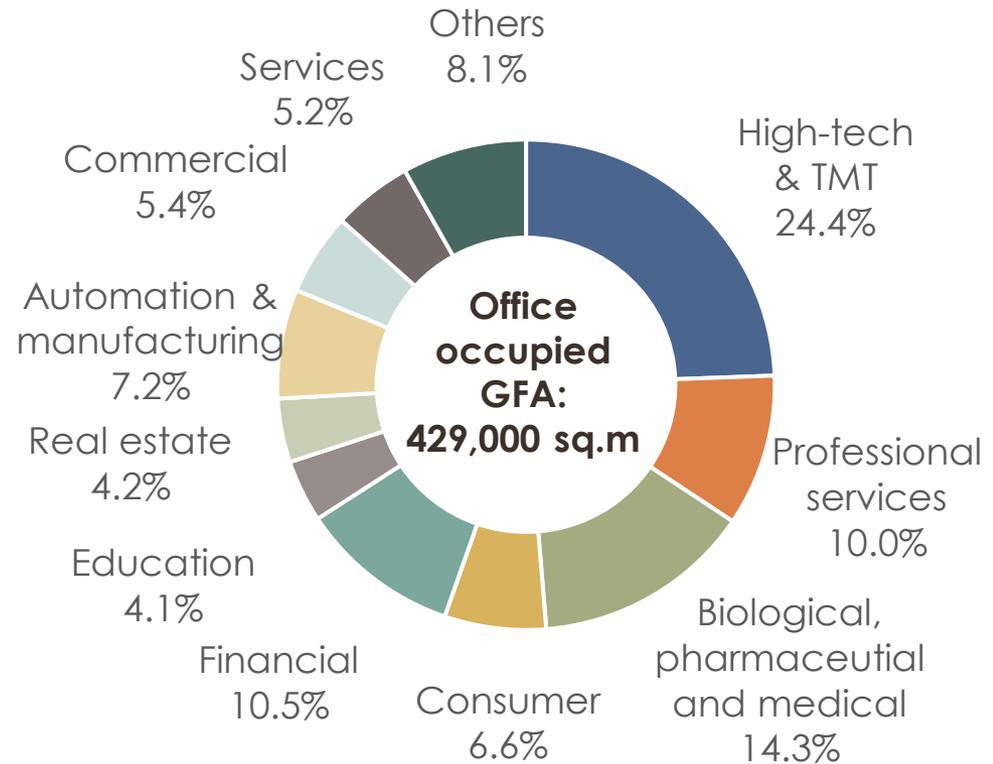


Completed Investment Property Portfolio Tenant Mix

Retail tenant mix



Office tenant mix



The 5C Sustainability Development Strategy



Clean

Ambition

Transition towards carbon neutrality, leading with climate change mitigation and adaptation practices and by increasing our capabilities to manage and reduce emissions across our entire portfolio

2030 Targets

- Transition towards carbon neutrality across our operations and developments
 - Reduction targets for GHG emissions and energy usage intensity per the SBT initiatives are under assessment¹
- Develop and adopt a company climate change policy to mitigate and adapt to potential risks
- Increase the proportion of total electricity consumption from renewable sources to 15%²
- Be known for human-centric building designs that meet or exceed local and international sustainability and health standards
 - 100% new building achieve dual health and sustainability certifications

Priorities and Signature Initiatives

- Transition towards carbon neutrality
 - Signature initiative:** Adopt **Science Based Targets** and commit to setting emissions reduction target in line with limiting global warming to well below 2°C. Further pursue efforts to sign onto the Business Ambition for 1.5°C campaign in the future
- Build green and healthy communities
 - Signature initiative³:** 1) Pursue **dual sustainability and health certifications** (WELL+ LEED and/or Chinese equivalent) for our controlled operating commercial assets; 2) Pursue **LEED ND** certificate for all our master plan communities
- Reduce waste in our portfolio



Community

Ambition

For all our communities to encourage and enable healthy, sustainable living and to make our community sustainability practices among the best in China

2030 Targets

- 100% of the indoor air quality in the common areas of our buildings to fulfil or exceed the IAQ mainland China standard
- Design and curate programmes for inclusive, human scale public spaces that improve the vibrancy and liveability of our communities
- 100% adoption of Green Pledge by all tenants by 2025 to enable a healthy and sustainable community. Contents of the pledge to include the elimination of single use plastics as well as the reduction of water and electricity consumption
- Promote and/ or incubate over 100 start-ups or local creative business within our community

Priorities and Signature Initiatives

- Embed health and sustainability into our online-offline community experience
- Enhance partnerships and engagement for thriving sustainable communities:
 - Signature initiative:** Engage tenants to sign **Green Pledge** to adopt sustainable practices during fit out and throughout tenancy including reduction of waste, electricity and water consumption.
 - Signature initiative:** Encourage and enable consumers to make healthy and sustainable choices and to take on a **"green Monday-plant based diet"** initiative by engaging all F&B tenants to provide a vegetarian "green" menu
- Strengthen an innovative and entrepreneurial ecosystem



To achieve this vision, we have crafted the 2030 5C SD Strategy, by which our strategic priorities, known as the "the 5Cs": Clean, Community, Culture, Care and Corporate Governance will point the way for the Group's sustainable future toward 2030 and beyond.



Corporate Governance

Ambition

Become a trusted partner for all stakeholders by nurturing a corporate culture of integrity, transparency, and accountability

2030 Targets

- Adhere to global best practices for corporate governance and ESG reporting
- Achieve a minimum of 50% of bond and loan facilities from sustainable financing
- Maintain 100% implementation of the employee Code of Conduct across all business units



Culture

Ambition

Enhance the vibrancy and authenticity of our communities through urban regeneration, architectural heritage conservation, promotion of local creative talents and international cultural exchange

2030 Targets

- Be a pioneer in preservation and adaptive reuse of historical buildings and its urban fabric
- Enhance the vibrancy of the communities that we develop through the programming of cultural content and the design and management of city streetscapes
- Promote and celebrate local creative talent

Priorities and Signature Initiatives

- Rejuvenate urban, cultural heritage sites
 - Signature initiative:** Become a **thought leader in the urban planning and real estate sector on urban regeneration** through preservation and adaptive reuse of historic buildings and districts
- Engage, connect, and promote local creativity with future business opportunities
 - Signature initiative:** **Created in China** (featuring the **'Creators 100'** programme which promotes and spotlights local creators)
- Promote international cultural diversity and exchange
 - Signature initiative:** Enhance global cultural exchange in China through developing and operating **signature IP events** across our portfolio



Care

Ambition

Provide all employees with equal opportunities for holistic career development, while maintaining the highest health and safety standards in the workplace and ensuring openness to diversity of thought and innovation - enabling them to be accountable members of society

2030 Targets

- Develop a holistic training programme and individual career development plan for all employees of every level across all business units
 - Average training hours per employee per year: 40
- Provide a safe, healthy, and inclusive office environment for all staff
 - Maintain zero workplace fatalities for all employees and contracted partners in the supply chain
 - Achieve gender equality and diversity across the company and gender remuneration ratio 1:1 between female and male
- Encourage all employees to be socially responsible
 - Average volunteer service hours per employee per year: 8

Priorities and Signature Initiatives

- Provide equal opportunities in training & development
 - Signature initiative:** Develop **SOL Talent Development program** and enhance our **employer branding** for talent attraction and retention
- Create a diverse and inclusive workplace
 - Signature initiative:** Target to be included in the **Bloomberg Gender-Equality Index (GEI)** as an **industry leader** in promoting gender equality;
- Ensure health and safety for all
- Improve employee wellbeing

Note: 1. The Company has committed to setting emissions reduction targets in line with limiting global warming to well below 2°C and will further pursue efforts to sign the Business Ambition for 1.5°C campaign in the future. 2. This includes the electricity we would purchase from those certified renewable sources by the government. 3. All items marked with the company logo seagull refer to the signature initiatives that we plan to roll out in future across our managed portfolio. These signature initiatives will evolve overtime, supporting us to achieve 2030 Targets.



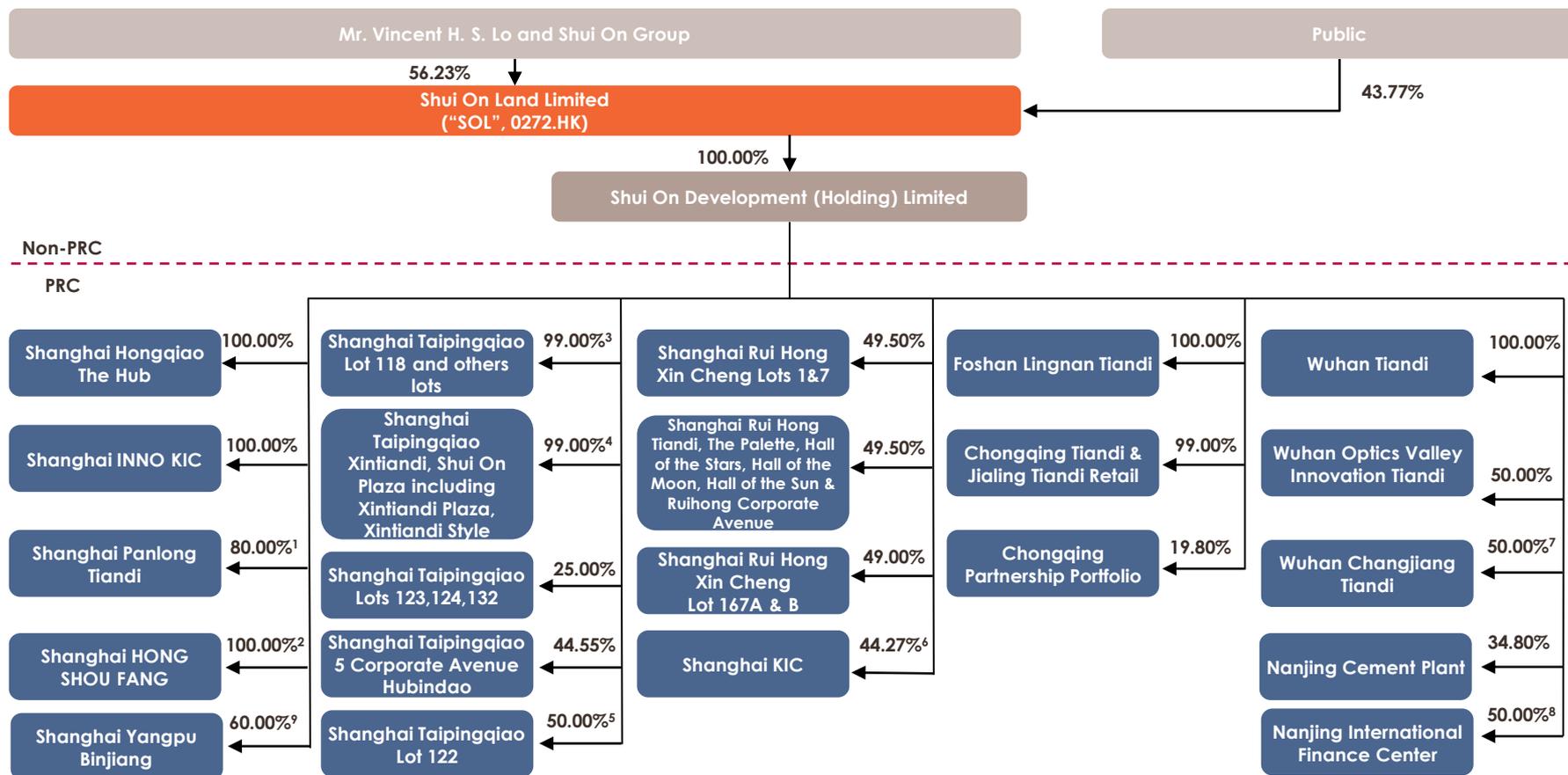
Quality Resources in Top-tier and High-growth Cities

Project	Residential	Commercial	Total GFA (sq.m.)
Shanghai Taipingqiao	101,000	514,000	615,000
Shanghai Rui Hong Xin Cheng	247,000	564,000	811,000
Shanghai KIC	-	253,000	253,000
Shanghai INNO KIC	-	45,000	45,000
Shanghai The Hub	-	263,000	263,000
Shanghai Panlong Tiandi	91,000	45,000	136,000
Shanghai HONG SHOU FANG	-	62,000	62,000
Shanghai Yangpu Binjiang	22,000	-	22,000
Wuhan Tiandi	111,000	478,000	589,000
Wuhan Optics Valley Innovation Tiandi	172,000	841,000	1,013,000
Wuhan Changjiang Tiandi	787,000	318,000	1,105,000
Foshan Lingnan Tiandi	28,000	853,000	881,000
Chongqing Tiandi	237,000	668,000	905,000
Nanjing International Finance Center	-	100,000	100,000
Total	1,796,000	5,004,000	6,800,000
Completed Properties	20,000	2,267,000	2,287,000
Under Development and for Future Development Properties	1,776,000	2,737,000	4,513,000



1. As of 31 December 2022, total leasable and saleable landbank excludes 2.5 million sq.m. of clubhouse, carpark and other facilities.

Simplified Corporate Structure Overview as of 31 Dec 2022



Source: Company Information as of 31 Dec 2022 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%.
- We have 100.00%, 80.00%, 100.00% and 99.00% interests in Shanghai Xintiandi, Shui On Plaza (including Xintiandi Plaza), 15th Floor of Shui On Plaza and Xintiandi Style, respectively.
- In June 2021, we established a joint venture for project Taipingqiao Lot 122 in which we have an effective interests of 50%.
- 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%.
- In December 2021, we established a joint venture to acquire the land use rights of certain lands located in Wu Chang District, Wuhan, in which we have an effective interests of 50%.
- In February 2021, we completed the acquisition of Nanjing IFC in which we have an effective interests of 50%.
- In November 2022, we established a joint venture to acquire the land use rights of certain lands located in Yangpu District, Shanghai, in which we have an effective interests of 60%.

