

The logo for SOHO TONGJI CHINA features the company name in a clean, sans-serif font. The letter 'T' is stylized, with a red trident-like symbol above it and a red square containing the Chinese characters '同濟' (Tongji) to its right. The background of the entire slide is a scenic photograph of a mountain range at dusk or dawn, with layers of green, forested hills receding into the distance under a soft, purple and orange sky. Some buildings are visible in the lower valleys, their lights glowing against the twilight.

SOHO TONGJI CHINA

# CHINA'S LEADING OFFICE LANDLORD

2024 INTERIM RESULTS PRESENTATION  
September 2024

## China's Leading Office Landlord

- **High Quality Assets** – Holding 1.22 million sqm of prime location commercial properties in Beijing and Shanghai
- **Robust Operating Cash Flow** – All projects under mature operating with diverse tenant mix providing a stable rental income
- **Outstanding Value Protection** – Flexible leasing strategies adapt to market changes, maintaining a robustly stable occupancy rate and evidencing the anti-risk resilience of our assets
- **Stable Financial Position** – No pressure on ongoing projects, low gearing ratio, healthy debt maturity profile and stable financing cost
- **Fulfilling green commitment** – Committed to building a sustainable enterprise, it has released the first climate action report, advocated green leasing, and has been repeatedly recognized by authoritative institutions

## Interim Results Summary of 2024

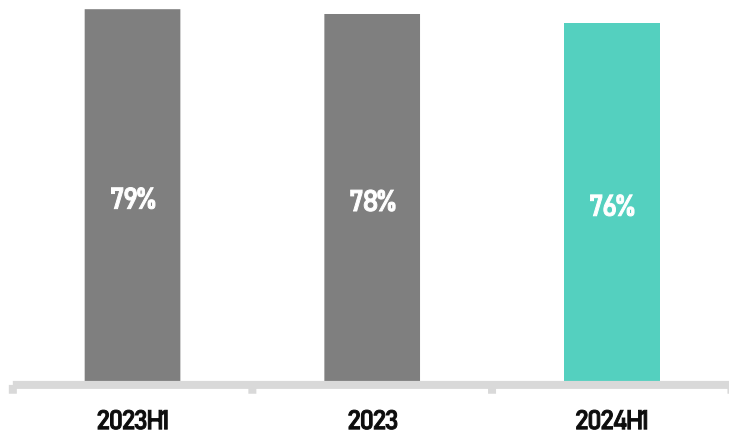
- As affected by the increasingly challenging commercial property leasing markets under soft economic sentiment, revenue income was approximately RMB799 million for the Period.
- Gross profit margin from property leasing remained stable at approximately 82% for the Period.
- The Group's average occupancy rate stabilized at approximately 76% as at 30 June 2024.
- Underlying profit attributable to owners of the Company from operating activities (excluding valuation changes on investment properties and one-off tax fees) was approximately RMB104 million for the Period. Loss attributable to owners of the Company was approximately RMB108 million for the Period.
- Net gearing ratio of the Group was approximately 41% and average funding cost was approximately 4.5% as at 30 June 2024.

# Occupancy stabilized, Outstanding Value Protection

- Occupancy stabilized and recovered to 76%

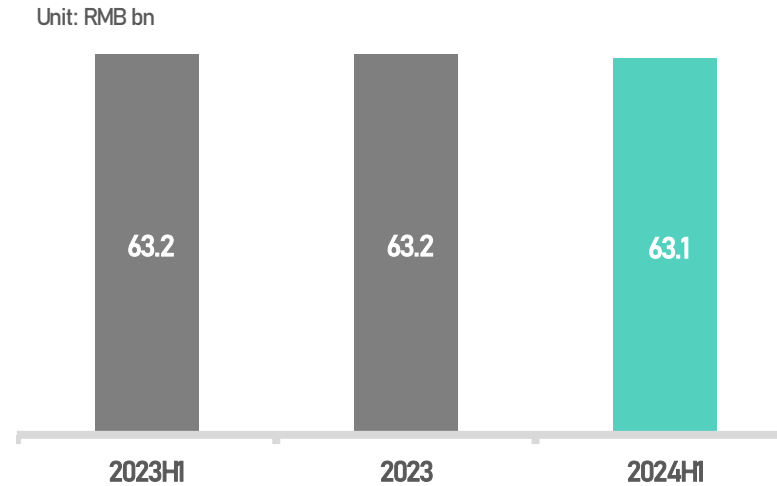
- Projects completed and stabilized ,offers greater value protection with low uncertainty
- Investment properties demonstrate stable value and resilient anti-risk ability in the downward trend of the market.

Average Occupancy<sup>[1]</sup>



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

Value of Investment Properties<sup>[1]</sup>

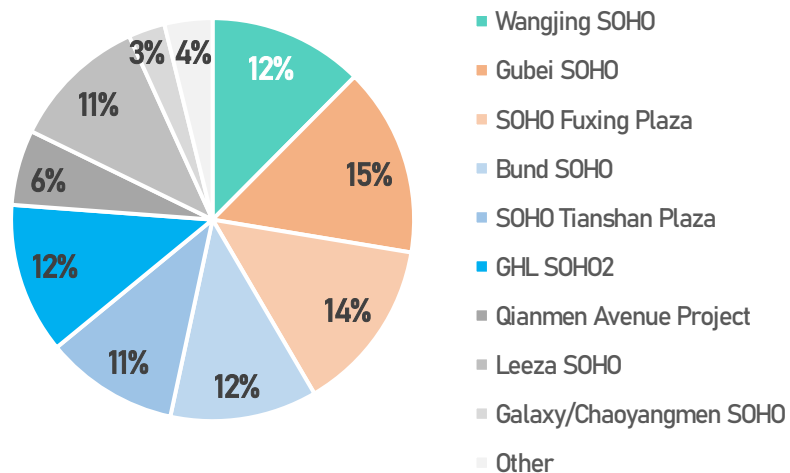


Note [1]:The fair value changes of sold properties have been excluded from the comparative data of previous years

## Diverse tenant mix

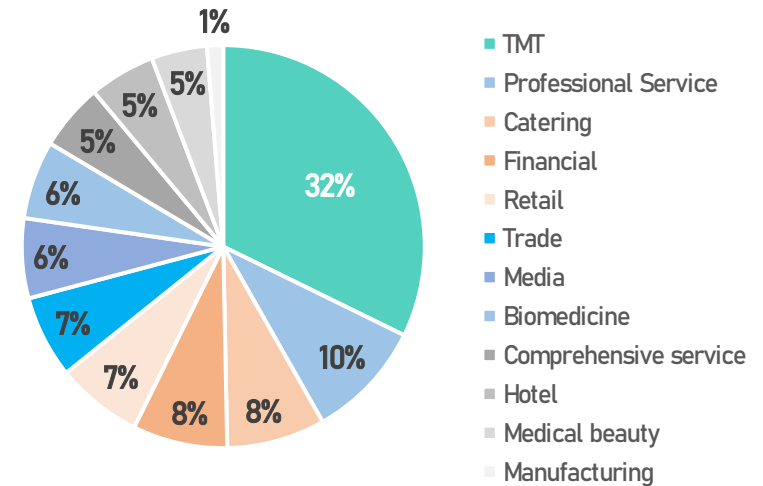
- Revenue from each single project accounts for less than 20% of total rental income
- Tenants are from diverse industries, Top sectors included TMT, Professional Services and Catering

Rental income by projects<sup>[1]</sup>



Note [1] : as of 30 June 2024

Leased areas by tenant industries<sup>[1]</sup>



Note [1] : as of 30 June 2024

# Industry leaders becoming SOHO China's tenants

Diverse tenant mix includes multiple industry leaders

<p>TMT</p>	
<p>Financial &amp; Professional services</p>	
<p>Food Retail</p>	
<p>Service &amp; Manufacturing</p>	

## Stable gearing ratio

- Net gearing ratio and average funding cost remained low and stable at 41% and 4.5% respectively

RMB mn	30 June 2024	31 December 2023
Cash and bank deposits	795	830
Interest-bearing debts	15,691	15,885
Equity attributable to Shareholders	36,145	36,267
<i>Net gearing ratio</i>	<i>41%</i>	<i>41%</i>

Consolidating the Green Background: *Environmental Stewardship Goal and Achievements*

**Green Targets**  
Y2021 to Y2025

Annual carbon reduction **60k+** tonnes

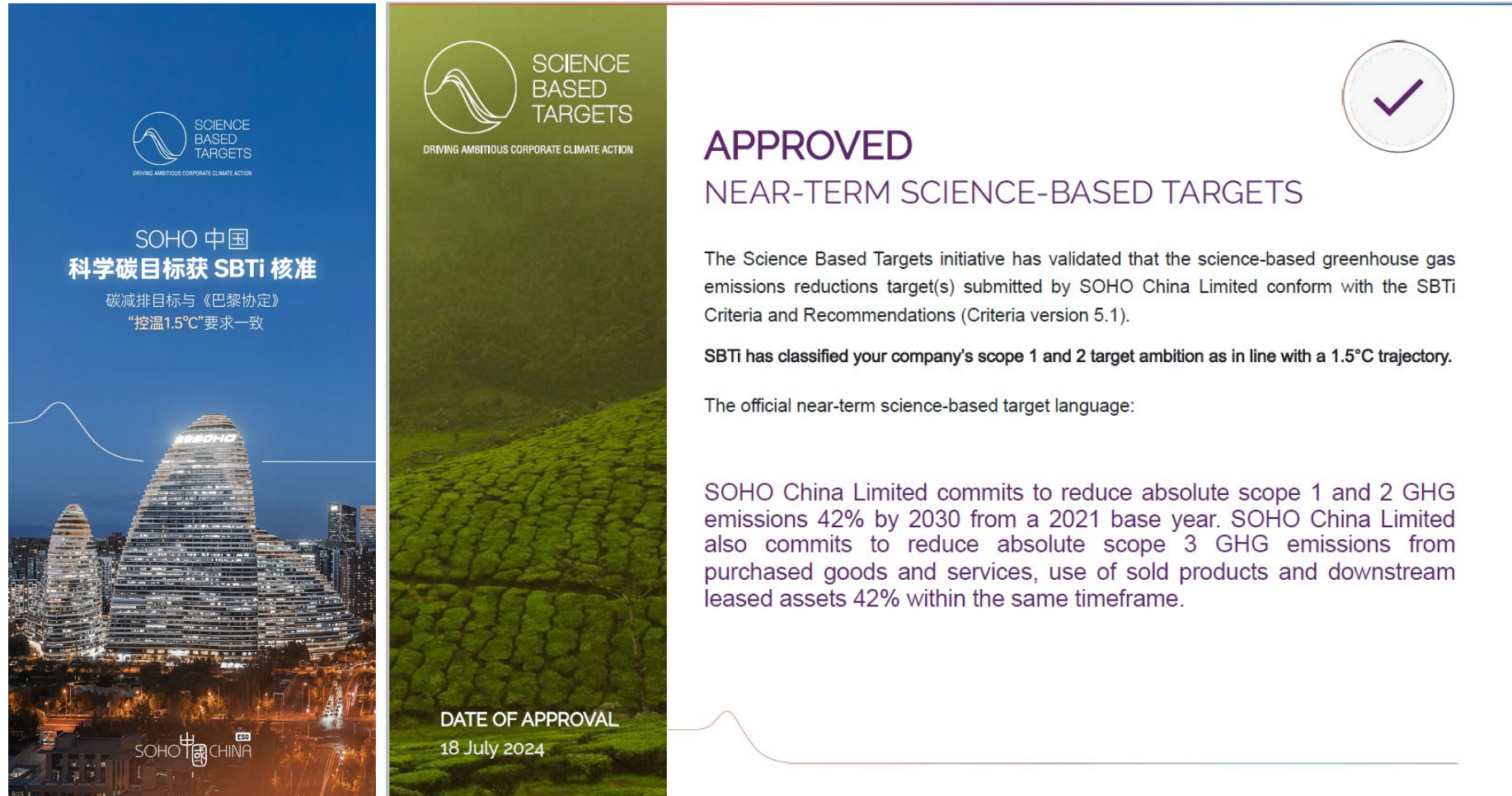
Cumulative carbon reduction **300k+** tonnes

Green Achievements			Energy Consumption of 2024		
Jan.2021 to Jun.2024			Jan. to Jun.2024		
24 Projects			24 Projects		
<b>1,009.66 Million kWh</b>			<b>148.75 Million kWh</b>		
Cumulative saving(cf. with GB)	Energy Saving rate	EQUIV to carbon reduction of	Cumulative saving(cf. with GB)	Energy Saving rate	EQUIV to carbon reduction of
<b>382.83 Million kWh</b>	<b>27.5%</b>	<b>317k tonnes</b>	<b>37.14 Million kWh</b>	<b>20%</b>	<b>31k tonnes</b>



## Leading Green Transition: *the Science Based Targets Approved*

On June 18, 2024, the Science Based Targets initiative (SBTi) approved the Science Based Targets submitted by SOHO, and the approval was officially announced by SBTi on July 18.



**SCIENCE BASED TARGETS**  
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**SOHO 中国**  
**科学碳目标获 SBTi 核准**  
碳减排目标与《巴黎协定》  
“控温1.5°C”要求一致

**SCIENCE BASED TARGETS**  
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**APPROVED**  
NEAR-TERM SCIENCE-BASED TARGETS

The Science Based Targets initiative has validated that the science-based greenhouse gas emissions reductions target(s) submitted by SOHO China Limited conform with the SBTi Criteria and Recommendations (Criteria version 5.1).

**SBTi has classified your company's scope 1 and 2 target ambition as in line with a 1.5°C trajectory.**

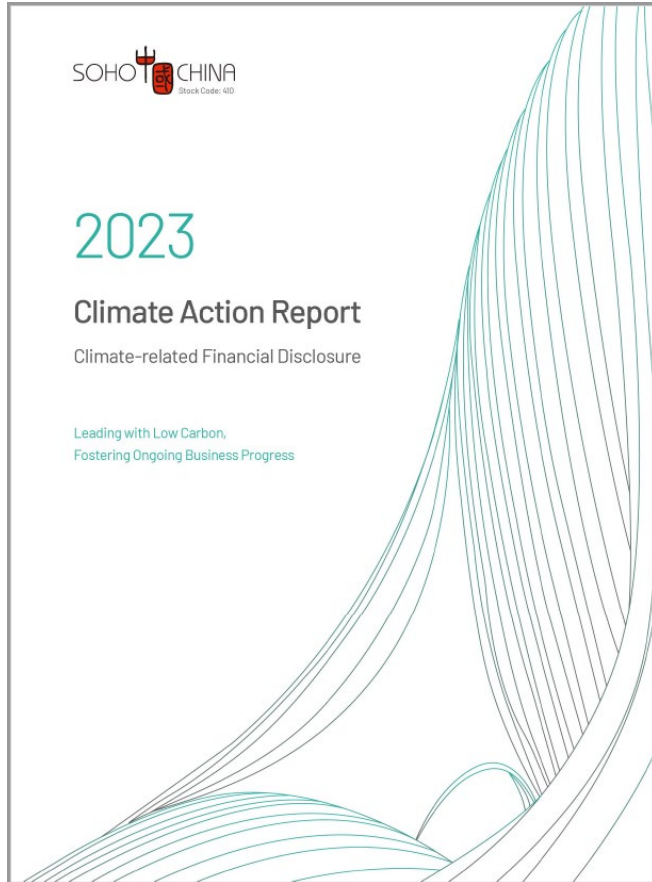
The official near-term science-based target language:

SOHO China Limited commits to reduce absolute scope 1 and 2 GHG emissions 42% by 2030 from a 2021 base year. SOHO China Limited also commits to reduce absolute scope 3 GHG emissions from purchased goods and services, use of sold products and downstream leased assets 42% within the same timeframe.

**DATE OF APPROVAL**  
18 July 2024

# Leading Green Transition: *the first TCFD Report Released*

In April 2024, SOHO China took a crucial step towards a green and low-carbon transition in the commercial real estate sector by releasing its first 2023 SOHO China Climate Action Report.



## Leading Green Transition: *Renewable Energy Application*

- From January to June 2024, the rooftop photovoltaic power generation system at Sky SOHO accumulated a total power generation of 110,935 kWh.
- From January to June 2024, a cumulative total of 20,423,995 kWh of green electricity was purchased.



# Creating Green and Healthy Spaces: *Green Building Certification*

In January 2024, Leeza SOHO received "Certification for Green Office Building Label (China Two-star)"

## 绿色建筑标识评价报告

GREEN BUILDING CERTIFICATION REPORT

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星 级: ★★      编 号: NO. PO20124001C

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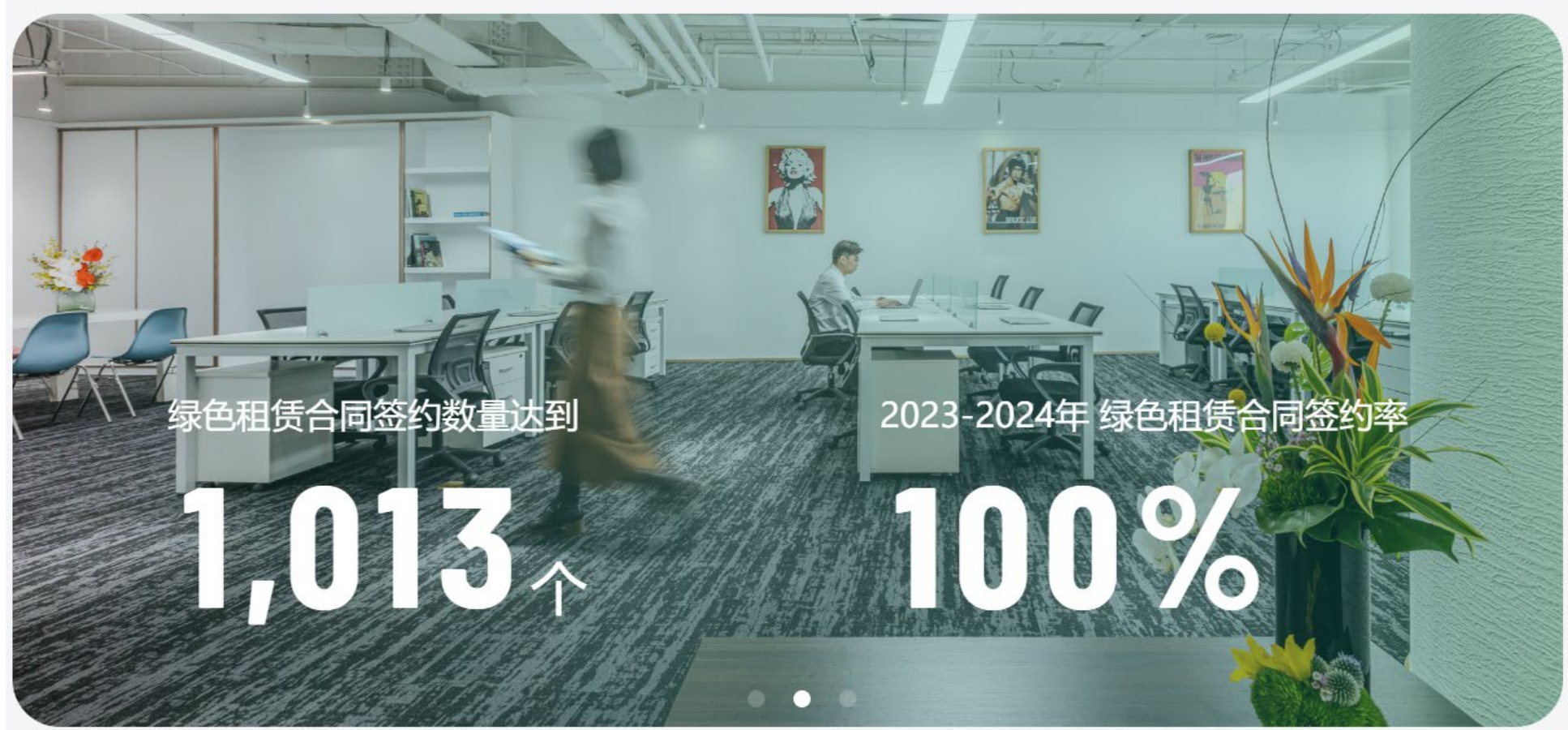
项目类型: 绿色办公建筑  
 建筑面积: 17.28 万      评价阶段: 运行评价  
 项目名称: 北京丰台区丽泽金融商务区E-04地块商业金融用地  
 完成单位: 北京丰石房地产开发有限公司、北京丽泽金都科技发展有限公司

评价指标	评价结果	说明: 1. 评价依据《绿色办公建筑评价标准》(GB/T 50908-2013); 2. 此证只证明建筑运行使用达到《绿色办公建筑评价标准》(GB/T 50908-2013)二星级水平; 3. “评价指标”值为代表性绿色建筑评价指标,整体评价查阅《绿色办公建筑评价意见》。
容积率	8.63	
绿地率	20.03%	
建筑节能率	50.50%	
可再生能源利用率	—	
非传统水源利用率	—	
可再利用和可循环材料利用率	14.85%	
场地年径流总量控制率	85.00%	
工业化预制构件比例	—	
室内空气污染物浓度	符合GB/T 18883	
物业管理	符合ISO9001质量管理体系认证 符合ISO14001环境管理体系认证	

签发日期: 2024年01月16日



Advocating Green Leasing: *Accumulating Over 1,000 Green Leasing Contracts, Building a Green Future Together with Tenants*



# Advocating Green Leasing: *Delivering 11,095 m<sup>2</sup> of Green and Fully Furnished Spaces, Embarking on a Green Journey Together with Tenants*



## Improving Health and Well-being: *Work Safety Management Conference*

On July 29, 2024, the Work Safety Management Conference summarized the work accomplished in the first half of the year and planned the work in the second half of the year.



## Improving Health and Well-being: *Anti-Terrorism Drills, Fire Safety Drills, and Fire Exercises Conducted*

- In April 2024, under the joint guidance of the Anti-Terrorism Office of Huangpu District, Huaihai Middle Road Sub-district, Huaihai Middle Road Police Station, and the Public Security Police Station at the Tibet South Road Subway Station in Shanghai, SOHO Fuxing Plaza Property Management, together with the Major Site of the First National Congress and Xintiandi Station of Lines 10 and 13, successfully conducted an emergency response and crisis management drill.
- In May 2024, the Chaoyang District Fire Rescue Detachment conducted a comprehensive and practical fire-fighting and rescue drill for high-rise public buildings at Wangjing SOHO.
- In June 2024, marking the 23rd National "Work Safety Month" with the theme of "Everyone Talks About Safety, Everyone Knows How to Respond - Ensuring Smooth Access to Life-Saving Paths," every projects conducted fire drills to enhance emergency preparedness and safety awareness.





## Improving Health and Well-being: *Regularly Dormitory Safety Inspections Conduction, Inviting Physicians for Face-to-Face Services Invitation, and Employee Direct Drinking Water Systems Upgrade*

- To further strengthen the inspection efforts of dormitories, regular joint inspections and spot checks of dormitory safety across various projects will be conducted.
- In addition to providing employees with regular commercial insurance, multidimensional health tips, online physician consultation services, and offline face-to-face consultation services at various projects have been newly introduced.
- Direct drinking water equipment has been upgraded in some project dormitories to provide a purer and healthier source of drinking water.



## Connecting with the Community: *The Annual "Earth Hour" Environmental Event*

On March 22, Leeza SOHO and SOHO Tianshan Plaza participated in the "Earth Hour" environmental protection event initiated by the World Wide Fund for Nature (WWF), respectively, calling on all the world to reduce carbon emissions, jointly address climate change, and fulfill the long-term commitment to building green buildings. This is the 4th year that SOHO China participated in this event.



## Connecting with the Community: *Green Office Practices Leading and Garbage Classification "Easy" Initiative*

On May 24, 2024, Leeza SOHO launched a garbage classification awareness campaign, actively responding to the "National Urban Domestic Waste Classification Promotion Week" initiative. The campaign aimed to educate all tenants in Leeza SOHO about the importance of garbage classification and provide specific guidance on how to properly sort their waste.



# Connecting with the Community. *Abundant Community Activities with a Greater Focus on the Harmonious Coexistence between Humans and Nature*



不期而遇的惊喜，是生活给予我们的最大浪漫  
2024/08/09



找回活力的秘诀，是藏在写字楼里的游乐场！  
2024/06/20



端午，赴一场夏日约会  
2024/06/07



望京SOHO唤醒春日 | 你的爱心，他们的春天！  
2024/04/23



银河之上，“瑜”你相遇  
2024/04/21



银河SOHO消费季——快乐薅羊毛，不负好春光  
2024/04/19



折一架童年的纸飞机，飞向“银河”  
2024/06/01



向上的信念，在外滩SOHO顶端收获内心的“小圆满”  
2024/05/21



母亲节，从听妈妈的话开始  
2024/05/10



城市漫游 | 望京SOHO开设“赏花限定咖啡店”  
2024/04/15



地球一小时 | 与地球共度美好时光  
2024/03/22



丽泽SOHO：地球一小时，让爱在黑暗中发光  
2024/03/22

# Appendix

## Financial Summary – Income Statement

RMB million	2024H1	2023H1	YoY Change
Revenue	799	822	-2.8%
- Rental income	796	819	-2.8%
- Sales of property units	3	3	N/A
Gross profit	648	678	-4.4%
<i>Gross profit margin</i>	<i>81%</i>	<i>82%</i>	

## Financial Summary – Balance Sheet

RMB million	30 June 2024	31 December 2023
Investment properties	63,137	63,421
Total cash and bank deposits	795	830
Total interest-bearing debts	15,691	15,885
Total assets	68,192	68,618
Equity attributable to shareholders	36,145	36,267
<i>Net gearing ratio</i>	<i>41%</i>	<i>41%</i>



## 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

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



## SOHO Fuxing Plaza

<b>Location</b>	Near Xintiandi, Puxi, Shanghai
<b>Transportation</b>	Subway lines 10 & 13
<b>Total GFA</b>	124,068 sqm
<b>Leasable GFA</b>	88,234 sqm
<b>Office</b>	46,344 sqm
<b>Retail</b>	41,890 sqm
<b>Completion Date</b>	Sep 2014
<b>Design Firm</b>	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	139,789 sqm
Leasable GFA	97,751 sqm
Completion Time	Dec 2016
Design Firm	KPF



## Gubei SOHO

Location	Hongqiao Foreign Trade Center, Shanghai
Transportation	Subway line 10
Total GFA	156,654 sqm
Leasable GFA	112,541 sqm
Completion Time	Jan 2019
Design Firm	KPF

**THANK YOU**