

vanke

CHINA VANKE CO.,LTD

(000002.SZ,2202.HK)

2021 INTERIM RESULTS
ANNOUNCEMENT

August 2021





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Appendix



The third Port Special Concert held at Port Apartment of Shenzhen Cloud City, which is the largest one of Port Apartment.

Note: All the pictures in this PPT are selected from the projects that Vanke Port Apartment participated in construction, renovation, or operation and scenes.

The Vanke logo is displayed in a white, lowercase, sans-serif font against a background of dense green foliage.

Beijing - Port Apartment | Chengshousi Community

The first market-oriented collective land to build long-term rental apartments in China, which has been built 5 theme rooms for fitness, girls, pets, SOHO, and live broadcast. It was fully occupied once opened.

1. Results Overview

The text '泊寓 | 院儿' is written in a white, modern font. Below it, '一 成 寿 寺 社 区' is written in a smaller, spaced-out font. The background shows a modern building with a grid-like facade and a landscaped area with a waterfall.

Results Overview

Sales Size

RMB 354.4 billion

YoY Growth **10.6%**

Revenue

RMB 167.1 billion

YoY Growth **14.2%**

Net Profit Attributable to the Vanke's Equity Holding

RMB 11.1 billion

YoY Decrease **11.7%**

Contract Amount of Project Sold but Not Yet Booked

RMB 781.9 billion

Growth **12.0%**
from the beginning of the year

Compliance with the "Threshold"

Net gearing ratio **20.2%**

Cash to short-term debt ratio **1.67**

Gearing ratio excluding receipts of prepayments **69.7%**

Overseas Credit Rating

Moody's **Baa1**

S&P Global **BBB+**

Fitch Rating **BBB+**

New Property Development Projects

95

Total planned GFA around **15.06** million sq m

Fortune Global 500

160th

Up by **48**

Rental Housing

- **148 thousand** stores in operation, centralized apartment scale ranked first in China
- Average occupancy rate over **95%**
- Consolidated NPS attained **85%**

Property Service "Onewo"

- 1H revenue **RMB 10.38 billion**
- Over **50** top Internet provide service to hi-tech enterprises and unicorn enterprises
- Urban services in **21** cities, **31** Total number of contracted projects

Logistics and Warehousing

- Revenue from managed project **RMB 1.34 billion**
YoY Growth **64%**
- High-standard warehouses under stable operation occupancy Rate **94%**
- Explore new businesses such as supply chain and pharmaceutical logistics to enhance service capabilities in vertical segments

Retail Property Development and Operation

- Accumulated GFA under operation **9.89 million m²**
- Overall occupancy rate of retail property projects opening for more than 3 years **93.9%**

The Vanke logo is displayed in a white, lowercase, sans-serif font. It is positioned in the upper left corner of the image, partially overlapping the top edge of a semi-transparent white rectangular box. The background of the entire image is a photograph of a modern apartment building with a courtyard, featuring large trees and a mix of architectural styles including brick and wood paneling.

Shenzhen - Port Apartment | Nanshan Ancient City

It is located in Nantou Ancient Town with a history of more than 1,700 years. With 80 operating flats, it is a micro-renovation project of the old city in cooperation with the Nanshan District Government of Shenzhen. It has effectively improved the original ecological structure which had chaotic space and single industry before.

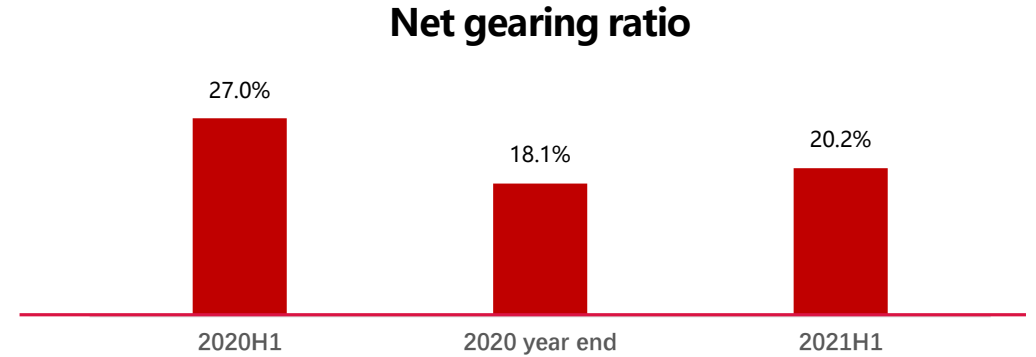
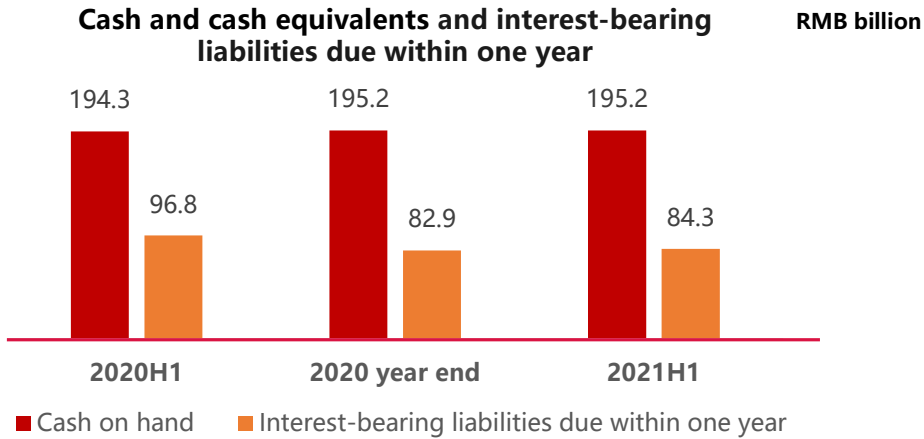
2. Financial Overview



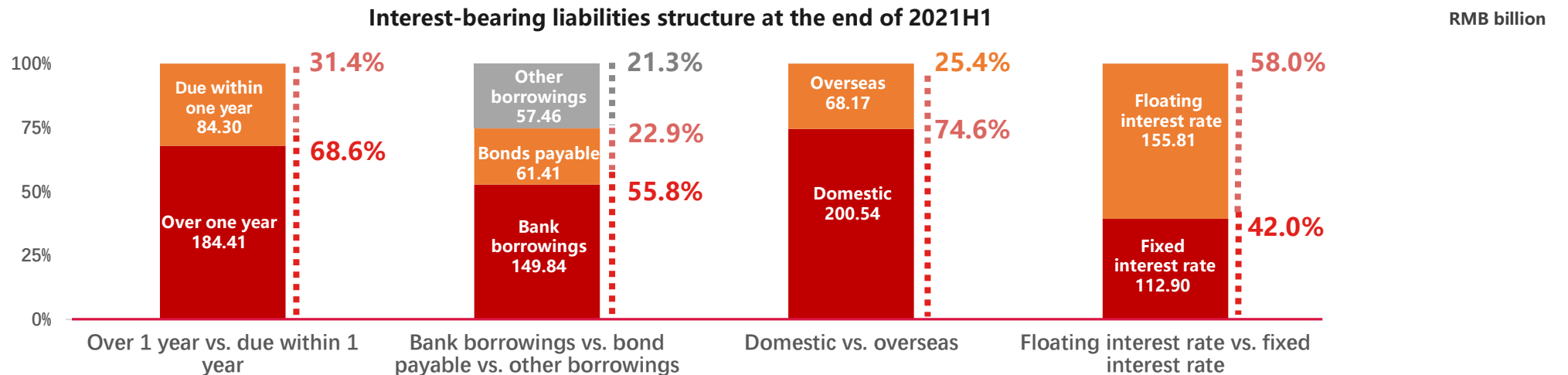
Maintain sound financial policies for a long period of time

Cash on hand of RMB **195.2** billion is **2.3** times of short-term interest-bearing liabilities

Net gearing ratio **20.2%**, remained below **40%** for **20** consecutive years



Interest-bearing liabilities **268.7** billion accounted for **13.7%** of total assets; interest-bearing liabilities due over one year accounted for **68.6%**; maintain a safe term structure



Maintain a leading credit rating and low financing cost in the industry continuously

Moody's

Baa1 / Stable

S&P Global

BBB+ / Stable

Fitch Ratings

BBB+ / Stable

CCXI

AAA / Stable

All indicators meeting the requirement of the capital monitoring and financing management rules

	Green-tier requirement	Vanke's performance
Asset-liability ratio excluding receipts of prepayments	<70%	69.7%
Cash to short-term debt ratio	>1X	1.67X
Net gearing ratio	<100%	20.2%

Comprehensive financing cost rate **4.27%**, a decreasing of **32bps** YoY

Financing channels	Balance (RMB billion)	Financing cost range
Bank loans	149.84	LIBOR + margin ~5.88%
Bonds	61.41	1.90%-5.35%
Other borrowings	57.46	2.78% -6.16%
Total interest-bearing liabilities	RMB 268.71 billion	

Note: In calculating the cash to short-term debt ratio, the Group's regulatory and restricted pre-sale proceeds and other restricted proceeds of RMB 54.4 billion have been excluded from the cash on hand

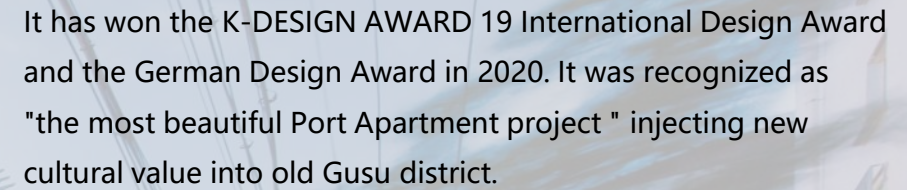
(as at 30 June, 2021)

The Vanke logo is displayed in a clean, white, sans-serif font against a dark blue background in the top left corner of the slide.

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The title for the project is presented in a bold, black, sans-serif font within a white rectangular box on the right side of the slide.

Suzhou - Port Apartment| Shilu Community

A short paragraph in a black, sans-serif font provides details about the project's accolades, including the K-DESIGN AWARD 19 International Design Award and the German Design Award from 2020, all contained within a white rectangular box.

It has won the K-DESIGN AWARD 19 International Design Award and the German Design Award in 2020. It was recognized as "the most beautiful Port Apartment project " injecting new cultural value into old Gusu district.

The main section header is written in a large, bold, white, sans-serif font and is positioned on a prominent red diagonal banner that spans the bottom of the slide.

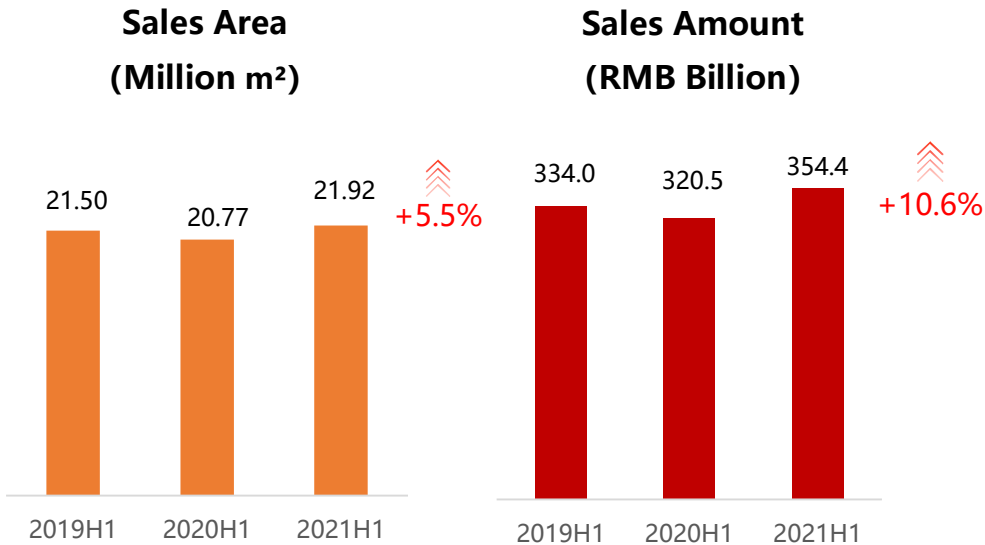
3. Operation Overview



Property development business: sales amount **RMB 354.43 billion**

- Reached a sales amount of RMB **354.43** billion in 2021H1, up by **10.6%** yoy, with an average selling price of **RMB 16,171.5/sq m**
- Newly commenced construction reached **17.48** million sq m, down by **4.8%** yoy, representing **55.5%** of that planned at the beginning of the year
- Completed floor area amounted to **12.25** million sq m, up by **14.0%** yoy representing **34.2%** of that planned at the beginning of the year

Sales area and Sales amount



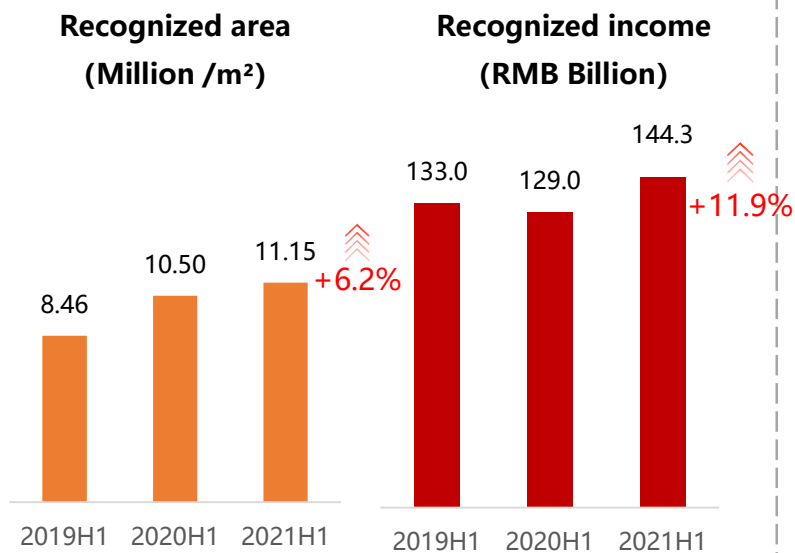
Ranked among **top 3** in market ranking in **38** cities

NO.1	Shenzhen, Chengdu, Nanjing, Chongqing, Dongguan, Shenyang, Jinan, Fuzhou, Changchun, Nanchang, Nantong, Taiyuan, Jiaxing, Yantai, Tangshan, Yangzhou, Xining, Yinchuan, Baotou	19 Cities
NO.2	Wuhan, Tianjin, Zhengzhou, Ningbo, Kunming, Wuxi, Changzhou, Nanning, Shijiazhuang, Lanzhou, Guiyang, Huizhou, Xuzhou, Zhuhai, Urumqi, Yichang, Sanya	17 Cities
NO.3	Suzhou, Harbin	2 Cities

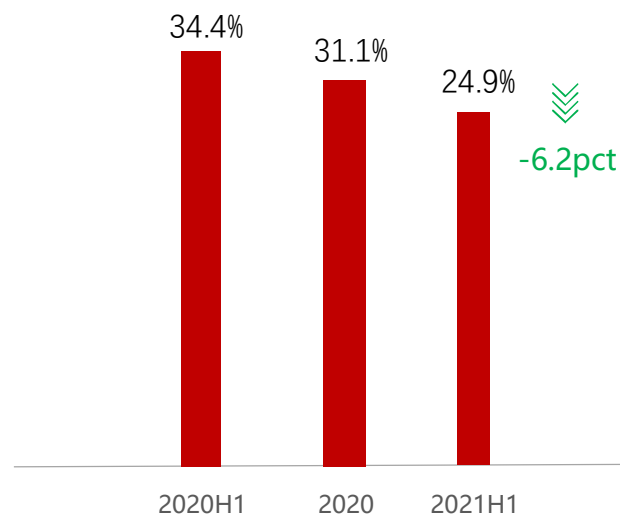
Property development business: sold but not recognized amount reached **RMB 781.91 billion**, increased by **12%** from the beginning of the 2021

- Realized a recognized area of **11.15** million sq m **(+6.2%)**, realized a recognized income of RMB **144.33** billion **(+11.9%)**
- Sold but not recognized contract amount in the consolidated statements was RMB **781.91** billion **(+12.0%)**
- Operating profit margin before tax of development business is **24.9%**

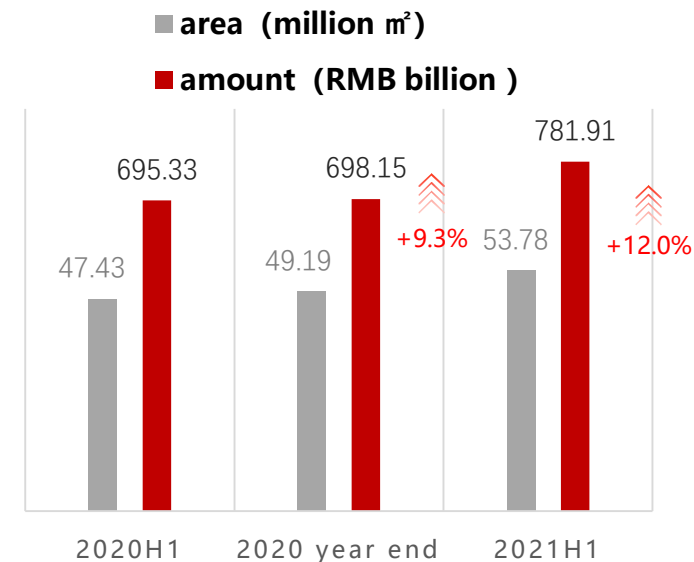
Recognized area and income



Operating profit margin (before tax)



Sold but not recognized amount and area in consolidated statements



Note: The above data is the operating profit margin of property development business



Property development business: adhering to rational investment, remaining resources meet the future needs of development

Adhering to Rational Investment, new investment **92%** located in first-and second-tier cities

Acquired projects GFA

15.06million m²

Total land premium

RMB 112.63billion

Planned GFA of new projects attributable to Vanke's equity holding

11.01million m²

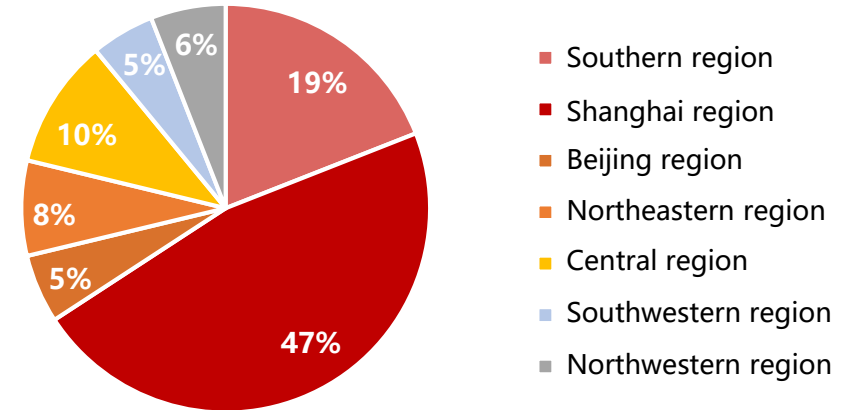
Average land premium of newly projects

RMB 7,480 per m²

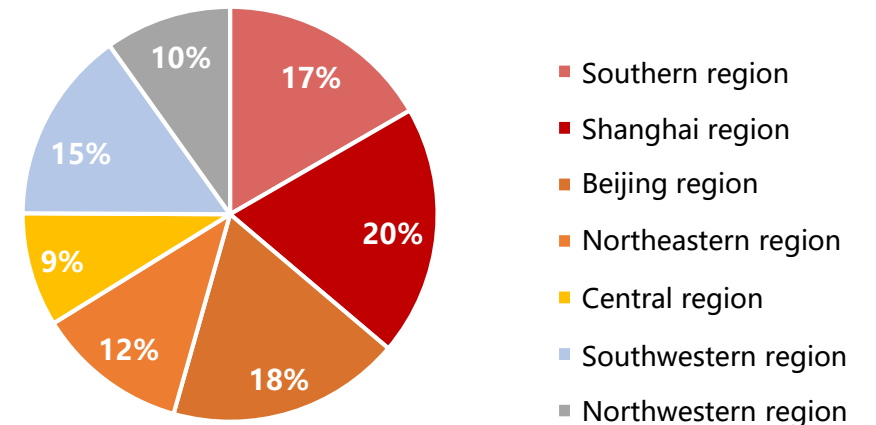
Remaining resources meet the future needs of development

The total GFA of projects under construction and projects under planning was approximately **160.66 million m²**. Among which, the total GFA of projects under construction was approximately **112.83 million m²**, and the total GFA of projects under planning was approximately **47.83 million m²**.

Proportion of land price in all regions



Proportion of total area under construction and planning



Rental housing: a total of **148 thousand** units in operation, ranking first in the country in terms of the scale of centralized apartments

Industrial leader in the scale

- Port Apartment currently has a presence in **33 cities** across the country, with a market share of **TOP3** in **24 cities**, of which **9 cities** have a market share of **TOP1**
- **6,139** units commenced operation in 16 major cities in the first half of the year
- An aggregate of **148,000** units in operation in **33 cities** and total of **192,000** units in operation management
- The occupancy rate of projects in operation was **95%**
- Operating income was **RMB1.32 billion**, **+25.6%** yoy

High Customer Satisfaction

- Accumulated customer service **510,000 +**
- In the first half of the year, the comprehensive NPS reached **85%**, and the lease renewal rate reached **58%**

Building 24-hour Youth Innovation and Ecological Community and Empowering Talent Growth



Growth Empowerment : In cooperation with social universities, party-masses service centers and local social groups, the Company held knowledge-enabling activities such as the “Port Running Group” , “Port and Game Community” and “Port and Friend Volunteer Group” and organized a public lecture of Hong Kong University ICB to empower talents in multiple aspects

Social friend : In order to stimulate the vitality of the community, KOLs of Port's friends became leaders of the community, and they voluntarily organized several sharing activities such as reading, yoga and concerts

Note: NPS is a measure of the likelihood that a customer will recommend a brand to others during the two stages of contract signing and check-out

Rental housing: building up and retaining talents with providing them a warm rental life

To G: In-depth cooperation with government and enterprises to gather talents

Responding to the policies and market demand and contributing to the work and living of talents: Provide of a talent housing for the government. In particular, over **30 thousand** talent rooms were provided in various districts

Interacting closely with party organizations to give full play to the "talent magnetic field" ∴ Shanghai, Beijing, Shenzhen, Jinan and Ningbo workWith the Port apartment as the basis point, the Company will build a foundation for direct connection between Party organizations and serve the youth closely with local youth league committees to launch the "Youth Station", so that more urban talents can live in

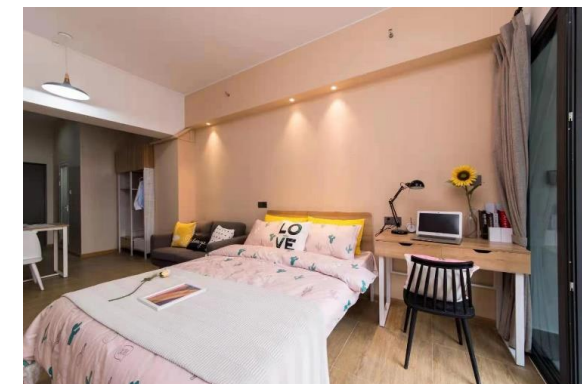
Acquired industry awards: Port Apartment won the "2020-2021 Annual Strength Benchmark Award" in the housing rental industry

Shenzhen Port Apartment was awarded the "Youth Civilization" and "Shenzhen Youth May Fourth Medal" by the Shenzhen Committee of the Communist Youth League



To B: Providing one-stop services for enterprises to meet the diversified living needs of talents

- We have cooperated with **166** well-known enterprises in total, covering industries such as finance, technology, manufacturing and construction
- Providing one-stop living services for nearly **35,000** employees



Rental housing: exploring a sustainable business development model

- **Formation of multiple business models.** Port Apartment has formed a variety of business models such as collectively construction land rental community, self-owned land construction rental housing, urban village joint operation transformation and operation, government rental housing construction and management and light asset “EPC+O” (product + construction + operation) service output
- **Build benchmark projects.** Beijing Port Apartment Chengshou Temple Community, Shenzhen Port Apartment Cloud City Flagship Store, Shenzhen Port Apartment Nantou Ancient City Store, Jinan Port Apartment Dingjiazhuang Talent Apartment, etc
- **Continuous business expansion.** Established close cooperation with state-owned enterprises and other large enterprises from Shenzhen, Chengdu, Jinan, Changchun, etc. and acquired **6,700** new properties in the first half of the year



Collectively construction land rental community
- Beijing Chengshousi Project



Reconstruction and operation of urban village joint ventures
- Shenzhen Nantou Ancient Town Project



Government rental housing construction and management
- Jinan Dingjiazhuang Project



Light asset “EPC+O”
- Shenzhen Pingshan Li Ning Project

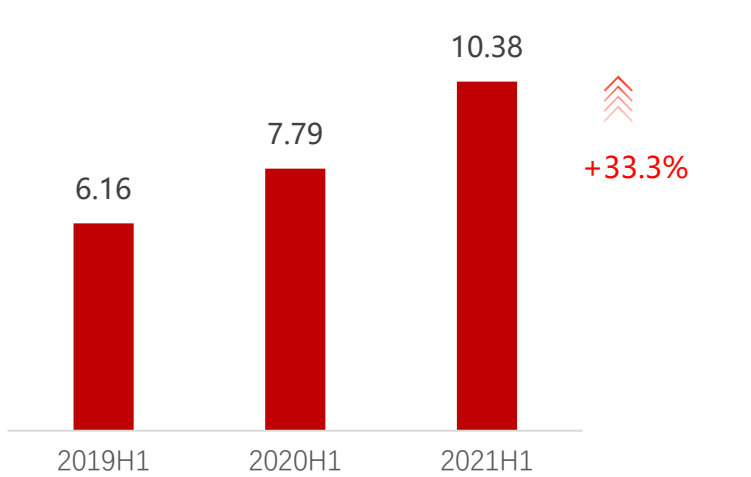


Onewo: revenue amounted to RMB 10.38 billion in the first half of 2021

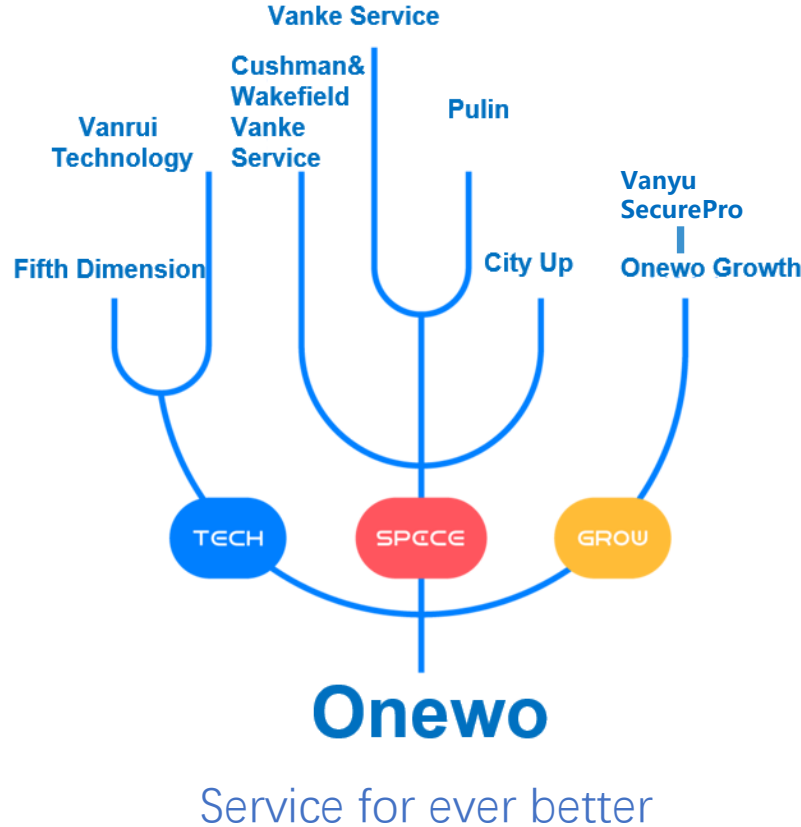
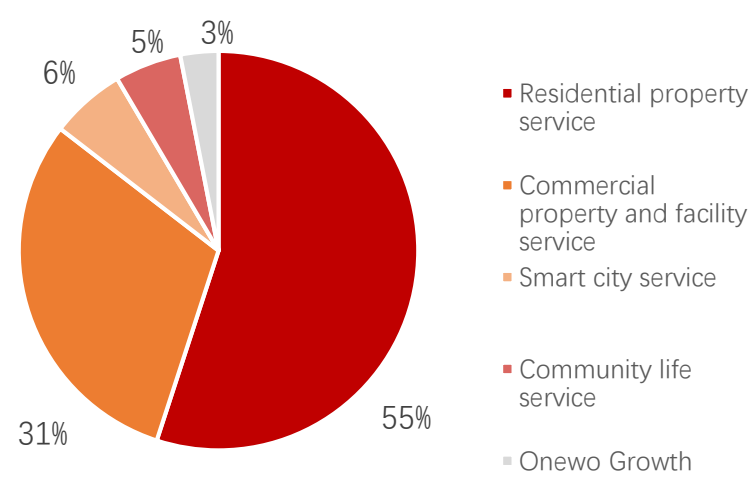
- In the first half of 2021, Onewo realized revenue of **RMB10.38 billion** (including revenue from services provided to the Group), an increase of **33.3%** year-on-year
- Further develop into a platform-based enterprise and launch a new brand of **Vanyu SecurePro**

Onewo brand tree

Revenue(RMB billion)



Revenue structure



Onewo : strengthening community space services, expanding service content, and actively giving back to property owners

- Serve **3,490** projects in **105** cities
- Pulin, the real estate brokerage platform under Onewo, recorded a **647%** increase in new housing sales over the same period last year; Guangzhou Pulin has entered into a strategic cooperation with Guangxin Property. Pulin provides branding and technical support to help Guangxin Property to develop new value-added community housing services and open its first rental and sales branch
- The service range of property service manager have been forwarded from stage after sale of property to the sales contract signing stage. Vanke pre-certified **887** front-line property service manager to provide property owners with full-cycle services starting from home purchase
- Vanke Service carried out **special actions for beautiful communities** based on customer needs, and facilitate the transformation and renewal of the community



Vanke BeautifulCommunities



Comparison before



after transformation

Vanke Beautiful Communities
(Comparison before and after transformation)

Onewo: in-depth integration of technology and property management to facilitate front-end operations remotely

- Onewo refined and settled **30** years of experience in residential properties into business processes, completing the construction of Wuhan digital remote operation center, and realizing command and dispatch, operation and inspection of **2,000+** projects under management through online operation
- On 1 July 2021, the Wuhan Digital Operation Center Building of Onewo was officially opened for use, and the technology and services to be provided in the future will cover more than **ten million** customers of Onewo across the country
- Onewo will build the “machine + people” space intelligence solution capability, and promote the structural transformation of on-site services from labor-intensive to “mechanization + intelligence”



Official Opening of Wuhan Digital Operation Center Building



Onewo Digital Compass System



Onewo: releasing the integration and brand dividends of Cushman & Wakefield Vanke Service

- Serve more than **1,900** corporate service projects
- Serve more than **50** leading Internet technology enterprises and unicorns, including Alibaba, Tencent, ByteDance, Baidu, Kuaishou, JD.com, NetEase, Meituan, Ele.me and Xiaomi, among which more than **20** enterprises had a market value of more than **US\$ 10 billion**, 8 out of the top 10 Internet enterprises in China in terms of market value, and **8** of them had become customers of Cushman & Wakefield Vanke Service
- New added ultra-high-rise projects in the first half of 2021, such as Jinan North-South Kang Project (276m), Shenzhen Energy Building (218m), Shenzhen Tencent Kexing D Building (200m) and Changsha Aozhong Commercial Center (210m), etc.



Shenzhen Energy Building



Shenzhen Tencent Kexing D Building



Changsha Ao Zhong Commercial Centre



Jinan Wangyue Center



Wuhan HK Center





Onewo: comprehensive governance innovation in urban services, engaged in 21 cities and regions **vanke** 19

- Provision of urban space integration services including urban space management, community renewal and operation, community collaborative governance and ecological housekeeping services
- Urban space services cover 21 cities including Beijing, Shenzhen, Guangzhou and Xiong' an New Area. In the first half of the year, 11 new projects were acquired and 31 projects were acquired in total to promote the reform of smart city
- Fubao Street Office in Shenzhen, served by City Up, ranked No. 1 in the environmental assessment for three consecutive months, and the Shatou Street Office also served by City up, reached an average ranking of 13 this year from an average ranking of 41 last year in aforesaid assessment

Urban Housekeeping Services-Shatou Street



Urban Space Services – Fubao Street



Retail property development and operations: an aggregate of 9.89 million sq m

Retail area commenced operations

- **A number of retail projects successfully commenced operations:** retail property (including SCPG) has a newly opened construction area of **0.31 million** m² including **3** shopping malls . The aggregate retail area in planning and construction amounted to **5.49 million** sq m
- **Maintained steady growth in revenue:** revenue from retail segment property business amounted to RMB **3.63 billion**, representing a yoy increase of **19.0%**. Revenue from SCPG retail property projects was RMB **2.45 billion** , representing a yoy increase of **21.6%**
- **Occupancy rate was stable:** The overall occupancy rate of the projects in operation was **92.3%**, and the occupancy rate of the projects in operation for more than three years was **93.9%**. The average occupancy rate of top 10 revenue projects in the first half of the year was **98.5%**
- **Digital upgrade and enhancement of operation and management level:** The digital membership operation system covered **64** projects, and the number of SCPG members reached nearly **12** million, and the monthly activity of members reached **2 million** with a year-on-year increase of **83%**, sales members accounting for **20%** of the total
- **Strengthen online and offline diversified interaction:** SCPG launched the "Yin Shua Factory" label, and made its offline debut in Xixi Incity. Chengdu held the first Blue+ blue art space to create a platform for interaction and dialogue with young customers and create a new marketing and consumption experience

Newly commenced projects

Sales of 24 million and customer traffic of 0.35 million in the first three days of opening



70 first stores in Jianshe Road

Chengdu Incity

Sales on opening day 10.47 million

Occupancy rate on the opening day 98%



Huizhou Incity

Opening rate 97% and tenant recruitment rate 99%



Shanghai Caohejing Incity

80% tenants opened their first regional store

Retail property development and operations : 1.93 million sq m planned to open in the second half of the year

Distribution of mall opening period

Year of openings	Number of openings	Area (thousand sq m)
Below 3 years	83	3,531
3-5 years	36	1,650
5-10 years	37	2,133
Above 10 years	39	2,574
To be opened	109	5,493
Total	304	15,381

Number of openings

	Number of openings	Area (thousand sq m)
2021H1	195	9,888
End of 2021 ^E	224	11,814

Malls planning to open

Some projects planned to open in the second half of 2021

- Hangzhou Olympic Sports Incity
- Wenzhou Incity MEGA
- Shanghai Songjiang Incity
- Shanghai West Coast Phoenix Nest
- Jingjiang Binjiang New City Commercial
- Fuzhou Changle Incity
- Fuzhou Yantaishan
- Cangqian Jiuli Project
-
- Wuhan Future Center
- Xuzhou Vanke Xinhuai Center
- Xiamen Longhai Vanke Plaza
- Xi'an Golden Mile East County
- Nanchang Metro Vanke Plaza
-

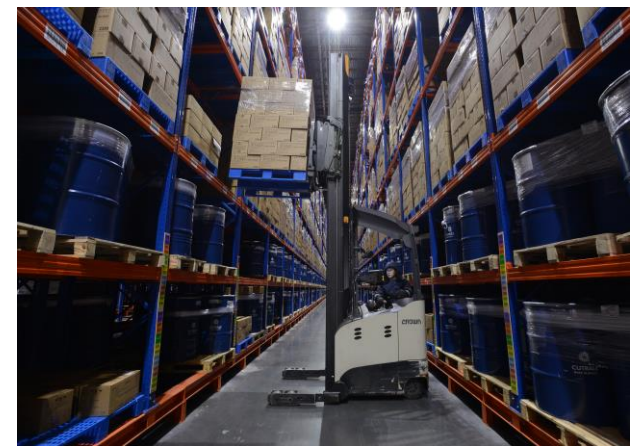
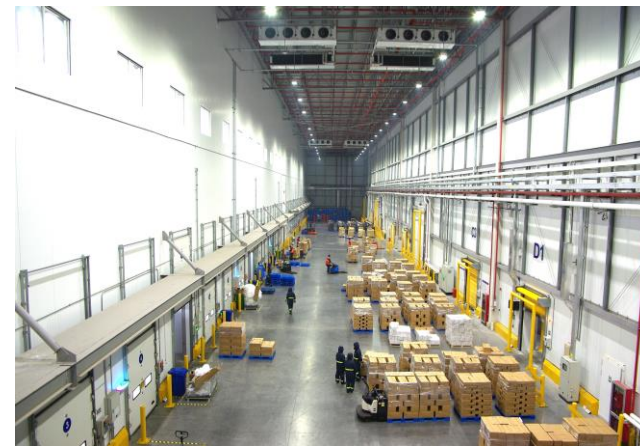


Note: The above data includes community commerce and shopping centers with operating models of self-owned commerce, export management, rent-in operation, etc.



Logistics and warehousing services: projects in operation with an aggregate GFA of **7.97 million sq m** GFA, revenue increased **64%** YOY

- **Growth Revenue:** Revenue from management projects (including non-consolidated items) amounted to **1.34 billion** RMB, representing a year-on-year increase of **64%**, of which revenue from high-standard warehouses amounted to **0.92 billion** RMB and revenue from cold warehouses amounted to **0.42 billion** RMB, both representing a year-on-year increase of **64%**
- **Urban Layout :** Manage a total of **148** projects in **44** major node cities nationwide, serving more than **1100** clients
- **Leading in Scale :** The total GFA of projects in operation was **7.97 million** sq m, of which the operating area of high-standard Warehouses was **7.56 million** sq m and the occupancy rate was **94%** in the stable period; Operating area of cold storage was **0.41 million** sq m with a stable utilization rate of **68%**; The logistics warehouse area under planning and construction is **3.52 million** sq m, including approximately **3 million** sq m of high-standard warehouses and approximately **0.52 million** sq m of cold storage
- **Comprehensive supply chain services:** VX Logistic Properties entered strategic cooperation agreement with Yunnan Supply and Marketing Cooperatives to establish preliminarily full-link supply chain service capability for agricultural product logistics, providing integrated supply chain service solutions from the place of production to the place of sale for chain store and supermarket clients





Logistics and warehousing services: officially entering the medical logistics industry with completing the reconstruction of Yizhuang Sinopharm' s COVID-19 vaccine customized warehouse and supporting warehouse

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The Group adopts automation design in the warehouse to achieve unmanned management through transmission shelves. According to the highest standard of vaccine safety storage and the time demand, the business team spent only 68 days to transform the property into a vaccine warehouse which satisfy requirements of Sinopharm and CFDA' s GMP certification



Project duration

68 days

Warehouse GFA

11,309m²

Temperature of Storage

2-8°C

CFDA Certification

GMP

Total storage capacity

68,000,000

Social Responsibility: gathering forces for disaster rescue and relief, and working **vanke** together to ensure safety

- Vanke' s teams of real estate, property services, rental housing, retail property, and etc. worked together for rescue and disaster relief in the natural disasters such as heavy rain and flood disaster in Zhengzhou on 20 July and the disaster caused by super typhoon "Fireworks" in Zhoushan, Zhejiang, and safeguarded the living order and property safety of owners and ensured the orderly operation of projects
- Vanke Foundation made an emergency donation of **RMB 50 million** to the Red Cross Society of Henan on 21 July after Zhengzhou suffered heavy rain and flood disaster

Rental Housing and Retail Property team



Striving for disaster recovery, resumption of work and production



Keep business in operation and provide residents space to rest

Property Service and Real Estate team



Resolving water problems of property owners and protecting their health



Unified to fight the disaster



Utility of sand bags to reinforce the defense line to prevent the flooding



Cleaner cook noodles for tenants in their own residence during failure,of electricity



Cleaning work



Patrol inspection to clean up dredge



Emergency gathering in the dawn to protect safety of the owners

Social Responsibility: consolidating and expanding poverty alleviation and rural revitalization

- The company continued to actively respond to the State' s strategic plan to consolidate the achievements in poverty alleviation and rural revitalisation
- In June 2021, the Company participated in the Guangdong Province and Shenzhen City 630 Relief Day and offered to donate **RMB 200 million** to the ethnic minority areas in the province and Shenzhen City' s assistance to counterpart areas in the province
- Vanke created a “multi-town, contiguous village revitalisation demonstration belt” along the Rugui Highway in Ruyuan County, with the objective of building the “most beautiful corridor for co-living of Yao and Hakka tribes” . The preliminary work, including surveying and design, began in June 2021





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Beijing - Port Apartment| Gaolizhuang Community

It is a collection of vibrant commercial streets, diversified office buildings, and more than 3,300 high-quality long-term rental apartments. The land of this Port Apartment is collective-owned, which is also an upgraded version of Chengshousi Community Port Apartment in Beijing.

4. Future Prospects



Steady Steps towards Long-term Objectives: financial discipline is the bottom line and foundation

“Steady Steps towards Long-term Objectives” is at the core of our work, and adherence to financial discipline is the bottom line and foundation of our development. Vanke will:

- Strictly comply with the requirements of the “three red lines ” and other regulatory policies, and continuously stay in the “green-threshold“
- Maintain an industry-leading credit ratings
- Implement a sound financing strategy, rationally control on the total amount, make the structure more secure, and maintain financing flexibility
- Adhere to a prudent investment strategy, keeping expenditure within the limits of revenues, follow strategic guidance, and pay attention to the quality and efficiency of investment



Steady Steps towards Long-term Objectives : grasp the direction and clarify the overall strategy

From the perspective of the industry

housing will return to consumption attributes, reduce the burden on people's livelihood, and develop in a balanced manner with the real economy.

From the perspective of the city

the requirements for spatial functions have been extended to a series of goals such as urban interface improvement, industrial development, infrastructure improvement, public service improvement, and ecological conservation.

From the perspective of customers

the function of real estate carrying has been expanded from purchase to lease, from residence to consumption, leisure and entertainment, life services, health, elderly care, childcare and other aspects.

- Vanke's overall business strategy is: In view of the profound changes in the industry, cities, and customers, Vanke will accelerate the transformation from focusing on real estate development to equality emphasis on real estate development, operation and services. Each business must consolidate and enhance its own basic work, and establish a leading competitive advantage in existing tracks (real estate, long-term rental apartment, property services, logistics, retail property, etc.)



Steady Steps towards Long-term Objectives : improving business competitiveness is fundamental

- **Property development business:** leveraging the overall advantages of group, organizing professional training and communications, benchmarking with representative products, integrating product standards and product realization capabilities among regions, achieving high-quality and stable mass production; implementing hierarchical and categorized management of projects and actively selling. Improving the efficiency and quality of resource conversion
- **Rental housing:** assessing and reviewing different construction models (self-construction, agent construction, reconstruction, comprehensive renovation of urban villages, collective land construction, etc.), different types of rental housing (white-collar single rental housing, senior talent rental housing, blue-collar rental housing, comprehensive rental communities, etc.), and the feasibility of business models with different asset models (light asset, heavy asset) to meet the demands of industrial development; focusing on key cities and key locations to achieve the landing of new projects in Shenzhen, Nanjing, Chengdu, Changchun, Jinan, etc.; train industrial leading operational team
- **Onewo:** releasing the integration and brand benefits of Cushman & Wakefield Vanke Service, and further expanding the market share of high-end commercial properties; fully understanding residential properties as a livelihood industry, consolidating the supervision capabilities of “remote + on-site” combination, and further improving service quality; packaging “rental, buy and sell, decoration and home furnishing” businesses, and achieved growth of not less than 50%
- **Logistics and warehousing services:** continue to improve the warehouse network of high-standard warehouses and cold storage in major logistics node cities across the country, and complete breakthrough from warehouse operation services to overall supply chain solutions in the field of chain catering and supermarket retail
- **Retail property development and operations:** learn from outstanding peers to improve project operation and management; review the opening of new projects in the past and deploy forces to ensure the successful opening of new projects such as Hangzhou Olympic Sports Incity, Wenzhou Incity MEGA, and Shanghai Songjiang Incity; explore and practice the upgrading and renovation of old projects, and complete the renovation and opening of the first phase of Tianjin Heping Incity

vanke



PORT APARTMENT

交子荟·国际公寓



5. Appendix

Jiaozihui International Port Apartment is a high-end long-term rental project of BoYu. It is located in the heart of Chengdu's CBD, the north tower of the 218-meter online celebrity landmark "Tianfu Twin Towers". With the product concept of high-quality living space, high-end exclusive services, and home privacy and safety, the apartment is launched in a large three-bedroom space of 65 square meters to 330 square meters, combined with the surrounding mellow supporting facilities, and is committed to providing high-end quality rental space and ideals for business elites Urban life.

The Port Apartment will open in mid-to-late October 2021. Welcome to take a visit. **Contact: Ms. Zeng Contact number: 18582363804**





Appendix: Condensed Consolidated Statement of Profit or Loss

For the six months ended 30 June 2021 – unaudited

	2021 RMB' 000	2020 RMB' 000
Revenue	167,110,935	146,349,507
Cost of revenue	(128,782,060)	(99,797,572)
Gross profit	38,328,875	46,551,935
Other net income	4,020,829	2,721,865
Selling and marketing expenses	(4,303,557)	(3,184,895)
Administrative expenses	(6,661,302)	(6,307,735)
Other operating expenses	(521,957)	(583,038)
Profit from operations	30,862,888	39,198,132
Finance costs	(4,337,322)	(4,519,524)
Share of profits less losses of associates and joint ventures	2,211,526	1,712,341
Profit before taxation	28,737,092	36,390,949
Income tax	(12,563,573)	(17,761,755)
Profit for the period	16,173,519	18,629,194
Attributable to:		
Equity shareholders of the Company	11,046,938	12,507,519
Non-controlling interests	5,126,581	6,121,675
Profit for the period	16,173,519	18,629,194
Earnings per share (RMB)		
Basic and diluted	0.95	1.11



Appendix: Condensed Consolidated Statement of Profit or Loss and other Comprehensive Income

For the six months ended 30 June 2021 – unaudited

	2021 RMB' 000	2020 RMB' 000
Profit for the period	16,173,519	18,629,194
Other comprehensive income for the period		
<i>Items that will not be reclassified to profit or loss:</i>		
Equity investments at fair value through other comprehensive income ("FVOCI") – net movement in fair value reserves (non-recycling)	99,699	(689,757)
Share of other comprehensive income of associates	(98,956)	-
<i>Items that may be reclassified subsequently to profit or loss:</i>		
Exchange differences on translation of financial statements of overseas subsidiaries	(98,582)	(2,008)
Cash flow hedge:		
Net movement in the hedging reserve	(103,623)	372,242
Share of other comprehensive income of associates	1,324,659	-
Other comprehensive income for the period :	1,123,197	(319,523)
Total comprehensive income for the period	17,296,716	18,309,671
Attributable to:		
Equity shareholders of the Company	12,023,736	12,185,579
Non-controlling interests	5,272,980	6,124,092
Total comprehensive income for the period	17,296,716	18,309,671



Appendix: Condensed Consolidated Statement of Financial Position

At 30 June 2021 – unaudited

	At 30 June 2021 RMB' 000	At 31 December 2020 RMB' 000
Non-current assets		
Property, plant and equipment	32,506,059	31,841,854
Investment properties	108,312,532	103,459,740
Intangible assets	889,135	918,742
Interests in associates and joint ventures	142,013,535	141,895,190
Other financial assets	2,518,345	2,298,997
Other non-current assets	7,162,048	13,840,079
Deferred tax assets	29,394,681	27,535,431
	322,796,335	321,790,033
Current assets		
Inventories and other contract costs	1,055,608,089	1,008,434,340
Contract assets	8,829,125	6,162,550
Trade and other receivables	366,090,729	331,115,807
Other current assets	228,066	172,789
Pledged and restricted deposits	8,230,264	9,568,344
Cash and cash equivalents	186,985,778	185,662,380
Assets held for sale	6,334,728	6,334,728
	1,632,306,779	1,547,450,938
Current liabilities		
Trade and other payables	537,671,207	532,524,608
Contract liabilities	694,227,893	630,747,211
Bank loans and borrowings from financial institutions	74,048,249	70,299,267
Bonds payable	11,519,263	13,689,877
Lease liabilities	1,750,415	1,584,257
Current taxation	61,634,916	68,647,470
	1,380,851,943	1,317,492,690
Net current assets	251,454,836	229,958,248
Total assets less current liabilities	574,251,171	551,748,281



Appendix: Condensed Consolidated Statement of Financial Position

At 30 June 2021 – unaudited

	At 30 June 2021 RMB' 000	At 31 December 2020 RMB' 000
Non-current liabilities		
Bank loans and borrowings from financial institutions	133,495,962	132,036,783
Bonds payable	50,915,073	43,576,223
Lease liabilities	24,535,961	24,589,946
Deferred tax liabilities	274,217	295,348
Provisions	215,300	215,331
Other non-current liabilities	1,093,899	1,190,176
	210,530,412	201,903,807
NET ASSETS	363,720,759	349,844,474
CAPITAL AND RESERVES		
Share capital	11,617,732	11,617,732
Reserves	210,247,808	212,893,221
Total equity attributable to equity shareholders of the Company	221,865,540	224,510,953
Non-controlling interests	141,855,219	125,333,521
TOTAL EQUITY	363,720,759	349,844,474

Appendix: Condensed Consolidated Cash Flow Statement

For the six months ended 30 June 2021 – unaudited

	Six months ended 30 June	
	2021 RMB' 000	2020 RMB' 000
Operating activities		
Cash generated from operations	34,283,730	47,169,541
Income tax paid	(27,502,169)	(24,563,579)
Net cash generated from operating activities	6,781,561	22,605,962
Investing activities		
Acquisitions of property, plant and equipment and investment properties	(2,434,881)	(2,359,704)
Other cash flows (used in)/arising from investing activities	(4,523,428)	3,518,527
Net cash (used in)/generated from investing activities	(6,958,309)	1,158,823
Financing activities		
Dividends and interest paid	(13,080,076)	(10,111,558)
Other cash flows arising from financing activities	14,592,927	14,645,852
Net cash generated from financing activities	1,512,851	4,534,294
Effect of foreign exchange rate changes	(12,705)	101,771
Net increase in cash and cash equivalents	1,323,398	28,400,850
Cash and cash equivalents at 1 January	185,662,380	159,738,651
Cash and cash equivalents at 30 June	186,985,778	188,139,501

THANKS!

IMPORTANT NOTICE:

The content of this material is extracted from Vanke's 2021 Interim Report. If there is any discrepancy, please refer to the interim report



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