



The outlook for 2023 is upbeat for both Mainland and Hong Kong despite uncertainties remain. The recent relaxation of pandemic control measures in Mainland, despite its initial challenges, is welcome by stakeholders. In property development front, subject to market conditions, we expect to achieve milestones with the public launches of Hang Lung Residences on Mainland and the handover units at The Aperture, in Hong Kong.

Our Mainland leasing portfolio is expected to reach new heights and continue its growth momentum after the turbulence brought from the surge in COVID-19 cases in December. While unforeseen variants of COVID might creep in and affect our daily businesses, lessons learnt in the past three years, as well as the maturation of our newer projects, have made us better prepared. We will seize opportunities ahead through various strategic marketing campaigns and our CRM program, HOUSE 66, to drive footfall and stimulate consumer spending at our malls. Our malls at Plaza 66 and Grand Gateway 66 in Shanghai and the strong supporting cast from malls outside Shanghai will lead our growth in Mainland, while our office portfolio will continue to provide steady growth and income.

Hong Kong will inevitably benefit from the Mainland's relaxation of pandemic control measures and progressive re-opening of borders. Our leasing portfolios in Causeway Bay and Mongkok, as well as Peak Galleria, will be the prime beneficiary, while our community malls, Kornhill Plaza in Hong Kong East and Amoy Plaza in Kowloon East, will continue to provide stable income with improved overall consumer sentiment. We will leverage on our "hello Hang Lung Malls Rewards Program", our strategic reward program, to better engage our loyal customers and boost footfall. For our office portfolio, while the market remains challenging, we look forward to the introduction of our newest member, 228 Electric Road in the second quarter of 2023. Overall, we will continue to refine and enhance our tenant mix, as well as through AEI and capital recycling exercises, to better position our portfolio.

We look forward to our property development business achieving milestones in 2023. On Mainland, our premium serviced residences brand, Hang Lung Residences (namely, Heartland Residences in Wuhan, Grand Hyatt Residences in Kunming, and Center Residences in Wuxi), subject to market conditions, will be making their respective public launches. For Heartland Residences, the first batch of units is targeted to handover to buyers in 2023. In Hong Kong, revenue from pre-sale of The Aperture is expected to be recognized in the second half of 2023 upon transaction completion.