



保利置業  
POLY PROPERTY

# NEWSLETTER

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# 01 Debut Project

## Hangzhou Jade Urban

The Project is located in the Shibei area of Xiaoshan District, integrating high-level resources of Binjiang, Olympic Sport Centre, and Xiaoshan City areas. It aligns with Hangzhou's eastward development trend, being just 3 kilometers from the Olympic Sports Center. The project is conveniently near metro lines 2 and 7, with mature surrounding commercial resources, schools, and medical facilities. The project plans to have a total construction area of about 201,000 sq. m., is intended to be developed as a high-rise residential buildings.

The Group acquired the project in September 2023 and put to the market in March 2024. A total of 146 apartment units were launched, with 113 units subscribed, achieving a subscription rate of nearly 80%, indicating subscription amount of approximately 620 million.

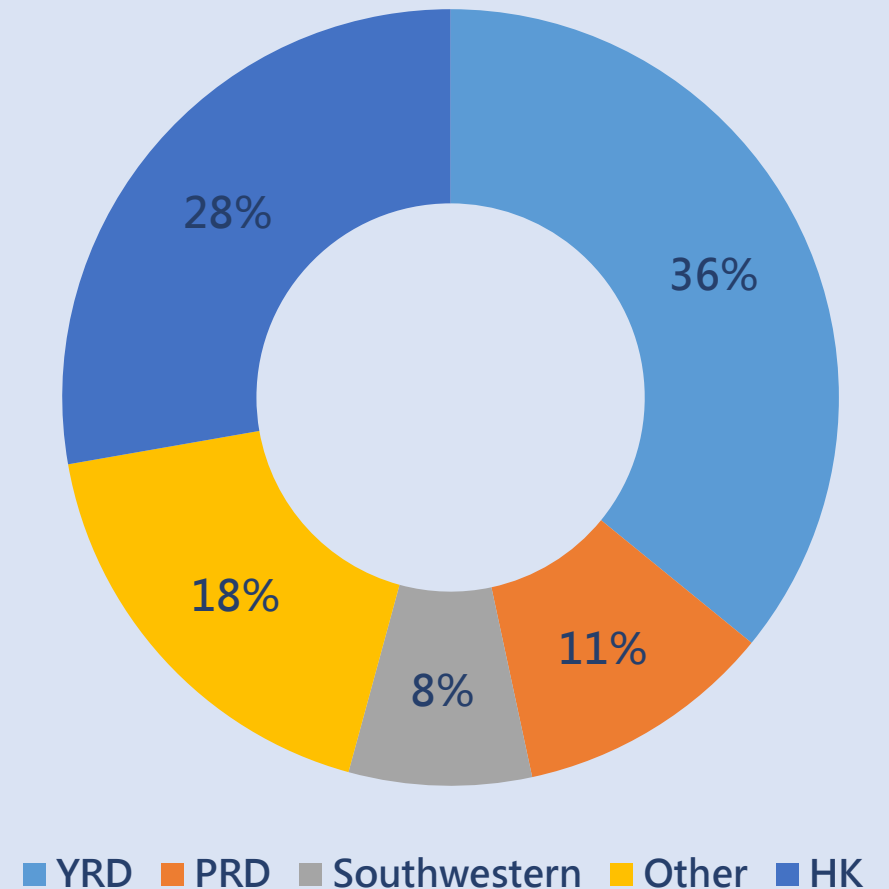


# 02 Sales Performance

As at the end of March 2024, the Group has recorded contracted sales of RMB10.8 billion, representing a year-on-year decrease of 50%. The contracted area sold amounted to 342,000 sq. m., with average selling price of RMB31,607 per sq. m.. During the period, the contracted sales in Yangtze River Delta and Great Bay Area accounted for 74%. In terms of contracted sales, the top five cities were Hong Kong, Shanghai, Jinan, Kunshan and Hangzhou. During the first quarter, the Group has further climbed to the 18<sup>th</sup> position on the CRIC list in terms of total sales amount.

There was one debut project launched during the first quarter, namely Hangzhou Jade Urban.

### Contracted Sales Breakdown by Regions



# 03 Property Operation

| Major Operating Properties                    | Type                     | GFA Held<br>( '000 sq. m.) | Occupancy<br>Rate # |
|---|--------------------------|----------------------------|---------------------|
| Beijing Poly Plaza                            | Office                   | 15                         | 82%                 |
| Shanghai Poly Plaza (Partial)                 | Office and<br>Commercial | 30                         | 72%                 |
| Shanghai Stock Exchange Building<br>(Partial) | Office                   | 48                         | 59%                 |
| Shenzhen Poly Cultural Plaza<br>(Partial)     | Commercial               | 135                        | 81%                 |
| Wuhan Poly Plaza (Partial)                    | Office                   | 56                         | 51%                 |
| Beijing Poly Plaza Hotel                      | Hotel                    | 63                         | 60%                 |
| Hyatt Regency Shanghai Jiading                | Hotel                    | 69                         | 71%                 |
| Wuhan Poly Hotel                              | Hotel                    | 28                         | 47%                 |

# The average occupancy rate is calculated from Jan to Mar 2024

# 04 Land Reserves

'000 sq. m.

| Project                            | GFA | Interest | Project                           | GFA   | Interest | Project                          | GFA   | Interest | Project                        | GFA           | Interest |
|------------------------------------|-----|----------|-----------------------------------|-------|----------|----------------------------------|-------|----------|--------------------------------|---------------|----------|
| Shanghai Poly Vibe Centro          | 86  | 100%     | Ningbo Hai Shu Project            | 71    | 100%     | Shenzhen Poly Urban Cultural Bay | 251   | 100%     | Jinan Phili House              | 83            | 25%      |
| Shanghai Poly Dawn Light Residence | 107 | 100%     | Ningbo Poly Rising                | 185   | 100%     | Shenzhen Poly Jade Apartments    | 138   | 51%      | Jinan Huai Yin Project         | 134           | 75%      |
| Shanghai Poly Center Manor         | 604 | 51%      | Ningbo Poly Villa Re Place        | 234   | 100%     | Guiyang Poly Park 2010           | 253   | 100%     | Jinan Poly Grand Joy II        | 414           | 100%     |
| Shanghai Yang Pu Project           | 49  | 100%     | Hangzhou Xiao Shan Project        | 201   | 30%      | Guiyang Poly Phoenix Bay         | 215   | 51%      | Jinan Poly Jade                | 152           | 100%     |
| Shanghai Lanzhou Road Project      | 14  | 49%      | Yuyao Poly Jordan International   | 312   | 100%     | Guiyang Poly Bright Moon on Top  | 257   | 100%     | Jinan Poly Park TOD            | 140           | 80%      |
| Kunshan Poly Moonlight Mansion     | 89  | 49%      | Deqing Poly Origin                | 67    | 100%     | Zunyi Poly Metropolis of Future  | 2,105 | 70%      | Jinan Poly Crown               | 334           | 100%     |
| Kunshan Poly Moonlight Jade        | 194 | 49%      | Guangzhou Poly Gratified West Bay | 367   | 75%      | Nanning Poly Town Phase II       | 551   | 100%     | Jinan Licheng District Project | 80            | 51%      |
| Kunshan Poly Brilliant Palace      | 356 | 51%      | Guangzhou Clover Shades           | 59    | 38%      | Nanning Poly Jin House           | 163   | 51%      | Yantai Poly Moon Mansion       | 50            | 51%      |
| Kunshan Poly Shangyun Fu           | 134 | 100%     | Guangzhou Poly Polaris            | 114   | 100%     | Nanning Poly Park City           | 282   | 100%     | Weihai Poly Moon Fenghua       | 118           | 51%      |
| Changzhou Poly Jingyue Palace      | 154 | 51%      | Guangzhou Glory of City           | 71    | 40%      | Kunming Poly City                | 499   | 90%      | Weifang Zoina Poly Mansion     | 110           | 30%      |
| Taicang Tianhe Mansion             | 72  | 41%      | Guangzhou Poly Moonlight Lake     | 217   | 100%     | Kunming Poly Moonlight Mansion   | 87    | 51%      | Wanning Poly Peninsula No.1    | 458           | 100%     |
| Suzhou Poly Lake Mansion           | 104 | 100%     | Guangzhou Poly Longyue            | 119   | 100%     | Wuhan Poly City                  | 460   | 68%      | Hong Kong Chill Residence      | 43            | 70%      |
| Suzhou Urban Ideal Habitat         | 161 | 20%      | Guangzhou Poly Chill Residence    | 81    | 100%     | Wuhan Poly Embossed Elegance     | 284   | 55%      | Hong Kong Pano Harbour         | 102           | 35%      |
| Suzhou Tide Mansion                | 152 | 36%      | Foshan Poly Mansion               | 89    | 100%     | Wuhan Poly Emerald Mansion       | 227   | 100%     | <b>Total</b>                   | <b>15,406</b> |          |
| Suzhou Industrial Park Project     | 103 | 51%      | Shenzhen Poly Keenstar Super City | 1,858 | 50%      | Wuhan Poly Bright Lights         | 112   | 100%     |                                |               |          |
| Suzhou Jinxi Street Project        | 119 | 40%      | Shenzhen Poly New Dream           | 183   | 51%      | Harbin Guang Xin Project         | 244   | 100%     |                                |               |          |
| Ningbo Poly Brocade Scroll         | 132 | 100%     | Shenzhen Poly Vibe Centro         | 171   | 51%      | Mudanjiang Poly Landscape        | 34    | 100%     |                                |               |          |