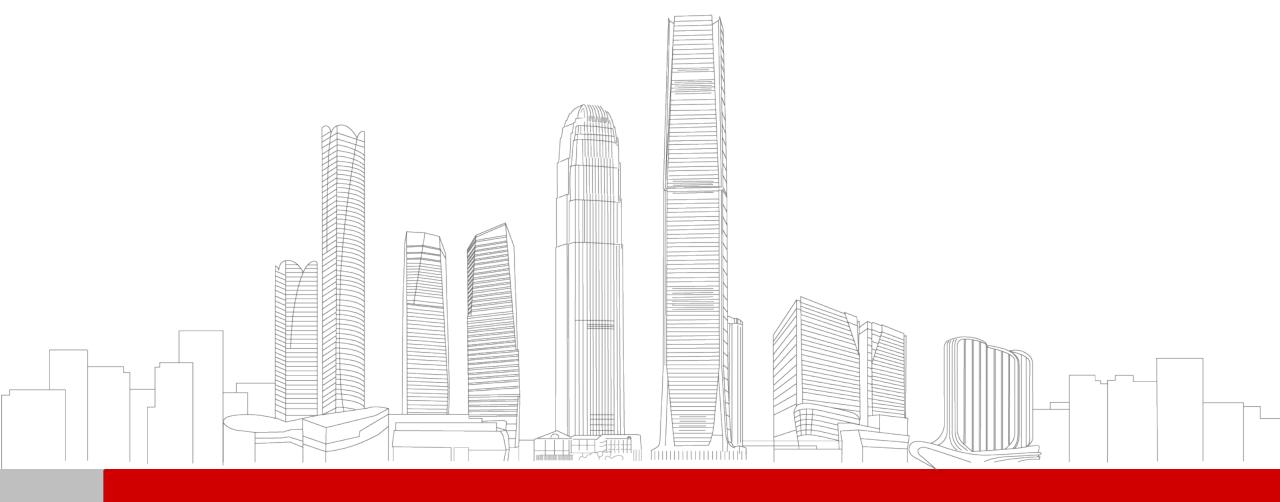
#### **FY2022 Interim Results**

**24 February 2022** 



#### **Sun Hung Kai Properties**

**Building Homes with Heart** 



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**FINANCIAL REVIEW – 1H FY2022** 

## Financial Highlights

	1H FY2022	1H FY2021	Change
Profit attributable to the Company's shareholders			
- Underlying <sup>(1)</sup> (HK\$ mn)	14,818	17,482	-15.2%
- Reported (HK\$ mn)	15,186	13,578	+11.8%
Basic earnings per share			
- Underlying <sup>(1)</sup> (HK\$)	5.11	6.03	-15.3%
- Reported (HK\$)	5.24	4.69	+11.7%
Interim dividend per share (HK\$)	1.25	1.25	Flat

(1) Excluding the effect of fair value changes on investment properties net of deferred taxation and non-controlling interests



#### Sustainable Dividends



# **Earnings Drivers**

Profit Breakdown by Segment <sup>(1)</sup> (in HK\$ mn)	1H FY2022	1H FY2021	Change
(1) Property sales			
- Hong Kong	7,036	10,484	
- Mainland	622	1,882	
Sub-total	7,658	12,366	-38.1%
(2) Property rental			
- Hong Kong	6,715	6,923	
- Mainland	2,766	2,313	
- Singapore	247	260	
Sub-total	9,728	9,496	+2.4%
(3) Hotel operation	-162	-228	N.A.
(4) Other businesses	2,319	2,533	-8.4%
Total $(1)+(2)+(3)+(4)$	19,543	24,167	-19.1%

(1) & (2) Including shares of associates and joint ventures



#### **Financial Position**

As at	31 Dec 2021	30 Jun 2021	31 Dec 2020
Shareholders' equity (HK\$ mn)	600,773	593,820	583,286
- Shareholders' equity per share (HK\$)	207.3	204.9	201.3
Net debt (HK\$ mn)	104,955	95,042	83,955
Net gearing ratio <sup>(1)</sup>	17.5%	16.0%	14.4%
	1H FY2022		1H FY2021
Interest cover <sup>(2)</sup>	13.0x		15.3x

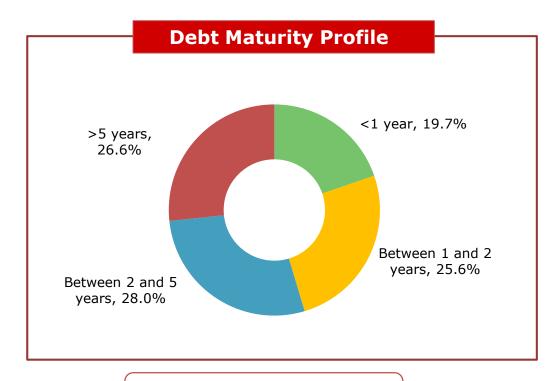
<sup>(2)</sup> Measured by the ratio of operating profit to total net interest expenses including those capitalized



<sup>(1)</sup> Calculated on the basis of net debt to Company's shareholders' funds

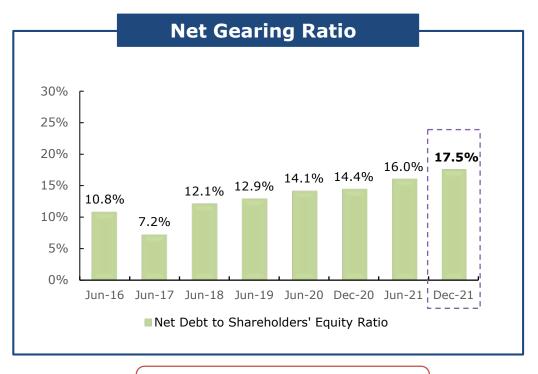
## Financial Position (Cont'd)

- Prudent financial policy
- Diversified funding sources



Moody's A1/ Stable

- Balanced debt maturity profile
- > Ample liquidity



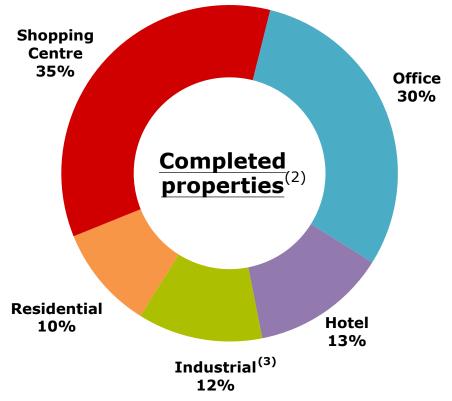




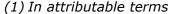
PROPERTY BUSINESS - HONG KONG LAND BANK

### Land Bank in Hong Kong

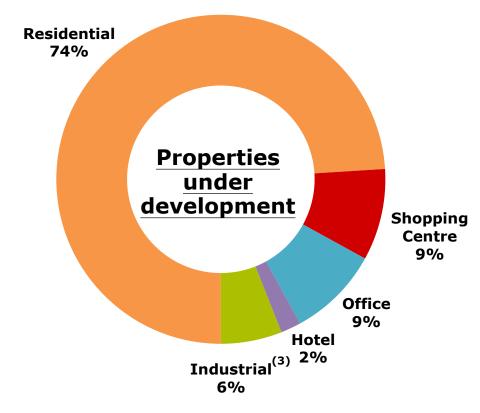
Total land bank as at 31 December 2021: 57.8mn sq.ft.<sup>(1)</sup>



Total: 34.2mn sq.ft.



<sup>(2)</sup> An overwhelming majority are for rental and long-term investment purposes



Total: 23.6mn sq.ft.

<sup>(3)</sup> Including industrial/office premises, godowns and data centres

#### Land Acquisitions in Hong Kong

- Completed the lease modification procedures for the large-scale residential project at Shap Sz Heung, increasing its total GFA by  $\sim 1$ mn sq.ft. to ~5.8mn sq.ft. in October 2021
  - The Shap Sz Heung project initially was converted from farmland with a total GFA of ~4.8mn sq.ft. in FY2018
  - The project is about five-minute drive to MTR Wu Kai Sha Station
- Integrate nature and the concepts of health and wellness into harmonious cross-generational living
- Expect to become the most sizeable new community in the next decade
- Continue to use various channels to replenish land bank when appropriate opportunities arise
  - Including conversions of farmlands into buildable sites



Stake	100%
Residential GFA	~5.7mn sq.ft.
Retail GFA	130,000 sq.ft.
Approximate no. of units	>9,000





PROPERTY BUSINESS - HONG KONG PROPERTY DEVELOPMENT

#### Recognized Property Sales in Hong Kong

Property Sales <sup>(1)</sup>	1H FY2022	1H FY2021	Change
Revenue (HK\$ mn)	16,997	23,433	<b>4</b> 27.5%
Operating profit (HK\$ mn)	7,036	10,484	<del>•</del> 32.9%

#### Major contributors:

- Wetland Seasons Park Phase 2 and 3, Regency Bay, Regency Bay
   II, Cullinan West III and Grand YOHO Phase 2
- Satisfactory development margins
- Completed ~1.2mn sq.ft. of attri. residential GFA in 1H FY2022
  - Another ~1.3mn sq.ft. of attri. residential GFA due for completion in 2H FY2022
- > About HK\$28.6bn<sup>(2)</sup> contracted sales yet to be recognized



<sup>(1)</sup> Including shares of associates and joint ventures

<sup>(2)</sup> As at 31 December 2021

### Contracted Sales in Hong Kong for 1H FY2022

Project	Stake (%)	Attri. Sales Proceeds (HK\$ bn)
Wetland Seasons Bay Phase 1 & 2, Tin Shui Wai	100	10.3
The YOHO Hub, Yuen Long	JV	3.0
Cullinan West III, West Kowloon	JV	0.9
Kennedy 38, Kennedy Town	53.3	0.8
Others		5.6
Total		20.6

Contracted sales reached ~HK\$22.7bn from 1 July 2021 to 13 February 2022

# Ample Saleable Resources to be Launched in Hong Kong for the Next 10 Months



Stake: 100%

Res. GFA: 214,000 sq.ft.



2. Tuen Mun Town Lot No.483 Phase 1, Siu Hong

Stake: 100%

Res. GFA: 807,000 sq.ft.



3. Tai Po Town Lot No.244
Phase 1 and 2, Pak Shek Kok

Stake: 100%

Res. GFA: 900,000 sq.ft.



4. St Michel Phase 2

Stake: 100%

Res. GFA: 174,000 sq.ft.



Stake: 100%

Res. GFA: 45,000 sq.ft.



6. Victoria Harbour Phase 2B-3

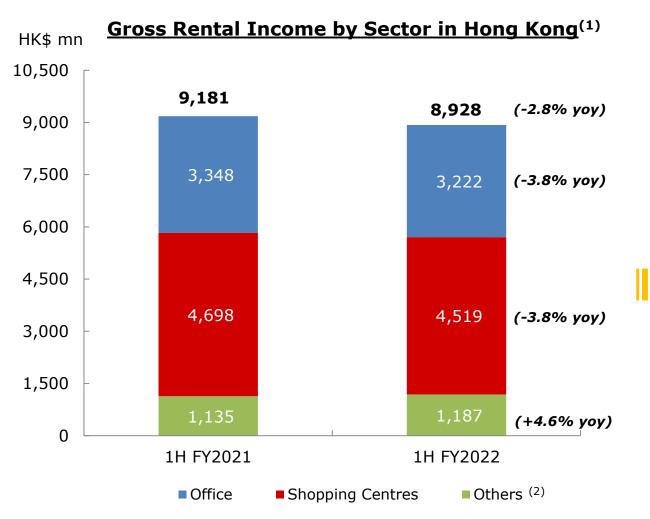
Stake: 100%

Res. GFA: 151,000 sq.ft.

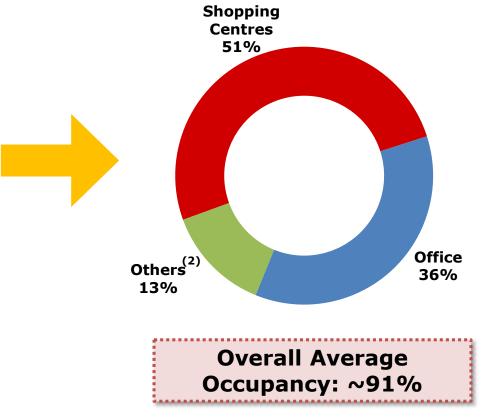


PROPERTY BUSINESS - HONG KONG PROPERTY INVESTMENT

#### Rental Income from Diversified Portfolio



(HK\$ mn)	1H FY2022	Change
Gross Rental Income	8,928	<b>↓</b> 2.8% yoy
Net Rental Income	6,715	<b>♣</b> 3.0% yoy



(1) Including shares of associates and joint ventures

(2) Residential, industrial and car parks

### Hong Kong Retail Portfolio of 12mn sq.ft.

- Performance of the Group's retail portfolio continued to improve with increased leasing activities while social distancing measures were further relaxed during the period
  - Overall occupancy of the portfolio has remained steady
  - Malls with a local focus saw their footfall resume almost to pre-pandemic level
  - Performance of tourist-focused malls remained under pressure due to the absence of tourists
- Subsequent to the reporting period, the Government has implemented much more stringent social distancing measures amid the Omicron outbreak
  - The near-term operating environment has become increasingly tough
  - Proactively maintain frequent communication with tenants and implement timely and appropriate measures to sustain their business







#### Initiatives to Enhance Shoppers' Experience

- Elevated the hygienic standards of the Group's properties to ensure a safe and healthy environment for its stakeholders
  - Such as 5G Smart Restrooms solution to help visitors shorten queueing time and maintain the cleanness of restrooms
- Optimized tenant mix in accordance with the latest market trends
  - Presented trending pop-up stores and popular thematic installations
  - Upgraded open spaces featuring green elements and family-friendly recreational facilities





## Initiatives to Enhance Shoppers' Experience (Cont'd)







- Continued to work closely with tenants and business partners, as well as strengthen the collaborations between the Group's business arms
- The Point by SHKP, loyalty programme for the Group's shopping malls with 1.8 million members, has constantly added new features to deliver fresh shopping experience
  - Including newly launched Point Dollar as a new payment means to attract customers to spend at the Group's malls and business arms
- All these are expected to increase customers' loyalty to the Group's malls, driving shopper spending and tenant businesses

### Hong Kong Office Portfolio of 10mn sq.ft.

> Recorded satisfactory overall occupancy despite a challenging office market in Hong Kong







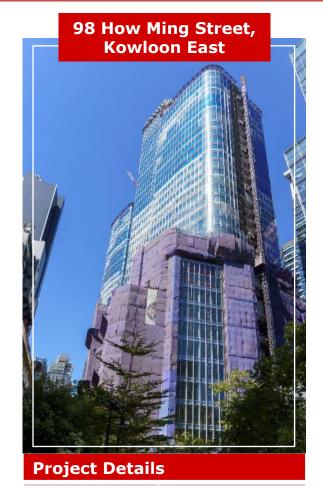
Attri. GFA: 1.7mn sq.ft

Occupancy: ~91%

(1) Overall average occupancies during 1H FY2022



#### Major New Additions in the Pipeline



Stake: 70%

Total GFA: 1.15mn sq.ft.

- Construction of the entire project is expected to be completed in 2023
- Two Grade-A office towers: 650,000 sq.ft.
  - Topped out
  - Pre-leasing activities are progressing well
- > One-stop modern lifestyle mall: 500,000 sq.ft.
  - Scheduled to open in 2024
  - Together with APM, forming a shopping hub of ~1.1mn sq.ft.
- Designed to obtain Platinum ratings from both LEED and WELL

## Major New Additions in the Pipeline (Cont'd)



#### **Project Details**

Stake: JV

Total GFA: ~3.2mn sq.ft. (1)

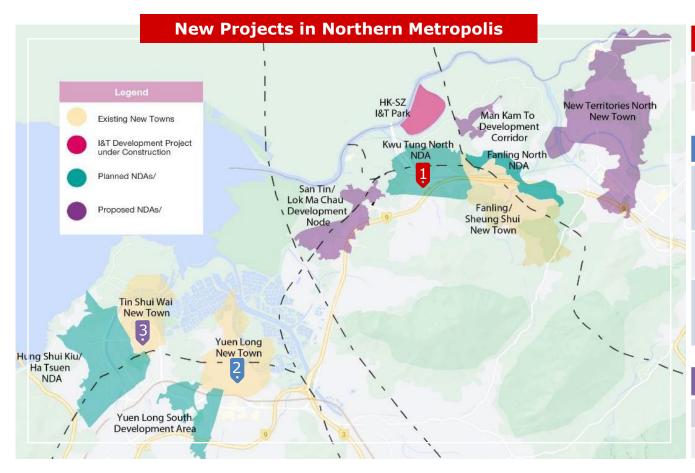
Grade-A office space: ~2.6mn sq.ft. Premium retail space: ~600,000 sq.ft.

- Under the latest approved plan
  - Offer green space of ~100,000 sq.ft. and part of the 1.5-kilometre-long West Kowloon Parkway to link old and new communities
  - Further benefit the general public through the provision of smooth pedestrian connectivity with West Kowloon Cultural District and its neighbouring areas
- Extensive transportation network
- Create synergy with the Group's ICC and two five-star hotels nearby and is expected to be a major business hub in the Greater Bay Area
- Basement work is underway
- Designed to obtain Platinum ratings from LEED, BEAM Plus and WELL

(1) The Group holds ~600,000 sq.ft. of retail space and nearly 1.2mn sq.ft. of office space as long-term investment



## Major New Additions in the Pipeline (Cont'd)



#### (1) Kwu Tung

Retail space of 132,000 sq.ft.

Adjacent to the committed MTR Kwu Tung Station

#### (2) Yuen Long

Yuen Long Station Development will provide additional retail space of 107,000 sq.ft. upon scheduled opening in 2023

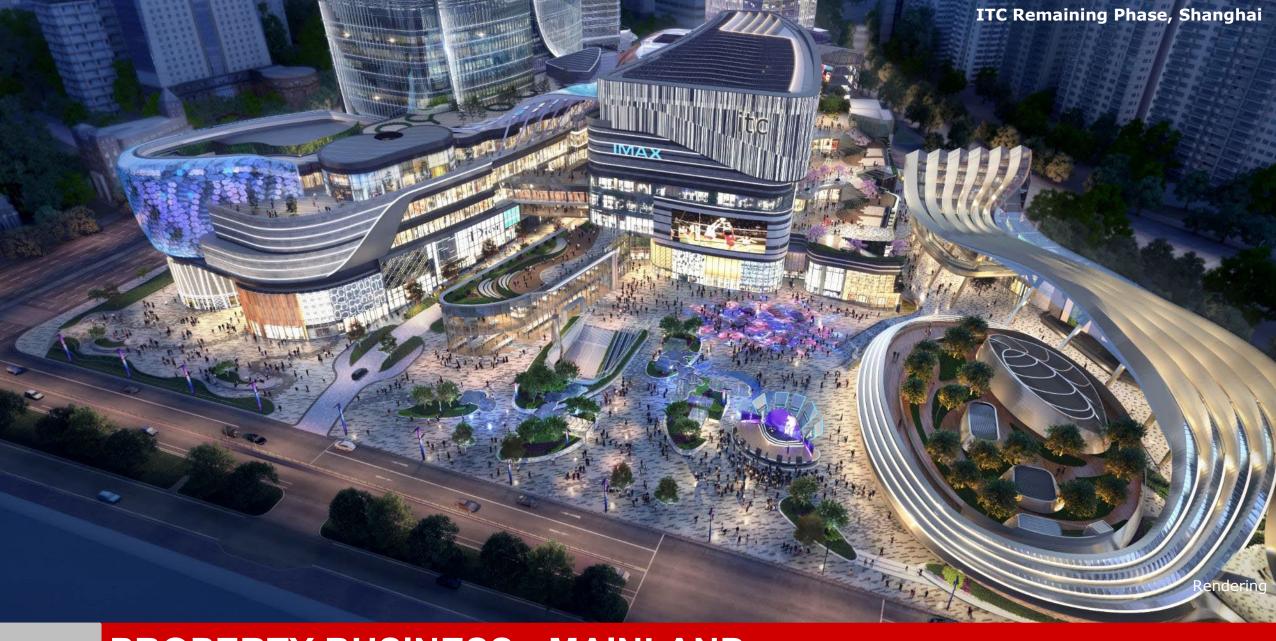
The mega YOHO Mall will be further expanded to  $\sim 1.1$ mn sq.ft.; the largest mall in northwest New Territories

Expect to achieve great success on a par with New Town Plaza in eastern New Territories

#### (3) Tin Shui Wai

Office-cum-retail project of ~856,000 sq.ft.

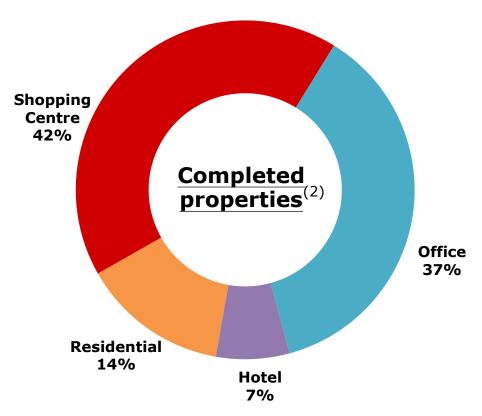
Adjacent to MTR Tin Shui Wai Station in Yuen Long



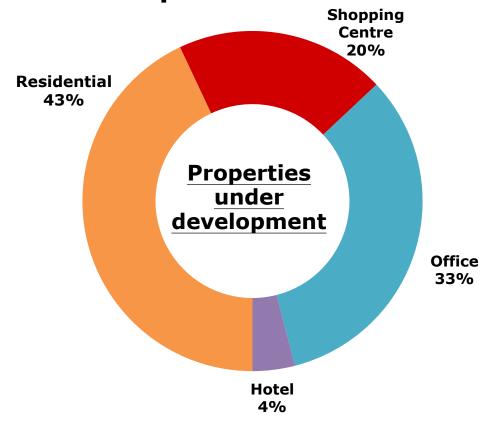
PROPERTY BUSINESS - MAINLAND LAND BANK

#### Land Bank on the Mainland

Total land bank as at 31 December 2021: 71.1mn sq.ft.<sup>(1)</sup>



Total: 17.5mn sq.ft.



Total: 53.6mn sq.ft.

<sup>(2)</sup> An overwhelming majority are for rental and long-term investment purposes



<sup>(1)</sup> In attributable terms



PROPERTY BUSINESS - MAINLAND PROPERTY DEVELOPMENT

#### Recognized Property Sales on the Mainland

Property Sales <sup>(1)</sup>	1H FY2022	1H FY2021	Change
Revenue (HK\$ mn)	1,465	3,475	<b>↓</b> 57.8%
Operating profit (HK\$ mn)	622	1,882	<del>•</del> 67.0%

- Major contributors:
  - Forest Hills in Guangzhou and Oriental Bund Phase 3B in Foshan
- Satisfactory development margins
- Around HK\$5.9bn<sup>(2)</sup> contracted sales yet to be recognized



- (1) Including shares of associates and joint ventures
- (2) As at 31 December 2021



#### Contracted Sales on the Mainland for 1H FY2022

Project	Location	Stake (%)	Attri. Sales Proceeds (RMB bn)
Chengdu ICC (Residential portion)	Chengdu	40	0.7
Oriental Bund	Foshan	50	0.6
Wuxi TIC	Wuxi	40	0.4
Grand Waterfront	Dongguan	100	0.1
Others			0.2
Total			2.0 <sup>(1)</sup>

Contracted sales in terms of HKD amounted to HK\$2.4bn



# Upcoming Launches on the Mainland in the Next 10 Months

Project	Location	Stake (%)	Attri. Res. GFA (sq.ft.)
Jovo Town Phase 3A	Chengdu	91	1,228,000
Park Royale Phase 3A	Guangzhou	100	477,000
Shanghai Arch Phase 3 (Apartments)	Shanghai	100	438,000
Hangzhou IFC Phase 1 (First Batch)	Hangzhou	$JV^{(1)}$	196,000
Grand Waterfront Phase 1B (New Batch)	Dongguan	100	178,000
Oriental Bund Lot 7 (New Batch)	Foshan	50	171,000
The Woodland Phase 5B (First Batch)	Zhongshan	JV <sup>(2)</sup>	133,000
Guangzhou South Railway Station Project (Residential Portion Phase 1)	Guangzhou	100	200,000
Total			3,021,000

<sup>(1)</sup> The Group has a 45% and 50% interest in River East and River West sites respectively (2) The Group has a 50% interest.

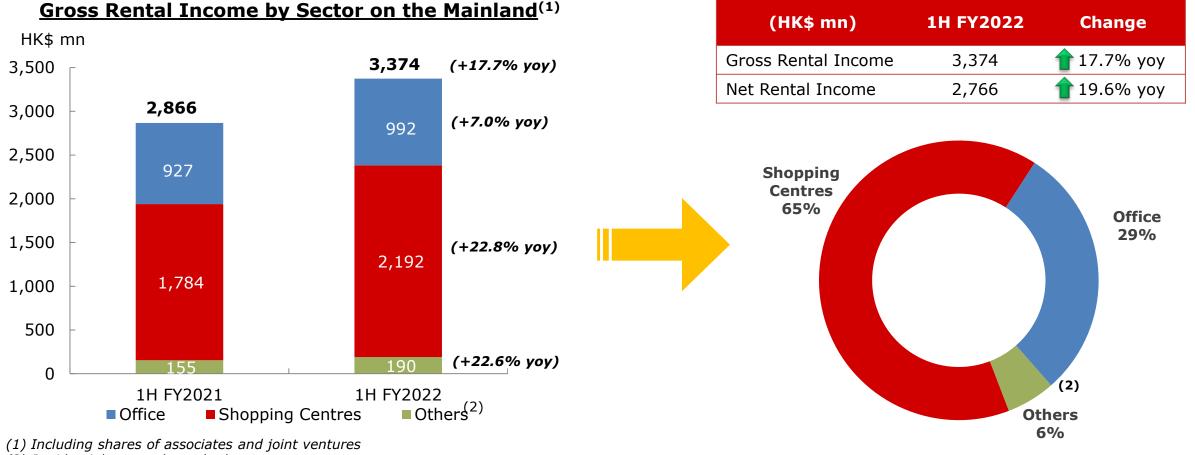


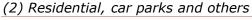


PROPERTY BUSINESS - MAINLAND PROPERTY INVESTMENT

#### Rental Income from the Mainland

- Gross rental income of RMB2,781mn, up 12% yoy in RMB terms
- > Represented ~27% of the Group's total gross rental income





# Existing Mainland Property Investment

#### Retail Portfolio

- The Group's premium malls in Shanghai, totalling ~3mn sq.ft., delivered solid performance with high occupancy during the period
- Shanghai IFC Mall continued to record healthy growth in tenant sales from a high base
  - Its catchment area has been further enhanced following the opening of the new section of a metro line in December 2021
- The Group's shopping malls in other major cities remained satisfactory despite the impact of the intermittent outbreak of pandemic in some districts



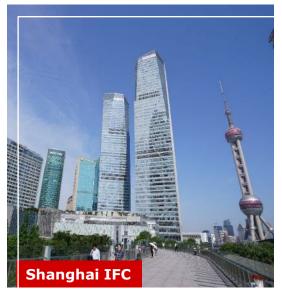


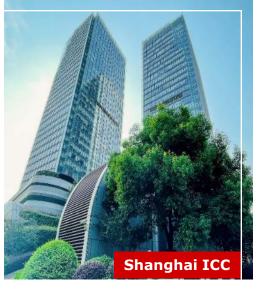




# Existing Mainland Property Investment

#### Office Portfolio









- The Group's grade-A office portfolio in Shanghai recorded high occupancy notwithstanding keen competitions
  - Both Shanghai IFC and Shanghai ICC have attained LEED Platinum certifications
- Shanghai IFC continued to draw prestigious financial institutions
- Shanghai ICC and ITC also achieved satisfactory performance

## Major New Additions in the Pipeline





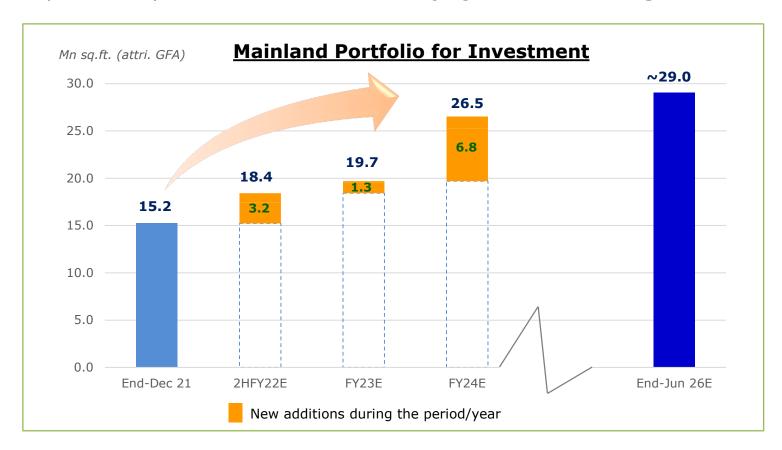


Project Details	
Stake	• 100%
Total GFA:	• 7.6mn sq.ft.
220-metre office tower:	<ul> <li>Scheduled for completion in 2022</li> <li>Received enthusiastic precommitments</li> </ul>
370-metre skyscraper, a mega mall (2.5mn sq.ft.) & Andaz Shanghai ITC:	<ul> <li>To be completed in phases from 2023 onwards</li> </ul>
Green building certificates:	Both office towers are designed to obtain LEED Platinum ratings

Project Details	
Stake	• 100%
Total GFA:	• 3.4mn sq.ft.
Nanjing IFC offices:	<ul> <li>Continue to attract reputable foreign and domestic corporations from diverse industries despite a challenging leasing environment</li> <li>▶ Nanjing One IFC offices registered a committed occupancy of ~85%</li> <li>▶ Occupancy of Nanjing Two IFC offices continues to ramp up</li> </ul>
Nanjing IFC mall:	<ul> <li>Feature an assortment of top retail brands and popular restaurants</li> <li>Expect to open in phases from 2022 onwards</li> </ul>

# Expansion of Mainland Property Investment Portfolio

- Mainland property investment portfolio will increase to over  $\sim 26$ mn sq.ft. attributable GFA by the end of FY2024, from the existing portfolio of  $\sim 15.2$ mn sq.ft.
  - Major completions by End-FY2024 include Nanjing IFC Mall, Shanghai ITC remaining phase







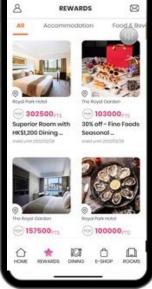
# **HOTEL BUSINESS**

## **Hotel Business**

Hotel Business <sup>(1)</sup> (HK\$ mn)	1H FY2022	1H FY2021	Change
Revenue	1,811	1,213	<b>1</b> 49.3%
Operating Profit	-162	-228	N.A.

- Performance of the Group's hotels in Hong Kong improved amid a wellcontained local pandemic situation during the period
- Near-term operating environment is likely to be very challenging given the impact of the recent Omicron outbreak in Hong Kong
- Continued to strengthen the marketing and sales channels to boost business
  - Partnership with The Point by SHKP has been conducive to sales of hotel rooms
  - Go Royal by SHKP loyalty programme will be launched to drive customers' spending through a bonus point programme
- Overall performance of the Group's hotels on the mainland were affected by the intermittent pandemic
- Andaz Nanjing is scheduled to open in 2H2022 in phases





(1) Including shares of associates and joint ventures





SUSTAINABILITY

# Sustainability Initiatives



**Proactive efforts to combat pandemic**, a number of key initiatives are in place



Intake of **United Court**, transitional housing project sponsored by SHKP, will **commence** in mid-2022



Initiatives to promote environmental protection and care for the underprivileged



Incorporation of **green and wellness** elements into residential projects



Commitment to attaining LEED<sup>(1)</sup> Gold or Platinum Ratings for major new investment properties for long-term rental



**ESG Financing,** 1st Sustainability-linked Loan of HK\$8,650mn was signed in November 2021

(1) Leadership in Energy and Environmental Design is a widely used green building rating system internationally



# Sustainability Initiatives (Cont'd)

➤ The Group goes all out to support the HKSAR Government to fight against this latest wave of pandemic, hoping that different sectors can join hands to combat the virus



## Supply of land for community isolation and treatment facilities

• The Group lends for free two pieces of land with a combined attributable site area of 1.2 million square feet to the HKSAR Government for building community isolation and treatment facilities



#### **Community vaccination venues**

The Group would provide additional places at its office and mall premises which enjoy convenient access to MTR stations, as venues for community vaccination



#### **Community isolation facility**

• The Group plans to offer about 1,000 hotel rooms as community isolation facility



### Medical grade intelligent cleaning robots

The Group would also provide 25 medical grade intelligent cleaning robots to public hospitals and clinics to help prevent the spread of virus in such premises



#### **COVID-19** rapid test kits

 The Group will donate 400,000 COVID-19 rapid test kits to frontline anti-pandemic forces, the underprivileged and the Group's employees



### **Anti-pandemic care packs**

 10,000 anti-pandemic care packs will be distributed to frontline staff of public hospitals, underprivileged families and the elderly

# Sustainability Initiatives (Cont'd)









- ➤ The Group has operated **Ma Wan Park**, since 2007 to proactively promote environmental protection and care for the underprivileged and elderly
  - Ma Wan Park includes Noah's Ark Hong
     Kong and Ma Wan Park Nature Garden
  - Attracted 7.16 million visitors in the past 14 years, offering environmental friendly, scientific exploration, parent-child and life education workshops
- Noah's Ark Hong Kong
  - Collaborated with 1,400 local charity groups to organize 10,000-plus life education and public welfare activities for more than 680,000 people



MARKET AND BUSINESS PROSPECTS

# Market Prospects

## **Hong Kong**

- Near-term operating environment will be inevitably affected by the latest rapid wave of Omicron and more stringent social distancing measures
- > A full economic recovery will hinge on a well-contained pandemic situation and a gradual resumption of quarantine-free travel with the mainland

# Primary residential market

- Near-term activities are likely to slow amid the pandemic and relevant containment measures, in particular high-end segment
- Relatively low interest rates and solid end-user demand, coupled with the latest announced relaxation of mortgage loan, will support the market for small- and medium-sized units

# Retail leasing market

- Domestic consumption and contact-intensive industries will be negatively affected in the short term; near-term pressure on new leases and renewals will remain
- However, newly announced consumption vouchers will help boost domestic consumption later
- Trades such as supermarket and health-related products are expected to be relatively resilient

# Grade-A office leasing market

- New leasing activities are expected to slow amid an acute pandemic situation in the near-term
- > Worsened economic outlook may weigh on demand and rents in the short-term

# Market Prospects (Cont'd)

## **Key Cities on the Mainland**

> The dual circulation strategy and various supportive macro initiatives will continue to support a reasonable economic growth

Primary residential market

- Primary residential > Latest loosening in mortgage financing will support reasonable housing demand
  - > Home prices are likely to remain stable

Retail leasing market

- Well-contained pandemic and relevant effective measures will provide a positive operating environment
- Domestic consumption growth is likely to remain healthy
- Lack of international travels will benefit the luxury goods market with more brands willing to expand

Grade-A office leasing market

- Market momentum remains positive amid continuous economic growth
- Quality office buildings at prime locations with professional management service are likely to outperform
- Shanghai market would see expansion demand from MNCs and financial services industry



# **Business Prospects**

## **Short-term**

## Hong Kong

- The recent outbreak of Omicron brings additional challenges to the Group's operations
  - Extra preventive measures to raise the hygiene standards of its residential and commercial properties
- The near-term operating environment for shopping mall business has become increasingly tough
  - Proactively maintains frequent communication with tenants and implements timely appropriate measures to sustain their business.
  - To partner with tenants to launch promotional activities with a new round of consumption vouchers announced by the Government yesterday
- The Group will continue to launch development projects for sale once ready
  - o Ample saleable resources to support the property sales with expected satisfactory margin
  - However, schedule of the new launches may be affected by the pandemic situation

## On the Mainland

 Under the well-contained COVID-19 infections operating environment, the Group's mainland retail rental portfolio is expected to perform well



# Business Prospects (Cont'd)

## **Medium- to Long-term**

- The Group is confident about the prospects of the mainland and Hong Kong and will continue to invest in the Country
  - Continue to acquire land selectively in both Hong Kong and major cities on the mainland when opportunities arise, while strictly observe the prudent financial discipline
  - Continue to be proactive to convert farmland into buildable sites in Hong Kong
- The Group will keep expanding its portfolio and strengthening its recurrent income stream by developing new integrated projects
  - A number of integrated landmark projects will be fully completed in about 5-6 years' time, including the mega ITC in Shanghai and Hangzhou IFC in Hangzhou
  - New addition to the Group's property investment portfolio is expected to exceed 16mn sq.ft., of which ~80% will be from the mainland



# Creating Long-term Value for All Stakeholders



During the past half-century, the Group has weathered good and bad times alongside the people of Hong Kong. The Group firmly believes that Hong Kong will continue with its success as the Pearl of the Orient under 'One Country, Two Systems', given its well-established Common Law system, world-class business standards and practices, comprehensive infrastructure and hard-working and perseverant people. The Group reached an important milestone in 2022 as the year marks the 50th anniversary of its public listing in Hong Kong. As always, the Group will adhere to its commitment to Hong Kong while upholding its philosophy of Building Homes with Heart. With its premium brand, customer-centric culture, seasoned management team and strong financial position, the Group will continue its journey to success and scale new heights in the coming decades.



## **Kwok Ping-luen, Raymond**

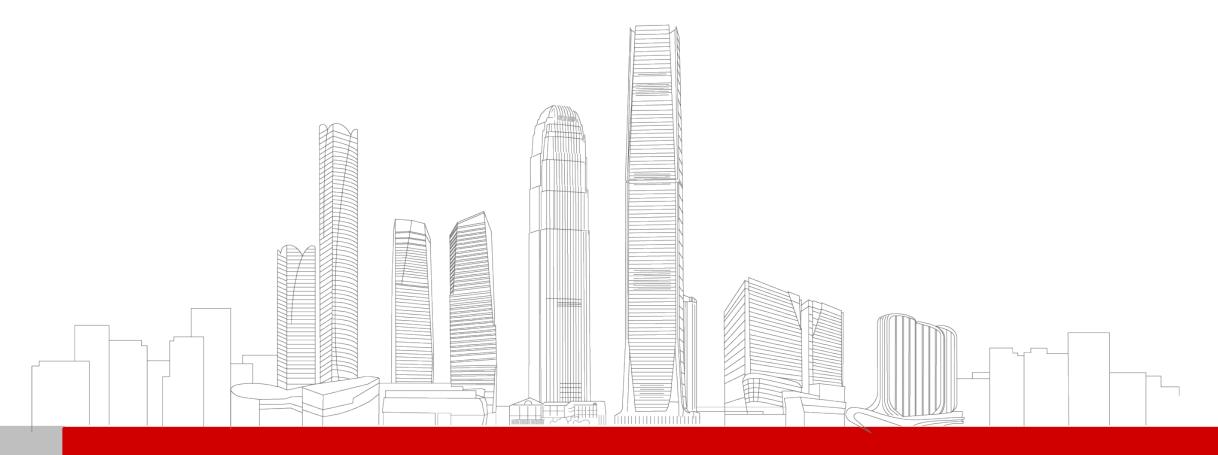
Chairman & Managing Director 24 February 2022 (Extracted from Chairman's Statement, FY2022 Interim Results)





**Building Homes with Heart** 





# Appendix: Environmental Targets



## **Energy Management**

- To reduce the electricity consumption intensity of its EOC-monitored buildings<sup>(1)</sup> by 13% by FY2030, against FY2020 as baseline
- Accomplished five-year energy reduction target by FY2020 and set a new 10-year target for selected properties



## **Greenhouse Gas Emissions Management**

■ To reduce the Scope 1 and 2 greenhouse gas (GHG) emissions intensity of its EOC-monitored buildings (1) by 25% by FY2030, against FY2020 as baseline



## **Water Management**

■ To reduce the water use intensity of its EOC-monitored buildings<sup>(1)</sup> by 5% by FY2030, against FY2020 as baseline



## **Waste Management**

- To avoid sending construction waste directly to landfills
- To achieve an annual diversion rate of at least 70% of construction waste in Hong Kong construction projects within our reporting scope to minimize construction waste that needs to be sent to landfills



## **Green Buildings**

The Group aims to attain LEED certification for all its new investment properties. In particular, LEED Gold or Platinum ratings for core commercial projects under development







(1) EOC-monitored buildings are mainly SHKP's major investment properties in Hong Kong and monitored by the Energy Optimization Committee (EOC)



# Appendix: Sustainability Performance





Constituent of the Hang Seng Corporate Sustainability Index and Hang Seng (Mainland and Hong Kong) Corporate Sustainability Index with an 'AAA' rating



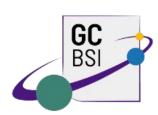






Greater Bay Area Business Sustainability Index 2020

粵港澳大灣區企業可持續發展指數2020



Greater China Business Sustainability Index 2020

大中華企業可持續發展指數2020



Top five rankings

(1) Please refer to MSCI disclaimer: https://www.shkp.com/html/sustainable-development/mscidisclaimer.html

