

The background is a stylized, colorful illustration of a cityscape. It features several buildings in shades of red, orange, and yellow. A large yellow sun is positioned in the center-right. A red crane is visible on the left side. The sky is light blue with a few birds. The overall style is modern and graphic.

vanke

China Vanke Co., Ltd.

# 2020 Interim Results Presentation

August 2020

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## – Interim Results Summary

- Financial Overview
- Business Overview
- Key Priorities in 2020 H2



# Results Summary

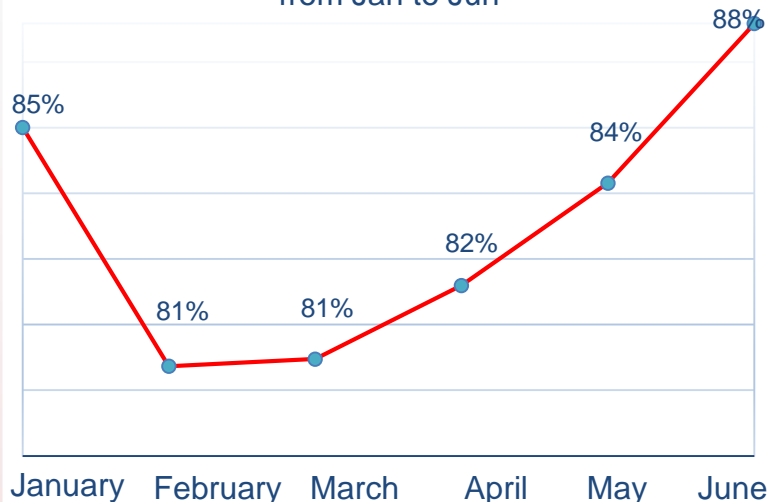
<ul style="list-style-type: none"> <li>Contract sales amount</li> </ul> <p><b>RMB320.48 billion</b></p>	<ul style="list-style-type: none"> <li>Revenue</li> </ul> <p><b>RMB146.35 billion</b></p> <p> <b>5.1%</b></p>	<ul style="list-style-type: none"> <li>Net profit attributable to equity shareholder of the Company</li> </ul> <p><b>RMB12.51 billion</b></p> <p> <b>5.6%</b></p>	<ul style="list-style-type: none"> <li>Cash and cash equivalents</li> </ul> <p><b>RMB194.29 billion</b></p> <p> <b>+16.9%</b> from the beginning of the year</p>	<ul style="list-style-type: none"> <li>Net gearing ratio</li> </ul> <p><b>27.0%</b></p> <p>Remained at industry low level</p>
<ul style="list-style-type: none"> <li>Cash to interest-bearing liabilities due within one year ratio</li> </ul> <p><b>2.0</b></p> <p>Enhanced coverage</p>	<ul style="list-style-type: none"> <li>Contract amount of project sold but not yet booked</li> </ul> <p><b>RMB695.33 billion</b></p> <p> <b>+14.2%</b> from the beginning of the year</p>	<ul style="list-style-type: none"> <li>Property services revenue</li> </ul> <p><b>RMB6.7 billion</b></p> <p> <b>26.8%</b></p>	<ul style="list-style-type: none"> <li>Occupancy rate of rental housing</li> </ul> <p><b>93.7%</b> of mature projects</p> <p> <b>+3.7</b> percentage points from the beginning of the year</p>	<ul style="list-style-type: none"> <li>Fortune Global 500</li> </ul> <p><b>208th</b></p> <p> <b>46</b></p>

## Business gradually recovers under the pandemic

- **Property development** : Improved capacity for individual projects, **5 projects** were shortlisted for China's Top 50 Bestsellers;
- **Property services**: Vanke Service incorporated the development of "urban management services" into its development strategy on the basis of "simultaneous development of the residential and commercial services"; the urban management services coverage has expanded to **7 cities**;
- **Long-term rental housing** : Occupancy rate gradually **returned to the level before the pandemic**; occupancy rate of mature projects increased by **3.7 percentage points** ;
- **Retail property development and operation** : The customer flow and revenue gradually recovered; area in operation up by **11%** during the first half of the year;
- **Logistics and warehousing** : Occupancy rate of stabilized high-standard warehouse projects rose back to **89%**.

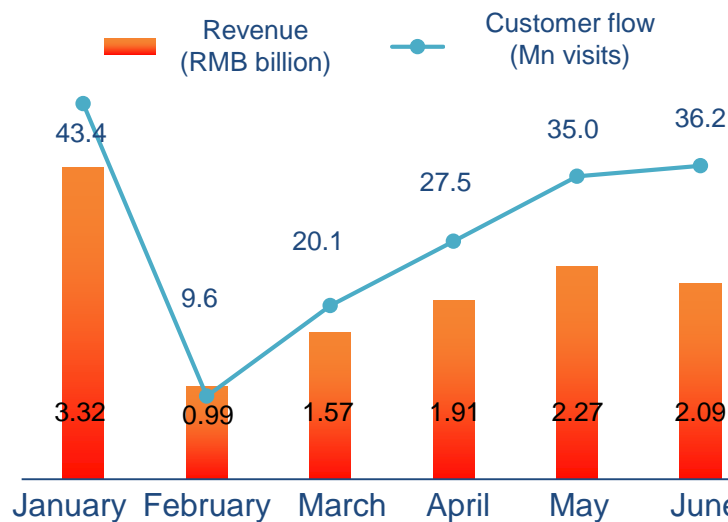
### Rental housing

Changes in occupancy rate from Jan to Jun



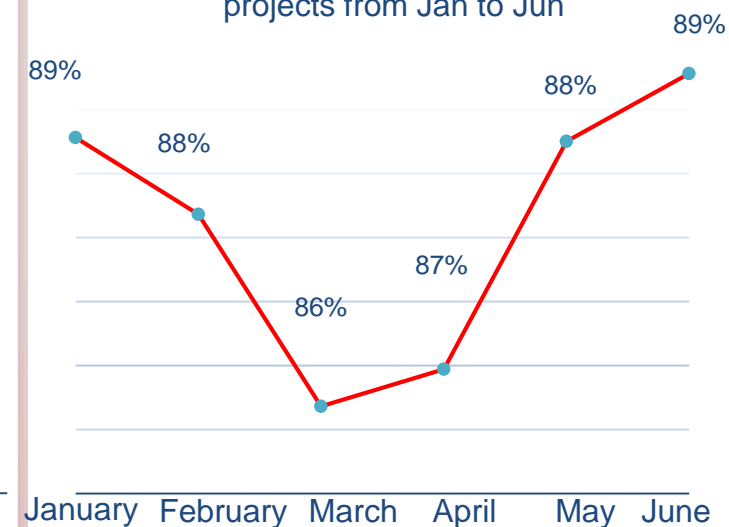
### Retail property: SCPG

Changes in sales and customer flow from Jan to Jun



### Logistics (high-standard warehouse)

Changes in occupancy rate of stabilized projects from Jan to Jun



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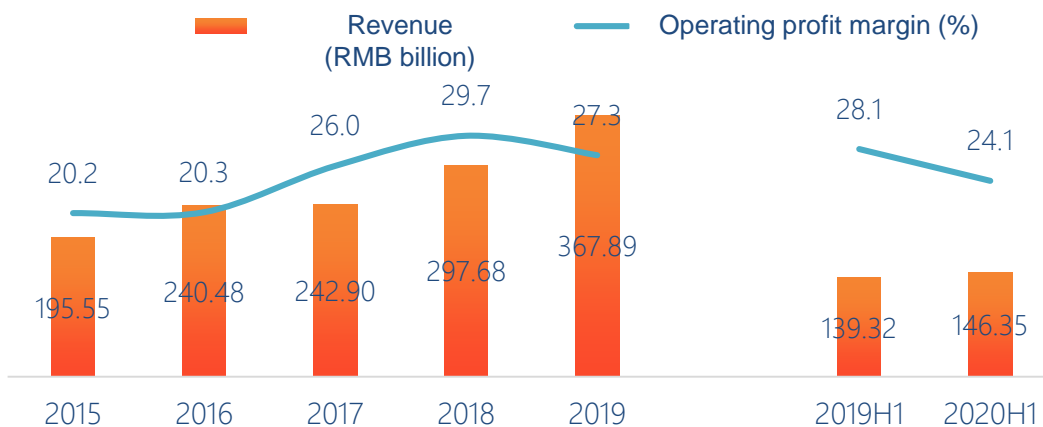
## – **Financial Overview**

- Business Overview
- Key Priorities in 2020 H2

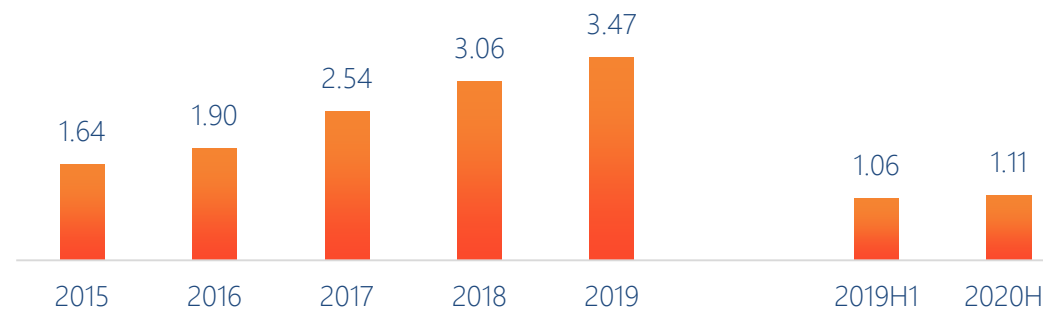


Revenue and net profit attributable to equity shareholders of the Company continued to improve, steady increases in earnings per share

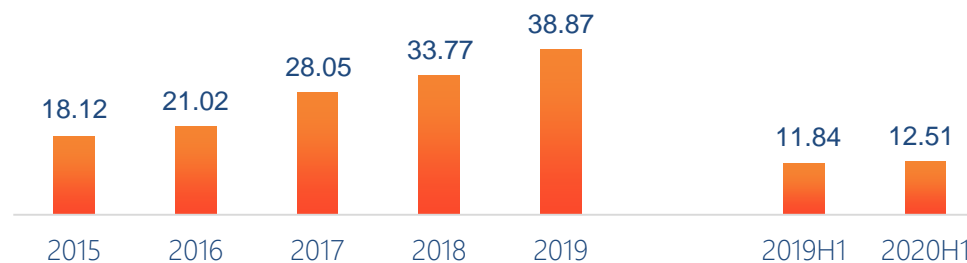
- From January to June 2020, the Group achieved a revenue of RMB146.35 billion, up by 5.1% YOY; net profit attributable to equity shareholders of the Company amounted to RMB12.51 billion, up by 5.6% YOY;
- Basic earnings per share amounted to RMB1.11, up by 4.0% YOY.



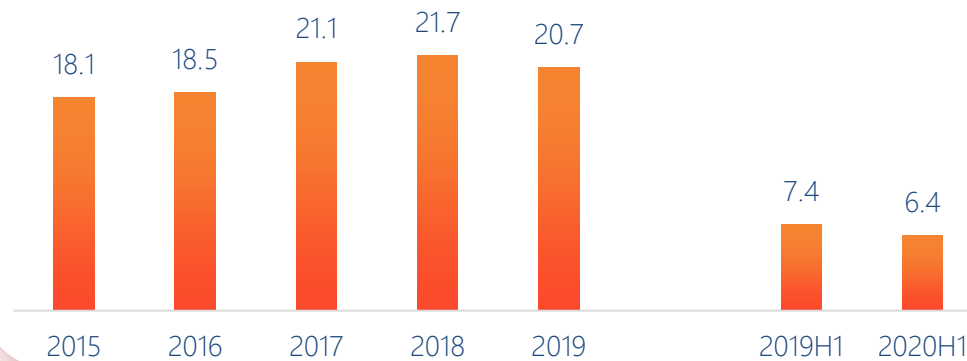
Basic earnings per share (RMB)



Net profit attributable to equity shareholders of the Company (RMB billion)



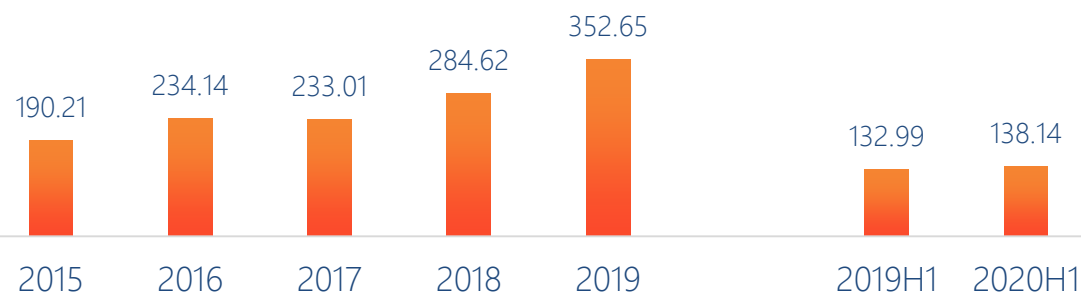
Return on equity (fully diluted) (%)



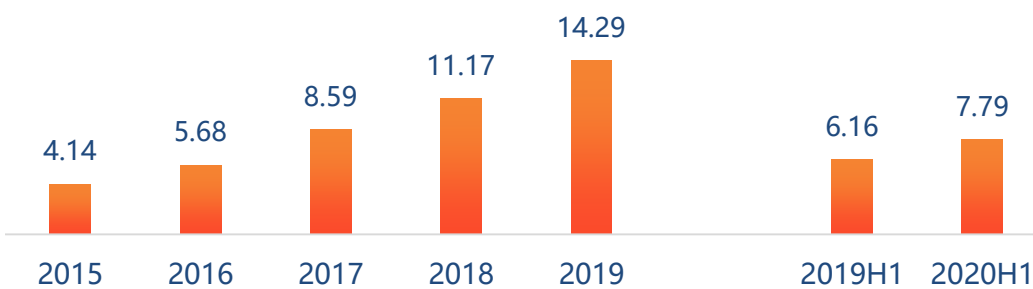
## Segment revenue and operating profit margin

- The revenue from property development and related asset operations amounted to RMB**138.14** billion, and the segment revenue from property services amounted to RMB**7.79** billion (including inter-segment revenue);
- The operating margins of the property development and related assets operations business and property services business were **24.1%** and **14.4%** respectively.

Revenue from the property development and related asset operations (RMB billion)



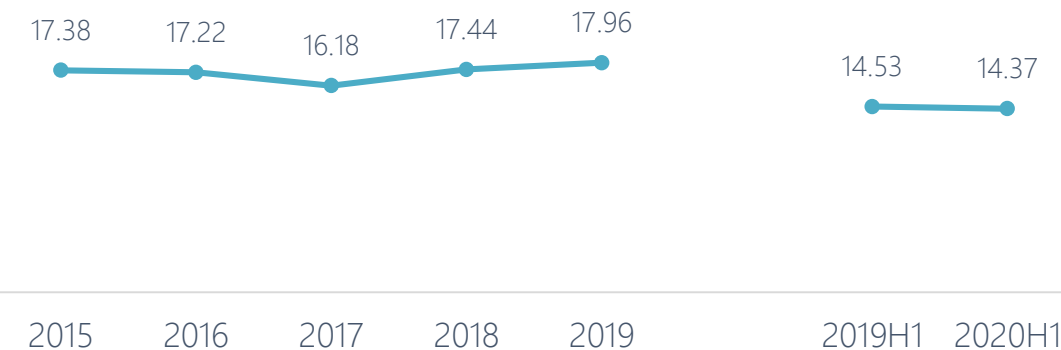
Segment revenue from property services (RMB billion)



Operating profit margin of the property development and related assets operations (%)



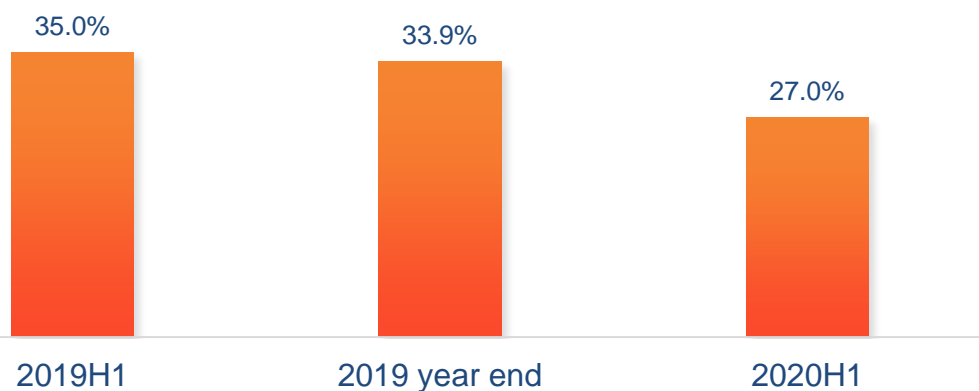
Operating profit margin of property services (%)



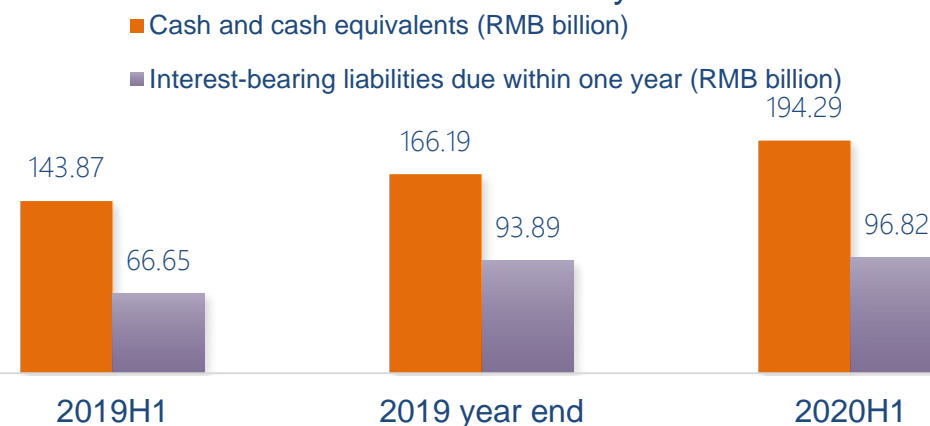
## • Adequate cash on hand, net gearing ratio maintained at low level

Item	2020/6/30	2019/12/31	Increase/(decrease) from the beginning of the year
Total assets (RMB billion)	1,806.26	1,730.00	+4.41%
Cash and cash equivalents (RMB billion)	194.29	166.19	+ RMB28.1 billion
Interest-bearing liabilities (RMB billion)	272.98	257.85	+ RMB15.13 billion
Net gearing ratio	27.0%	33.9%	- 6.9 pp
Cash to interest-bearing liabilities due within one year ratio	2.0	1.8	Improved coverage
Pledged interest-bearing liabilities to total interest-bearing liabilities ratio	1.5%	1.9%	- 0.4 pp

Net gearing ratio



Cash and cash equivalents/ interest-bearing liabilities due within one year



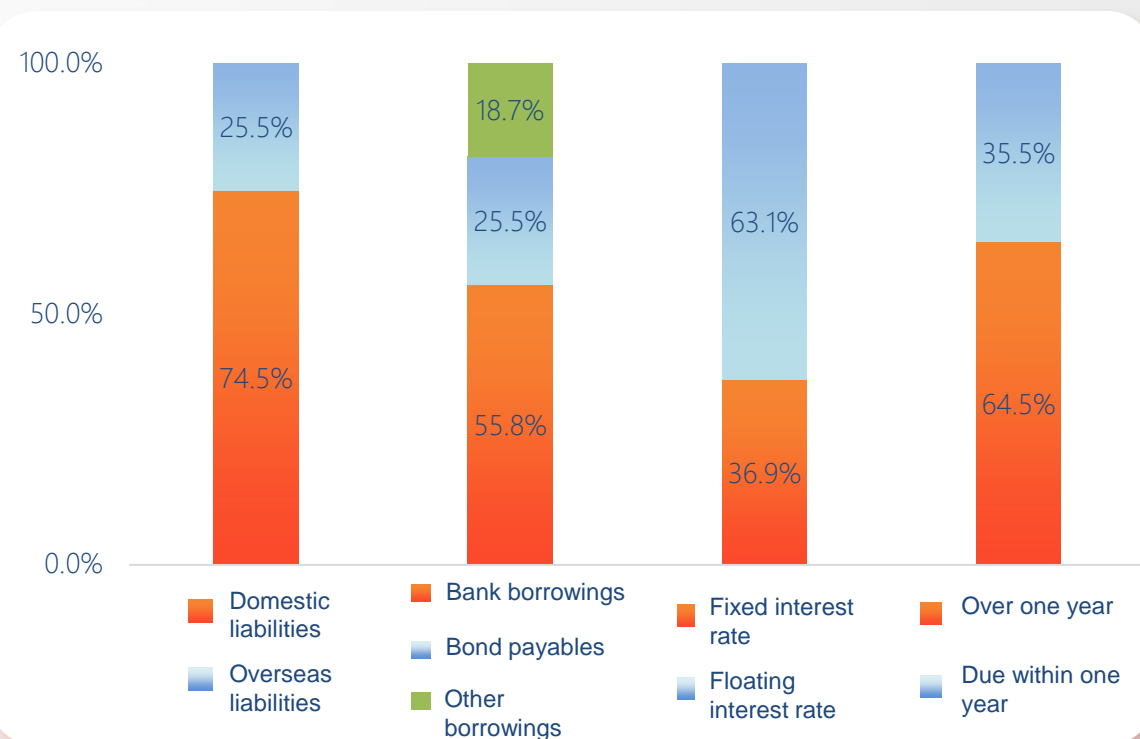


Continued to maintain a leading credit rating in the industry, financing cost maintained at a low level in the industry

Rating agency	Rating	Outlook
Moody's	Baa1	Stable
S&P Global	BBB+	Stable
Fitch Ratings	BBB+	Stable
CCXI	AAA	Stable

Interest-bearing liabilities and financing activities

- As at the end of the Reporting Period, interest-bearing liabilities amounted to RMB**272.98 billion** (representing approx. **15.1%** of total assets);
- Completed the issuance of six tranches of corporate bonds with a total amount of RMB**7 billion**, at an average cost of **3.28%**;
- Completed the issuance of RMB**2,258 million** accounts receivable ABS preferred debt, at an average cost of **2.56%**;
- SCPG issued RMB**3.37 billion** CMBS products, with a coupon rate of **3.8%**;
- VX Logistic Properties issued RMB**573.2 million** quasi REITs products, including RMB**295 million** preferred debt, at a cost of **4.7%**



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- **Business Overview** 

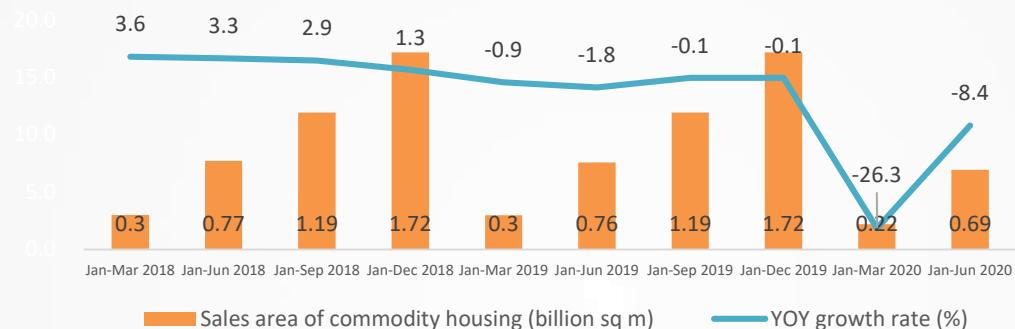
- Key Priorities in 2020 H2



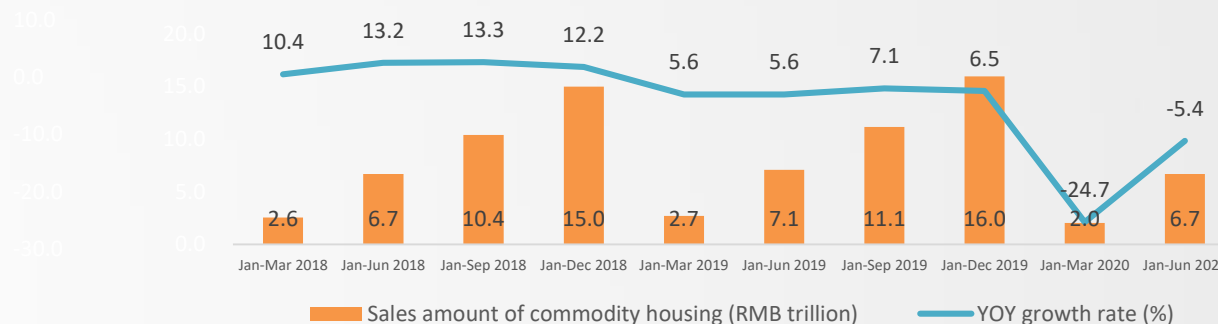
## Sales area of commodity housing in China declined YOY, but narrowed gradually

- According to the National Bureau of Statistics of China, the sales area of commodity housing in China during 2020H1 amounted to **694** million sq m, representing a **8.4%** YOY decrease, which was **17.9 percentage points** lower than the decline rate for 2020Q1.
- Sales amount reached RMB**6.69** trillion, down by **5.4%** YOY, which was **19.3 percentage points** lower than the decline rate for 2020Q1.

Accumulated sales area of commodity housing and YOY growth rate

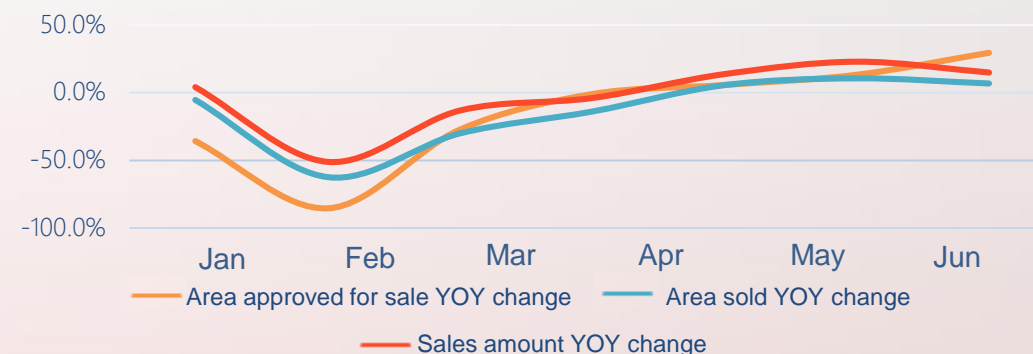
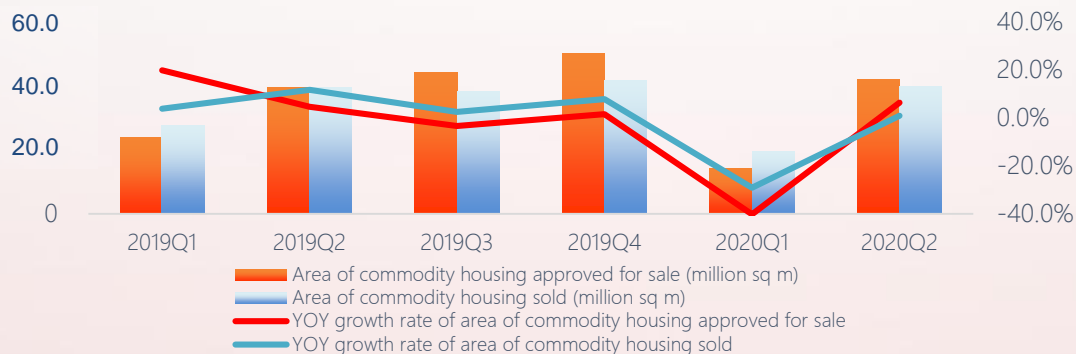


Accumulated sales amount of commodity housing and YOY growth rate



## Signs of recovery in supply and area sold in major cities

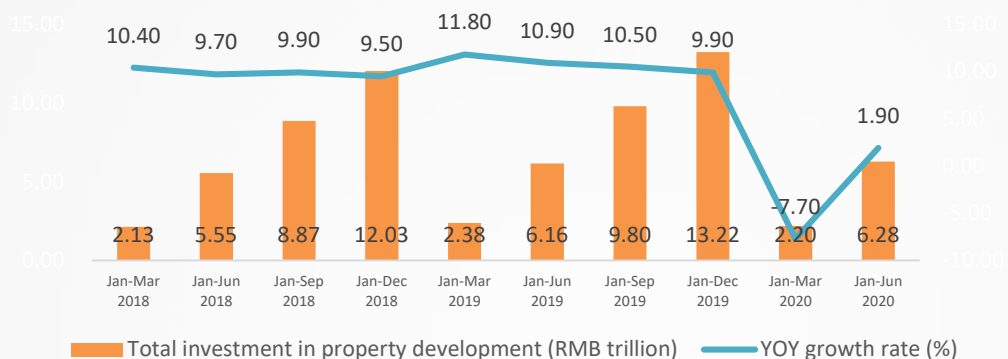
- For the 14 cities\* under the Company's ongoing observation during 2020H1, the area of commodity housing approved for pre-sale declined by **10.7%** YOY, and the area of commodity housing sold declined by **11.3%** YOY.
- As at the end of June 2020, the sales cycle of new housing available for sale (area with sales permits but had yet to be sold) in the above-mentioned cities was about **10.4** months, representing a slight increase from that of the end of 2019.



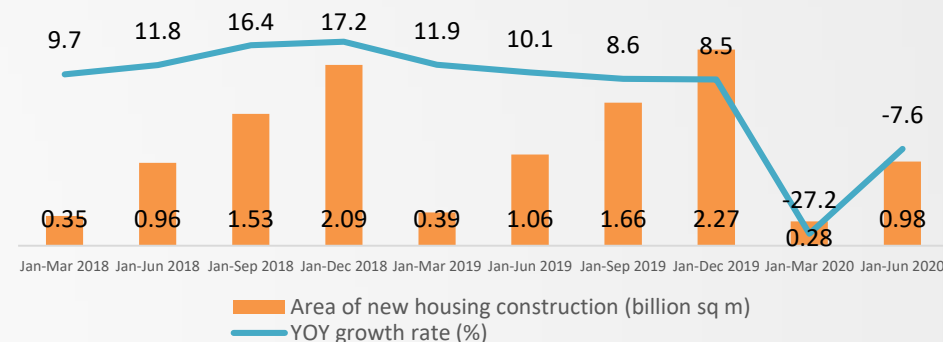
\*The 14 cities included Beijing, Shanghai, Shenzhen, Guangzhou, Tianjin, Shenyang, Hangzhou, Nanjing, Chengdu, Wuhan, Dongguan, Foshan, Wuxi and Suzhou.

## Investment in property development and new construction area gradually improved

- In 2020H1, total investment in property development in China increased by **1.9%** YOY, which was **9.6 percentage points** higher than that in 2020Q1.

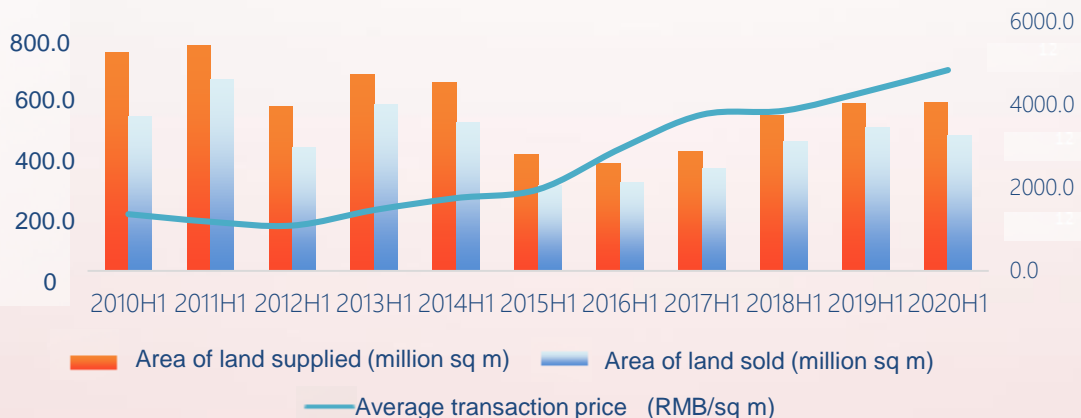


- New construction area declined by 7.6% YOY, which was **19.6 percentage points** lower than that of 2020Q1.



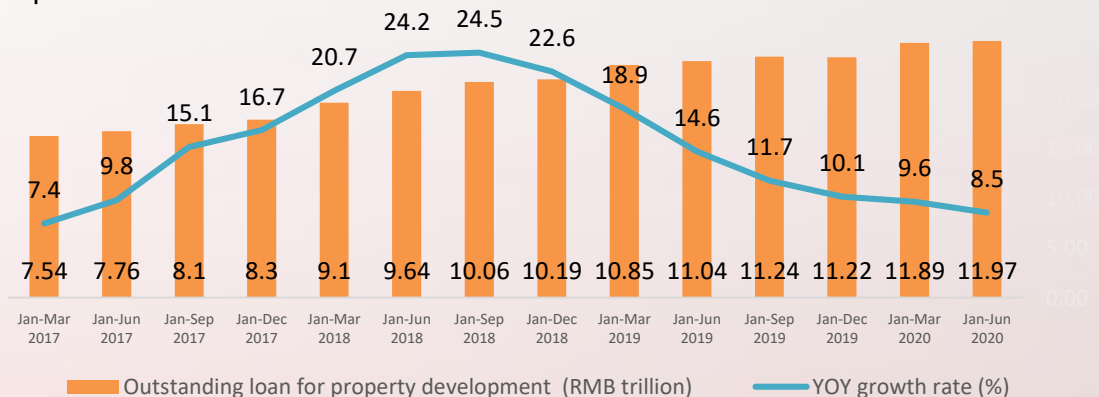
## Increased land supply after the pandemic

- According to the statistics of China Index Academy, during 2020H1, in 300 cities throughout the nation, the area of land supplied for residential development increased by **1.0%** YOY, with area sold declined by **5.4%** YOY, and the average land premium rate was **16.5%**.

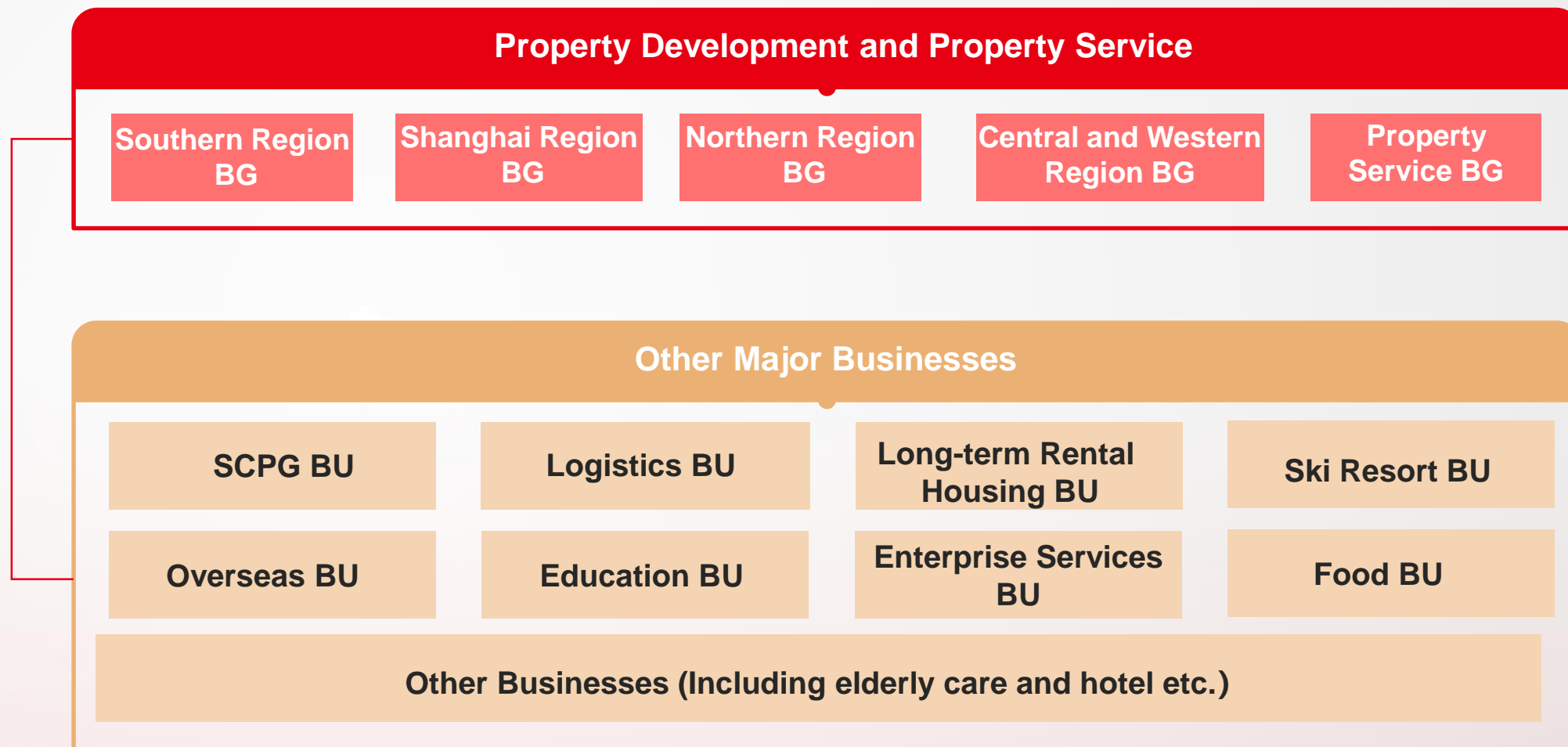


## Financial policies maintained continuity, consistency and stability for the real estate industry

- According to data from the People's Bank of China, at the end of 2020Q2, the outstanding loans for property development was RMB **11.97 trillion**, up by **8.5%** YOY, and the growth rate was **6.1 percentage points** lower than that at the same period of 2019.

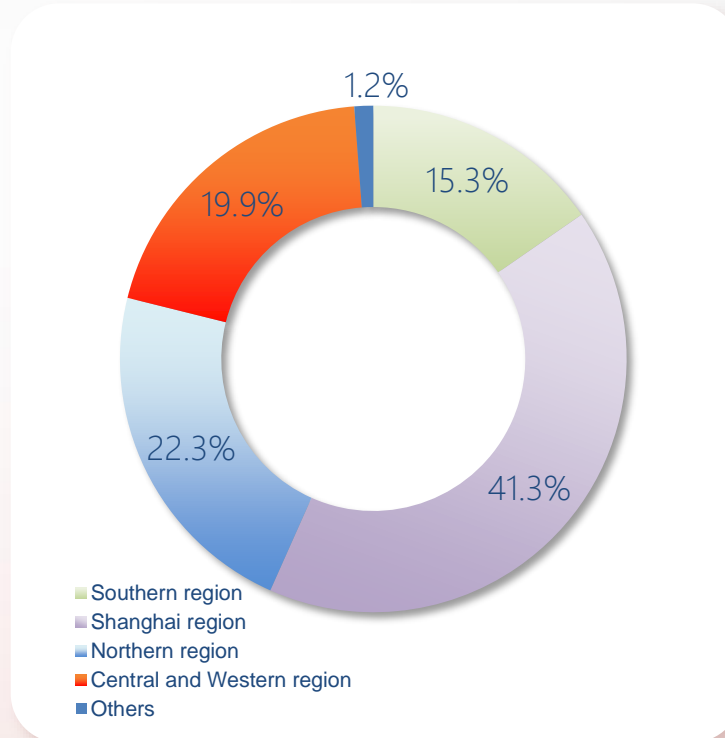
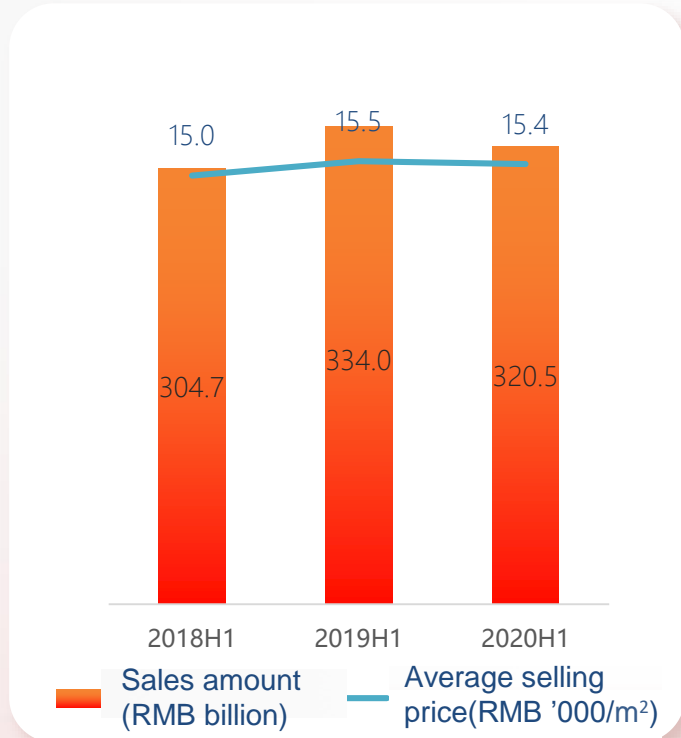


- **Grow in tandem with the city and customers**



● Sales of property development reached RMB320.48 billion, decline narrowed to 4.0%

- From January to June, realized contract sales area of 20.77 million sq m, representing a 3.4% YOY decrease, which was 0.9 percentage point lower than that of 2020 Q1; contract sales amount of RMB320.48 billion was realized, representing a 4.0% YOY decrease, which was 3.7 percentage points lower than that of 2020 Q1.
- The proportion of sales amount from each region: Southern region accounted for 15.3%, Shanghai region accounted for 41.3%, Northern region accounted for 22.3%, Central and Western region accounted for 19.9%, and others accounted for 1.2%.

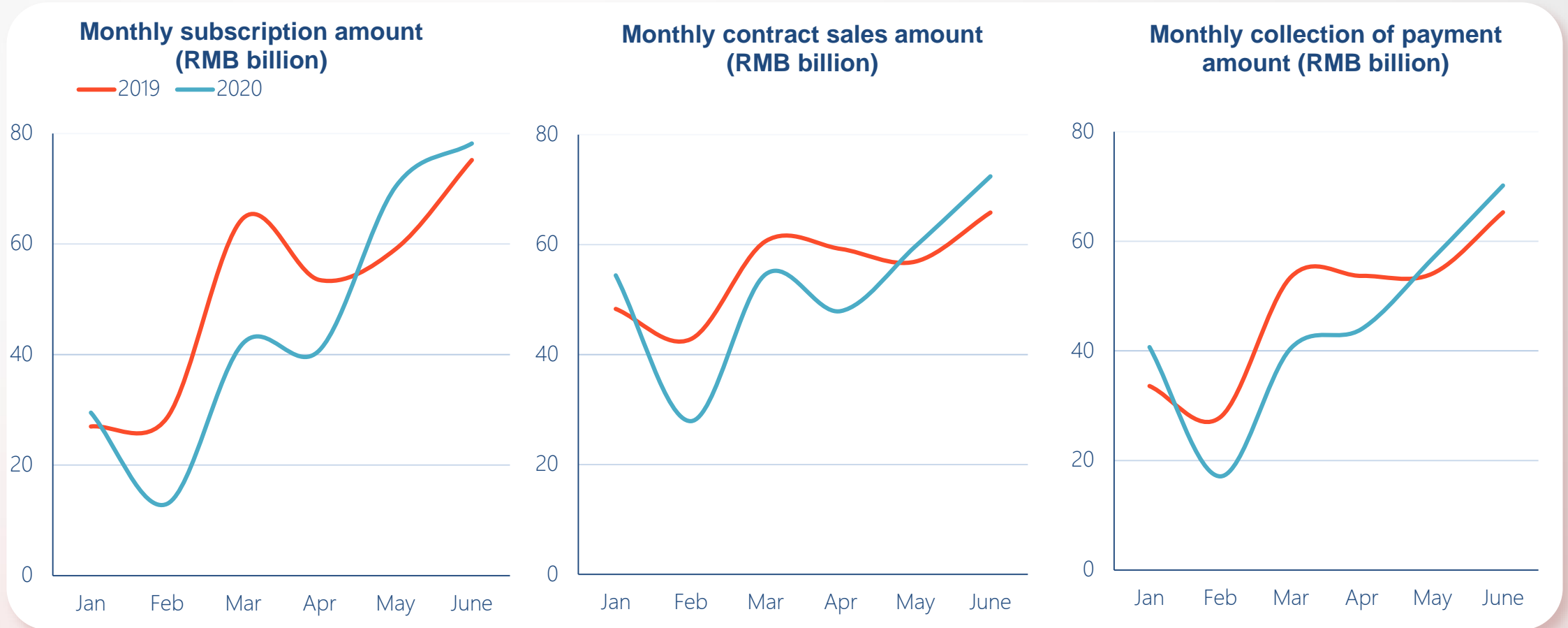


## Major projects performed well on the day of launch

- Sales of projects with approved pre-sale amount over RMB800 million and with 80% of the projects sold on the day of launch (in terms of subscription)

No.	Company	Project	Centralized sales	Units and amount approved for pre-sale		Subscription on day of launch		
			Date	No. of units	Amount (billion)	No. of units	Amount (billion)	Subscription rate
1	Fuzhou	Jinyu International	22 Feb	709	2.91	608	2.4	86%
			19 Jun	284	1.11	247	0.97	87%
2	Hangzhou	Wonderland	10 Mar	196	1.00	196	1.00	100%
			23 May	140	1.01	140	1.01	100%
3	Dongguan	Royal Palace	25 Mar	40	0.99	33	0.80	83%
4	Nanjing	Park Pro	1 May	246	0.87	234	0.83	95%
5	Ningbo	Maritime City	3 May	732	1.49	732	1.49	100%
			25 Jun	1,018	2.27	1,013	2.26	100%
6	Shanghai	Ivy Park	8 May	265	1.68	239	1.51	90%
7	Hangzhou	Urban Xanadu	20 May	134	1.20	134	1.20	100%
8	Changzhou	New Metropolis	23 May	388	0.88	388	0.88	100%
9	Suzhou	Shang	29 May	361	1.49	361	1.49	100%
			26 Jun	249	1.01	249	1.01	100%
10	Ningbo	Taizhou Xinhai Shangcheng	30 May	584	1.67	514	1.50	88%
11	Shenyang	The Light of Beichen	31 May	840	1.10	680	0.91	81%
12	Lanzhou	Puyue Zhenyuan	6 Jun	632	0.98	547	0.86	87%
13	Ningbo	East Coast	27 Jun	477	1.63	466	1.59	98%
14	Hefei	Gaodi Garden	27 Jun	345	0.85	345	0.85	100%
15	Shenyang	Shoufu Future City	29 Jun	864	1.13	696	0.92	81%
16	Nantong	Sea Moon	30 Jun	1,276	1.67	1,217	1.61	95%

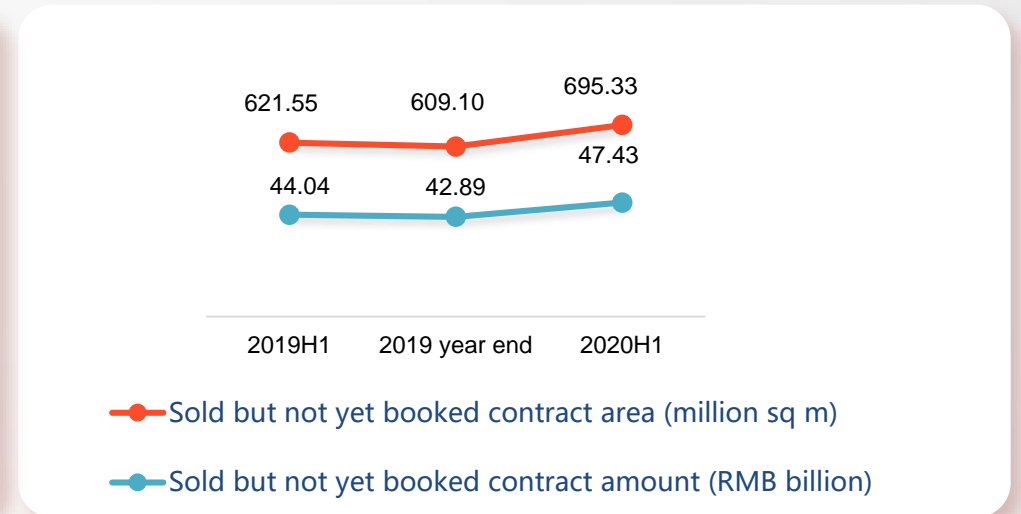
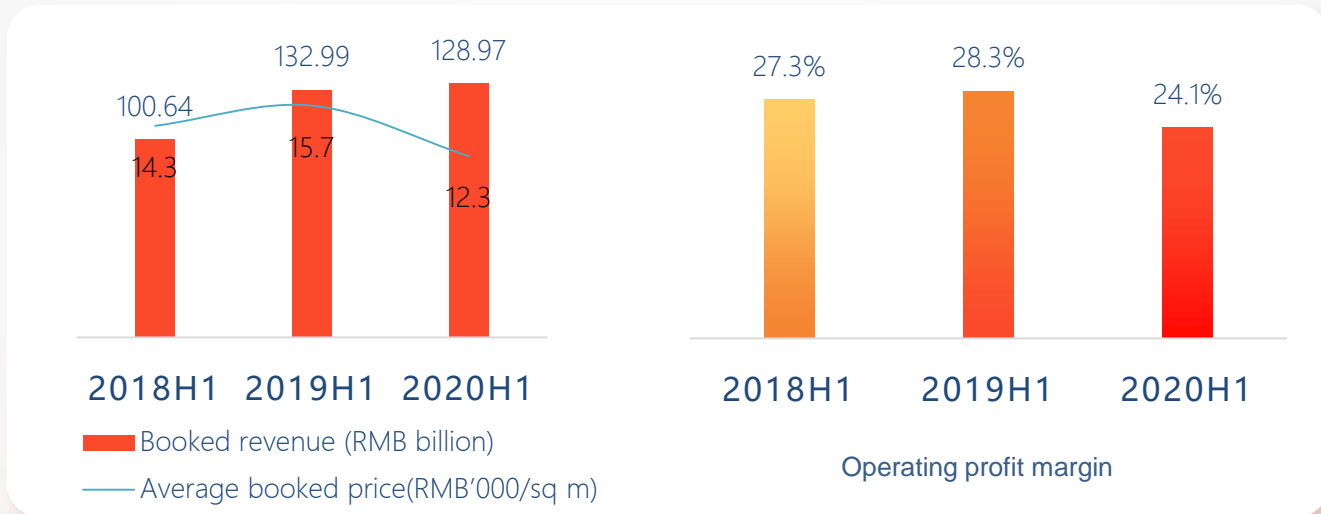
Subscription, contract sales and collection of payment recovered by month; and achieved a YOY growth since May



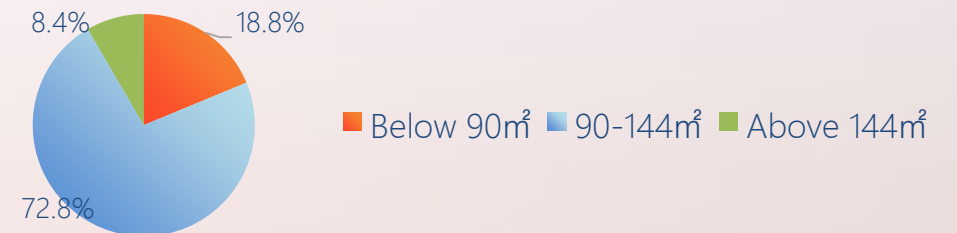


**Booked revenue of property development reached RMB128.97 billion, and sold but not yet booked contract amount reached RMB695.33 billion, with products focusing on satisfying self-occupation demand of ordinary people**

- The booked area and booked revenue amounted to **10.50** million sq m and RMB**128.97** billion respectively. The average booked price of the property development business was RMB**12,286** per sq m.
- The contract area sold but not booked was **47.43** million sq m and sold but not yet booked contract amount was RMB**695.33** billion, representing increases of **10.6%** and **14.2%**, respectively, as compared to those at the end of the previous year.

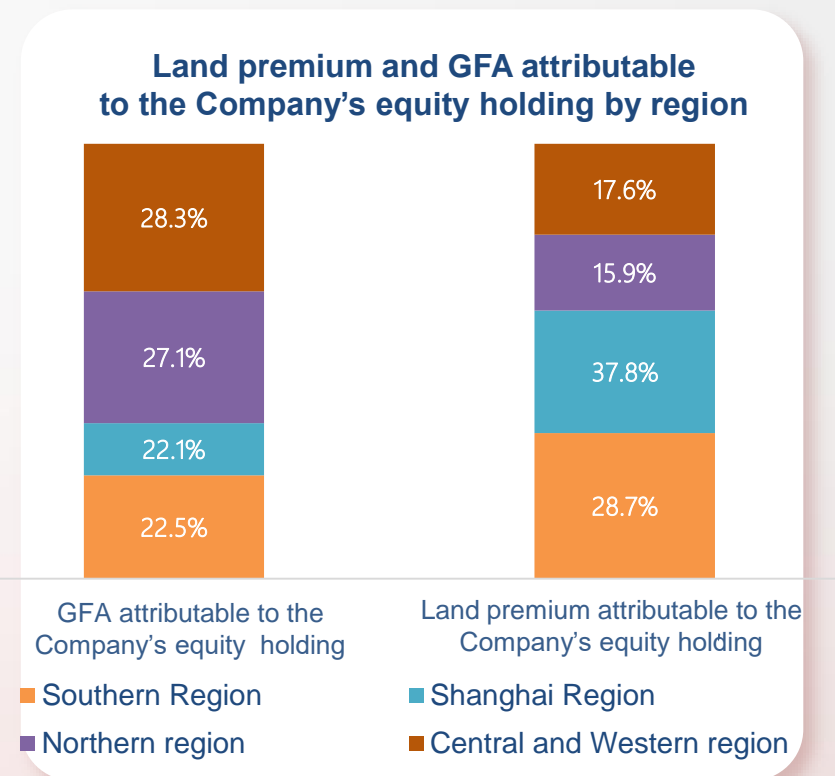
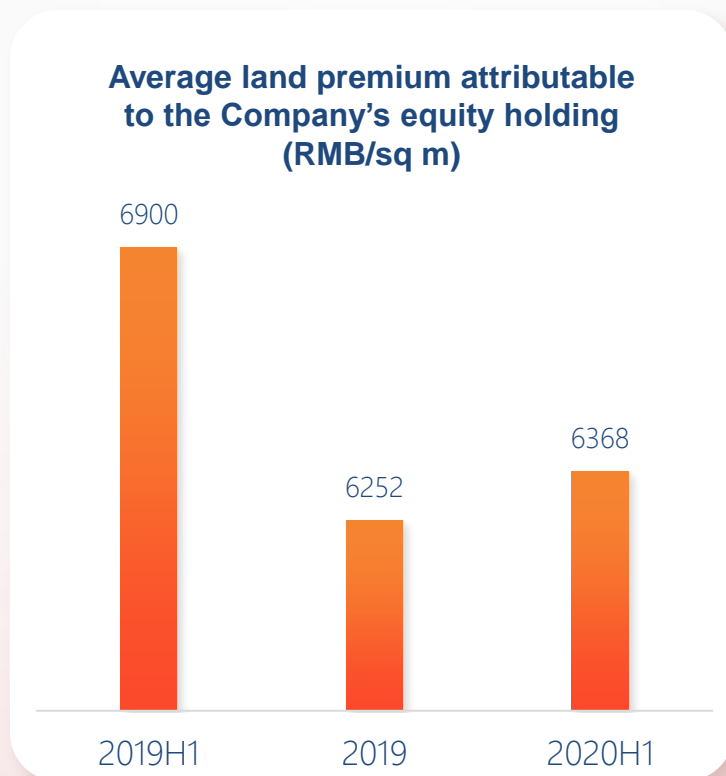


- Among the products sold, residential accounted for **90.5%**, commercial & office properties accounted for **6.0%**, and other ancillary facilities accounted for **3.5%**; residential below 144 sq m accounted for **91.6%**.



Projects acquired with total GFA of **9.80** million sq m, average price for area attributable to Vanke's equity holding was **RMB6,368** per sq m

- Acquired **55** projects in 2020H1, with a land premium rate of **12.4%**
- The total land premium attributable to the Company's equity holding amounted to approx. **RMB32.13** billion, with an average price of **RMB6,368** per sq m
- Total planned GFA amounted to **9.80** million sq m and planned GFA attributable to the Company's equity holding was **5.05** million sq m



Project resources remained at a reasonable level

Under construction

GFA of projects:

**110.24** million sq m

GFA attributable to Vanke's equity holding:

**65.95** million sq m

Under planning

GFA of projects :

**46.96** million sq m

GFA attributable to Vanke's equity holding:

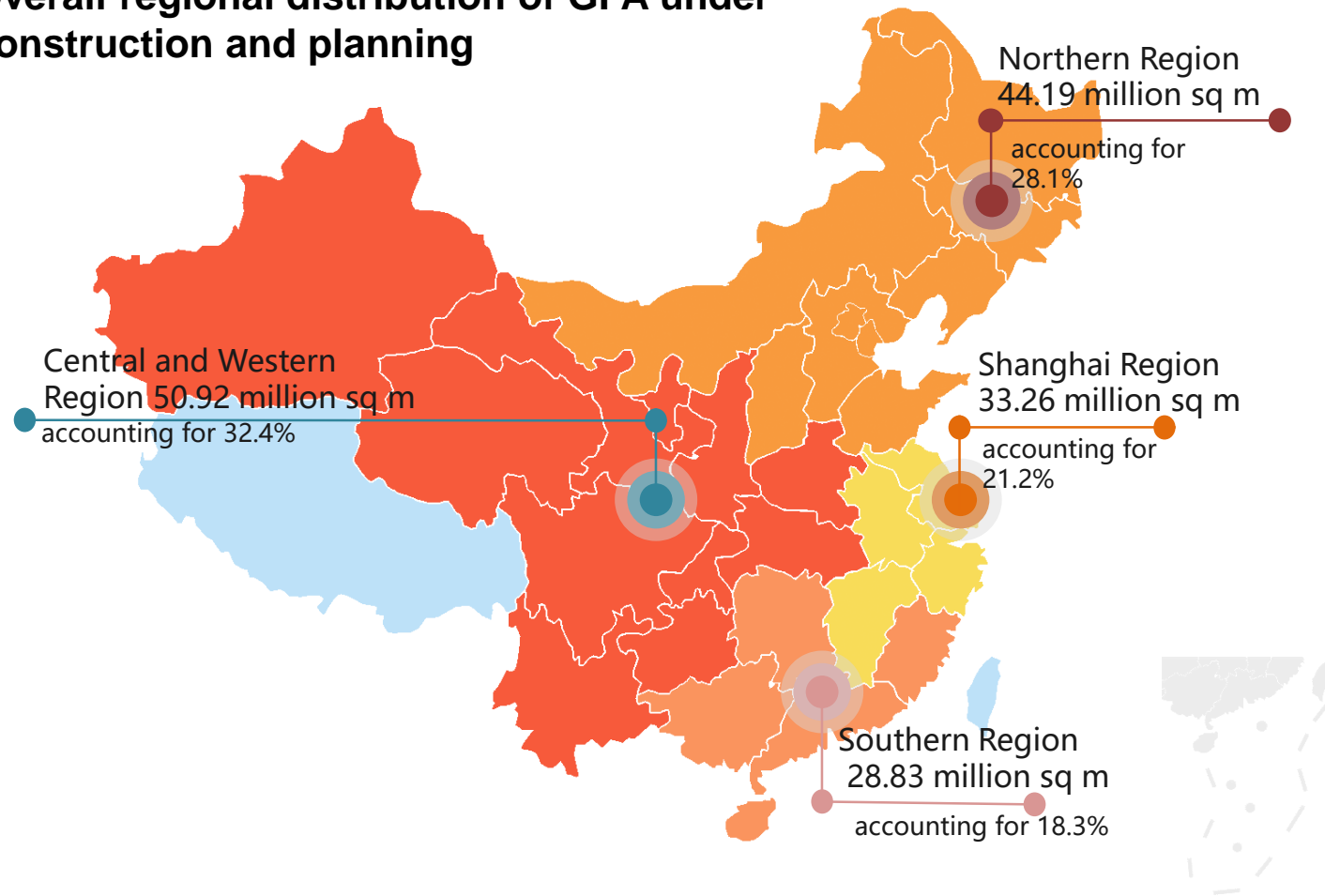
**28.03** million sq m

Urban renewal

GFA attributable to Vanke's equity holding:

**5.83** million sq m

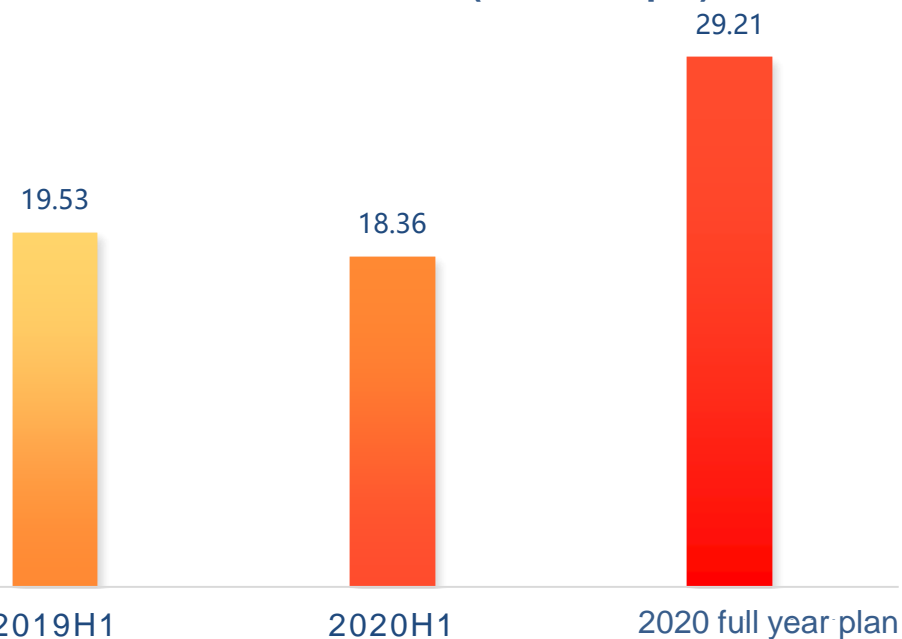
Overall regional distribution of GFA under construction and planning



## ● New construction floor area declined, while completed floor area continued to improve

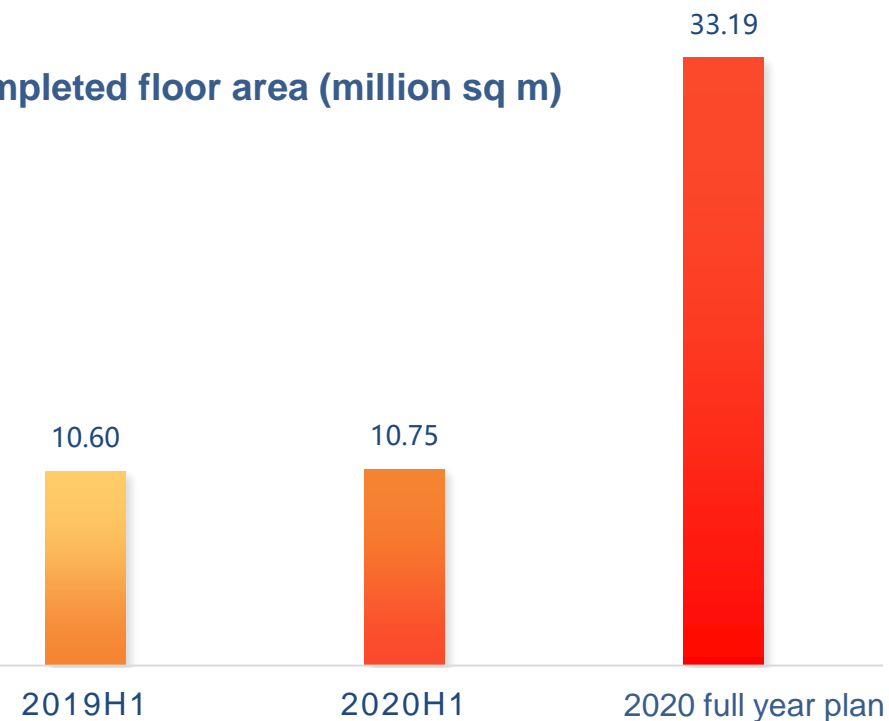
- New construction floor area was **18.36** million sq m (-6.0% YOY), accounting for **62.8%** of that planned at the beginning of the year (2019H1: 54.1%).
- Completed floor area amounted to **10.75** million sq m (+1.4% YOY), accounting for **32.4%** of that planned at the beginning of the year (2019H1: 34.5%).

New construction floor area (million sq m)



■ 2019H1 ■ 2020H1 ■ 2020 full year plan

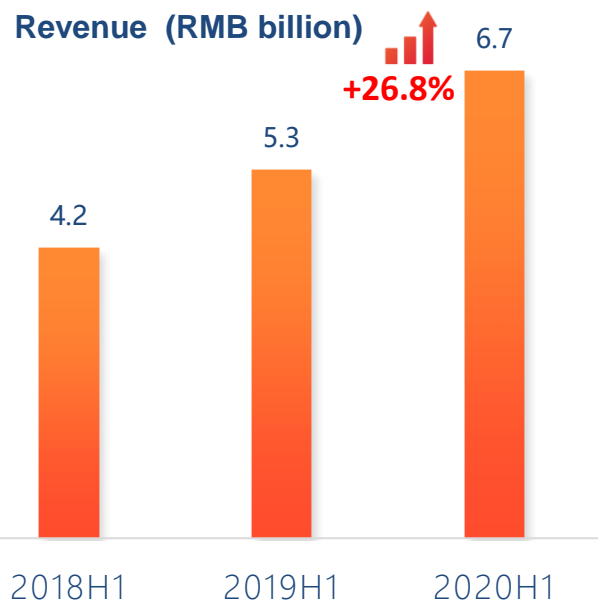
Completed floor area (million sq m)



■ 2019H1 ■ 2020H1 ■ 2020 full year plan

**Vanke Service: 2020H1 revenue included in the consolidated financial statements reached RMB6.70 billion, up by 26.8% YOY**

- **Interim Results:** During the reporting period, Vanke Service realized revenue of RMB6.70 billion (revenue included in the Group's consolidated financial statements), up by 26.8% YOY, with 55% of the revenue derived from non-Vanke projects.
- **Multi-segment expansion:** Determined the multi-segment expansion of residential property, commercial and office properties, and urban management services as its development strategy.
- **Leading in scale:** As at the end of the Reporting Period, Vanke Service had an aggregate contract area of 680 million sq m and had taken over an area of 520 million sq m.
- **Reshape the service model with technological means:** With the aid of technological means, to enhance venue services via smart products and provide full-life cycle intelligent operation solutions for multi-segment real estates.



**Online service**



**Smart community**



## Significant synergetic effect of commercial and office property joint venture; extension of urban management services to 7 cities

- Commercial and office properties:** Vanke Service and Cushman & Wakefield established a joint venture, which leverages on the advantages of both parties to provide customers with solutions for commercial real estate such as office buildings, complexes, and parks. From January to June, Vanke Service and Cushman & Wakefield JV had **97** newly added projects, **24 of which were major projects with annual property service income of tens of millions**
- Urban management services:** Vanke Service regards the urban public space as a “**mega property service project**” and develops a “**new ecosystem**” of urban governance through marketisation. As at 30 June 2020, its urban management services have been extended to **7 cities**, and added such projects as Xiamen Gulangyu Island and Town of Bullet Train Project of Qingdao during the Reporting Period.



Shanghai Dream Center  
(External Development)  
Total contract area:  
320,000 sq m

Shanghai

Chengdu



Chengdu High-tech Vanke Center (internal referral)  
Total contract area: 151,800 sq m



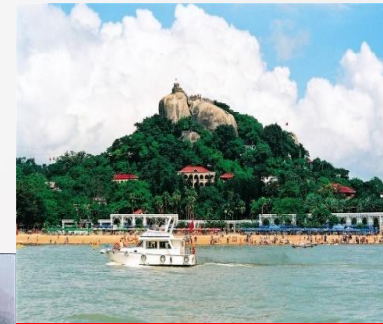
Changsha Aier Headquarters Building (External Development)  
Total contract area: 140,700 sq m

Changsha

Qingdao



New Area-Qingdao  
Town of Bullet Train Project



New Area-Xiamen  
Gulangyu Island

Xiamen

Shenzhen



Community governance-Shenzhen  
Pingshan

● Port Apartment: an aggregate of **127,300** units in operation in **33** cities



● Total number of units in operation

**127,300 units**

● Cumulative customers

**300,000+**

● New units commenced operation during the Period

**18,900 units**

● Overall occupancy rate

**88.08%**

● Occupancy rate of mature projects

**93.71%**

● Scale of centralized apartments

**TOP 1**

Public Space



Major Unit Type



Duplex Unit Type



- **TO C**  
Provide quality, safe and comfortable life in leased apartment for urban tenants
- **TO B**  
Provide one-stop housing solutions for corporate employees, including exclusive corporate rental discounts and customized services
- **TO G**  
Actively participate in the MOHURD's policy-support rental housing pilot scheme, establish joint ventures with local governments and state-owned enterprises in Shenzhen, Shanghai, Chengdu to provide housing for talents.

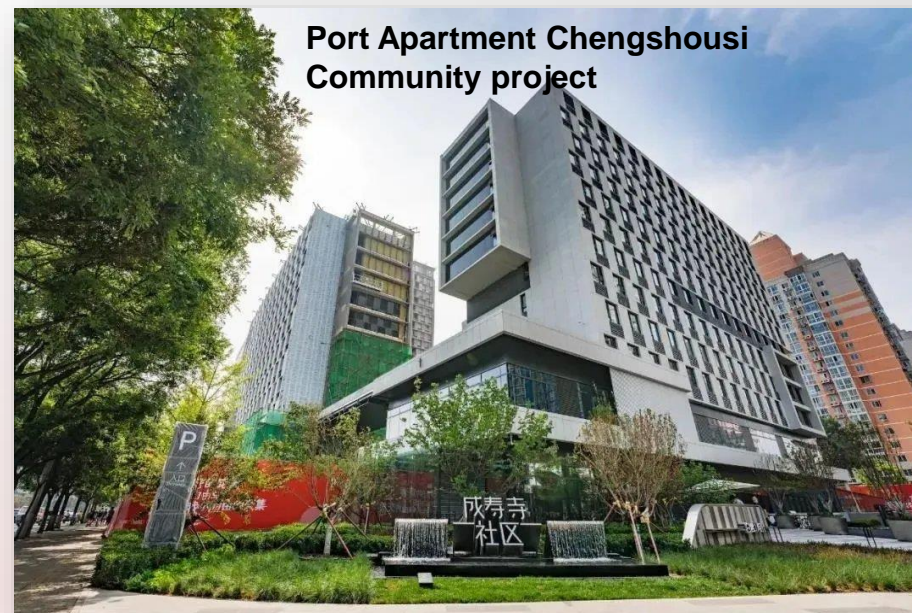
- **Corporate customers accounted for 10% of total units in operation, and the first rental housing project on collectively-owned land in Beijing fully rented out 7 days before being unveiled**
  - **Breakthrough in securing corporate customers:** Through the development of the national major customer system and coordination with Vanke's strategic cooperation resources, renowned enterprises such as China Merchants Bank, Ping An, and DJI have commenced cooperation in leasing of apartment for staff; the number of corporate customers accounted for 10% of the total units in operation.
  - **New projects well-recognised by market:** A number of projects were fully rented out upon inauguration, such as: Beijing Chengshousi Community, Beijing Gaolizhuang project, Xi'an University City project, etc. All the 235 units of phase-one of Chengshousi Community project, the first rental housing project on collectively-owned land in Beijing, were rented out 7 days before being unveiled.



Cooperation with **300+** corporations  
About **12600+** units rented by  
corporate customers

### China Merchants Bank

Up to now, there are 753  
employees of China Merchants  
Bank staying at 18 "Port  
Apartment" projects in 7 cities



Port Apartment Chengshousi  
Community project



**Retail property development and operation: the overall occupancy rate was 90.6%, developing retail property projects with unique characteristics**

- **Interim performance:** Total area of retail property projects was around **8.36 million sq m**, up by **11.1%** YOY. Revenue of retail property business (including projects not covered under the consolidated statements) amounted to **RMB3.05 billion**. The overall occupancy rate of projects in operation was **90.6%**, while occupancy rate of projects in operation for more than 3 years was **91.8%**.
- **Contain pandemic, stabilize operations, ensure long-term prospects:** SCPG adopted comprehensive pandemic prevention measures and offered assistance to tenants: halved the monthly rental of shops in shopping malls and offered support to online distribution; established a product center, adhered to its long-term business principle as well as realised "quality products, quality services, and quality projects." Its Songjiang In-City and Wenzhou In-City have passed LEED Gold precertification.
- **Retail service led by digitalisation:** The digital sales and marketing platform "Yinxiangxing" covers more than 50 shopping malls of SCPG across the country, with membership exceeding **7 million**. Monthly active members amounted to **15%**, with online consumption accounting for **12%** of total. The "Xingliliang" live broadcast platform attracted substantial regular followers and became a regular online mall.
- **Explore asset securitization:** "Yinxiang No.2" CMBS were successfully issued in April 2020, with a size of **RMB3.37 billion** and a coupon rate of **3.8%**, being **the lowest among CMBS products of the same rating**.

**Business innovation, Focus on developing retail property projects with unique characteristics**

**Taiyuan In-City became the first shopping mall launched in the country during the pandemic**

On 30 May, Taiyuan In-City, with an area of 106,100 sq m, became the first shopping mall launched in the country during the pandemic ▼



**Night Economy, Night Changsha**

Changsha In-City joined hands with "Playhouse" to transform an old property into a "Landmark Project of Urban Night Economy" ▼



**Organise exclusive member activities**

The 4th "SUPER-V Flower Festival" joins hands with the famous Intellectual Property "Honor of Kings" to link 52 shopping malls across the country to achieve online and offline crossover ▼



**Wuhan Qingshan In-City becomes a hub for community life** ▲

Wuhan Qingshan In-City takes the lead in integrating the concept of "community life hub"



**Mega shopping center INCITYMEGA launched**

On 25 August, the largest single pure commercial shopping center in Shanghai was launched, covering an area of 340,000 sq m



● Average occupancy rate of TOP10 retail property projects in 1H 2020 was **96.5%**



Shanghai Qibao Vanke Plaza, 95.7%



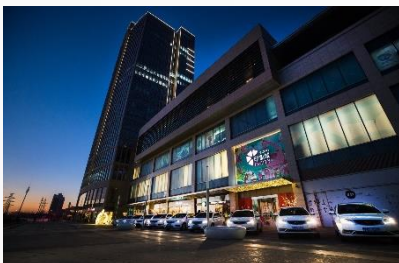
Shenzhen SCPG Center Shopping Plaza, 94.9%



Hangzhou Xixi In-City, 96.9%



Shenzhen Longgang Vanke Plaza, 95.5%



Tianjin Xiqing In-City, 98.7%



Ningbo Yinzhou In-City, 98.9%



Beijing In-City, 95.1%



Ji'nan In-City, 97.4%



Hangzhou Jinsha In-City, 92.6%



Nanning In-City, 98.9%

Top 10 projects' average occupancy rate: 96.5%  
Top 10 projects revenue: RMB960 million

## Logistics and warehousing: managed projects generated an operating income of **RMB830 million**, a YOY increase of **36.9%**

- **Interim performance:** Income from high-standard warehouses was **RMB570 million**, with **5.82 million** sq m in operation, occupancy rate during the period of stable operation was **89.1%**; income from cold storages was **RMB260 million**, with **340,000** sq m in operation, occupancy rate during the period of stable operation was **81.5%**; the floor area of logistics and warehousing under planning and construction amounted to **4.59 million** sq m, amongst them **4.23 million** sq m were high-standard warehouses, and **360,000** sq m were cold storage.
- **Leading in scale:** With presence in **44** cities across the country, servicing more than 850 customers, **scale of high-standard warehousing and cold chain projects ranked second and first in China respectively.**
- **Business type:** Provide high-standard warehousing and cold chain logistics services for the market, focus on spending on daily life necessities, and secure the supply of vegetable, meat, grain and fruit; servicing clients in e-commerce, express delivery, manufacturing, catering, retailing, etc.; renowned customers include **SF Express, JD.com, Chucheng, Walmart, YumChina, Ferrero**, etc.
- **Asset securitization:** On 3 June, VX Logistic Properties' first-phase quasi-REITs product was successfully listed on the Shenzhen Stock Exchange.



VX Shanghai Haigang  
Cold Chain Logistics Park



VX Kunming High-tech Industrial  
Development Zone Logistics Park



VX Chengdu Xinjin Logistics Park

## ● Education business performed well

- **DTD Education:** Vertically integrated from **kindergarten, primary school, middle school to high school K-12 education**. Horizontally, its curricula comprehensively cover **IBDP, A-level and AP, the three major international mainstream curricula**, providing students truly comprehensive and diversified quality education services. Vanke School in Shanghai Pudong New District was awarded BEED Asia's 2020 **Asian schools with unique characteristics**
- **Shenzhen Vanke Meisha Academy:** Ranked **top 3** in **Shenzhen**, **top 6** in **Southern China** and **31<sup>st</sup>** nationwide, in the "Hurun Education Top 100 International Schools in China 2020", Vanke Meisha Academy has been established for five years and was in the top 35 for three consecutive sessions (since the existence of the list). Vanke Meisha Academy actively responded to the pandemic and established cooperation with the China offices of the **American College Testing (ACT)** and **Educational Testing Service (ETS)** to provide ACT and TOEFL test services for school students in campus. In the school term of 2020, students received a total of **738 offers** from prestigious institutes, with a total scholarship of approximately RMB20 million, setting a record in the school's history.



Shenzhen Vanke Bilingual School



Foshan Meisha Bilingual School



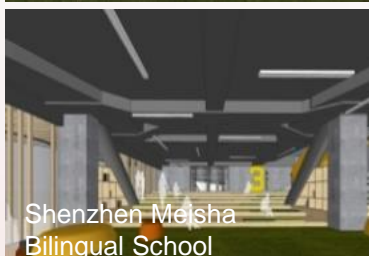
Shenzhen Vanke Meisha Academy



Vanke School, Pudong



Outdoor education



Shenzhen Meisha Bilingual School



Humen Meisha Primary School



Hongling Experimental Primary School



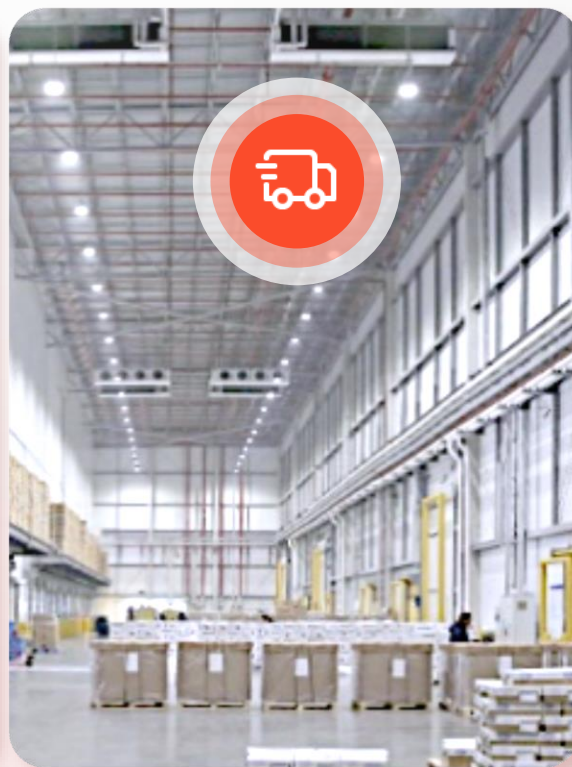
Shanghai Dare To Dream School



Outdoor education

## ● Use of technology to support business development

- **Property development:** In April 2020, the Group joined hands with the Ministry of Housing and Urban-Rural Development and Housing and Development Bureau of Shenzhen Municipality to launch the first pilot scheme in the industry applying AI technology in examination of architectural drawings **as an entry point to leverage AI technology to realize precise understanding of architectural design element**, through the study of **general algorithm**, in order to **achieve enhancement in operation efficiency**;
- **Logistics and warehousing service:** Through the fabrication of three information system platforms of **supply chain, food processing and sorting, assets management** to enhance its ability to offer value-added service to customers and optimize operation efficiency of warehouses;
- **Rental Housing:** Through application of digital tools such as **digitization of contract signing, online sales, tenant management and retail store operation**, to improve its effectiveness in securing new customers, lower operation management cost and enhance individual project's profitability;
- **Retail property development and operation:** SCPG established an **online membership system**, developed a **database of retailers and brands** and a **shopping mall operation information system**, to strengthen customer loyalty and intensify delicacy management.

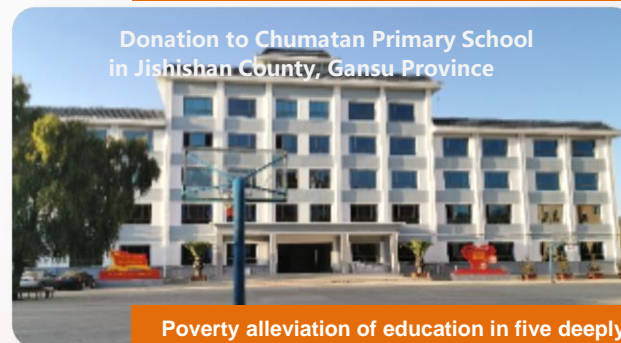


## Being a good corporate citizen, embarks on targeted poverty alleviation and rural revitalization

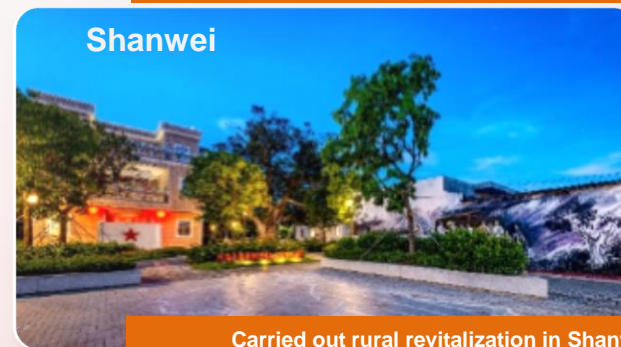
- The Company continued to push forward Guangcai Vanke targeted poverty alleviation and village revitalization special fund project with China Guangcai Career Foundation to support education and poverty alleviation in five severely poverty stricken counties in Guizhou and Gansu, Shouning in Fujian and Zhaotong in Yunnan;
- The Company embarked on rural revitalization in Shanwei, Heyuan and Shaoguan in Guangdong;
- The Company provided support to Hechi and Baise in Guangxi and minority regions in Guangdong;
- Accredited Poverty Alleviation And Hardship Relief 10<sup>th</sup> Anniversary Outstanding Contribution Corporate Award by the Guangdong Provincial Government on 30 June 2020.
- The Company has been enlisted as a constituent of the Hang Seng ESG50 index launched on 20 July 2020.
- Hang Seng Indexes announced index results on 14 August 2020. The Company remained a constituent in the Hang Seng Sustainability Benchmark Index and Hang Seng (China A) Corporate Sustainability Benchmark Index.



Participated in 630 Poverty Alleviation and Relief Day activities, and provided support to Hechi and Baise in Guangxi



Poverty alleviation of education in five deeply impoverished counties in Gansu and Guizhou, Shouning, Fujian and Zhaotong, Yunnan



Carried out rural revitalization in Shanwei, Heyuan and Shaoguan, Guangdong

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- Financial Overview
- Business Overview

**– Key Priorities in 2020 H2**



## Key Priorities

- The operating environment in the second half of the year remains complex. There are enormous uncertainties in the development of the pandemic and macro economic environment. The Company will persist with its focus on emphasizing products and services, intensifying organization restructuring and consolidating and strengthening its fundamentals, and will perform the following tasks:



Persist with proactive sales, and believe everyday is a good day for property sales



Fully implement “quality product, quality service and quality project”, consolidate and strengthen its fundamentals to enhance competitiveness in the industry



Intensify delicacy operation, enhance the effectiveness and efficiency of its various business segments



Improve investment quality, maintain security and flexibility in financing, to support long-term quality development



Continue to intensify organizational restructuring, ensuring correspondence of responsible persons to related tasks, support “quality product, quality service and quality project”, enhance organization competitiveness and development of service business



# THANKS!

Thank you for  
your participation

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