



2021 Annual Results Presentation

January 2022

只選好的 只做對的 | We Do It Well | HANG LUNG PROPERTIES

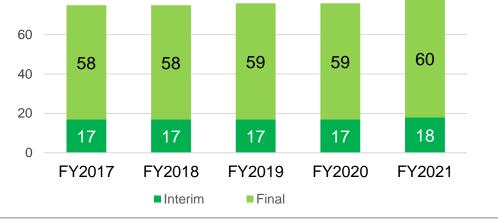
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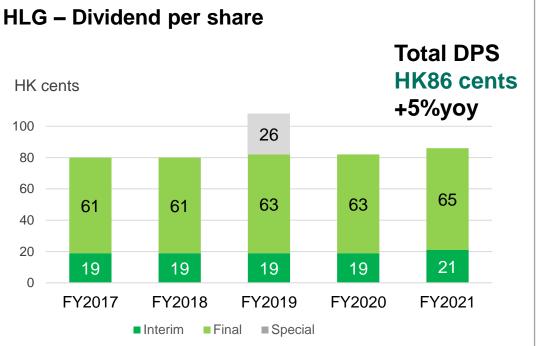
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FY2021 Annual Results Highlights

Hang Lung Properties (101.HK) Hang Lung Group (10.HK) **Underlying profit Underlying profit Rental Revenue Rental Revenue** HK\$2,991M HK\$10,321M HK\$4,365M HK\$10,919M +4% yoy +16% yoy +15% yoy +6% yoy HLP – Dividend per share HLG – Dividend per share **Total DPS** Total DPS **HK78 cents** HK cents +3% yoy HK cents +5%yoy 80 100 26 80 60



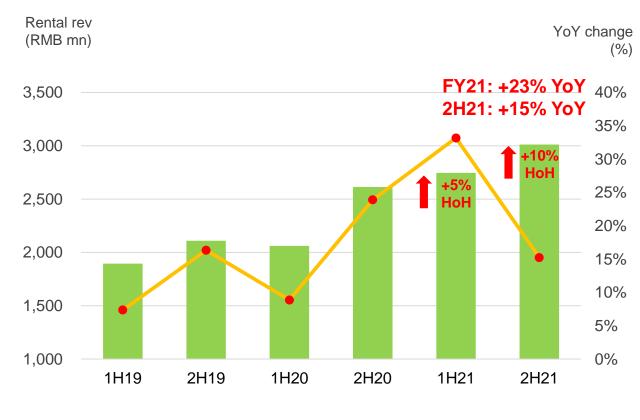




Rental Revenue in FY2021

Mainland China Rental Portfolio

HLP Mainland China rental revenue (RMB mn) and YoY change (%)



Mainland China Rental Revenue

YoY% - Mainland China

Hong Kong Rental Portfolio

HLP HK rental revenue (HK\$mn) and YoY change (%)

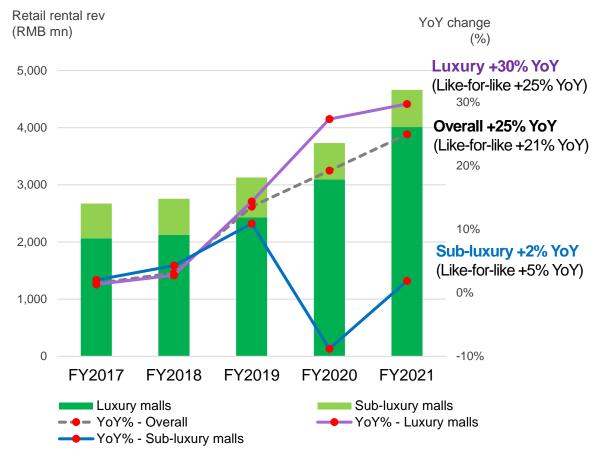




Mainland China Rental Revenue

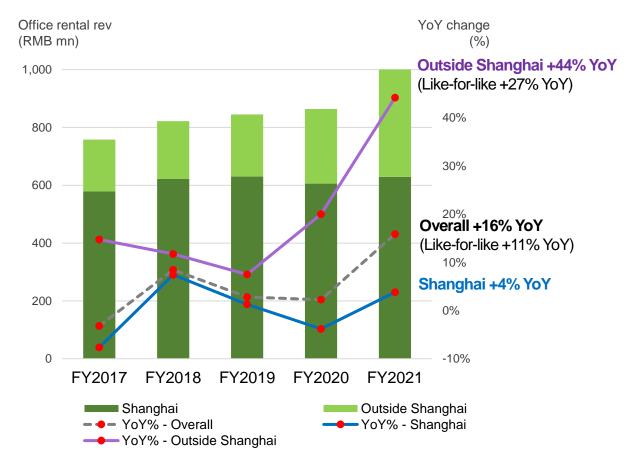
Mainland China Retail Portfolio

HLP retail rental revenue from Mainland China (RMB mn) and YoY change (%)



Mainland China Office Portfolio

HLP office rental revenue from Mainland China (RMB mn) and YoY change (%)



Note 1: Grand Gateway 66 office is held via HLG

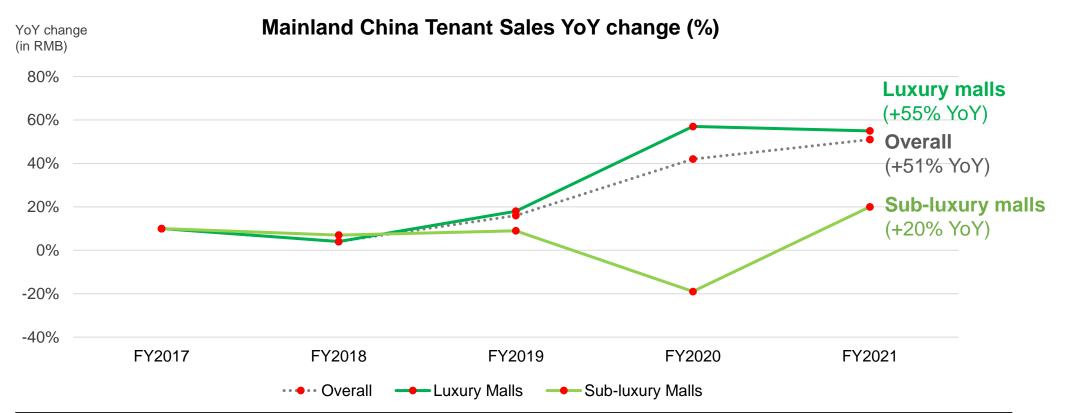
Note 2: Like-for-like comparisons: excluding Heartland 66 office from FY2021 vs FY2020, as it was opened in Nov 2020



Note: Like-for-like comparisons for FY2021 vs FY2020 are derived by:-

- Luxury malls: excluding Olympia 66 and Heartland 66
- Sub-luxury malls: adding back Olympia 66
- Overall: excluding Heartland 66

Tenant Sales: Solid Growth throughout FY2021



	<u>Change</u>		Like-for-like change	
	FY2021 YoY 2H21 YoY		FY2021 YoY	2H21 YoY
Luxury malls	+55%	+21%	+48% (note 1a)	+12% (note 1a)
Sub-luxury malls	+20%	-5%	+34% (note 1b)	+15% (note 1b)
Overall tenant sales	+51%	+18%	+46% (note 1c)	+12% (note 1c)

Notes:1. Like-for-like comparisons are derived by:-

1a: FY2021 vs FY2020: excluding Olympia 66 and Heartland 66

1b: adding back Olympia 66 to FY2021 and FY2020

1c: FY2021 vs FY2020: excluding Heartland 66



2. Car sales are excluded from the tenant sales for this chart

Property Sales in FY2021 and Launching Pipeline in FY2022

Key launches in FY2021

Sales Period	Project	Location	Proceeds	Scheduled Period for Booking
1H2021	23-39 Blue Pool Road	Hong Kong	HK\$316M (note)	1H2022F
2H2021	皓日 The Aperture	Hong Kong	HK\$1,083M	FY2023F

Note: Net of stamp duty and cash rebate

• Launching Pipeline in FY2022

Project	Location	Unsold no. of units / GFA	Scheduled Period for Booking
23-39 Blue Pool Road	Hong Kong	8 unsold; 2 for lease	Upon completion of sale
皓日 The Aperture	Hong Kong	171 units	FY2023F and onwards
Heartland Residences	Wuhan	GFA: 131,493 sqm	FY2023F
Center Residences	Wuxi	GFA: 99,953 sqm	FY2024F



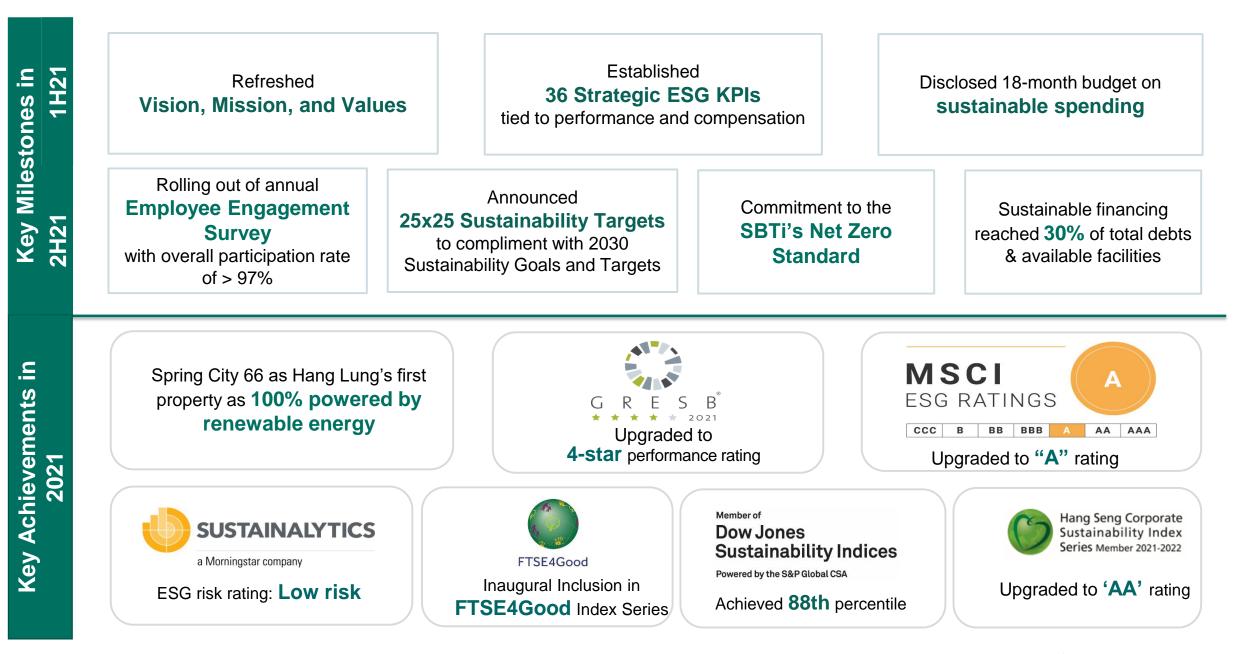








Key Milestones and Achievements on Sustainability in 2021





ESG Highlights

- In December 2021, we announced our 25 x 25 Sustainability Targets. They elaborate on our 2030 goals and targets announced in December 2020 and provide quantifiable measures to achieve across the business over the next four years
- 36 strategic ESG KPIs assigned to departments in 2021 tied to performance and compensation
- Arranged sustainable finance amounting to HK\$11.7 billion in 2021, which accounted for 30% of total debts & available facilities (as of Dec 31, 2021 for HLP)
- Achieved 4-star performance rating under GRESB and 88th percentile in the Dow Jones Sustainability Asia Pacific Index
- Spring City 66 in Kunming is now fully powered by renewable energy, making it the first development of the Company to achieve net zero carbon emissions in terms of annual electricity consumption for both landlords' and tenants' operations
- One of Asia's first real estate companies to make a commitment to the Science-Based Targets initiative's (SBTi's) Net Zero Standard. We commit to reducing our greenhouse gas emissions in alignment with SBTi's 1.5°C trajectory and to achieving net-zero carbon emissions by 2050



Selected ESG Achievements

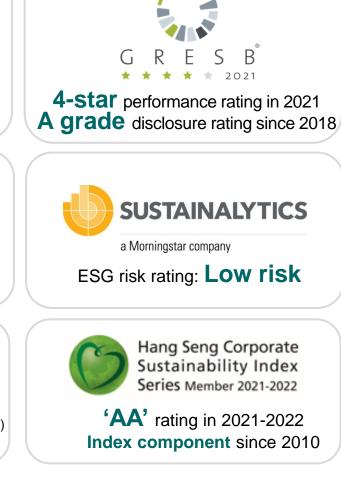
Key accolades





Powered by the S&P Global CSA Percentile ranking: **88** in 2021 **Constituent** since 2017





Key awards



Corporate Governance Excellence Award – Hang Seng Index Constituent Companies from The Chamber of Hong Kong Listed Companies and The Centre for Corporate Governance and Financial Policy of Hong Kong Baptist University



Best Corporate Governance and ESG Award – Special Mention for ESG in the Non-Hang Seng Index (Medium Market Capitalization) Category from The Hong Kong Institute of Certified Public Accountants

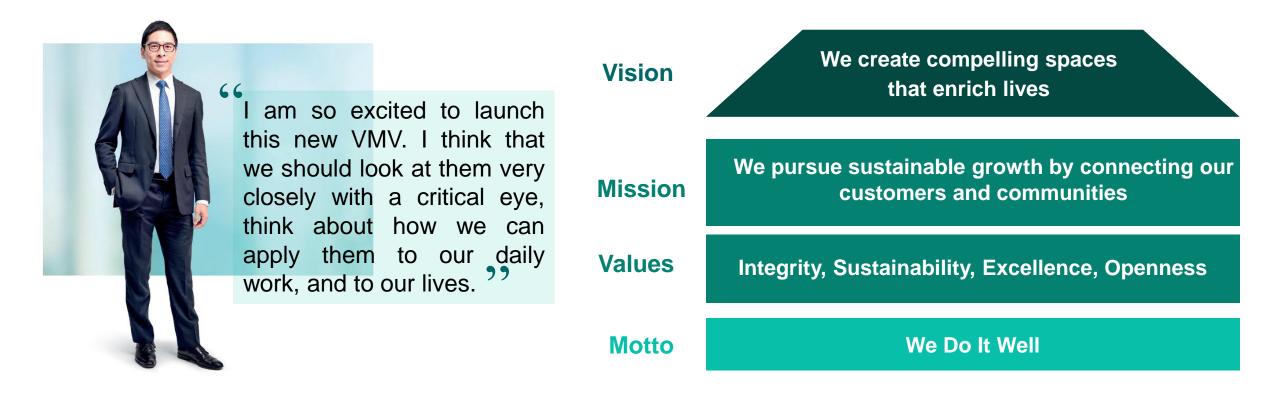


Named Among "China Best Managed Companies 2021" by Deloitte China and its partners, Bank of Singapore, HKUST Business School, Harvard Business Review China, and regional chambers of commerce and professional associations



New Vision, Mission, and Values

Launched an updated expression of corporate purpose in March 2021 to reaffirm our values and our commitment to sustainability leadership

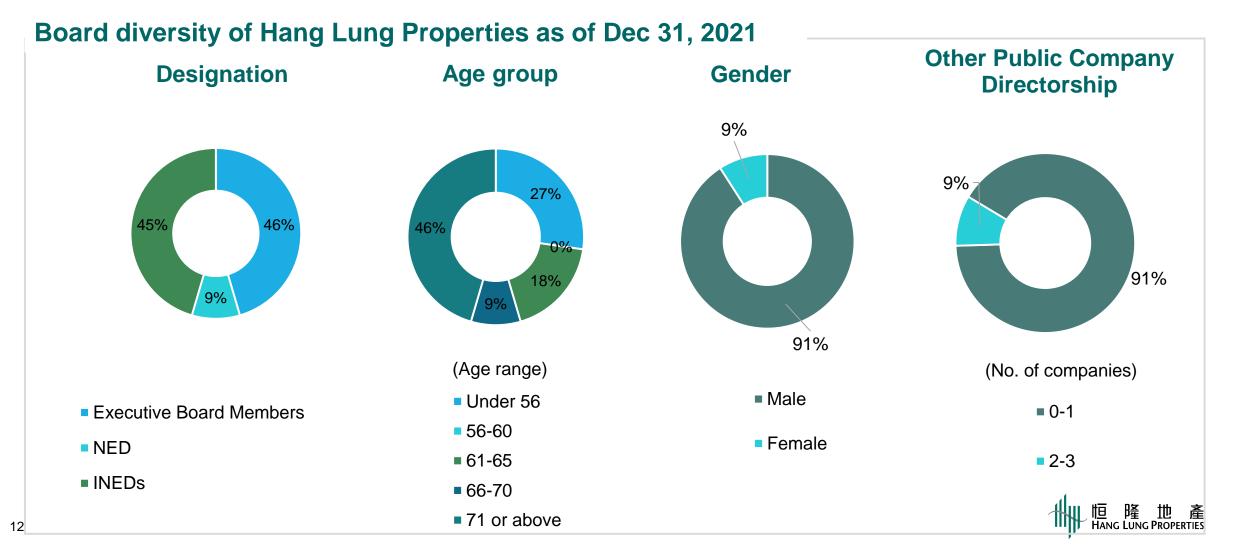




Board Engagement and Diversity

Highly engaged

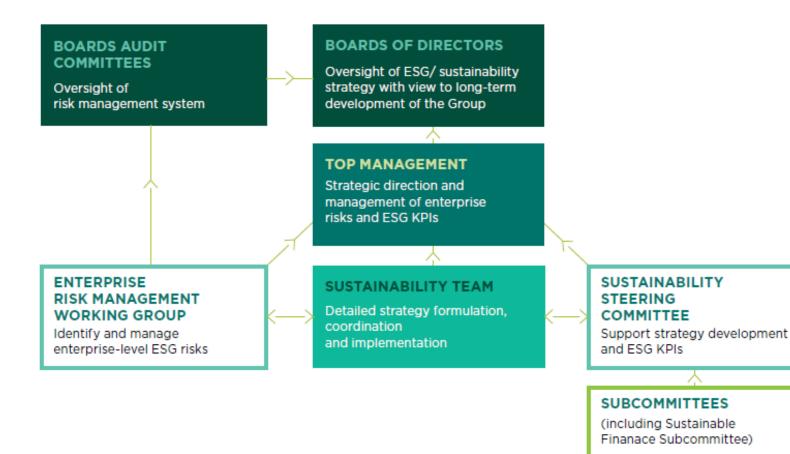
- 6 regular Board meetings/year (100% attendance)
- 4 Audit Committee meetings/year (100% attendance)
- 4 meetings of Audit Committee members with external auditor without the presence of management



Enhanced ESG Governance and Accountability

We have strengthened our **ESG governance** to support our ambition of achieving sustainability leadership.

Hang Lung Sustainability Governance Structure



Key Recent Developments

Nov 2020 - the Boards issued a <u>Joint</u> <u>Statement on Oversight and</u> <u>Management of Environmental,</u> <u>Social and Governance Issues</u>

Dec 2020 - Boards approved 2030 Sustainability Goals and Targets, Sustainability Steering Committee approved 36 strategic KPIs for 2021

July 2021 – Disclosed in Interim Results that we will spend more than HK\$450 million on ESG priorities between July 2021 and December 2022



2030 Sustainability Goals and Targets

In **December 2020**, we announced our overarching ambition to become one of the most sustainable real estate companies in the world by 2030, supported by **four goals** and **ten targets** to achieve by 2030.

4 Priority	4 Goals	10 Targets
Climate Resilience	Reduce carbon footprint in line with climate science	 Demonstrate best efforts to achieve 70% reduction of scopes 1 and 2 greenhouse gas emissions intensity (per m²), compared to 2018 baseline Build a nearly net zero carbon building
Resource Management	Accelerate the transition to a circular economy by minimizing resource consumption and maximizing recycling	 Incorporate circular building principles in new properties Implement water management program in all properties Divert 90% of waste from landfill
Wellbeing	Ensure employees, customers and communities enjoy an unrivalled environment that promotes their health and wellbeing	 Assess wellbeing for all employees and key customers Meet or exceed wellbeing standards for new properties Work with youth on sustainability solutions in all cities where we have assets
Sustainable Transactions	Collaborate with all suppliers and customers to advance our sustainability priorities	 Implement supplier evaluation and ranking system Engage all tenants on emissions reduction, resource management, and wellbeing enhancement



25 x 25 Sustainability Targets

15

In **December 2021**, we announced our **25 x 25 Sustainability Targets.** These elaborate on the 2030 goals and targets and provide quantifiable measures to achieve across the business over the next four years.

Priority	No. of Targets	Topics addressed
Climate Resilience	7	 Greenhouse gas (GHG) (scopes 1 and 2) emissions reduction for building operations GHG (scope 3) emissions reduction: embodied carbon of property development projects and electricity consumption of tenants Technical analysis of climate adaptation measures
Resource Management	4	 Water efficiency of building operations Diversion of operational waste and construction waste from landfill Use of recycled, reused and bio-based construction materials
Wellbeing	9	 Employee engagement Diversity and inclusion Wellbeing-related building certifications Occupational health and safety of employees and contractors ESG training for our employees Wellbeing community initiatives
Sustainable Transactions	5	 Assessment of suppliers on their ESG performance Sustainability impacts of marketing events Green lease Sustainable financing ESG due diligence in asset acquisitions

36 Strategic ESG KPIs in 2021 Mapped To Priorities

The strategic ESG KPIs **cascade down** to

expectations for individual employees and are tied to the biannual **performance appraisal** process.

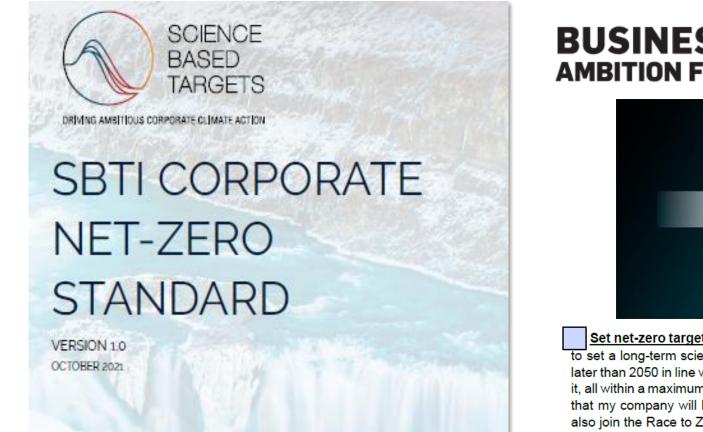
CATEGORY	NUMBER OF STRATEGIC ESG KPIs	TOPICS ADDRESSING
Climate Resilience	12	 Net Zero carbon building guidance and potential pilot Energy consumption measurement and monitoring GHG (scopes 1 and 2) emissions reduction for building operations GHG (scope 3 upstream and downstream) emissions reduction Adaptation to physical risks from climate change
Resource Management	7	 Circular building guidance and potential pilot Water consumption measurement and monitoring Water efficiency for building operations Pilot for waste management/recycling
Wellbeing	4	 Wellbeing assessment for employees, customers and tenants Wellbeing standards for new properties Youth initiative to develop sustainability solutions for community
Sustainable Transactions	9	 Sustainable procurement strategy for building operation and property development projects Supplier engagement on sustainability improvements Green lease design and pilot Collaboration with mall tenants to engage customers on sustainability Green financing
Other Major ESG Initiatives	4	 Enhancement of design guidelines for new projects Approach to sustainable building certification Innovation strategy and sustainability investments





Commitment to SBTi's Net Zero Standard

In late December 2021, we became one of Asia's first real estate companies to make a commitment to the Science-Based Targets initiative's (SBTi's) Net Zero Standard. We commit to reducing our greenhouse gas emissions in alignment with SBTi's 1.5°C trajectory and to achieving net-zero carbon emissions by 2050.





<u>Set net-zero targets, including a long-term science-based target:</u> My company commits to set a long-term science-based target to reach net-zero value chain GHGs emissions by no later than 2050 in line with the <u>SBTi Net-Zero Standard</u>, submit it for SBTi validation and publish it, all within a maximum of 24 months. By committing to set a net-zero target, I also acknowledge that my company will be part of the Business Ambition for 1.5°C campaign. My company will also join the Race to Zero campaign.^{3,4,5}



Climate Resilience: Greenhouse Gas Mitigation

Scopes 1 and 2 GHG Emissions

- Annual GHG mitigation plan with inputs from all properties approved by Vice Chair
- **2030 target** to reduce GHG emissions intensity by 70% relative to 2018
- 2025 target to reduce GHG emissions intensity by 40% relative to 2018



Scopes 3 GHG Emissions

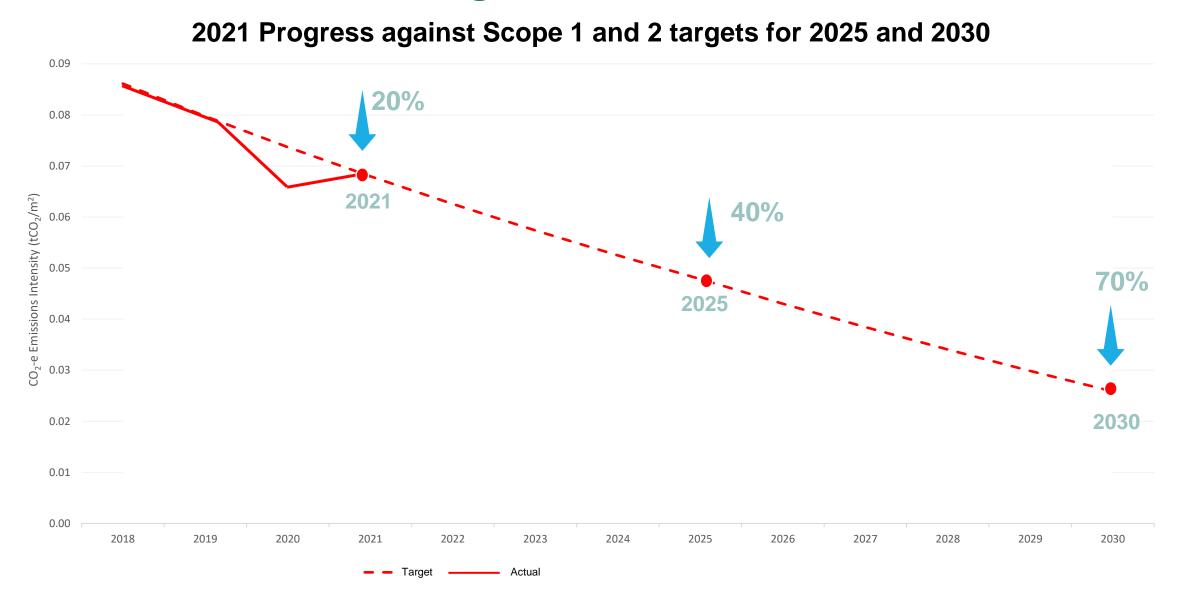
 Embodied carbon: 10% reduction in embodied carbon intensity for new development projects, compared to typical practice in an equivalent building

One of the first real estate companies in Asia to formulate Scope 3 2025 targets

• **Downstream leased assets**: 15% reduction in GHG intensity from tenants' electricity consumption for our properties in mainland China, relative to 2018



Climate Resilience: Greenhouse Gas Mitigation





Climate Resilience: Physical Risks and Climate Adaptation

- Partnered with a climate risk consultancy to complete property-specific physical climate risk assessments across our portfolio
- Developing our first comprehensive company-wide climate adaptation plan, including an analysis of vulnerabilities and potential control measures



Key Findings

- Significant rainfall flood exposure at multiple properties
- Significant typhoon exposure at all properties in Hong Kong and over half of the properties in mainland China
- Extreme heat exposure in several properties
- Low storm surge exposure for most properties

Next Steps

- Strengthen risk ownership across portfolio
- Conduct deeper assessments for flood risk in priority properties
- Conduct dialogue with cities on interconnected infrastructure (e.g. drainage systems)





Spring City powered 100% by renewable energy

- In Dec 2021, we announced that Spring City 66 in Kunming is now fully powered by renewable energy.
- Spring City 66 is also the first commercial complex in Yunnan Province to achieve net-zero carbon emissions from electricity.
- We have established a 2025 target to meet at least 25% of our mainland China portfolio's electricity demand with renewable energy.

"The procurement of 100% renewable energy ... reaffirms our commitment to achieving net-zero," said Mr. Adriel Chan, Vice Chair of Hang Lung Properties, who also chairs the Company's Sustainability Steering Committee.







Resource Management:

Green Building Certifications

Westlake 66



Received our first LEED (Building Design and Construction Core and Shell Development v4) Platinum Level pre-certifications for two office towers in our Westlake 66 in Hangzhou

Attained **China Green Building Label (GBL) 3-star rating** for our Westlake 66 in Hangzhou in 2021 Received **33** green building certifications

- 26 LEED Gold/ Platinum certifications
- 6 BEAM Plus Existing Building certifications
- 1 GBL



construction floor area with green building certifications













Resource Management:

	Key Achievements in 2021	Plans in 2022 and beyond
Energy	 Enhanced the measurement and verification of energy consumption data Installed smart energy meters at most properties in Hong Kong Amoy Plaza won a "Smart Energy Award" in embracing IoT and HVAC technologies to achieve significant energy savings 	 Will complete the installation of smart energy meters at mainland properties in early 2022 Target achieving 18% cumulative reduction in electricity intensity by 2025 relative to 2018 Adopting AI technology in pilot project at the Standard Chartered Bank Building
Water	 Completed detailed review of water consumption practices across portfolio Identified key measures to enhance water management, including efficient fixtures, recycling, use of cooling towers, etc. 	 Conduct detailed water balance and water audit for selected mainland properties to identify water savings opportunities Target achieving 10% reduction in water intensity by 2025 relative to 2018
Waste	 Completed waste data analysis for 29 properties across portfolio. Conducted more detailed waste audits at Plaza 66, in Shanghai and the Kornhill complex in Hong Kong 	 Target diverting 70% of operational waste from landfill by 2025 Target diverting 60% of construction waste from landfill for new projects starting in 2022 with maximized recycling





Employee Wellbeing

Engagement

- Conducted a company-wide employee engagement survey in May 2021 to obtain feedback on corporate culture, work-life balance and career development
- Overall participation rate > 97%
- Action plans in place to drive enhancement

Promote gender diversity - about **40%** of executives are female

Engagement Target

Our 2025 target is to achieve an employee engagement rating equal to or greater than the 75th percentile

Learning and Development

- Delivered **over 94,649** training hours in 2021 through Academy 66, covering integrity, health and safety, customer service, people development, compliance, etc.
- Delivered ESG-related training webinars on important topics such as climate resilience and sustainability leadership. Will provide targeted ESG training across all departments and seniority levels by 2025, starting with four major departments in 2022
- Switched 61% of training events to online training to cope with social distancing measures
- Recognize front-line staff who deliver excellent customer service through Emerald Awards







Response to COVID-19

Employees

- Support the health and safety of our staff in Hong Kong and encourage them to be vaccinated by offering two extra days of paid vaccination leave and e-shopping coupons
- Provide personal protective equipment to our staff, including surgical masks, face shields and gloves. Also enhanced ventilation and air filtration
- Adopted flexible work arrangements and implemented a stringent reporting and self-quarantine protocol since early 2020

Customers and Community

- Offer e-shopping coupons for fully vaccinated customers in Hong Kong
- Stepped up sanitization of **ventilation systems** with increased fresh air intake to improve air quality
- Provide hand sanitizers and thermometers at our properties
- Sanitize and disinfect our properties with **new technologies** more frequently
- Supported Hong Kong's COVID-19 vaccination drive with over HK\$27 million









Wellbeing: Community Investment

Hang Lung Mathematics Awards (HLMA)

- Founded in 2004, the biennial HLMA aims to empower secondary school students in Hong Kong to realize their creative potential in mathematics and the sciences
- Over 2,400 students from 200 schools have participated. Hang Lung Properties donates HK\$2.5 million to each competition.
- The ninth HLMA Presentation Ceremony was held in Dec 2021

Hang Lung X HKYWCA "Love-No-Limit

- Partnered with the Hong Kong Young Women's Christian Association (HKYWCA) to launch a three-year program, Hang Lung x HKYWCA Love-No-Limit
- We build an inclusive, dementia-friendly environment in the community. Volunteers contributed over 400 service hours to benefit **more than 900 people**.

Hang Lung As One volunteer teams

- Organized 133 volunteer activities and contributed over 14,500 volunteer hours in 2021 despite social distancing measures (with some activities online or mixed mode)
- About **14,800 people benefitted** from the support of Hang Lung As One volunteer teams in 2021









Community Investment

Chair Mr. Ronnie Chan awarded the Grand Bauhinia Medal (GBM), the highest honor bestowed, by the Government of the Hong Kong Special Administrative Region

- The honor is given in recognition of his long and distinguished community service, particularly his dedication and significant contributions in developing and supporting Hong Kong's external relations, and promoting the development of tertiary education in Hong Kong and in nurturing talents
- Chair Mr. Ronnie Chan has also devoted great efforts in the promotion of cultural exchanges and conservation of cultural heritage. As a successful entrepreneur, Mr. Chan has made exemplary efforts in driving the economic development of Hong Kong



Chair Mr. Ronnie Chan awarded the 2018 Dwight D. Eisenhower Global Leadership Award

by the Business Council for International Understanding



The Dwight D. Eisenhower Global Awards Gala

- Chair Mr. Ronnie Chan was honored for his role as a businessstatesman and his life-long commitment to philanthropy, the advancement of education, as well as building bridges in the pursuit of global stability
- Tributes from the late U.S.
 President George H.W. Bush and former U.S. Secretary of State Dr.
 Henry A. Kissinger were read out at the gala

Chair Mr. Ronnie Chan awarded the Rockefeller Award

by International House



The International House 2018 Awards Gala

 Chair Mr. Ronnie Chan was honored with the Rockefeller Award for Distinguished Philanthropic Service



Community Investment

Rebuilding of Jianfu Palace Garden & The Hall of Rectitude Complex in Beijing

 Projects funded by the China Heritage Fund, a non-profit organization created by Chair Mr. Ronnie Chan to preserve and restore Chinese cultural relics



Hang Lung Center for Real Estate, Tsinghua University, Beijing

 The Hang Lung Center for Real Estate serves as an academic platform for quality research, grooms talents in the areas of housing policy and security, land management and urban development, and provides research backup to the government in formulating policy



Inauguration ceremony in Apr 2010



Chan Family's Philanthropy

Harvard T.H. Chan School of Public Health

- The Morningside Foundation, founded by Chair Mr. Ronnie Chan and Non-Executive Director of Hang Lung Group Dr. Gerald Chan, made an unrestricted gift of USD350 million to Harvard University to support its School of Public Health
- At the time, it was the largest single gift Harvard has ever received
- In commemoration of the late Mr. T.H. Chan, founder of the Hang Lung Group, and the transformative donation made by his family, the Harvard School of Public Health has been renamed the Harvard T.H. Chan School of Public Health



University of Southern California

- Chair Mr. Ronnie Chan and his wife Mrs. Barbara Chan made a USD20 million gift to the occupational science and occupational therapy program at the University of Southern California (USC), the first naming gift and the largest ever made to any occupational therapy program in the history of the field
- In honor of Mrs. T.H. Chan, mother of Chair Mr. Ronnie Chan, the division has been renamed the USC Mrs. T.H. Chan Division of Occupational Science and Occupational Therapy



Gift announcement ceremony in Sep 2014



Sustainable Transactions:

Sustainable Finance

Arranged sustainable finance amounting to **HK\$11.7** billion in 2021

2019

2020

2021

Accounted for **30%** of total debts & available facilities (as of Dec 31, 2021 for HLP)

 1st Green Loan facility arranged to finance green commercial property development projects in mainland China HK\$1B

Launched
Green Bonds HK\$2 B
Green Loan facilities HK\$1.9 B
Sustainability-linked Ioan HK\$1.5 B

Launched •Green Bonds HK\$3.2 B •Green Loan facilities HK\$1.5 B •Sustainability-linked loan HK\$7 B



Categories of Eligible Green Projects

(with each category defined in Green Finance Framework)

- Green Buildings
- Climate Change Adaptation
- Energy Efficiency
- Renewable Energy
- Pollution Prevention and Control
- Sustainable Water Management

Examples of Green Projects

- Spring City 66 in Kunming
- Heartland 66 in Wuhan



Sustainable Transactions:

Collaboration with Suppliers and Tenants

In 2021, we made significant progress in advancing sustainability across our business by engaging suppliers and tenants

Collaboration with Suppliers

- For procurement in operations, we embedded ESG requirements into priority procurement areas, including hygiene, cleaning and sanitation, IT-related equipment, interior renovation works, E&M systems, and stationery.
- We also invited two experts to speak about ESG and supply chain issues at an internal conference attended by more than 100 colleagues from our finance, IT, and central procurement departments.
- On the projects side, we engaged more than ten key suppliers on 16 improvement ideas, including low embodied carbon materials, energy efficiency, indoor environmental quality, and employee wellbeing

Collaboration with Tenants

- Planned amendments to our tenant handbook and fit-out guide for office and retail tenants will include sustainability provisions and roll out in Shanghai before expanding to all our properties.
- In Hong Kong, we are collaborating with the Hong Kong University of Science and Technology's Environmental Management and Technology Program. Students are assessing our tenants' understanding of and commitments to sustainability as part of their final year Capstone Project.



Deepening our Mission of Sustainable Growth

Hang Lung's commitment to sustainable growth combines both financial and ESG considerations. By combining the two at the heart of our strategy, we build long-term value for the company and our stakeholders and enrich lives in the communities we serve.





Mainland China Portfolio



Luxury Malls on the Mainland

	Grand Gateway 66	Plaza 66	Forum 66	Center 66	Olympia 66	Spring City 66	Heartland 66
City	Shanghai	Shanghai	Shenyang	Wuxi	Dalian	Kunming	Wuhan
Rental Revenue (Year ended Dec 31, 20 - Mall - Office - Hotel	²¹⁾ RMB1,163M - -	RMB1,782M RMB629M -	RMB106M RMB132M RMB94M	RMB373M RMB113M -	RMB164M - -	RMB269M RMB81M -	RMB153M RMB46M -
Rental Revenue Change (YoY in RMB)	18%	19%	11%	1 34%	1 21%	★ 59%	Mall: Opened in Mar 2021 Office: Opened in Nov 2020
Occupancy (at Dec 31, 2021)							
- Mall - Office	100% -	100% 97%	90% 92%	98% 88%	87% -	97% 71%	84% 57%



Sub-luxury Malls on the Mainland

	Palace 66	Parc 66	Riverside 66	
City	Shenyang	Jinan	Tianjin	
Rental Revenue (Year ended Dec 31, 2021) - Mall	RMB179M	RMB305M	RMB168M	
Rental Revenue Change (YoY in RMB)	★ 2%	1 3%	same	
Occupancy (at Dec 31, 2021)				
- Mall	90%	93%	86%	

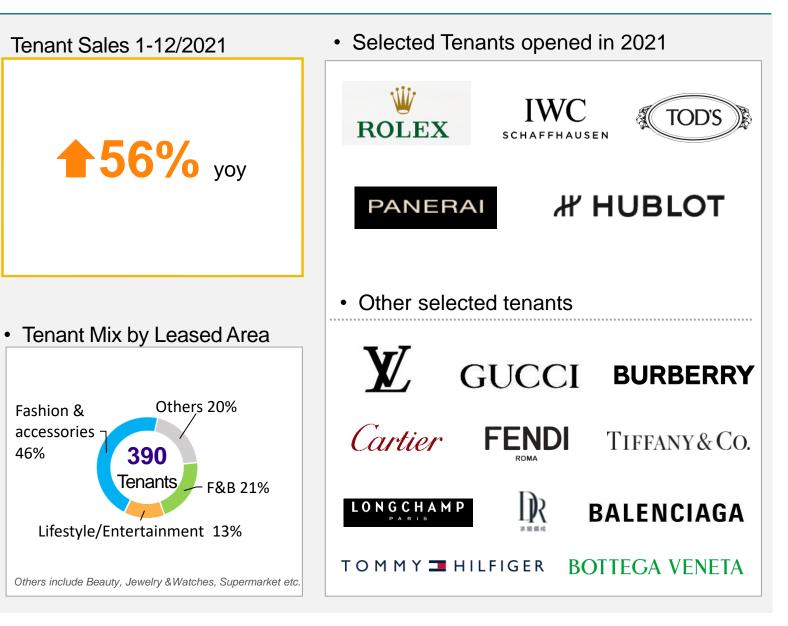


Grand Gateway 66

Above Xujiahui Subway Station, Puxi, Shanghai



- Key Award Recognitions
- Asia Pacific Property Awards 2021-2022 Best Commercial Renovation / Redevelopment Project
- MIPIM Asia Awards 2020 Best Refurbished Building Gold Award
- China Shopping Center Distinguished Project Award 2009
- New Landmark of Shanghai Commercial Zones 2008
- ✓ Best Chinese Fashion Plaza 2007
- LEED Pre-certification (Gold Level) Office Tower I





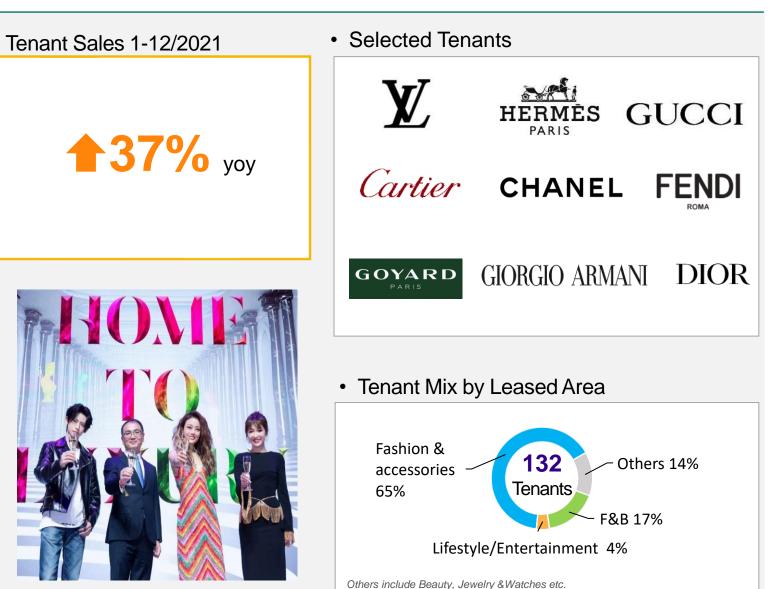
Plaza 66

Nanjing Xi Road, Puxi, Shanghai



Key Award Recognitions

- The Most Influential Commercial Landmark in Shanghai 2008
- No. 1 Shopping Mall in Shanghai 2006
- ✓ Top Ten Fashion Landmark in Shanghai 2005
- Shanghai New Landmark Building Award 2004
- Award of Merit by Concrete Industry Board (USA) 2000
- LEED Certification (Gold Level) Office Towers I & II
- No. 1 Office Building in China 2007



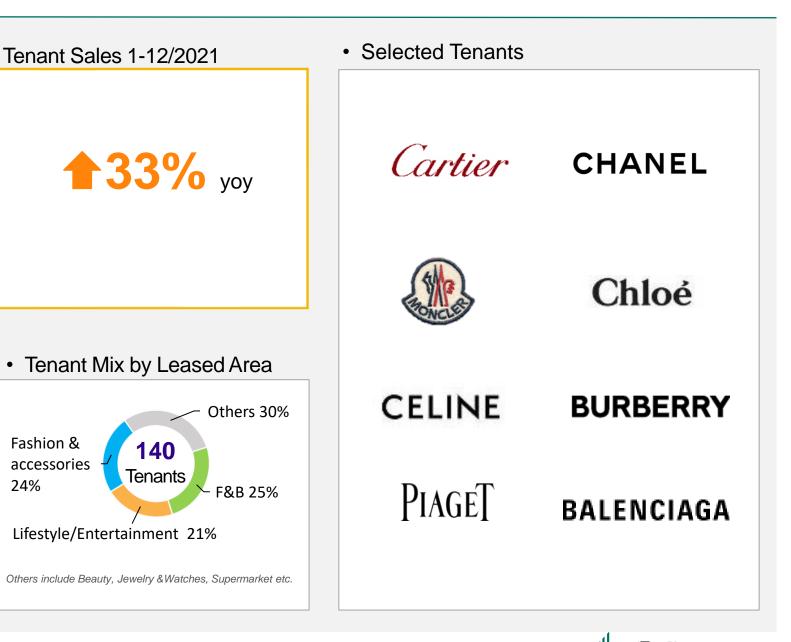
Home to Luxury Party in Nov 2021



Forum 66



- Key Award Recognitions
- LEED Certification (Gold Level) Shopping Mall
- LEED Certification (Gold Level) Office Tower





Center 66



- Key Award Recognitions
- LEED Certification (Gold Level) Phase 1
- MIPIM Asia Awards 2014 Best Mixed-Use Development - Silver Award
- 2014 Cityscape Awards for Emerging Markets Retail Project Award – Built
- The International Architecture Award 2014

Tenant Sales 1-12/2021	Selected Tenants opened since 2H 2020				
177% yoy	X	SAINT LAURENT			
	Cartier	BANG & OLUFSEN			
 Tenant Mix by Leased Area 	W ROLEX	PIAGET			
Others 24% Fashion & 215 accessories 27% F&B 24%	BVLGARI	CHANEL BEAUTY			
Lifestyle/Entertainment 25%	G U C C I	BURBERRY BEAUTY			
Others include Beauty, Jewelry &Watches, Supermarket etc.					

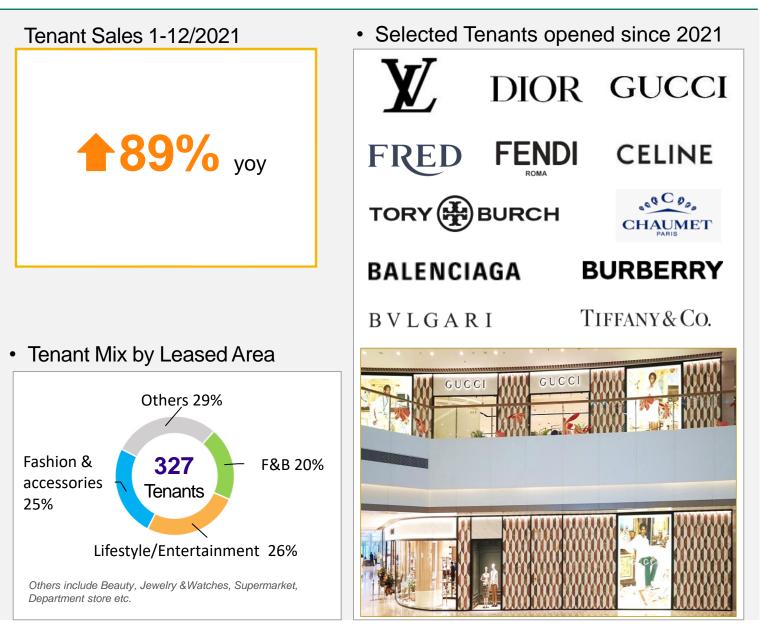


Olympia 66



Key Award Recognitions

- 2018 ICSC China Shopping Centre & Retailer Awards -Gold Award for Design & Development Excellence – New Developments
- 2017 ICSC Asia-Pacific Shopping Center Awards Gold Award for Design and Development Excellence, New Developments and Sustainability
- MIPIM Asia Awards 2017 Best Retail Development -Silver Award
- LEED Certification (Gold Level)
- 2013 Cityscape Awards for Emerging Markets Retail Project Award - Future
- International Property Awards 2011 Best International Retail Architecture





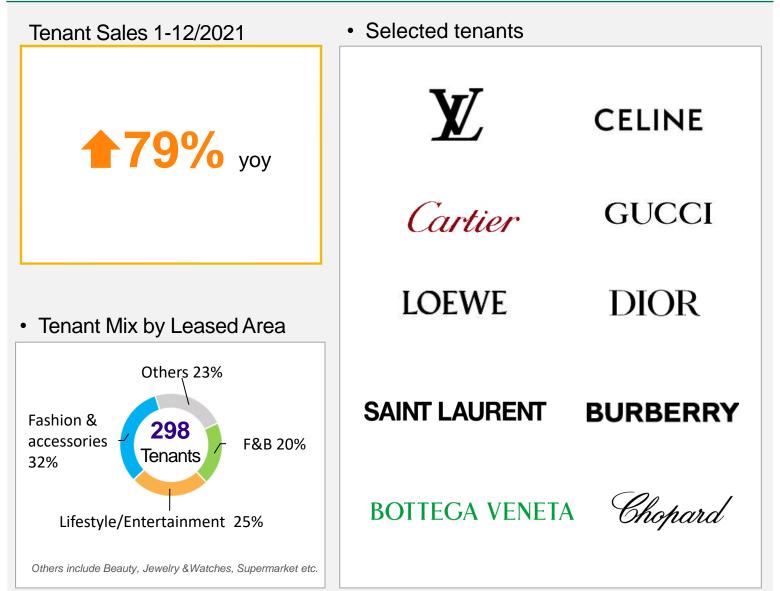
Spring City 66

Dongfeng Dong Road, Panlong District, Kunming



Powered 100% by renewable energy

- The first commercial complex in Yunnan Province to achieve net-zero carbon emissions from electricity
- Awarded LEED Certification (Gold Level) for mall and office tower

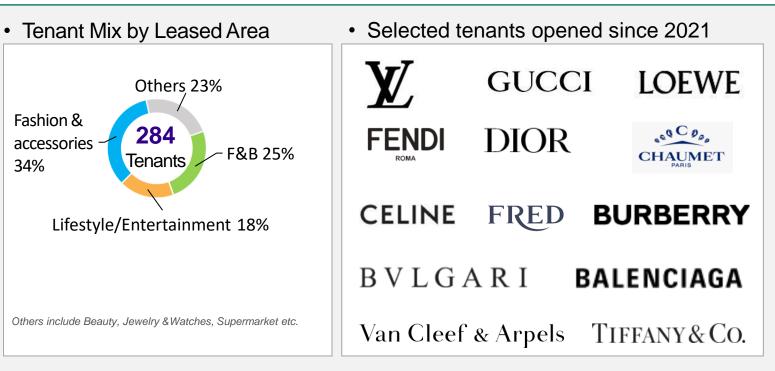




Heartland 66



- Key Award Recognitions
- LEED Certification (Gold Level) Shopping Mall & Office Tower
- 2015 Cityscape Awards for Emerging Markets -Mixed-Use Project Award - Future

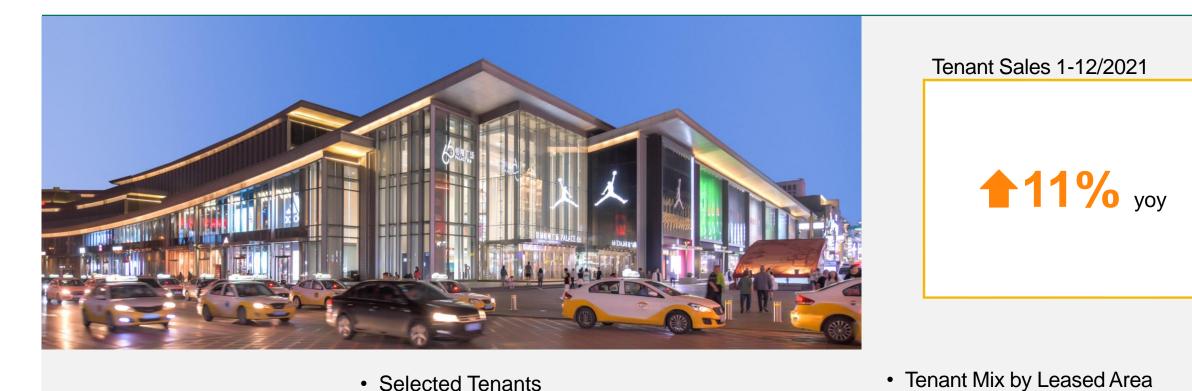


Jinghan Avenue, Qiaokou District, Wuhan





Palace 66 Zhongjie Road, Shenhe District, Shenyang



- Key Award Recognitions
- 2011 ICSC Asia Pacific Shopping \checkmark Center Awards - Silver Award for Innovative Design and Development of a New Retail Project
- LEED Certification (Gold Level) \checkmark
- MIPIM Asia Awards 2007 Futura \checkmark **Projects Certificate**



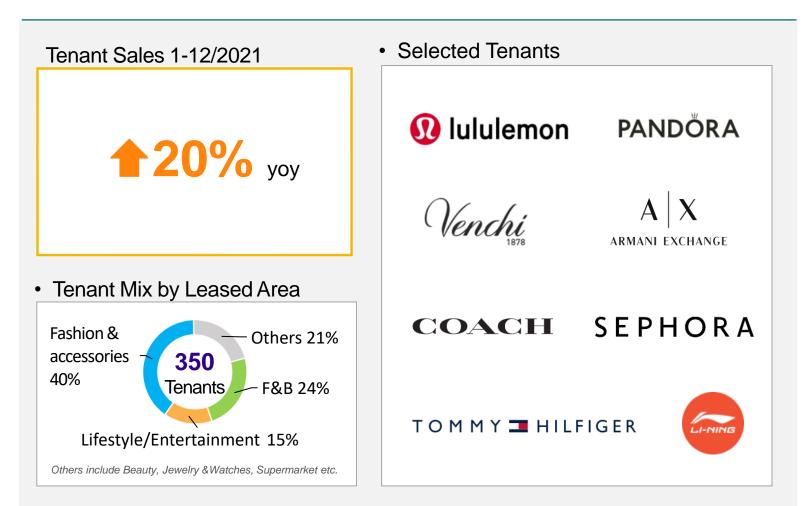




Parc 66 I Quancheng Road, Lixia District, Jinan



- Key Award Recognitions
- ✓ 2013 ICSC VIVA "Best-of-the Best" Awards -Sustainable Design/ Development
- MIPIM Asia Awards 2012 Best Retail and Leisure Development - Silver Award
- LEED Certification (Gold Level)
- 2012 ICSC Asia Pacific Shopping Center Awards Gold Award for New Developments - Design and Development and Sustainable Design



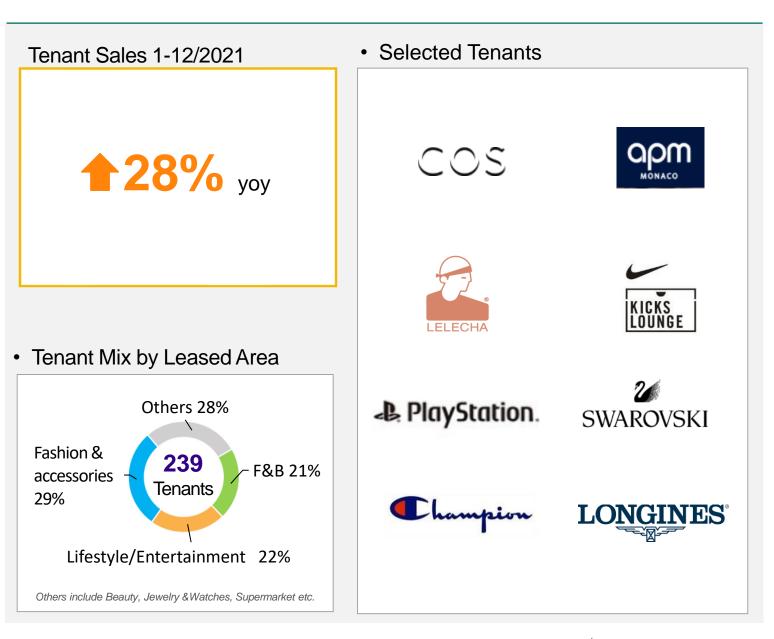
- AEI started in June 2021 to pave the way for a stronger mix of affordable luxury and beauty brands
- Completion in phases from 2022 onwards



Riverside 66



- Key Award Recognitions
- 2019 Excellence in Carbon Challenge
- MIPIM Asia Awards 2015 Best Innovative Green Building and Best Retail Development- Gold Award
- The International Architecture Award 2015
- LEED Certification (Gold Level)





Mainland China Office Portfolio

PLAZA 66 Shanghai

97% occupancy at Dec 31, 2021

• Key tenants



FORUM 66 | Shenyang



92% occupancy at Dec 31, 2021

Key tenants



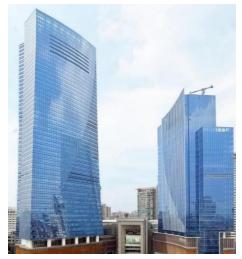


315	19
guest rooms and suites	floors



Mainland China Office Portfolio

CENTER 66 | Wuxi



88% occupancy at Dec 31, 2021

• Key tenants



Launch of HANGOUT, 1st multifunctional workspace in September 2020

71% occupancy at Dec 31, 2021



HEARTLAND 66 | Wuhan



57% occupancy at Dec 31, 2021

• Key tenants



Launch of modular office, a ready-to-use office and refurbished with environmentally friendly materials to attract different leasing demands



Mainland China Projects Under Development

	Heartland 66	Center 66	Spring City 66	Westlake 66	Forum 66	
						Cost Distribution of 5 Upcoming Projects
Location	Jinghan Avenue, Qiaokou District, Wuhan	Renmin Zhong Road & Jiankang Road, Liangxi District, Wuxi	Dongfeng Dong Road, Panlong District, Kunming	Bai Jing Fang area, Xiacheng District, Hangzhou	Qingnian Street, Shenhe District, Shenyang	Average cost: RMB1,910/sq ft Total cost: RMB48.5B
Land use right signed	Sep 2013	Dec 2006 / May 2009	Nov 2011	May 2018	Aug 2006	Construction 71%
Usage	Mall, Office, Apartments for Sale	Mall, Office, Hotel, Apartments for Sale	Mall, Office, Hotel, Apartments for Sale	Mall, Office, Hotel	Mall, Office, Hotel, Apartments for Sale	Total:
Total gross floor area	7.5M sq ft	5.6M sq ft	6.7M sq ft	2.5M sq ft (Excluding GFA of car parks)	12.6M sq ft	RMB68B
All-in investment cost	RMB13B	RMB9B	RMB12B	RMB16B	RMB18B	Land 29%
Land cost (RMB per sq ft)	RMB3.3B (RMB665/sq ft)	RMB1.1B (RMB270/sq ft)	RMB 3.5B (RMB750/sq ft)	RMB 10.7B (RMB4,370/sq ft)	RMB 0.9B (RMB97/sq ft)	Average cost: RMB770/sq ft Total cost: RMB19.5B
Completion / Handover of Apartments	OT: Nov 2020 Mall: Mar 2021 Apartments: 2023	Phase 1: Mall: Sep 2013 OT I: Oct 2014 OT II: Aug 2019 Phase 2: Hotel: 2023 Apartments: 2024	Mall & OT: Aug 2019 Hotel: 2023 Apartments: 2024	In phases from 2024	Mall: Sep 2012 OT I: Office -1Q2015 Hotel -Sep 2019 Office, Retail podium & Apartments: In phases from 2027	Unpaid: RMB18B



Mainland China Projects Pipeline



- Center 66 Hotel
- Grand Hyatt Kunming

49

Projects Under Development

HEARTLAND 66 | Wuhan





- Key Award Recognitions
- LEED Certification (Gold Level) Shopping Mall & Office Tower
- 2015 Cityscape Awards for Emerging Markets Mixed-Use Project Award Future
- LEED Pre-certification (Gold Level) Serviced Apartments

Total GFA	7.5M sq ft
Completed	6.1M sq ft
Office	1.6M sq ft
Mall	1.9M sq ft
Car parks (2,800 carparking spaces) and others	2.6M sq ft
Heartland Residences	1.4M sq ft





Projects Under Development

CENTER 66 | Wuxi



- Key Award Recognitions
- LEED Pre-certification (Gold Level) Phase 2
- LEED Certification (Gold Level) Phase 1
- MIPIM Asia Awards 2014 Best Mixed-Use Development Silver Award
- 2014 Cityscape Awards for Emerging Markets Retail Project Award Built
- The International Architecture Award 2014

Total GFA	5.6M sq ft
Phase 1 (completed)	4M sq ft
Mall	1.3M sq ft
Office tower I	0.9M sq ft
Office tower II	0.6M sq ft
Car parks (1,292 carparking spaces) and others	1.2M sq ft
Phase 2	

Center Residences / Hotel

1.6M sq ft

SPRING CITY 66 | Kunming





- ✓ Powered **100%** by **renewable energy**
- ✓ The first commercial complex in Yunnan Province to achieve net-zero carbon emissions from electricity
- ✓ Awarded LEED Certification (Gold Level) for mall and office tower
- ✓ Awarded LEED Pre-certification (Gold Level) for serviced apartments

Total GFA	6.7M sq ft
Completed	5.6M sq ft
Mall	1.8M sq ft
Office	1.8M sq ft
Car parks (1,629 carparking spaces) and others	2.0M sq ft
Grand Hyatt Residences Kunming / Grand Hyatt Kunming	1.1M sq ft



Projects Under Development

WESTLAKE 66 | Hangzhou





- Key Award Recognitions
- LEED Pre-certification (Platinum Level) Office Towers 1&2
- LEED Pre-certification (Gold Level) Mall & Towers 3 6

Total GFA: 2.5M sq ft (excluding GFA of car parks)

- Mall
- Office
- Mandarin Oriental Hangzhou



FORUM 66 | Shenyang





- Key Award Recognitions
- LEED Certification (Gold Level) Shopping Mall
- LEED Certification (Gold Level) Office Tower

Total GFA	12.6M sq ft		
Completed	5.3M sq ft		
Mall	1.0M sq ft		
OT I – Office portion	1.4M sq ft		
OT I – Hotel portion	0.8M sq ft		
Car parks (2,001 carparking spaces) and others	2.1M sq ft		
Office/ Forum Residences/ Retail podium	7.3M sq ft		



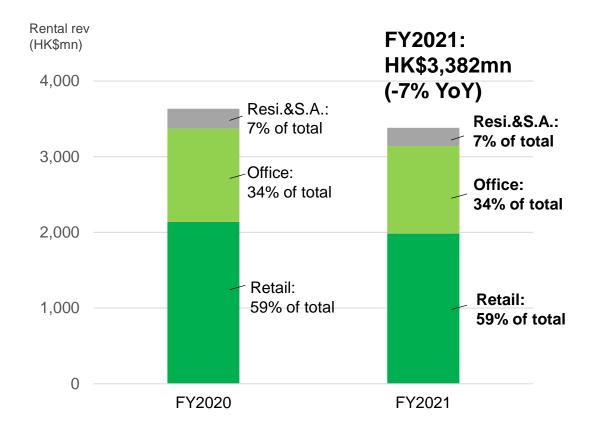
Hong Kong Portfolio

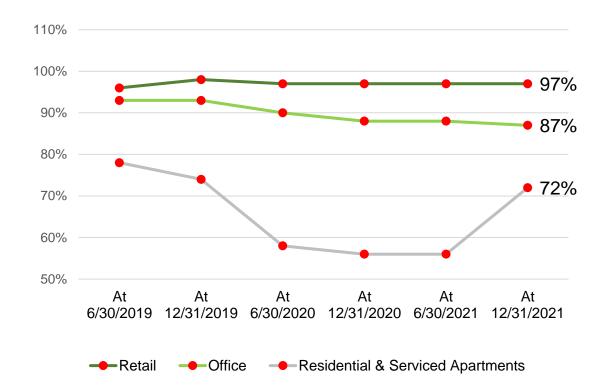


Hong Kong Rental Performance

Hong Kong Rental Revenue

Hong Kong Occupancy (%)







Hong Kong Investment Properties (Completed)



Standard Chartered Bank Building @ Central

₫ 🙅





Fashion Walk @ Causeway Bay

1 🖻



Hang Lung Centre @ Causeway Bay





Kornhill Plaza / Kornhill Apartments @ Island East



Gala Place @ Mongkok

₾ 🙅



Grand Plaza @ Mongkok





Amoy Plaza @ Kowloon Bay

ſ



Hong Kong Investment Properties (Under Development)

228 Electric Road*

North Point



Usage:	Grade A office tower / Retail area on podium floors
Total GFA:	105,000 sq ft
Expected completion:	2022
Award Recognitions:	 LEED Pre-certification (Platinum Level) – our FIRST project in HK obtained platinum rating
	 WELL Pre-certification (Gold) – FIRST in our portfolio obtained this recognition

*This provisional building number is subject to confirmation when the building is completed.

Jointly developed with Hang Lung Group Limited



Hong Kong Property Development

- Pre-sale of 皓日 The Aperture commenced in Dec 2021. Total 123 residential units were pre-sold. Revenue is expected to be reported in 2023 upon completion and the units are handed over to buyers
- One Blue Pool Road house was sold in June 2021. Sales revenue and profit will be recognized upon completion in 1Q 2022
- Construction works at the Grade A office tower re-development at 228 Electric Road (note) in North Point are in progress
- Land acquisition at 37 Shouson Hill Road has completed in Feb 2021. Planning and design works are in progress

37 Shouson Hill Road | Southern District



Total GFA:	Approx. 47,397 sq ft
Expected completion:	2024

Note: This provisional street number is subject to confirmation when the Development is completed.



Hong Kong Property Development

23-39 Blue Pool Road | Happy Valley



No. of **Unsold** Units

8 semi-detached houses

For Sale

Key Award Recognitions

- The International Architecture Award 2019
- The American Architecture Award 2018
- Chivas 18 Architecture Awards 2015 Residential Architect of the Year (Hong Kong)

For Lease

2 semi-detached houses

- MIPIM Asia Awards 2014 Best Residential Development Silver Award
- LEED for Homes Gold Level

皓日 The Aperture I Kowloon Bay



No. of Pre-sold Units 123 residential units		
Project details:		
Total no. of residential units:	294	
Usage:	Residential / Commercial areas on podium floors	
GFA:	Residential: 155,000 sq ft; Commercial: 19,000 sq ft	
Expected completion:	2023	
Award recognition:	BEAM plus (New Building) Provisional Gold certification	

 Taken in Dec 2021



着日 THE APERTURE *Th(建效果園 Rendering [2]

Appendix



Hang Lung Properties – Financial Highlights

		1-12/2021			1-12/2020	
(HK\$M)	Property Leasing	Property Sales	Total	Property Leasing	Property Sales	Total
Revenue	10,321	-	10,321	8,911	62	8,973
- Mainland China	6,939	-	6,939	5,277	-	5,277
- Hong Kong	3,382	-	3,382	3,634	62	3,696
Operating Profit	7,462	(91)	7,371	6,437	44	6,481
- Mainland China	4,693	(38)	4,655	3,468	(8)	3,460
- Hong Kong	2,769	(53)	2,716	2,969	52	3,021
Underlying Net Profit *	4,430	(65)	4,365	4,164	37	4,201
Net change in fair value of Properties #	(497)	-	(497)	(6,772)	-	(6,772)
Net Profit / (Loss)	3,933	(65)	3,868	(2,608)	37	(2,571)
Rental Margin	72%			72%		
- Mainland China	68%			66%		
- Hong Kong	82%			82%		

*Exclude changes in fair value of properties, net of related income tax and non-controlling interests #Net of related income tax and non-controlling interests



Hang Lung Properties – Financial Position

At December 31, 2021	31/12/2021 HK\$M	31/12/2020 HK\$M	Change
Investment Properties	177,456	164,322	1 8%
- Mainland China	117,649	103,708	1 3%
- Hong Kong	59,807	60,614	↓ 1%
Investment Properties under development	22,399	27,544	↓ 19%
Properties for sale	10,790	7,988	1 35%
Cash and bank deposits	8,515	6,319	↑ 35%
Total Borrowings	45,695	37,917	1 1 1 1 1 1 1 1 1 1
Net Debt	37,180	31,598	1 8% 1
Net Gearing Ratio	24.4%	21.3%	
Total Assets	224,235	211,316	1 6%
Shareholders' equity	141,719	138,295	1 2%
Net Assets Attributable to Shareholders Per Share (HK\$)	\$31.5	\$30.7	↑ 3%

- As of Dec 31, 2021, total cash and available facilities amounted to HK\$36,882M, including available facilities of HK\$28,367M
- Total secured HK\$18.1B in sustainable finance, accounted for 30% of total debts and available facilities



Investment Property Portfolio: HLP



Completed (M sq ft) Hong Kong Portfolio Mainland China Portfolio		GFA	GFA by usage (Exclude car parks)			
		7M sq ft				
		37.3M sq ft				
Shanahai	Grand Gateway 66	1.8	Retail Hong Office			
Shanghai	Plaza 66	2.9	51% Kong			
Shenyang	Palace 66	2.0				
	Forum 66	5.3	Residential/			
Jinan	Parc 66	2.8	Serviced Apartments			
Wuxi	Center 66	4.0	1070			
Tianjin	Riverside 66	2.8	Office			
Dalian	Olympia 66	4.0	Retail Mainland 34%			
Kunming	Spring City 66	5.6	63% China			
Wuhan	Heartland 66	6.1	Hotel			
Total Completed		44.3M sq ft	3%			

Under Development (M sq ft) Hong Kong - 228 Electric Road ^(Note 1) Mainland China Portfolio ^(Note 2)		GFA	Expected completion 2022		
		0.07M sq ft			
		13.9M sq ft			
Wuhan	Heartland 66	1.4	2023		
Wuxi	Center 66	1.6	2023 / 2024		
Kunming	Spring City 66	1.1	2023 / 2024		
Hangzhou	Westlake 66	2.5 ^(Note 3)	In phases from 2024		
Shenyang	Forum 66	7.3	In phases from 2027		
Total Unde	er Development	13.97M sq ft			

Notes: 1. 228 Electric Road[#] (HLP held 66.7%) - Total GFA 105,000 sq ft

2. GFA include apartments for sale in Mainland China

3. Excluding GFA of car parks

This provisional building number is subject to confirmation when the building is completed



Hang Lung Group – Financial Highlights

	1-12/2021			1-12/2020		
(HK\$M)	Property Leasing	Property Sales	Total	Property Leasing	Property Sales	Total
Revenue	10,919	-	10,919	9,464	62	9,526
- Mainland China	7,402	-	7,402	5,694	-	5,694
- Hong Kong	3,517	-	3,517	3,770	62	3,832
Operating Profit	7,898	(91)	7,807	6,836	44	6,880
- Mainland China	5,020	(38)	4,982	3,757	(8)	3,749
- Hong Kong	2,878	(53)	2,825	3,079	52	3,131
Underlying Net Profit *	3,029	(38)	2,991	 2,812	22	2,834
Net change in fair value of Properties #	(402)	-	(402)	(4,375)	-	(4,375)
Net Profit / (Loss)	2,627	(38)	2,589	(1,563)	22	(1,541)
Rental Margin	72%			 72%		
- Mainland China	68%			66%		
- Hong Kong	82%			82%		

*Exclude changes in fair value of properties, net of related income tax and non-controlling interests #Net of related income tax and non-controlling interests



Hang Lung Group – Financial Position

At December 31, 2021	31/12/2021 HK\$M	31/12/2020 HK\$M	Change
Investment Properties	186,582	173,235	★ 8%
- Mainland China	124,962	110,793	1 3% 1 3%
- Hong Kong	61,620	62,442	↓ 1%
Investment Properties under development	22,399	27,544	↓ 19%
Properties for sale	10,811	8,009	↑ 35%
Cash and bank deposits	9,140	6,793	1 35%
Total Borrowings	45,883	38,770	1 8% 1
Net Debt	36,743	31,977	1 5% 1
Net Gearing Ratio	22.3%	20.1%	
Total Assets	238,021	224,739	1 6%
Shareholders' equity	95,842	92,105	★ 4%
Net Assets Attributable to Shareholders Per Share (HK\$)	\$70.4	\$67.6	★ 4%

- As of Dec 31, 2021, total cash and available facilities amounted to HK\$41,157M, including available facilities of HK\$32,017M
- Total secured HK\$18.1B in sustainable finance, accounted for 28% of total debts and available facilities



Investment Property Portfolio: HLG

Note: Properties held via HLP are excluded from this session

9 Wing Hong Street

Cheung Sha Wan, Hong Kong



Office building

Luen Cheong Can Centre

Tuen Mun, Hong Kong



Office building

Tai Hing Gardens Tuen Mun, Hong Kong

Retail portion

Grand Gateway 66 Shanghai



- Office Tower I
- Serviced Apartments

228 Electric Road* North Point, Hong Kong



- Jointly developed with Hang Lung Properties Limited
- Usage: Grade A office tower / Retail area on podium floors
- Total GFA: 105,000 sq ft
- Expected completion in 2022

*This provisional building number is subject to confirmation when the building is completed.

Joint-Venture Project

Citygate

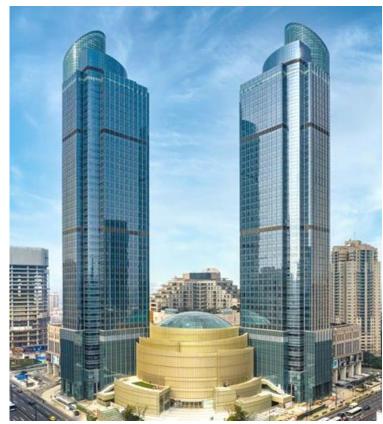
Tung Chung, Hong Kong



- Usage: Mixed-use development with retail, office & hotel
- 20%-owned

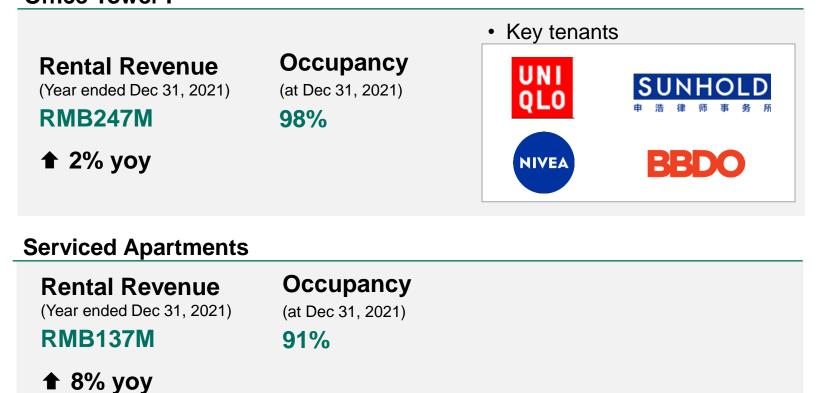


Grand Gateway 66



Office Tower I

I Above Xujiahui Subway Station, Puxi, Shanghai



Mall (held via HLP)

Occupancy **Rental Revenue** (Year ended Dec 31, 2021) **RMB1,163M**

18% yoy

(at Dec 31, 2021)

100%



End of Presentation

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