

Review of Operations Outlook



Our Mainland portfolio is expected to continue to be the growth driver in 2022. We will continue to increase the collection of luxury brands in our malls and collaborate with them on strategic marketing initiatives through HOUSE 66. The steady leasing pace of our new office towers will carry forward into 2022, driving up the overall occupancy and contributions of our office portfolio.

The performance of our Hong Kong portfolio will hinge upon the situation of COVID-19 and various government measures relating to the containment of the pandemic. We will continue to optimize our tenant mix, retain quality tenants, and step up our customer engagement to capture local consumption and overcome the challenges ahead.

On the property sale side, we expect the Mainland's demand for high-end residential properties to remain strong. Hang Lung Residences our premium serviced residences brand in Wuhan, Wuxi, and Shenyang, and our hotel-branded residences in Kunming, are dedicated to demonstrating Hang Lung's commitment to enriching the lives of the communities we serve by building a sustainable future together. Those will further enrich the total offerings and enhance the premium positioning of our overall portfolio. We will launch the pre-sale of our Heartland Residences in Wuhan in the first half of 2022, followed by our Center Residences in Wuxi from the end of 2022.

In Hong Kong, our redevelopment projects are making headway. The response from The Aperture pre-sale since December 2021 has been positive. We will continue to look for opportunities to sell development properties and dispose of non-core assets in Hong Kong to support capital recycling into new projects with higher returns.