



中國海外發展有限公司
CHINA OVERSEAS LAND & INVESTMENT LTD.

2023 Interim Results Investor Presentation

*Steady Progress for
Long-term Success*

August 2023

Contents

- ❁ Interim Results Highlights
- ❁ Business and Management Review
- ❁ Outlook and Strategy
- ❁ Appendix





Interim Results Highlights

Chang'an Reputation, Beijing

2023 Interim Results Highlights

Forged Ahead against Market Headwinds with Quality Development

Market share continues to rise, further enhanced industry position

Contracted sales

RMB**180.18**_b  **30.1%**

Sales ranking in the industry¹

No.3 in gross sales
No.1 in attributable sales

Market share²

 **0.76**_{pp}

Industry-leading new land acquisition amount drives sustainable development Strategic positioning of quality land bank

Total land premium of the Group Series of Companies

RMB**41.43**_b

Total land premium of the Group

RMB**37.88**_b

% of the new saleable resources in first-tier cities of the Group

44.7%

¹ Data source: CRIC

² Contracted sales of the Group Series of the Company/National sales value

Financial stability and ample cash for stable and sustainable growth

Liability to asset
ratio¹

58.32%

Net gearing
attributable to shareholders

37.74%

Average
borrowing cost

3.54%

Cash on hand

RMB114.21b

Value creation ability continues to lead the industry

Core net profit² margin
attributable to shareholders

15.5%

Core net profit attributable
to shareholders²

RMB13.82b

SG&A as % of revenue

3.8%

¹ Liability to asset ratio (excl pre-sales proceeds): 51.21%

² Net profit attributable to the shareholders of the Company excluding effects such as after-tax revaluation gain from investment properties and net foreign exchange gains and losses



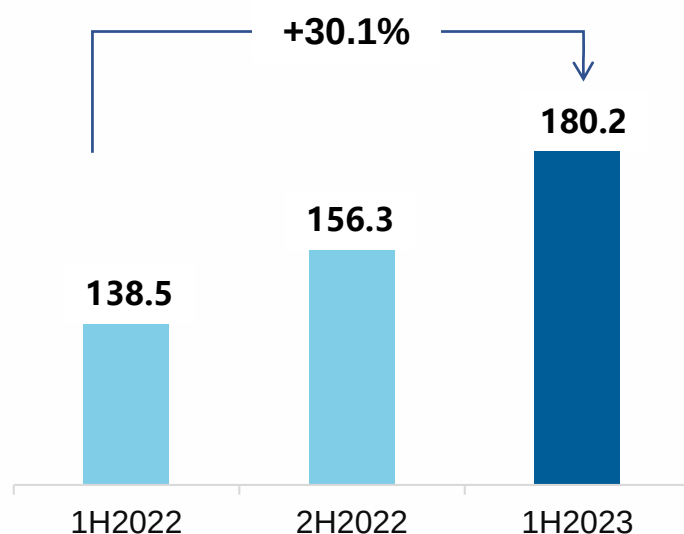
Business and Management Review

Steady Growth in Sales

Cash Collection Rate Remained High

- ✿ In 1H2023, contracted sales of the Group Series of Companies **increased 30.1% YoY** to RMB180.2b, **ranked 3rd** and **ranked 1st** in the industry in terms of gross sales and attributable sales respectively¹
- ✿ Sales outperformed the industry with **overall market share² increased by 0.76pp to 2.86%**
- ✿ **Overall cash collection rate** remained high at **93.7%**, **domestic cash collection rate** reached **109.9%**, an increase of **14.8pp YoY**

Contracted sales of the Group Series of Companies
(RMB billion)



Sales
Ranking¹

Gross sales
Industry **3rd**

Attributable sales
Industry **1st**

Cash
Collection
Ratio

Overall **93.7%**

↑ **5.7pp**

Onshore **109.9%**

↑ **14.8pp**

¹ Source: CRIC

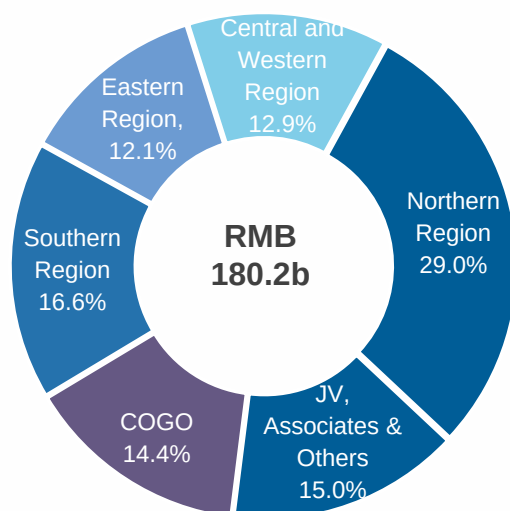
² Contracted sales of the Group Series of the Company/National sales value

Competitive Advantages in Sales Focusing on Key Cities

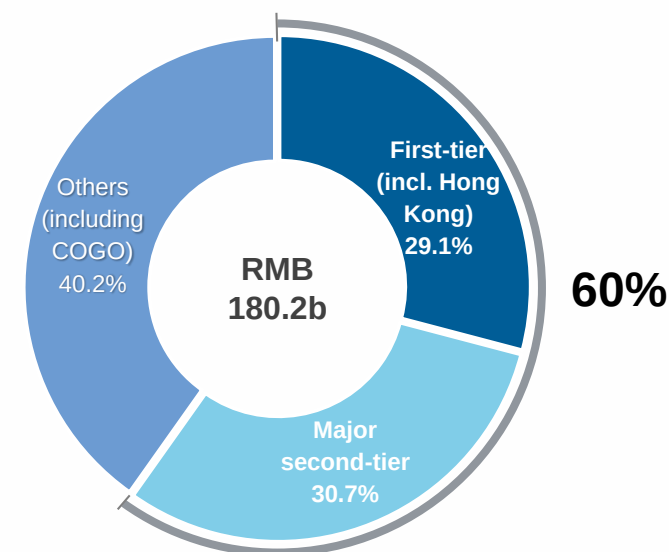
- ✿ Focused on key cities with contracted sales from first-tier cities (including Hong Kong) and major second-tier cities amounted to **RMB107.8b**, accounting for 60%
 - Among which, **Beijing's** contracted sales reached **RMB35.9b**, continuously ranking first in terms of market share
- ✿ The Group Series of Companies furthered market penetration with **33 cities ranking Top 3** in terms of market share

1H2023 Contracted sales breakdown of the Group Series of Companies

(by region)



(by tier)



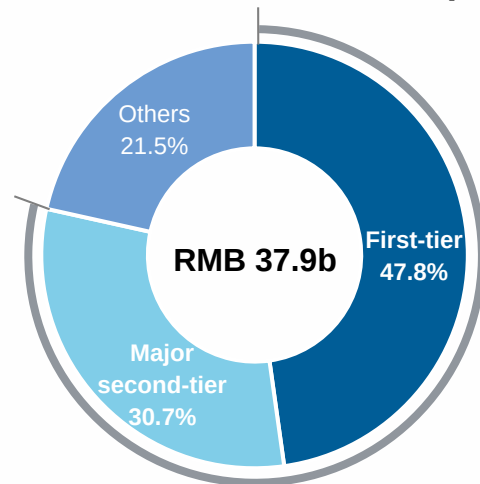
Industry-leading Land Investment Scale

Strategic Positioning of Quality Land Bank

- ✧ Total new land premium of the Group Series of Companies reached **RMB41.4b** in 1H2023, corresponding saleable resources of **RMB71.7b**
- ✧ Total new land premium of the Group reached **RMB37.9b**, corresponding saleable resources of **RMB64.2b**
 - Among which, 10 new land parcels were in **first-tier and major second-tier cities** with total new land premium of **RMB29.7b**, accounting for **78%**, corresponding saleable resources of **RMB50.7b**, accounting for **79%**
 - Among which, **more than half** of the new land parcels were acquired at **zero or low premium**

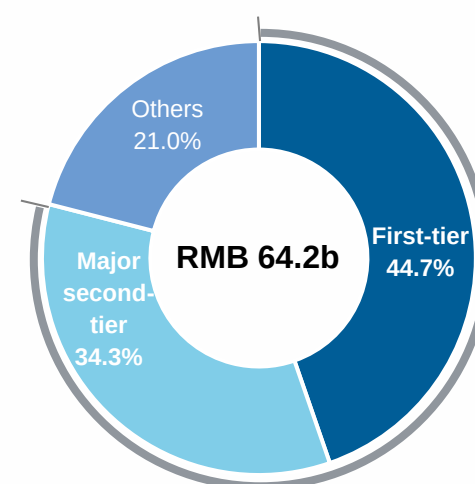
The Group's land acquisition in 1H2023

Breakdown of total new land premium



First-tier and
major second-tier cities
Land premium: **RMB29.7b**
% of total: **78%**

Breakdown of total new saleable resources



First-tier and
major second-tier cities
Saleable resources: **RMB50.7b**
% of total: **79%**

Industry-leading Land Investment Scale

Strategic Positioning of Quality Land Bank (Cont'd)

- ✦ The Group remained proactive in the non-public markets and acquired quality land bank through multiple channels

Urban redevelopment

- ✦ Shenzhen Longsheng Project Phase 2



**Shenzhen Longsheng
Project Phase 2**

Innovative land acquisition

- ✦ Beijing Yamenkou Project
- ✦ Qingdao Jieneng Project



Beijing Yamenkou Project

Collaboration with major landlords

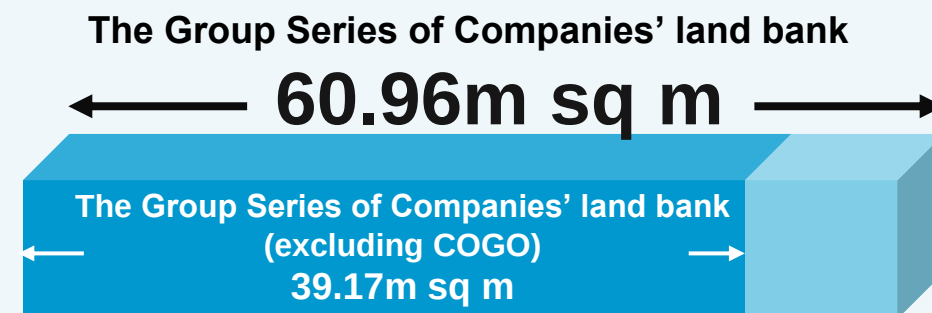
- ✦ Chengdu Tianfu New Area Project



**Chengdu Tianfu New Area
Project**

Sizable land bank to ensure sustainable development

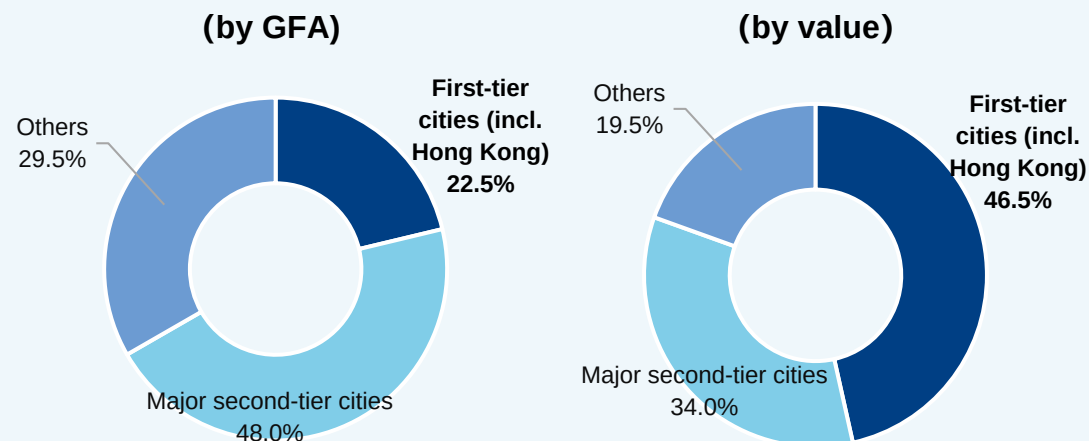
- As at the end of June 2023, the Group Series of Companies' **land bank** was **60.96m sq m**, corresponding **saleable resources of RMB1.09 trillion**
- The Group Series of Companies (excluding COGO) total land bank was 39.17m sq m, with attributable land bank of 32.95m sq m



Quality land bank with focus on major cities

- The Group Series of Companies' land bank (excluding COGO) in **first-tier cities (incl. Hong Kong) and major second-tier cities** was 27.60m sq m, accounting for **81%** of the total saleable resources

The Group Series of Companies (excluding COGO) Total land bank breakdown at the end of June 2023



Customer-oriented Continued to Create Excellent Products and Provide Quality Services

Good Products – Strengthened product competitiveness and created excellent and low-carbon products

- ✧ Tailored product design to each city to meet the differentiated requirements of customers to **strengthen its product competitiveness**
- ✧ Increased efforts in decarbonisation and created low-carbon products
- ✧ Accumulated **296** patents in innovative green building technology



Good services – Customer-oriented and provided quality services

- ✧ Delivered 26,000 residential units with 100% on-time delivery rate
- ✧ Customer-oriented, customer caring, quick responses to customers' needs



Reduced Cost and Increased Efficiency

Industry-leading Value Creation Capability

Maintained industry-leading profit margin and continued to create value for shareholders

- * Core net profit¹ margin attributable to shareholders was 15.5%
- * Gross profit margin was 22.6%
- * Interim dividend of HK35 cents per share
- * Dividend payout ratio was 24.3% of core net profit attributable to shareholders¹

Core net profit¹
margin attributable
to shareholders

15.5%

Gross profit
margin

22.6%

Reduced cost and increased efficiency, cost management maintained industry-leading level

- * Selling, general and administrative expenses (SG&A) as % of revenue was 3.8%, **maintaining at a low level in the industry**
- * Average borrowing cost was 3.54%, among the lowest in the industry

SG&A as % of
revenue

3.8%

Average
borrowing cost

3.54%

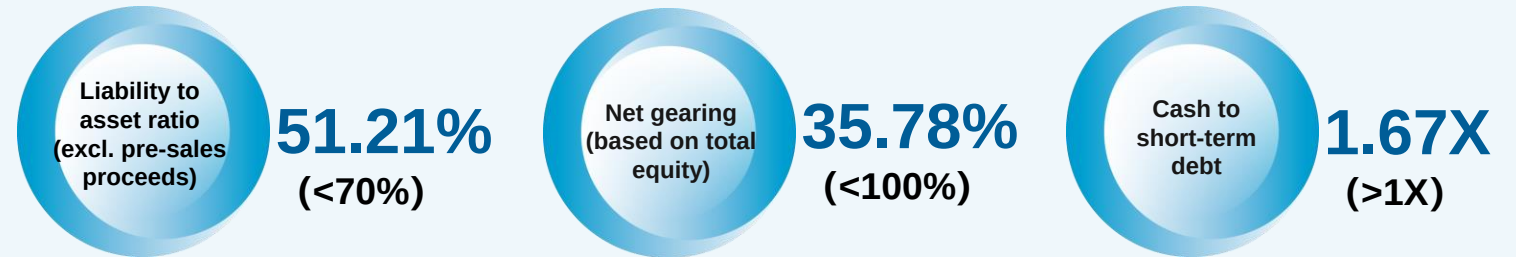
¹ Net profit attributable to the shareholders of the Company excluding effects such as after-tax revaluation gain from investment properties and net foreign exchange gains and losses

Financial Stability to Propel Growth Momentum

Quality green category enterprise with low liability-to-asset ratio and ample cash in hand

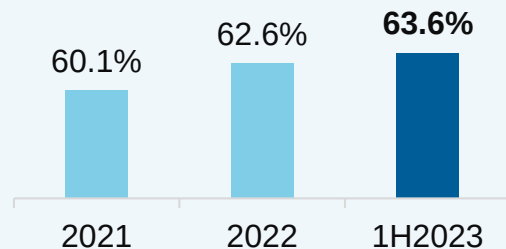
- ✦ Remained as a quality “green category” developer, and all metrics stayed at excellent levels
- ✦ Cash on hand was **RMB114.2b**, accounting for **12.4%** of the total asset

“Three Red Lines” metrics

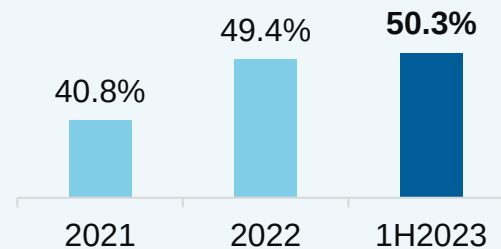


Highest credit ratings in the industry and continuously optimised financing structure

RMB debt as % of total debt



Fixed-rate debt as % of total debt



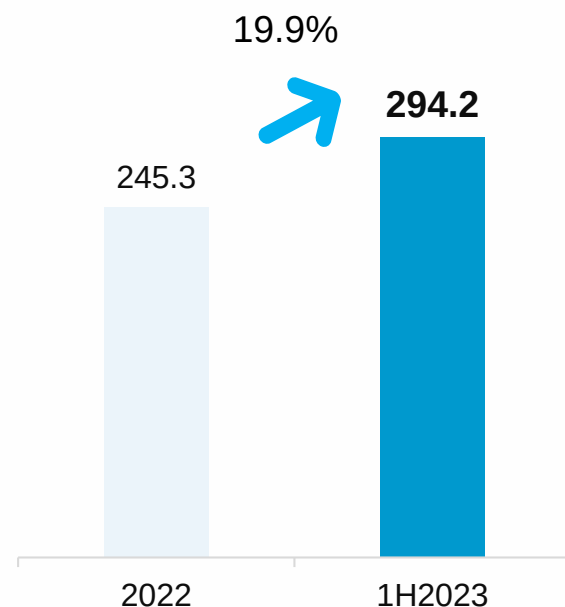
Rating Agencies	Rating	Outlook
Fitch	A-	Stable
Moody's	Baa1	Stable
S&P Global	BBB+	Stable
Lianhe	AAA	Stable

Stable Increase of Unbooked Pre-sales

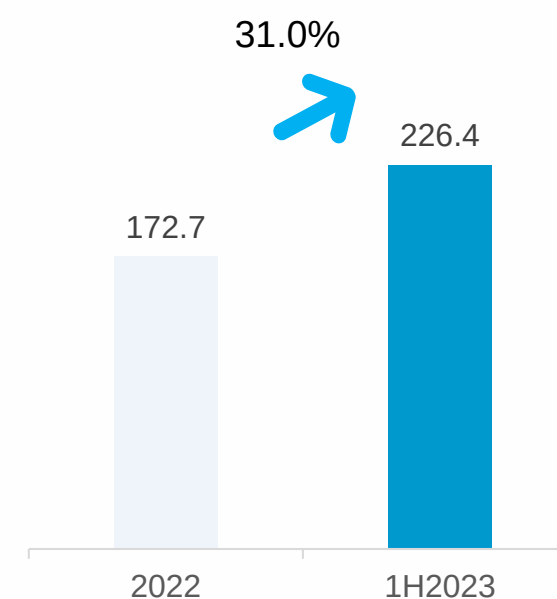
- ✿ As at the end of June 2023, the Group Series of Companies' unbooked pre-sales was RMB294.2b, **up 19.9%** compared with the end of 2022
- ✿ As at the end of June 2023, the Group Series of Companies (excluding COGO)'s unbooked pre-sales was RMB226.4b, **up 31.0%** compared with the end of 2022

Unbooked pre-sales (RMB billion)

The Group Series of Companies



The Group Series of Companies (excluding COGO)



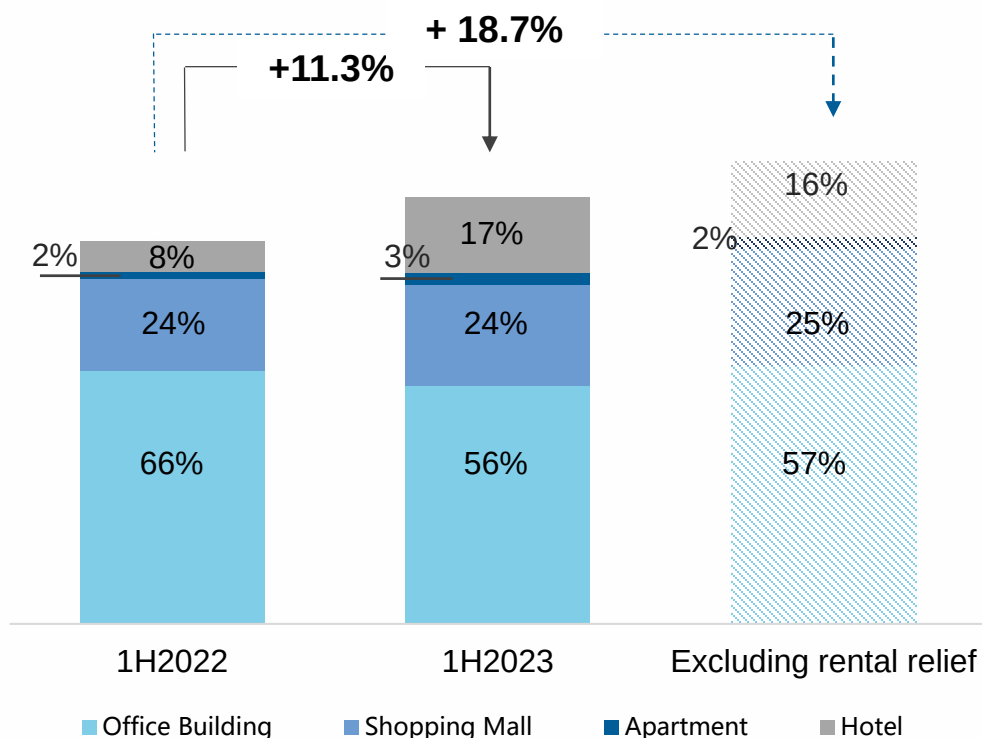


Quality Development to Support Stable
Growth of Commercial Properties

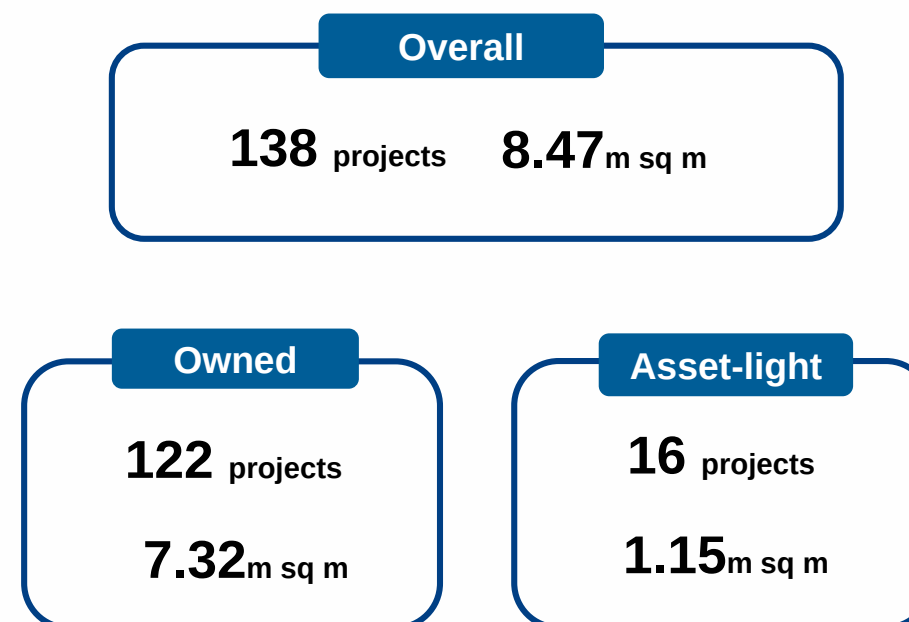
Steady Growth in Revenue from Commercial Properties

- Revenue from commercial properties increased **11.3% YoY to RMB2.95b** (Up 18.7% YoY excluding rental relief). Revenue from commercial properties (including JV projects) increased 12.1% YoY to RMB3.25b
- Outstanding asset management capabilities and expansion of asset-light business.** At the end of the period, asset-light business reached 1.15m sq m, accounting for 13.6% of the total managed area

Revenue from commercial properties



Commercial properties in operations



Dual-focused of Office and Shopping Mall Drove Profitability

- ✦ **Office:** Industry-leading operational efficiency with an occupancy rate of matured projects of 89.5%. Competitive advantages in optimized tenant mix, business scale and lean operations
- ✦ **Shopping mall:** Strong growth momentum with an occupancy rate of matured projects of 97.8%. The enhancement of operational management and the opening of new projects jointly propelled the growth of footfall and a significant increase in sales

Industry-leading operating efficiency of office buildings

Projects owned

58 projects 3.74m sq m

Performance of matured projects¹

Occupancy rate 89.5%

Gross profit margin 72.5%

GFA newly signed in 1H2023

0.54m sq m  11%

GFA of leases over two years as % of total

70%

GFA of cornerstone tenants² as % of total

42%

Rapid development of shopping malls

Projects owned

26 projects 2.51m sq m

Performance of matured projects¹

Occupancy rate 97.8%

Gross profit margin 66.2%

Sales volume

Overall  59%

Same store  31%

Footfall

Overall  53%

Same store  15%

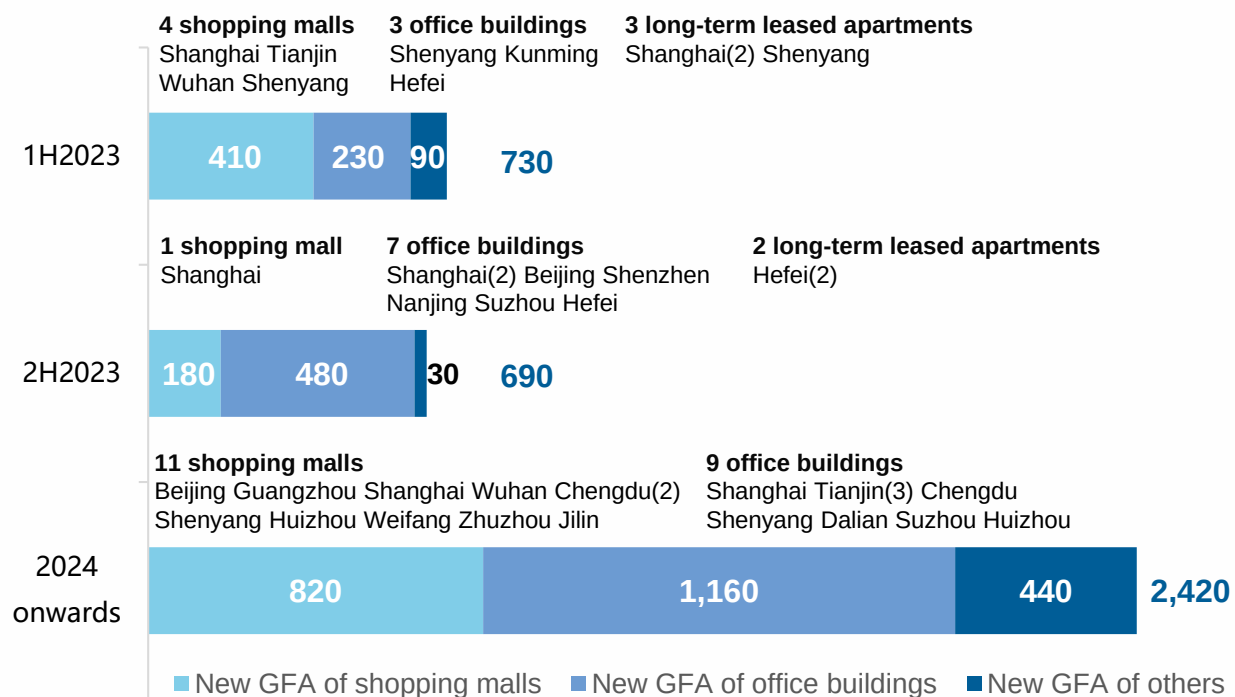
¹Project that has been in operations for 3 years

²Leased area of over 2,000 sq m

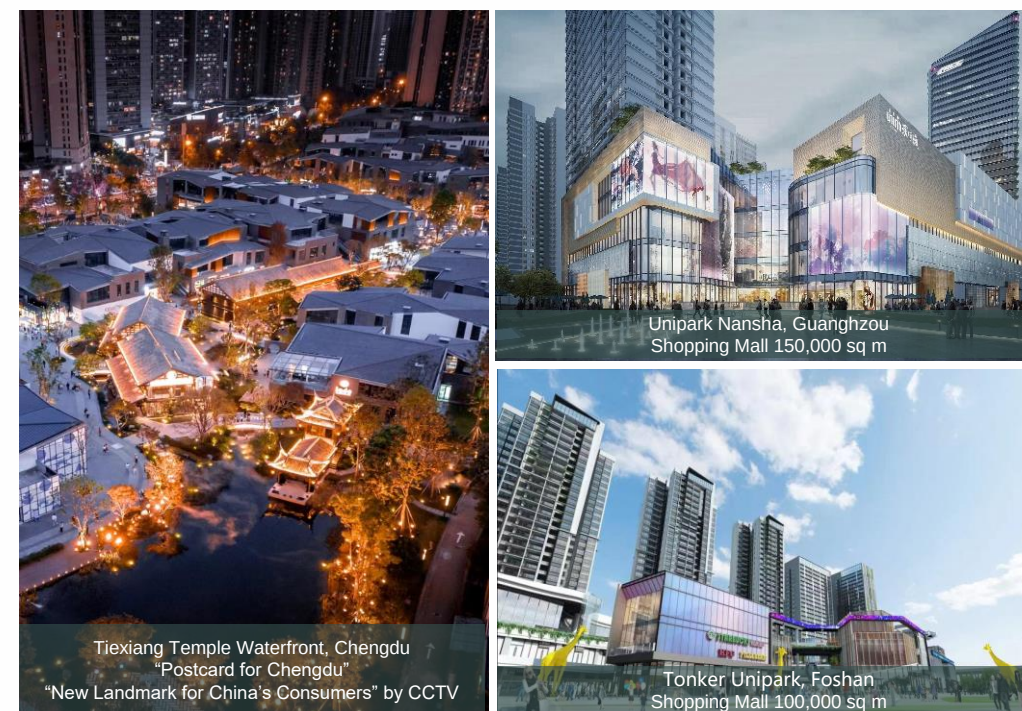
Steadfast Investment in Commercial Property and Dual-focused on Asset-light and Investment Properties with Strong Growth Momentum

- ❖ **The commercial business will enter a stable harvest period through accelerating new project launches during the 14th Five-Year.** 20 new projects will be launched in 2023 to support revenue growth
- ❖ **Created signature asset-light projects and continued to expand the value of asset management business.** Adhered to quality development, newly signed external asset-light projects of 220,000 sq m in 1H2023, and cooperation intention of 520,000 sq m, injecting new momentum into the revenue growth

The Groups Series of Companies'
commercial properties launch pipeline ('000 sq m)



External asset-light projects (partial)



Continuous Improvement in Sustainability Performance

Industry-leading ratings



恒生可持续发展企业
指数系列 2022 - 2023成份股

**13 consecutive years as a
constituent stock of the Hang
Seng Sustainability Index**



FTSE4Good

**7 consecutive years as a
constituent stock of
FTSE4Good Index Series**

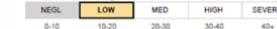
REFINITIV



**Ranked World's No.1 among
499 Real Estate Companies by
Refinitiv**



**SUSTAINALYTICS
Low Risk 16.1**
Updated Oct 1, 2021



Low Risk by Sustainalytics



Wind ESG

AA by Wind ESG



E-Environmental

Decarbonisation

- Scope 1 and 2 carbon emissions intensity per unit area **↓ at least 30% by 2030¹**
- Strive to achieve **carbon neutrality by 2060**

Green building

- All** newly built fully-fitted projects met **at least 1-star green building standard**
- Accumulated **584** green certified projects
- Accumulated certified GFA of **101m** sq m

Climate risk management

- Completed climate scenario analysis** (RCP8.5 and RCP4.5) in accordance with TCFD



S-Social

Customer satisfaction

- Customer satisfaction **87** points



Occupational health and safety

- Obtained **ISO 45001:2018 Occupational health and safety management system**



G-Governance

Governance enhancement

- Established **ESG Working Leadership** and set **Decarbonisation Working Leadership**

¹ 2019 as baseline year



Outlook and Strategy

Market Outlook

- ✧ China's economy has enormous development resilience and potential, and the fundamentals sustaining long-term economic growth remained unchanged, strongly supporting the long-term positive outlook in the real estate market
- ✧ The supply and demand dynamics in the property market has changed significantly. The Central Government has pledged to timely adjust and optimise real estate policy to better satisfy housing demand from first-time home buyers and upgraders, and to promote the stable and healthy development of the real estate market

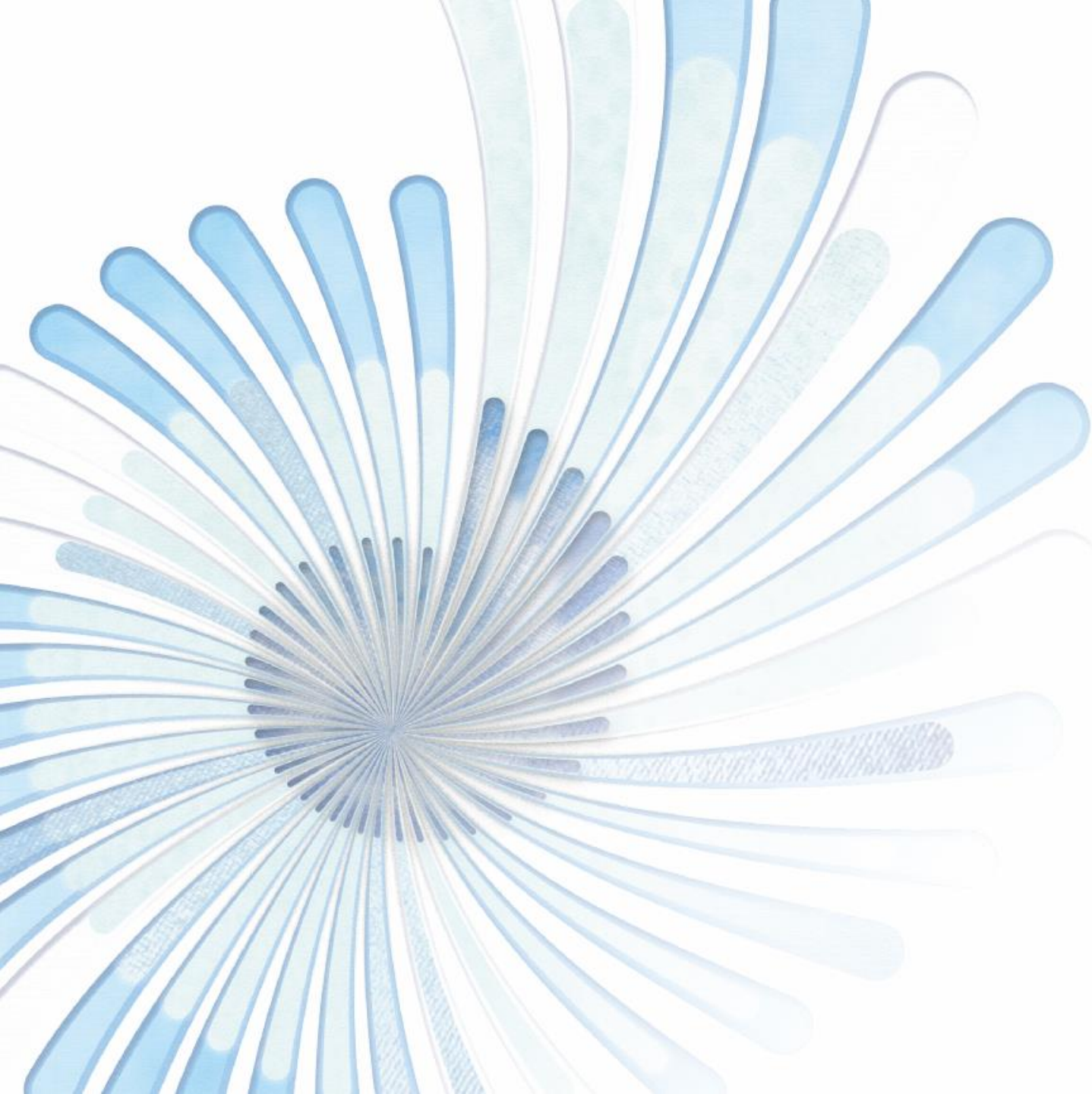
Corresponding Strategy

Maintain growth, manage risks, and adopt an integrated strategy that seeks to overcome challenges and capitalize on opportunities

- ✧ Adhere to the development strategy of “key cities, prime locations, mainstream products”, with a focus on meeting housing demand from upgraders of higher-tier cities
- ✧ Focus on resources and invest precisely to increase the market share of residential development in key cities, accelerate the operational management scale and efficiency of commercial assets
- ✧ Strengthen customer-oriented approach, enhance product quality and value creation capability
- ✧ Create organizations, systems and teams adaptable to the second phase of the property market
- ✧ Refine digitalization-oriented management, reinforce flexible and agile management capability

2023 Targets Remains Unchanged

	2023 Targets
Contracted sales of the Groups Series of Companies	20% growth
Revenue from the commercial properties of the Group	30% growth
Attributable land premium of the Group	Double-digit growth
Net profit of the Group	Steady growth



Thank you!

The image shows a modern building at night, illuminated with warm lights. The building has a curved facade with large glass windows and is surrounded by trees. In the foreground, there is a circular fountain with several water jets. The sky is dark blue. In the top right corner, there is a stylized sun graphic with a white circle in the center and many thin, light blue rays extending outwards. The word "Appendix" is written in a bold, dark blue font inside the white circle.

Appendix

Land Bank as at the End of June 2023¹

Area	City	Land Area ('000 sq m)	Percentage	Attributable Land Area ('000 sq m)	Percentage
Southern Region	Shenzhen (incl. Dongguan)	2,763	7.1%	2,261	6.9%
	Guangzhou	2,141	5.5%	1,404	4.2%
	Foshan (incl. Zhaoqing)	1,602	4.1%	1,219	3.7%
	Changsha	1,805	4.6%	1,741	5.3%
	Xiamen (incl. Zhangzhou)	1,353	3.4%	913	2.8%
	Fuzhou	156	0.4%	156	0.5%
	Hainan (incl. Haikou, Sanya and Wanning)	634	1.6%	523	1.6%
	Zhuhai (incl. Jiangmen and Zhongshan)	686	1.7%	471	1.4%
	Subtotal	11,140	28.4%	8,688	26.4%
Eastern Region	Shanghai (incl. Jiading)	1,589	4.1%	1,038	3.2%
	Nanjing (incl. Zhenjiang)	688	1.8%	558	1.7%
	Suzhou (incl. Wuxi)	1,334	3.4%	1,032	3.1%
	Ningbo (incl. Wenzhou and Taizhou)	662	1.7%	662	2.0%
	Hangzhou	713	1.8%	573	1.7%
	Nanchang	294	0.7%	294	0.9%
	Ji'nan	2,014	5.1%	1,777	5.4%
	Qingdao	1,482	3.8%	935	2.9%
	Yantai (incl. Weihai)	48	0.1%	48	0.1%
	Subtotal	8,825	22.5%	6,917	21.0%
Northern Region	Beijing	2,364	6.0%	2,025	6.1%
	Tianjin	2,992	7.7%	2,527	7.7%
	Changchun	1,002	2.6%	848	2.6%
	Harbin	352	0.9%	176	0.5%
	Dalian	865	2.2%	712	2.1%
	Shenyang	1,577	4.0%	1,577	4.8%
	Shijiazhuang	149	0.4%	149	0.5%
	Subtotal	9,301	23.8%	8,014	24.3%
Central and Western Region	Chengdu	1,741	4.5%	1,652	5.0%
	Xi'an	656	1.7%	656	2.0%
	Chongqing	2,988	7.6%	2,971	9.0%
	Taiyuan	1,344	3.4%	1,344	4.1%
	Wuhan (incl. Ezhou)	1,376	3.5%	1,376	4.2%
	Zhengzhou	226	0.6%	226	0.7%
	Kunming	269	0.7%	269	0.8%
	Urumqi	119	0.3%	113	0.3%
	Guiyang	549	1.4%	549	1.7%
	Subtotal	9,267	23.7%	9,155	27.8%
Hong Kong, Macau and Overseas Region	Hong Kong	635	1.6%	176	0.5%
	Subtotal	635	1.6%	176	0.5%
Total		39,168	100.0%	32,950	100.0%

¹Excluding COGO

Land Parcels Acquired by the Group during 1H2023¹

No.	Date of acquisition	City	Name of the development project	% attributable to the company	Land area (sq m)	Total GFA (sq m)	Attributable GFA (sq m)	Attributable Land Premium (RMB m)	Total Land Premium (RMB m)
1	March	Nanjing	Jianye District Project	100%	42,011.93	129,806.47	129,806.47	2,720.00	2,720.00
2	March	Hangzhou	Xiaoshan District Project	100%	16,020.00	60,662.00	60,662.00	1,497.99	1,497.99
3	April	Hangzhou	Xihu District Project	100%	55,227.00	97,377.70	97,377.70	1,819.43	1,819.43
4	May	Qingdao	Shibei District Project	100%	56,960.30	279,390.00	279,390.00	1,652.53	1,652.53
5	June	Beijing	Shijingshan District Project	100%	26,249.06	123,700.00	123,700.00	2,830.00	2,830.00
6	June	Chengdu	Tianfu New Area Project	100%	33,362.49	99,612.00	99,612.00	839.16	839.16
7	June	Guangzhou	Liwan District Project	100%	13,380.00	126,798.00	126,798.00	1,992.20	1,992.20
8	June	Shenzhen	Longgang District Project	80%	29,055.00	127,720.00	102,176.00	595.26	744.08
9	June	Tianjin	Nankai District Project	100%	56,234.70	179,665.00	179,665.00	3,100.00	3,100.00
10	June	Changchun	Hi-tech Industrial Development Zone Project	100%	28,072.00	59,808.00	59,808.00	170.37	170.37
11	June	Shijiazhuang	Yuhua District Project	100%	53,970.34	148,814.00	148,814.00	1,663.00	1,663.00
12	June	Xiamen	Siming District Project	100%	23,738.44	177,752.51	177,752.51	6,320.00	6,320.00
13	June	Shenzhen	Nanshan District Project	100%	36,293.50	292,986.00	292,986.00	12,532.00	12,532.00
Total					470,574.76	1,904,091.68	1,878,547.68	37,731.94	37,880.76

¹Excluding COGO

Disclaimer

- ✿ These materials have been prepared by China Overseas Land and Investment Ltd. (“COLI” or the “Company”) solely for information use during its presentation may not be reproduced or redistributed to any other person without the permissions from COLI. By attending this presentation, you are agreeing to be bound by the foregoing restrictions.
- ✿ It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the company’s financial or trading position or prospects. The information and opinions in these materials are provided as at the date of this presentation and are subject to change without notice. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of these materials.
- ✿ The information in this material contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of capital expenditures.
- ✿ These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.
- ✿ The materials and information in the presentations and other documents are for informational purposes only, and are not an offer or solicitation for the purchases or sale of any securities or financial instruments or to provide any investment service or investment advice.