



CHINA'S LEADING OFFICE LANDLORD

2022 ANNUAL RESULTS PRESENTATION
APRIL 2023



China's Leading Office Landlord

- **High Quality Assets** – Holding 1.26 million sqm of prime location commercial properties in Beijing and Shanghai
- **Robust Operating Cash Flow** – All projects completed with diverse tenant portfolio enabling a stable rental income
- **Solid Value Protection** – Asset security ,value protection under the pressure of global economic downturn
- **Strong ESG commitment**– Recognized by the world's two most established ESG rating agencies, and the performance of ESG emerged as the top rung of the industry.
- **Stable Financial Position** – Low gearing ratio and stable financing cost.

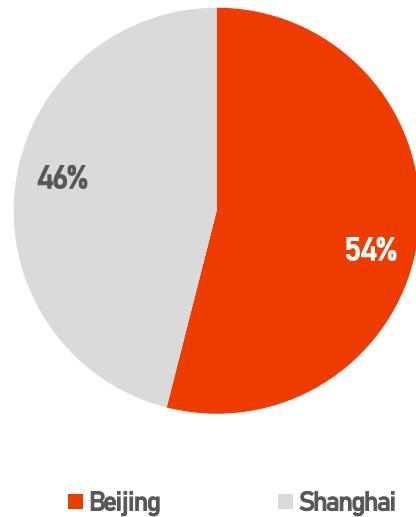
Results Summary of 2022

- Revenue income of 1,775 million up 1.9% YoY
- Gross margin is 81% in 2022, vs. 80% in 2021
- Occupancy of the portfolio is 76% in 2022, vs. 85% in 2021
- Profit attributable to the owners of the company is 61 million in 2022, vs. a loss of 131 million in 2021
- Net gearing ratio and average funding cost remained low and stable at 43% and 4.7% respectively

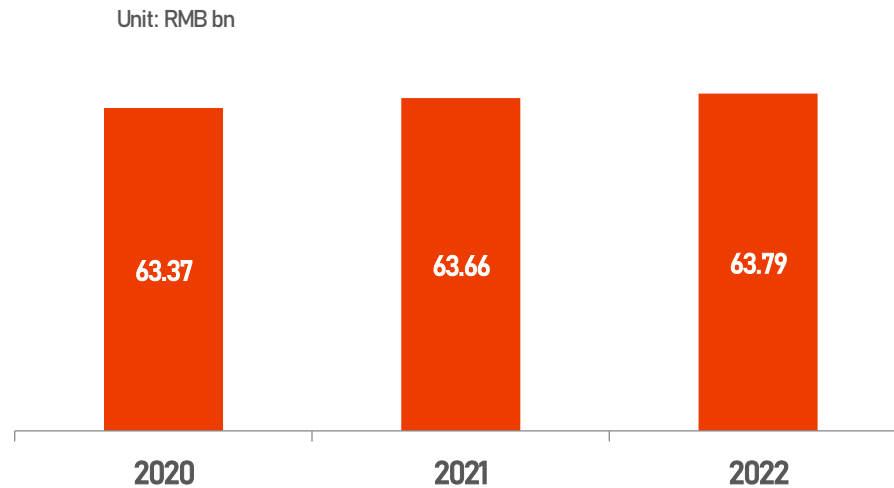
Holding prime location office buildings in Beijing and Shanghai

- Office buildings in prime location of Beijing & Shanghai with great scarcity
- Projects completed and stabilized ,offers greater value protection with low uncertainty

Leasable Areas by Location

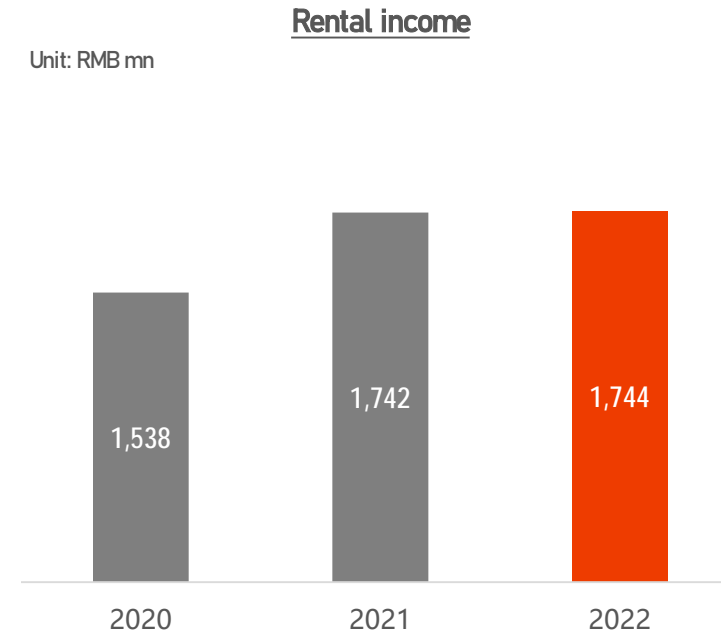
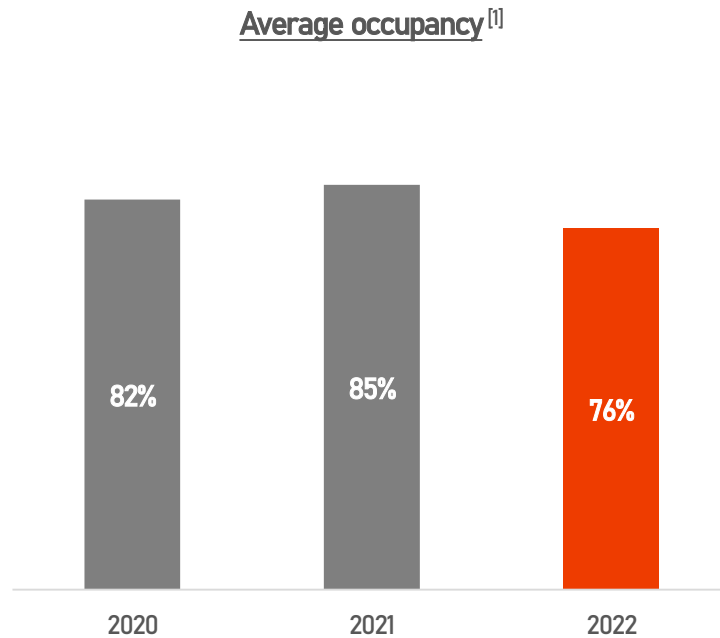


Value of Investment Properties



Occupancy decrease slightly , stable rental income

- Average occupancy fell to 76% at the end of 2022 amid the COVID-19 pandemic occurred and the influence of market
- Rental income of 2022 is 1,744 million, which still outperformed 2021 notwithstanding the adverse environment

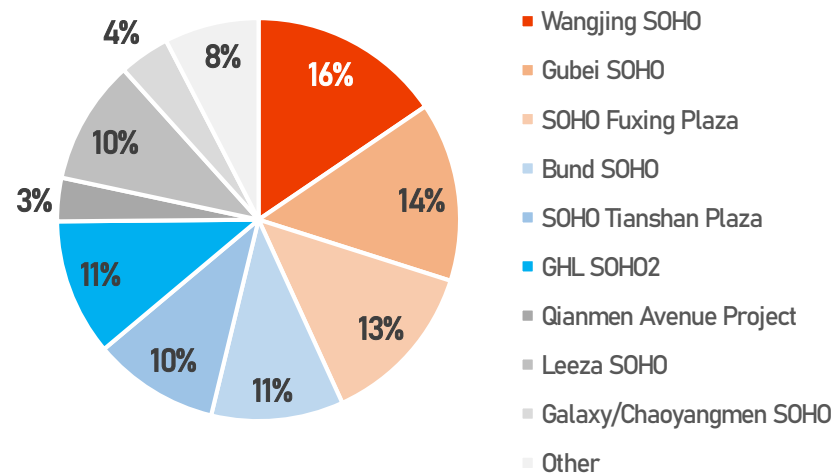


Note [1]: Occupancy rate for office and retail areas at the end of relevant year

Diverse tenant mix

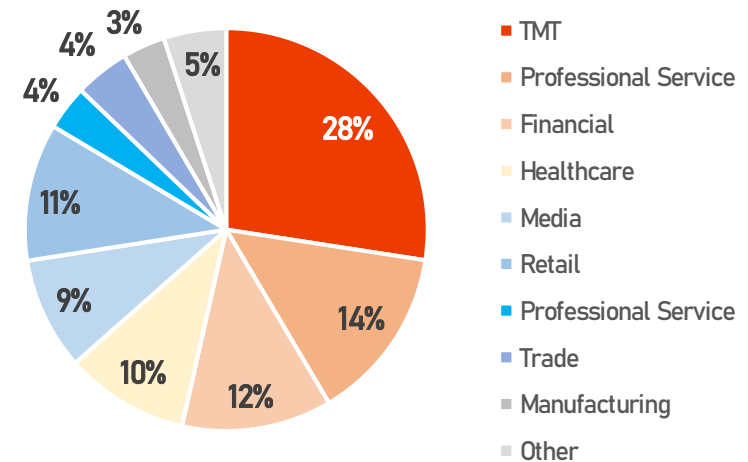
- Revenue from each single project accounts for less than 20% of total rental income
- Tenants are from diverse industries. Top sectors included TMT, Financial and Professional Services

Rental income by projects^[1]



Note [1]: for the year of 2022

Leased areas by tenant industries^[1]



Note [1]: as at 31 December 2022

Industry leaders becoming SOHO China's tenants

Diverse tenant mix includes multiple industry leaders

<p>TMT</p>	
<p>Financial & Professional services</p>	
<p>Food Retail</p>	
<p>Others</p>	

Low gearing ratio and healthy debt maturity profile, reducing financial risk

- Long-term assets matched with long-term debts, reducing financial risk
- Net gearing ratio and average funding cost remained low and stable at 43% and 4.7% respectively

RMB mn	31 December 2022
Cash and bank deposits	426
Interest-bearing debts	16,185
Equity attributable to shareholders	36,441
<i>Net gearing ratio</i>	<i>43%</i>

Two milestones in ESG

- In 2022, SOHO China was recognized by two international most established ESG rating agencies, and its performance of ESG ranks among top tie of the industry.

Upgraded to AA in
MSCI1 ESG rating



Obtained a four-star rating
at Global Real Estate
Sustainability Benchmark2
(GRESB)

2022 GRESB Standing Investments Benchmark Report

SOHO China | SOHO China Limited

GRESB Rating
★★★★☆

Participation & Score



Peer Comparison



Advocate of ESG philosophy – Conduct green practices to achieve green targets

- SOHO China make an achievement on electricity saving in 2022.



Charity and Society—Yang Zheng Kindergarten



In 2020, the SOHO China Foundation donated RMB30 million to establish a non-profit project -the Tianshui Yang Zheng Kindergarten, bringing advanced teaching facilities, high-quality educational resources, and professional teaching team to children in the area. Poor and left-behind children are given the priority to be enrolled, which solved the problem of less preschool education in local kindergartens. As of now, here are 180 children enrolled.

SOHO invests about RMB4 million each year in its daily operations and maintenance. In 2022, the SOHO China Foundation donated another RMB4 million for the operation and management. In November of the same year, the SOHO China Foundation, together with SOHO China employees, donated RMB121,660 to rural children and purchased 6,083 books.

Charity and Society–Bai Cao Garden



In 2022, SOHO China invested RMB4 million to build the supporting project "Bai Cao Garden" for Yang Zheng Kindergarten. The Garden covers an area of 300 square meters and is equipped with advanced technology and equipment, including a greenhouse with a soilless cultivation system, a filter RO reverse osmosis water purification system, a water-fertilizer integration system, a greenhouse smart control Internet of Things system, and a full-spectrum supplementary lighting system. It was completed and put into use officially in July 2022.

As an intelligent study and planting base, Bai Cao Garden allows children to witness the entire process of plant growth with the joy of planting. Each child in the kindergarten can claim a plant of their own to vividly learn about natural science. Bai Cao Garden will become a natural study base for children.

Charity and Society–Yang Zheng Library



In order to improve the social civilization in rural areas, support rural cultural revitalization, and enrich the spiritual and cultural life of rural residents, SOHO China invested RMB20 million in 2021 to build the Yangzheng Library in Shizui village, Maiji District, Tianshui City. The library, designed and built with the highest green building standards and zero-carbon operation, was completed and put into use in December 2022.

The Yang Zheng Library has a rich collection of reading resources and creates a strong cultural atmosphere. It is not only a place for students, teachers, and surrounding residents to learn, broaden their horizons and improve their cultural literacy, but also a great contribution to the rural public cultural system and beautiful countryside.

Charity and Society–Panjizhai School



Since 2005, SOHO China Foundation has been donating hardware and software to students in Western China, including building school buildings, playgrounds, and toilets, installing heating, donating tablet computers, and providing uniforms for teachers and students. The total amount of donations has exceeded RMB30 million.

In 2022, SOHO China donated RMB320,000 to Tianshui Panjizhai School to purchase uniforms for 1,800 students.

Charity and Society–SOHO China Foundation

Since its establishment in 2005, Beijing SOHO China Urban Cultural Foundation (SOHO China Foundation) has been actively involved in major charitable activities, in addition to education and poverty alleviation efforts in Western China. In particular, the foundation has made multiple donations for pandemics and disasters. The SOHO China Foundation upholds the mission of boosting social material advancement while promoting progress and growth in its spirit. Therefore, the foundation actively initiates charitable assistance projects and encourages and engages SOHO China employees in every charitable project.

The SOHO China Foundation is managed by the Beijing Federation of Literary and Art Circles and the Beijing Municipal Civil Affairs Bureau. Its major projects are reported to the Beijing Federation of Literary and Art Circles and the Beijing Municipal Civil Affairs Bureau. The foundation undergoes an annual review and publishes its annual report on the website of Charity in China. In 2022, SOHO China and the SOHO China Foundation invested RMB30.06 million in public welfare causes.



In 2007	Donated RMB10 million to improve the education in Huangnan Tibetan Autonomous Prefecture, Qinghai.
In 2013	Donated RMB5 million for earthquake rescue and post-disaster reconstruction in Ya'an
Since 2016	Carried out public welfare projects with the Shanghai Special Care Foundation, aiming at serving the disabled and improving their physical, psychological and spiritual conditions, and donated RMB6.5 million.
In 2021	Donated RMB10 million to the Red Cross Society of China Zhengzhou Branch to purchase disaster relief materials and support reconstruction.
In 2021	Donated RMB10 million to the Red Cross Society of Tianshui for pandemic control.

Appendix

Financial Summary – Income Statement

RMB million	2022	2021	YoY Change
Revenue	1,775	1,742	1.9%
- Rental income	1,744	1,742	+1%
- Sales of property units	31	-	N/A
Gross profit	1,438	1,400	+1%
Gross profit margin	81%	80%	

Financial Summary – Statement of Financial Position

RMB million	31 December 2022	31 December 2021
Investment properties	63,785	63,656
Total cash and bank deposits	426	2,197
Total debts	16,185	17,998
Total assets	68,847	70,447
Equity attributable to shareholders	36,441	36,174
<i>Net gearing ratio</i>	43%	44%



Qianmen Avenue

Location	Qianmen, Tiananmen South, Beijing
Transportation	Subway lines 1 & 2 & 8
Total GFA	Retail 51,889sqm
Leasable GFA	Retail 51,889sqm
Design Firm	Fei Chang Jian Zhu



Wangjing SOHO Tower 3

Location	Wangjing, Beijing
Transportation	Subway lines 13 & 14 & 15; Airport Express
Total GFA	157,318 sqm
Leasable GFA	133,766 sqm
Office	123,568 sqm
Retail	10,198 sqm
Completion Date	Sep 2014
Design Firm	Zaha Hadid Architects



Guanghualu SOHO II

Location	Central Business District, Beijing
Transportation	Subway lines 1 & 6 & 10
Total GFA	117,179 sqm
Leasable GFA	94,279 sqm
Office	63,308 sqm
Retail	30,971 sqm
Completion Date	Nov 2014
Design Firm	GMP



Leeza SOHO

Location	Between Southwest 2 nd & 3 rd Ring Road, Beijing
Transportation	Subway lines 11(construction in progress), 14(completed) & 16; New Airport line; Lize Business District Financial Street connection line
Land Cost	RMB 2.1 billion
Development Cost	RMB 1.8 billion
Total GFA	158,434 sqm
Leasable GFA	135,637 sqm
Completion Date	Dec 2019
Design Firm	Zaha Hadid Architects



SOHO Fuxing Plaza

Location	Near Xintiandi, Puxi, Shanghai
Transportation	Subway lines 10 & 13
Total GFA	124,068 sqm
Leasable GFA	88,234 sqm
Office	46,344 sqm
Retail	41,890 sqm
Completion Date	Sep 2014
Design Firm	GMP



Bund SOHO

Location	Bund, Shanghai
Transportation	Bund's transportation hub
Total GFA	104,122 sqm
Leasable GFA	72,006 sqm
Office	50,347 sqm
Retail	21,659 sqm
Completion Date	Aug 2015
Design Firm	GMP



SOHO Tianshan Plaza

Location	Hongqiao Foreign Trade Center, Shanghai
Transportation	Subway line 2
Total GFA [1]	155,827sqm
Leasable GFA	97,751 sqm
Office	74,498 sqm
Retail	23,253 sqm
Completion Date	Dec 2016
Design Firm	KPF

Note[1]: including hotel areas



Gubei SOHO

Location	Hongqiao Foreign Trade Center, Shanghai
Transportation	Subway line 10
Total GFA ^[1]	156,654 sqm
Leasable GFA	112,541 sqm
Office	70,055 sqm
Retail	42,486 sqm
Completion Date	Jan 2019
Design Firm	KPF

THANK YOU