

CHINA VANKE CO.,LTD.
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2024 Interim Results Announcement

August 2024
www.vanke.com

I. Overall Work Plan

The industry is undergoing a transformation in supply and demand dynamics and is shifting from traditional to new development models. The company is encountering challenges unique to this stage and must address risks, guarantee quality housing delivery, and transition from the longstanding high leverage, high liabilities and high turnover rate model. The company is tasked with developing diverse capabilities within this new framework to address diversified housing needs effectively and promote sustainable and robust growth.

- **In the first half of the year, the company developed and implemented a “comprehensive package plan”. This plan is Vanke Group's five-year strategy to thoroughly mitigate potential risks and actively adapt to the industry's shift towards a new development model. The plan specifically includes:**
 - Achieved an overall reduction in total liabilities, restored financial stability, and attained industry-leading levels in debt volume and structure.
 - Clearly defined three core businesses: comprehensive residential development, property services, and rental housing. Streamlined and divested non-core financial investments, asset transaction and existing projects revitalization, fully completing strategic and operational restructuring. Achieved strategic and capability focus, excelling in and strengthening core businesses, to establish industry benchmarks in products and services.
 - Finalize the transformation of the financing model. Transition from a financing model based on centralized borrowing and repayment with corporate credit, to one primarily relying on project and asset-based credit. Effectively utilize tools such as the real estate coordinated financing whitelist and operation loans.
- **At present, this plan is making positive progress. Most non-core business investments are in the process of transaction negotiations. As of the end of July, the company's interest-paying debt in the consolidated statement combined with supply chain financing fell by 17.2 billion yuan compared to the beginning of the year, particularly with asset transactions achieving 20.4 billion yuan (including SCPG asset transactions and REIT issuances).**
- **It's important to note here that the "comprehensive package" plan is not simply about making "subtractions". It also includes development strategies, specifically: actively promoting innovation in comprehensive residential product modules to enhance competitiveness in development business; ensuring investment fulfillment levels; achieving quality growth in asset management scale for operational services such as long-term rental apartments and property services, with industry-leading competitiveness, etc.**
- **We believe that as the "comprehensive package" plan progresses, after Vanke overcomes the temporary difficulties of the next two years, the group's business, investments and capabilities will become more focused. It will set the group on a path of high-quality development.**

II. Key Initiatives and Achievements in 2024H1

- 1. Key Initiative 1 — Ensuring High-Quality Housing Delivery**
- 2. Key Initiative 2 — Ensuring Repayment of Debt**
- 3. 2024H1 Results Overview**

1. Key Initiative 1 — Ensuring High-Quality Housing Delivery

- In 2024H1, the company completed 169 projects in 262 batches, delivering 74,000 housing units on schedule and with high quality, of which 62,000 were residential properties.

- Construction site dynamic visualization: 988 owner participation events conducted across 257 projects; over 20,000 homeowners visited Vanke construction sites to experience build quality firsthand
- Enhanced Housing Delivery Process: 78 Projects Achieved Simultaneous Handover of Properties and Ownership Certificates in H1

- In 2024H1, 48 significant projects aimed at enhancing community businesses, transportation, and education were completed. In addition, a variety of cultural and sports events, weekend markets, and other activities were conducted to foster a vibrant community.
- Total occupancy increased by 13,964 households compared to the beginning of the year, with the occupancy rate rising by 16%

Building Communities Together, Fostering Customer Trust

Upgrading Housing Delivery Standards, Providing Peace of Mind for Customers

Enhancing Community Amenities, Offering Customers Comfort and Security

- Enhancing housing delivery standards across the Shanghai region by completing 46 projects comprising 16,800 "Xing Delivery" units.
- Note: "Xing Delivery" aims to enhance delivery quality by adhering to the principles of supplying aesthetically pleasing and functional products, maintaining a quality that ensures customer satisfaction, and providing attentive service with human touch.



2. Key Initiative 2 — Ensuring Repayment of Debt

2.1 Initiative 1: Proactively Enhancing Sales and Cash Collection

2.2 Initiative 2: Maximizing Utilization of Existing Resources

2.3 Initiative 3: Vigorously Advancing Bulk Transactions and REITs Issuances, achieving Contract Sales of 20.4 Billion Yuan

2.4 Measure 4: Continuously Transform the Financing Model and Ensure Smooth Financing Channels

2.5 Outcome: Public Debt Obligations Were Met and Paid on Schedule, with interest-paying debt in the consolidated statement combined with supply chain financing fell by 17.2 billion yuan

- Continue to engage proactive sales. In 2024H1, sales amounted to **127.33 billion**, sustaining a leading position in the industry and securing a Top 3 ranking in 37 cities. Achieved sales collection approached **130 billion yuan**, maintaining a collection rate of over **100%**.
- Enhance the turnover of inventory by categorizing and managing the sales of ready-built residential properties, parking lots, and commercial spaces. Utilize the synergistic effects between real estate and property management to attain a sales revenue goal of **24 billion yuan** for ready-built residential properties, **32 billion yuan** for near-ready-built residential properties, and **15 billion yuan** for parking spaces and commercial locations at the start of the year.
- Regular live streaming sales and customer retention strategies have enhanced sales performance, with **221 official accounts** hosting **49,000** live streaming sessions and attracting **149,000** customer for purchase intention registration.

New Strategies Boost Sales of Ready-built Residential Properties, Parking Lots, Commercial Spaces, and Office Buildings

- Fuzhou: In partnership with homeowners, the City Garden project has been revitalized, resulting in an increase in the conversion rate of ready-built properties from 3% to 13%.
- Changzhou, the Vanke Jingwanhui project has adopted a unique management approach by transitioning from delivering ready-built property to providing immersive theaters. This shift has boosted the conversion rate from 5% to 12%, leading to the highest monthly sales performance in the region.
- Jinan: established a sales team dedicated to parking spaces, aiming to thoroughly revitalize and upgrade the ready-built properties and parking lots, achieving a monthly sales target of 306 parking spaces.

Leveraging Online Livestream Events to Enhance Customer Acquisition and Sales

- Guangzhou, North Vanke City Project offers live streaming that is available to all staff members, which contributes 26% of the total sales during 2024H1.
- Zhengzhou established a specialized task force for live streaming to enhance the promotion of new and ongoing sales projects. As a result, 79 units were subscribed to via live streaming in the past six months.
- Shenyang, CITS Vanke City Project achieved the highest sales via live streaming, totaling 77.52 million yuan over a six-month period, which represented 20% of the project's total sales.

■ Diversified Approaches to Revitalize Challenging Development Projects

- Since 2023, the company has revitalized and optimized resources with a total production capacity of RMB 45.5 billion, achieving cash recovery of RMB 8.1 billion from revitalization efforts. Cumulative sales from revitalized and optimized resources amounted to RMB 14 billion.
- The company leveraged government support policies for revitalizing existing resources. Through strategies such as **converting commercial properties to residential use and resource exchanges**, the company revitalized a number of challenging projects.

■ Revitalize Resources in Rental Housing Business

- Revitalizing 6 commercial and office projects by implementing the "sale to rental" strategy, encompassing more than 5,500 rooms in total.

Guangzhou Sanyuanli Flagship Apartment



- Revitalize 1548 rooms by bulk transactions totaling 840 million
- Scheduled to open in November 2024

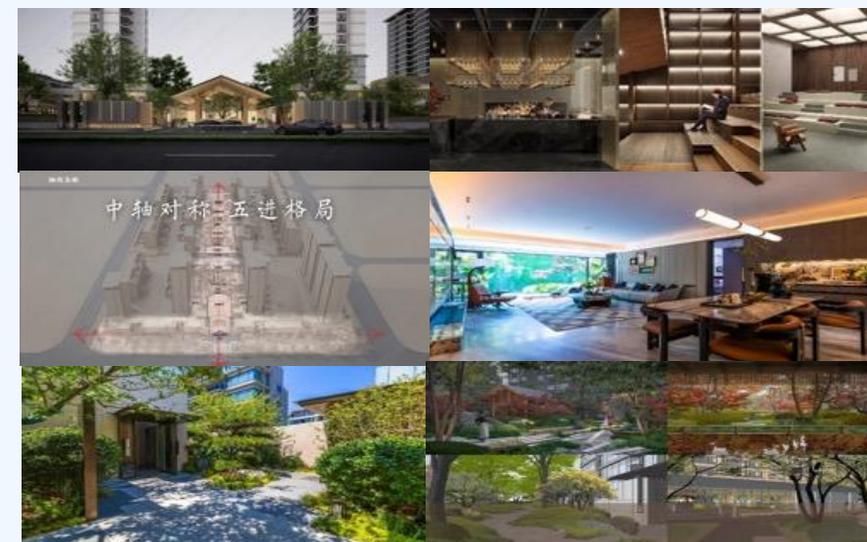
Shenzhen Longcheng Yuandian Apartment



- Revitalize 1790 rooms through operational planning
- Scheduled to open in August 2025

Case - Shenyang Yinyue

- Revitalization Strategy: Acquire projects by exchanging existing resource assets and obtain new projects with better investment conditions. To achieve good returns at the same time, and also optimize the resource structure.
- Product Design: The company adopted a modern Oriental style with axial planning and layout. The demonstration area resonates with the city's historical and cultural heritage. The design implements a five-tiered planning structure with central axis symmetry, reimagining the ceremonial sequence of returning home.
- Revitalization Outcome: Acquired on April, 2024, and launched on July, 2024. In the month of launch, it achieved a sales of RMB 250 million, realizing 100% of the projected investment.



Initiative 3: Vigorously Advancing Bulk Transactions and REITs Issuances, Achieving Contract Sales of 20.4 Billion Yuan

- As the end of July, achieved asset transactions sales of 20.4 billion yuan (including SCPG asset transactions and REIT issuances).
- In February, 50% equity of Qibao Vanke Plaza was transferred for 2.38 billion yuan.
- In May, the transaction for the Shenzhen Bay Super Headquarters Base Project was finalized with a payment amounting to 2.235 billion yuan.
- In June, SCPG successfully acquired a 48% stake in Nanxiang INCITY MEGA, amounting to a transaction of 1.32 billion yuan.



Chengdu Jade Park Vanke Li

- In March 2024, the project sold for 255 million yuan.
- Advance payments made to achieve efficient performance

■ Pre-REIT Funds and REITs Have Shown Promising Progress, Providing a Range of Options for Asset Transactions:

- SCPG has successfully completed the issuance of a commercial infrastructure REIT valued at 3.26 billion yuan, with an annualized distribution rate of 5.44%, achieving 104.37% of the forecasted recruitment level stated in the prospectus. The logistics warehousing REITs have been approved by the CSRC, while the guaranteed rental housing REITs have been submitted for approval to the local development and reform commission.
- 2 Pre-REIT funds, with a combined total of 12.2 billion yuan, have been established.
 - CCB Housing-Vanke Rental Fund acquired Vanke Guangzhou Sanyuanli Phase II Apartment Project, with a transaction valued at 840 million.

In August, CITIC Vanke Consumer Infrastructure Pre-REIT Fund (valued at 2.234 billion yuan) was launched. This fund is set to acquire the Shenzhen Longgang Vanke Plaza and Beijing Jiugong Vanke Plaza projects, with SCPG continuing the management.

CICC SCPG REIT Presents Good Performance



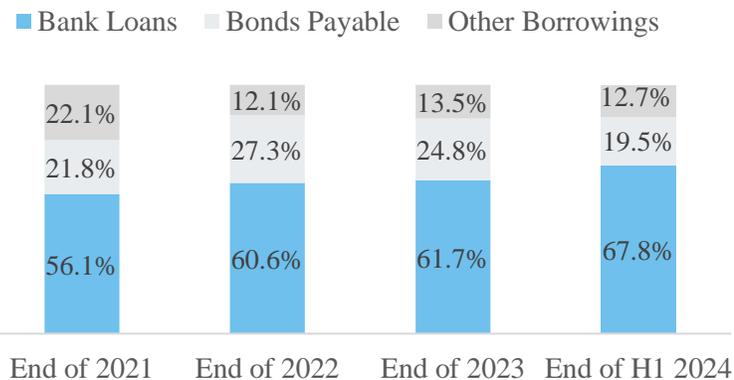
- Between April 17th and June 30th, CICC SCPG REIT generated an operating revenue of 69.16 million yuan and a distributable sum of 36.81 million yuan.
- As of end-June, Hangzhou Xixi INCITY demonstrated strong performance with a 98.4% occupancy rate and 100% rent collection rate. The property saw positive year-over-year growth, with foot traffic increasing by 3.3% and sales rising by 10.7%.

Measure 4: Continuously Transform the Financing Model and Ensure Smooth Financing Channels



- In 2024H1, new financing and refinancing amounting to **61.2 billion** yuan (a total of **52.4 billion** in debt was paid in 2024H1) was secured at a comprehensive cost of **3.66%**, with the onshore financing cost at **3.60%**, marking a record low.
- Ongoing Evolution of Financing Models:
 - The total value of realized operating property loans reached **21.9 billion** yuan, with **15 billion** yuan representing new additions to the on-balance sheet.
 - Following the principle of “reporting all eligible projects”, **175** projects were submitted for the “whitelist” program.
 - Syndicated loans progressed steadily. In May, a **20 billion** yuan syndicated loan led by China Merchants Bank was secured. Besides, in June by a **6.5 billion** yuan financing package for fixed assets, arranged through Bank of Communications.
- The average maturity of the weighted debt has been prolonged to **5.3 years**, while the share of offshore liabilities has decreased to **16.7%**.

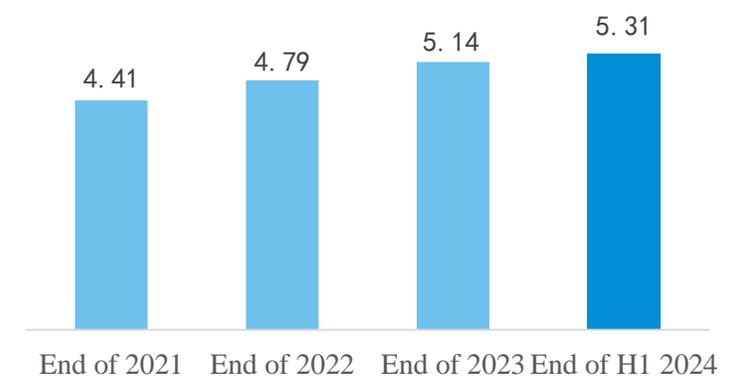
Stable Financing Channels



Optimization of Onshore and Offshore Debt Structure



Average Debt Maturity Extended (year)



Outcome: Public Debt Obligations Were Met and Paid on Schedule, with interest-paying debt in the consolidated statement combined with supply chain financing fell by 17.2 billion yuan

- From January to July, public debt payments totaled 17.7 billion
- 3 offshore debts (totaling 10.4 billion yuan)
- 4 onshore corporate bonds and medium-term notes (totaling RMB 7.3 billion)
- The only remaining corporate bonds publicly issued for the year are medium-term notes valued at 2 billion yuan (as of September 2024)
- As of the end of July, the company's interest-paying debt in the consolidated statement combined with supply chain financing fell by 17.2 billion yuan, compared to the beginning of the year

Please note: the amounts mentioned above are in Chinese Yuan (RMB)

2024 Public Debt Maturities and Repayment

Expiration/Exercise Date	Type	Size of Issuance	Payment Status
January 2024	Medium-term Notes	RMB 2 billion	Repaid
March 2024	Offshore USD Bonds	\$630 million	Repaid
April 2024	Medium-term Notes	RMB 2 billion	Repaid
May 2023	Corporate Bonds	RMB 1 billion	Repaid
May 2023	Offshore RMB Bonds	RMB 1.445 billion	Repaid
June 2024	Offshore USD bonds	\$600 million	Repaid
July 2024	Corporate Bonds	RMB 2.3 billion	Repaid
Sep 2024	Medium-term Notes	RMB 2 billion	Not Matured Yet

3. 2024H1 Results Overview

Operating Revenue and Net Profit Attributable to Shareholders of the Parent Company

- Operating revenue was RMB 142.78 billion yuan
 - The operating revenue of property development business was 111.68 billion yuan
 - Non-real estate business operating revenue was 31.10 billion yuan
- Net profit attributable to shareholders of the parent company was RMB -9.85 billion
- Net profit attributable to shareholders of the parent company excluding non-recurring gains and losses was RMB -7.61 billion yuan

Cash and Liabilities

- The monetary capital amounts to 92.4 billion yuan
- The net-gearing ratio stands at 62.0%, which is maintained at a reasonable level
- Q2 operating cash flow turns positive (+4.2 billion)
- In 2024H1, total housing deliveries declined by over 30% YoY, resulting in a corresponding decrease in total construction payments. This led to some alleviation of operational payment pressures

① **The Settlement Scale and Gross Profit Margin of Real Estate Development Projects Decreased Significantly.**

- Settlement revenue from development business was 111.68 billion yuan, a decrease of 34.6% YoY
- Gross profit margin of development business settlement was 6.8%, a decrease of 13.5pct YoY.
- The settlement profit from the real estate development business primarily stems from the projects sold in 2022 and 2023, along with the inventory of ready-built and almost-completed projects scheduled for sales in 2024H1. The majority of these projects encompass land purchased at elevated costs prior to 2022. A downturn in the market during the sales phase resulted in sales and gross profit margins that were lower than anticipated, significantly reducing the total settlement gross profit.

② **Bulk transaction, Asset Disposals, and Equity Transactions Resulted in Losses.**

- The company is adamant about prioritizing cash flow and is diligently working through bulk transaction, asset disposal, and equity transactions to bolster its funds. To expedite the transaction, swiftly transform it into cash flow, uphold housing delivery obligations, and secure the Group's market presence and redemption reliability, the company made concessions to the price of some transactions and incurred large losses.

③ **Some Non-core Financial Investments Experienced Losses.**

- GLP, a company that Vanke has invested in, is a leading enterprise in the logistics and warehousing industry. It is operating well and maintains high-quality assets. However, the company measures investment properties using the cost method. Therefore, it is necessary to adjust GLP's financial statements to the cost method in accordance with the company's accounting policies, eliminating the impact of fair value changes, and calculating depreciation and amortization based on the property costs at the time of the company's initial investment. This accounting treatment resulted in a book loss of approximately 1 billion yuan on the company's financial statements for the first half of the year.

④ **Impairment Provision**

- In light of market conditions, a significant decrease in settlement gross profit, and losses occurring in multiple projects during bulk transactions and other processes, following the principle of prudence, we made provisions for impairment of 2.1 billion yuan (including non-consolidated projects) for the interim period. Additionally, we made provisions for loss on credit impairment of 2.1 billion yuan for certain receivables.

- **In every collaborative endeavor, the listed company and its partners maintain equal voting rights and experience similar levels of profit return fluctuations.**
 - **The profit or loss attributable to minority interests** the share of profit or loss experienced by the partner within the project company.
 - **The equity net profit of listed companies** encompasses the profit and loss at the project company level. It includes deductions for expenses at the listed company level, adjustments for changes in investment profit and loss, and considerations for asset transaction profit and loss.
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- **In 2024H1, the net profit for the equity holders of the company amounted to -9.85 billion, while the profit attributed to minority shareholders totaled +1.33 billion.**
 - **The primary deductions taken by the listed companies encompass the following expenses and losses:**
 - ① The listed company sold fully-owned assets and equity stakes. To ensure timely cash recovery, some transactions resulted in losses, affecting the company's profits. However, this does not impact the profit and loss attributable to minority shareholders.
 - ② At the Group level, financial expenses, along with management expenses at the platform level and the depreciation and amortization of operating business assets accounted for under the cost method, solely impact the net profit of the listed company.
 - ③ In 2024H1, the company experienced losses from non-core financial investments, which did not impact the profits of the project partners.

III. Enhancing Business Capabilities for High-Quality Growth

Development Business: Sales Maintain Top-Tier Position

- Development Business Sales: 127.33 billion yuan, maintaining top-tier position
- Collection Rate over 100%

Rental Housing Business: Operational Efficiency Improved

- Rental Housing Revenue: 1.73 billion Yuan, up 5.3% YoY
- Occupancy Rate: 95.2%, maintaining high level

Property Management Business: Operating Revenue Growth

- Onewo revenue reached 17.63 billion yuan, marking a 9.5% increase YoY.

Commercial Business: Sustained Revenue Growth

- Commercial Revenue: 4.59 billion yuan, up 6.7% YoY
- SCPG Occupancy Rate: 94.2%.

Development Business: Evolving Integrated Community Product Line and Accelerating Mature Product Adoption

"Shi Series" Upgraders



Chengdu · Lanshi Jiaozi

- Fostering a community with human touch, where "arriving home marks the start of a holiday, and home embodies the true essence of life."
- For the middle class who pursue natural elegance and value quality of life. (improvement type)
- 16 projects have been launched across 7 cities, including Shanghai, Hangzhou, Nanjing, Hefei, and Chengdu.
- The project, from land acquisition to opening, averaged 130 days, accumulating signed contracts for 8356 units, with a total sum of 38.08 billion yuan.

"Yingxiang Series" Upgraders

- Develop a residential complex in the core of the city that merges contemporary urban styles with artistic elements.
- For elite people who pursue fashionable taste and external expression (improvement type).
- The original initiative, Hangzhou SKP, has expanded to 5 projects spanning across 3 cities: Shanghai, Hangzhou, and Ningbo.
- The project, from land acquisition to opening, averaged 145 days, accumulating signed contracts for 2304 units, with a total sum of 17.3 billion yuan.



Hangzhou · Hesong Yingxiangfu



Shanghai · Haishang Yingxiang

"Jin Series" First-time homebuyers and upgraders



Wuhan · Optics Valley

- The project positioned its value proposition as "Refined Living, Modern Oriental," blending traditional elegance with contemporary Eastern aesthetics.
- For the young generation aged 25-35 (first-time homebuyers and upgraders)
- The initial project, "Changsha Puyue Bay," has been launched in 4 cities: Changsha, Yinchuan, Wuhan, and Zhengzhou.
- The project, from land acquisition to opening, averaged 140 days, accumulating signed contracts for 2792 units, with a total value of 5.2 billion yuan.

Development Business:

Advancing Innovation in Integrated Residential Product Modules to Enhance Customer Living Experience

- The company implemented internal and external modular "box" concepts (including commercial marketplaces, community reception areas, learning spaces, and fitness centers) in 7 cities, including Beijing and Hangzhou. The interior full-decoration modules (comprising wooden storage solutions, smart devices, built-in appliances, and green plant soft furnishings) were applied in 4 cities, including Beijing and Guangzhou.

"Internal and External Box Modules"

External Module - Beijing · Donglu Feiniaoji



- Serving as the central hub and primary gateway for the community, it is accessible to both residents within and outside the community, focusing on fostering a commercial environment underpinned by 10 unique business models.

Shanghai · Langshi CO·life



- Utilize raised platforms and landscaped areas to develop a communal living room that fosters additional social spaces.

"Interior Full-furnishing Modules"

Chongqing · Puyu Interior Decoration



- By embracing the core principles of "optimal living, efficient usage, aesthetic appeal, and savings in time, effort, and money," we aim to craft genuine and ideal living environments that offer move-in ready accommodations.

Development Business: Deep Engagement in Urban Renewal, Cultivating City-Scale Placemaking Capabilities

[Shanghai Columbia Circle Phase II Project](#) is set to be completed and launched within 2024H1. Spanning a management area of 24,000 m², the project features office spaces, commercial areas, as well as educational and cultural facilities. Its offerings have been widely acclaimed.

- It has preserved the original historical features while creating an integrated, natural, three-dimensional open space system.
- Incorporate elements of high-density urban forests to emphasize a sense of connectivity.
- Presenting dynamic commercial brands aimed at the youth sector, such as PURE Electric scooters, Kaiji Teahouse, and SIGMA Digital.
- Develop a vibrant, functional, and culturally diverse international community.



Shanghai Columbia Circle Phase II

Investment Performance of New Projects

- In 2024H1, the newly acquired land totaled RMB 1.02 billion.
- From 2022 to the present, there have been 82 investment projects, 52 of which are proactive, totaling an investment of 227.7 billion RMB. Out of these, 50 projects have been launched for sale, with an average sales period of 5.7 months, accumulating sales revenue of RMB 147.6 billion (an average pre-tax gross profit margin of 18%).
- The proactive investment project has achieved an investment realization rate of 87%.



Beijing · Donglu Feiniaoji Project

GFA: 76.1 thousand m²
Acquisition Time: August 9, 2023
First Opening Time: November 19, 2023
Accumulated contracted sales: 2.92 billion yuan
(turnover rate 67%)
Investment Realization Rate: 100%



Wuhan · Optics Valley Jinyao

GFA: 124.4 thousand m²
Acquisition Time: September 6, 2023
First Opening Time: October 29, 2023
Accumulated contracted sales: 1.75 billion yuan
(turnover rate 88%)
Investment Realization Rate: 100%



Shanghai · Haishang Yingxiang Project

GFA: 106.8 thousand m²
Acquisition Time: April 21, 2023
First Opening Time: October 15, 2023
Accumulated contracted sales: 5.69 billion yuan
(turnover rate 95%)
Investment Realization Rate: 100%

Development Business: Exploring New Growth Models

—Strengthening Cutting-Edge Product R&D

- **Shanghai NEXUS** marks the inaugural project of the "Future City Ideal Unit". In 2024H1, residents had the opportunity to access **4 major city-level public amenities** before moving in: Spring Bizzar, New Exhibition Hall, Gulang Sports Center, and Taoran Hui Neighborhood Center. This sequence demonstrates a progression from "good houses → good communities → good urban areas". **Technologies such as PV-storage-DC flexible systems, energy and carbon management platforms, and on-site organic waste treatment** are simultaneously implemented and operating efficiently.
- **NEXUS Units Promoted in Multiple Locations** **Guangzhou Organic**, leveraging the high capacity and density of the central urban area, integrates technological advancements to evolve the future model of an ideal urban unit. This includes aspects such as diverse business formats, spatial layout, intelligent parking, and vertical landscaping. Projects including **Bentley Shanghai Phase IV, Wuhan Chengjian Vanke Yunbo Jiang'an and Chengdu Urban Xanadu** are under exploration and implementation.



Development Business: Actively Exploring New Growth Models

—Deepening the Implementation of Ready-built Property Sales Model



- It has established a comprehensive process for the development and sale of ready-built properties, through approaches including front-end product design, lean engineering planning, and enhanced efficiency refinement.
- Upon the successful completion and sale of ready-built properties within 12.3 months for the Hainan Jinse Licheng Affordable Housing Project and 14.5 months for the Hainan Evergreen Park Affordable Housing Project in 2023, the new ready-built property development in Hainan Sanya Bay, was initiated in 2024H1. It achieved land acquisition for the full district in 255 days, with all 16 buildings reaching their structural completion. The project is on schedule to be finished, inspected, and receive the ready-built property sales certificate by the end of the year, totaling 13.8 months.

Case Study: The Sanya Bay Project in Hainan

GFA
181.1 thousand m²

Number of Residential Units
966



Development Business: Enhancing Customer Experience Throughout the Lifecycle with Quality Service

- **Commitment to “Excellent Service” Across the Customer Lifecycle: Focusing on Home Delivery:** We organize 'Community and Social Activities' to allow customers to experience the neighborhood's pleasant atmosphere even before home delivery. During the construction process, we implement the 'Witnessing Home Growth' initiative, collaborating with homeowners to build their community together. At the time of home delivery, our 'Immediate Property Registration' service accelerates the registration process, reducing waiting times for customers. After move-in, our 'Sweet Classroom' program enables customers and their children to learn about the complex's greenery together, enjoying the happiness of family bonding.
- **“Sweet Classroom”** is Vanke's pioneering community nature awareness brand. During the summer of 2024, over 150 activities were organized under this initiative. Building on plant identification, we offer a range of parent-child experiences including customized themed routes, 'biodiversity' explorations in partnership with city botanical gardens, and DIY nature craft activities. These initiatives allow children to spend a delightful summer through exploration and hands-on experiences.
- **'Vanke Botanical Garden'** is a key brand strategy of our company. In August 2024, Vanke's Shanghai region, spanning 13 cities, partnered with 11 botanical gardens across these cities to essentially 'transplant' botanical gardens into our residential communities. We created ecological botanical gardens tailored to local conditions, delved deep into the natural characteristics of plants, and identified signature plants that align with each city's unique features. Through these efforts, we aim to foster a plant-friendly lifestyle.



Development Business: Exploring New Growth Models

—Leading Construction Management Services in Industry

- Vanke's construction management business engages in diverse project types on a large scale, demonstrating leading service capabilities across various business scenarios. Its deliver services to government agencies, state-owned corporations, financial high-tech companies, among others, while proactively expanding construction and sales initiatives across a variety of project types such as schools, affordable housing, industrial offices, urban renewal, medical facilities, and residential properties.
- In 2024H1, a revenue of **3.8 billion** was achieved, with management of **85** projects encompassing a total GFA of **14.73 million m²**. Recognition was earned in the form of **1** national-level award, **2** provincial-level awards, **38** city-level awards, and **5** additional commendations.

Revenue
RMB 3.8 Billion

Number of Managed Projects
85

Total Managed GFA
14.73 million m²

Housing Delivered GFA
1.59 million m²



Shenshan High School

National-level Awards:
2024 Evaluation of Engineering Construction Project Design Level - Second Prize (issued by China Construction Enterprise Management Association)



Shenzhen Dalang Cultural and Art Center

Provincial-level Awards:
2024 Guangdong Province QC Quality Team Class 3 Achievements (Guangdong Construction Industry Association Award)



South China Normal University (Shanwei Campus)

Provincial-level Awards:
Guangdong Province Construction Engineering Quality Structure Award (Guangdong Construction Industry Association Award)



Shenzhen Futian Middle School

Municipal Awards:
Shenzhen Quality Structural Engineering Award

Rental Housing: Enhancing Operational Efficiency, Optimizing Customer Structure

■ Improved Operational Efficiency

- The rental housing business (including non-consolidated projects) achieved operating revenue of RMB 1.73 billion, a YoY increase of 5.3%;
- Front-end NOI of RMB 490 million, YoY increase of 18.8%
- The project's front desk boasts a GOP profit margin of nearly 90%, maintaining a leading position in the industry with an occupancy rate of 95.2%.
- The percentage of self-operated channels has risen to 85%, while the operating cost per room has seen a YoY decrease of 13.3%.

■ Corporate Clients: Cornerstone of Stable Customer Base

- Serving 5,300 enterprises, corporate tenants represent 22% of the customer base, marking a YoY increase of 0.45pct.

Nationwide Corporate Tenants



Neighbor Friendship Activities

■ Ensuring High-Quality Launch of Key Projects

- A project launch work mechanism was established. In 2024H1, 11 new projects were opened, with an overall occupancy rate of 97%. Among these, 4 projects were fully occupied upon opening.

■ Expanding Student Rental Housing Services

- Promotions at the beginning and end of the academic year feature our campus promotion team offering exclusive services. They expertly manage tenant relationships beyond move-in, contributing to a remarkable 93% annual increase in student signings.



Campus Exhibition and Promotion



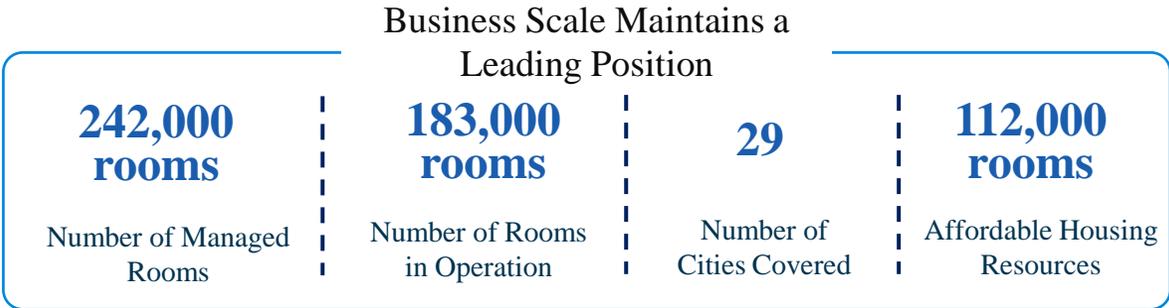
Graduation Activities

Note: Front-end NOI refers to the net operating income generated from project operations, excluding allocations from middle and back-office functions.

Rental Housing: Expanding Managed Asset Scale, Consolidating Leading Advantage

Scale Continues to Expand, Solidifying Market Leadership

- The management scale is 242,000 rooms while the opening scale stands at 183,000 rooms, representing the largest management scale of centralized long-term rental apartments in China.
- In 2024H1, 15,000 new rooms were purchased in cities including Beijing, Shenzhen, Hangzhou, and Chengdu. Among these, 12,000 rooms, representing 80.6%, were acquired in first-tier cities.
- A net increase of 3,300 operational rooms in 2024H1.



Leveraging Mature Operational Expertise to Revitalize Clients' Existing Assets

- Shenzhen Pingshan Village acquired 6,000 rooms by implementing the "state-owned enterprises unified leasing + joint operation" model.
- The Beijing Xiaomi Dormitory, comprising 2,658 rooms, sets a benchmark for corporate employee housing projects.
- Engaged in strategic partnerships with government entities, state-owned enterprises, and local governments in Changchun, Jinan, Tianjin, Chengdu, among other locations.



Xili Lake Pingshan Apartment



The First Long-term Rental Housing Project in Cooperation Between Government and Enterprises in Changchun

Rental Housing: Enhancing Product and Service Quality to Meet Diverse Customer Needs

■ Establishing Product Advantages, Perfecting Complementary Offerings

- **Establishing Product Advantages and Community Reputation in Large-Scale Projects** Since the inauguration of Xiamen Haiwan Community, it has maintained a consistent performance, with an average of **500 rooms** being leased each month for over 16 consecutive months, attaining a **100%** rental occupancy. In its first full year, the NOI rate surpassed **5%**.
- **Offering Customized Products for Users with Diverse Needs, Innovating Shared Space Resources** Introducing fashionable marketplaces, leisurely streets, recreational sports facilities, late-night dining options, and a variety of lifestyle shops to offer a more diverse range of services to Port Apartment customers.

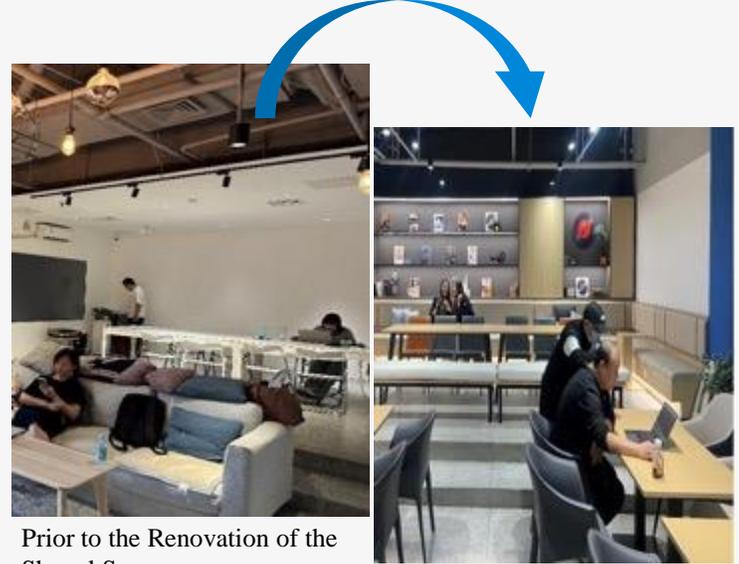


The Xiamen Haiwan Community has turned what was once considered an "isolated island" geographically into an ideal residence for 5,000 inhabitants.

In Guangzhou Sanyuanli, compact units covering 17m² incorporate ten major lifestyle modules.

■ Continued Improvement for Service Quality

- Implementing the "Fresh Move-In" and "Eight Essential Repairs" initiatives, concentrating on the prolonged optimal functioning of assets and equipment, achieving a customer satisfaction rate of **95%**.



Prior to the Renovation of the Shared Space

After Renovation

■ Providing Rental Housing Services with Human Touch

- The service, promising "happiness, warmth, peace of mind, and worry-free experiences," explores further possibilities for an enhanced rental living.
- In 2024H1, **more than 900** community events took place.



Offline Celebrity Meet-up

Urban Outdoor Leisure Walk



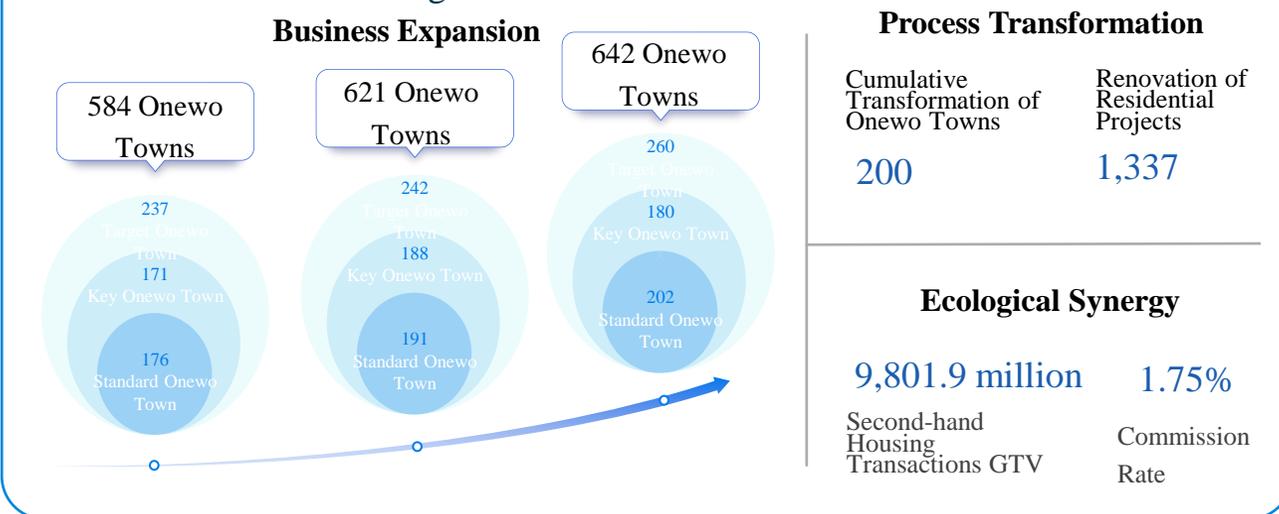
Steady Revenue Growth

- Onewo reported a total operating revenue of RMB 17.63 billion, marking a 9.5% YoY increase.
- Revenue from community space living consumption services reached 10.15 billion yuan, comprising 57.6% of the total, marking an 11.5% YoY increase.
- Commercial enterprises and urban spaces generated a comprehensive service revenue of 6.08 billion yuan, accounted for 34.5% of the total, marking a YoY increase of 7%.
- The revenue of AIoT (Artificial Intelligence of Things) and BPaaS (Business Process as a Service) solutions amounted to 1.4 billion yuan, constituting 7.9% of the total, marking a YoY increase of 5.9%.

Implementing Technology Strategy to Enhance Spatial Efficiency

- A total of 3,125 units of Pineapple No. 1 property convenience service machines have been deployed, achieving 100% coverage after the Onewo Town transformation.
- Black Cat unattended self-service machines provide access solution to 2,747 projects.
- Pigeon task intelligent scheduling platform is piloting in 39 cities, with 3,597 operatives involved
- Lingshi intelligent hardware edge server now features an AI intercom door-opening system, facilitating compatibility with the Pigeon work order system. It has also effectively deployed automated AI-powered inspection dispatch and verification.

Deepening the Onewo Town Strategy: Expanding Existing Assets to Drive Business Growth

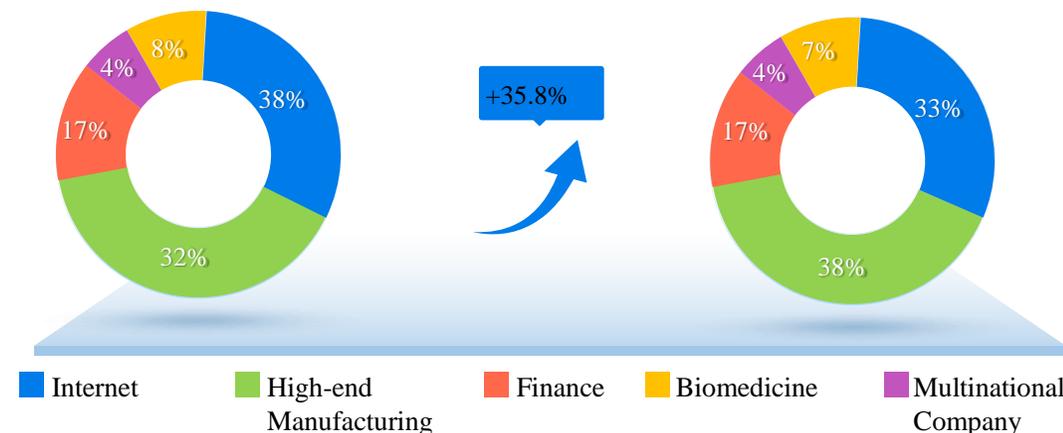


Diversified Customer Strategy:

Boosting Saturated Revenue Across Five Clients' Major Businesses

2023H1: 2.65 billion yuan

2024H1: 3.6 billion yuan



Note 1: The discrepancy between the property service revenue of RMB 17.63 billion and the revenue reported by Onewo arises from the differences between PRC standards and IFRS standards.

Note 2: Onewo Town: Utilizes its streets as units, centered around managed projects, and constructs a walkable radius of 20-30 minutes to form a service circle. This approach bridges the gaps between community, commerce, and urban space services. It facilitates shared property service personnel, ensures swift internal responses within Onewo Town and delivers mixed services across all street spaces.

Onewo: Creating Benchmarks for Old Community Renovation, Partnering with Communities, and Enhancing Asset Value

■ Case Study: Nanjing Binjiang Aocheng Project

- Delivery Year: 2008
- Takeover Time: May 16, 2017
- GFA: 110,000 m²
- Annual Saturated Revenue: 3.31 million yuan
- **Project Background:** The project was left uncompleted and subsequently delivered despite various unresolved issues, following the bankruptcy of the developer. These issues include fire safety, incomplete electrical systems, surveillance, and inadequate quality of facility equipment and underground garage construction. Despite transferring ownership among three different property management companies, none have successfully addressed these concerns.

✓ In-house Renovation Team and Multiple Funding Sources to Create Benchmarks for Old Residential Area Transformation

- Collaborative Approach with Property Owners: Understanding Needs and Fostering Communication
- **Comprehensive Renovation:** Mobilizing 3 million yuan from project public resource revenues, utilizing 1.5 million yuan from the maintenance fund and government subsidies, organizing 100,000 yuan through property owner crowdfunding. Comprehensive renovation of underground garages, ramps, pedestrian pathways, surveillance systems, water-based firefighting systems, and green spaces across different sections of the community was completed in 2023.

✓ Boosting Project Quality, Forging New Market Expansion Capabilities

- **Improved Collection and Enhanced Satisfaction Performance:** In 2023, the collection rate saw an annual increase of 2.2pct; there has been a consistent improvement in satisfaction levels, which increased 16.9pct to 80.9% at June 2024 compared to the end of 2022.
- **Enhancing Asset Value:** According to Beike's network data, between 2022 and 2023, the average property price escalated from 40,000 to 47,000 yuan per square meter. Additionally, the cost of parking spaces soared from 160,000 yuan in 2018 to between 240,000 and 260,000 yuan presently.
- **Support for Market Expansion:** The project sets an exemplary model for revitalization initiatives in Nanjing. The visit of representatives from the Nanjing Industry Committee in 2024 heightened interest in surrounding endeavors. Consequently, this spurred the acquisition of the Zhongnan Jinyuan project, which is projected to generate an annual saturated revenue of 5 million yuan.



Onewo: Dedicated to Serving High-quality Customers by Exploring Customer Needs and Providing a Comprehensive Range of Services



■ Case Study: Serving High-Quality Client "iFLYTEK"

- In the Anhui region, Onewo coordinated resources, conducted thorough research on iFLYTEK and confirm the collaboration. They explored services in facility and equipment management, enterprise remote services, and construction and renovation. The cumulative contract value surpassed RMB 120 million.



2022
Secure Strategic Clients

The Anhui region recognizes iFLYTEK as a potential strategic client, in alignment with the company's strategy.

2023
Expand FM Business

Cushman & Wakefield Vanke service: using FM business to showcase benchmark projects to clients utilizing extensive national service capabilities to meet the "1+N" nationwide workplace arrangement requirements of our clients.

**FM Annual Saturated Revenue
~ RMB 30 million**

August 2023
Expand Enterprise Services

Following the management visit, Xiangying Qifu has established a task force aimed at securing projects through strategic partnerships and leveraging national service capabilities, specifically focusing on fulfilling the substantial human outsourcing requirements of iFLYTEK.

Enterprise online service contract amount ~ 85 million yuan

2024
Expand and develop the construction and renovation business

As cooperation deepens, a more accurate comprehension of the client's renovation requirements becomes clear. We help clients capitalize on the supply chain advantages offered by the procurement platform to execute centralized procurement operations.

Renovation Contract ~ RMB 8.49 million



■ Steady Revenue Increase

- Commercial operations (including non-consolidated projects) achieved operating revenue of RMB 4.59 billion, a YoY increase of 6.7%. Among them, the operating revenue of commercial projects managed by SCPG reached RMB 2.71 billion, with an overall occupancy rate of 94.2%, which is basically stable compared to the previous year.

□ Wide Range of Managed Property Types

- INCITY MEGA offers a vast and memorable experience; Vanke Plaza and INCITY / INREACH cater to family leisure consumption, while Vankely and Inlane enhances community happiness.
- Historical and cultural districts, such as Yongqing Fang and Nantou Ancient City.

□ Technology-Driven Membership Operations

- The digital membership count stands at 30.864 million.
- Membership MAU surpassed 3.414 million, marking a 16.9% YoY increase 2024H1.

□ Extensive Network of Professional Partnerships

- Established strong cooperation with over 12,000 brands.
- During 2024H1, we engaged in reciprocal visits and collaborated with key strategic brand clients, including YAGEL and MINISO, among others. This enhanced our cooperation across the entire system, resulting in the signing of 13 new strategic and significant partnership brands.
- Continue to enhance and promote the "100 million yuan club" brand by improving sales efficiency and supporting local brands.

Projects in Operation

A total of 197 projects are in operation across 55 cities
Total GFA of 11.06 million m²
SCPG manages 71 projects, encompassing 6.65 million m²

Planned and Upcoming Projects

GFA is 714,000 m²



"Vitamin Holiday" Summer Event at Shanghai Uni Vanke Mall

In 2024H1, 3 commercial projects—Shanghai Xuhui Vanke Mall and Shanghai Pufa Sanlin Inreach, along with Hefei Shushan Inlane—were inaugurated as planned. Spanning a total GFA of 177,000 m², these projects have met all performance expectations and garnered positive feedback from consumers. Meanwhile, the operational performance of existing projects has been improved. Several have enhanced their operational outcomes by implementing strategies such as customer group research and adjustments in positioning.

Shanghai Xuhui Vanke Mall

- Situated in Xujiahui, the central of Xuhui is designed as a POD+TOD project with the goal of developing a diverse community within the urban fabric. It integrates modern retail, sports activities, pet-friendly and family-oriented events, subcultural experiences, cultural entertainment, and business support activities.
- Achieved a 92% occupancy rate and 88% opening rate upon its launch on June 13, 2024, introducing brands such as MUMO New Community, with 40% of stores being first in the region.



Shanghai Pufa Sanlin Inreach

- As Shanghai's first INREACH, it is dedicated to creating a convenient and friendly 15-minute living circle, establishing a lifestyle space that resonates with and is embraced by consumers.
- Opened on June 25, 2024, with a GFA of 50,000 m². Within the first 7 days of operation, it attracted over 280,000 foot traffic and generated total sales of 9.14 million yuan.



SCPG CENTER

- Partnered with Yung Tong Bus to establish direct shuttle services between Hong Kong and the Shenzhen mall, enabling customers to shop conveniently. Positioned as a mall that understands Hong Kong customers, it enhanced exclusive services and created an atmosphere ideal for both shopping and dining.
- Renovated and transformed the B1 level, creating the "INSTREET" with 22 new small eateries. This enhanced brand diversity, increasing foot traffic by 610,000 people (6% growth), with 90% being Hong Kong visitors.



Urumqi Tianshan Vanke Mall

- Designed amenities tailored to young consumers' habits. By adjusting LG floor tenant operating hours and extending the night market entrance to 24 hours, successfully created a "never-sleeps" district.
- In 2024H1, operating revenue increased by 6.9% YoY, NOI rose by 8.3% YoY, and sales grew by 9.4% compared to the same period last year.



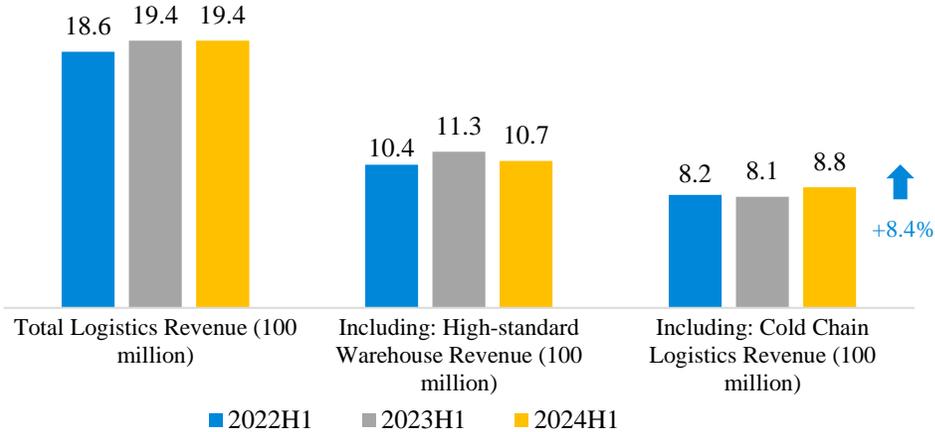
■ Revenue Continues to Grow

- Operating revenue (including non-consolidated projects) was **1.94 billion** yuan, a flat YoY growth, among which, cold chain logistics operating revenue was **880 million** yuan, up **8.4%** YoY.
- **6** new parks opened, with a leasable area of **517,000 m²**, including **4** cold chain parks with a leasable area of **431,900 m²**.

■ Continuous Leadership in the Cold Chain Logistics Business

- The cold chain logistics business now spans **24** major cities nationwide, serving over **2,200** clients and has experienced a **9.7%** growth since the beginning of the year.
- Cold chain logistics business boasts a total leasable area of **1.946 million m²**, ranked first in the industry.
- The high-standard warehouse has consistently sustained an occupancy rate of **85%** throughout the stabilization period, alongside a cold chain utilization rate of **74%**.

Logistics Warehousing Revenue (100 million yuan)



Industry-Leading Scale of Operations

47 cities, a total of **164** projects in operation
The total leasable area spans **10.439** million m²
Of these, **8.493** million m² are allocated to high-standard warehouses, and **1.946** million m² are designated for cold chain facilities.

■ Integrated Warehouse-Distribution Logistics: Driving Cost Savings and Efficiency for Clients

- VX Logistics capitalizes on its extensive warehouse network to centralize a diverse range of full-category, multi-temperature products from various clients. Intelligent system allocation ensures that products from different clients, either located in the same commercial zone or sharing the same destination, are consolidated for collective distribution. It effectively lowers logistics costs, cuts expenses, and boosts efficiency for customers, thereby enhancing customer loyalty.
- VX Logistics launched its consolidated warehouse and distribution product "VX Distribution". Pilot programs are underway in Central China and the Jiangsu-Anhui region, with plans to establish over 300 joint distribution routes.

■ Upholding Industry-Leading Professional Standards and Ensuring Food Safety

- The Ningbo Beilun Cold Chain Park achieved an outstanding score of 99.1 in Yum China's 2024 annual food safety audit, ranking No.1.

■ Expanding Client Base: Securing Top-Tier Customers Across Multiple Industries

- **Strengthening Industry Connections: Expanding Business Alliances Upstream and Downstream** VX Logistics signed a strategic cooperation agreement with SF Express. Both parties will engage in comprehensive strategic collaboration in cold chain warehouse resources, cold chain transportation, distribution, and last-mile delivery resources.
- **Securing Major Clients: Expanding Market Share** Signed contracts with leading industry clients such as Starbucks, Tim Hortons, and algebraist COFFEE, providing integrated supply chain services including warehousing, distribution, and in-warehouse operations.



**VX Cold Chain Logistics:
Integrated Warehousing and Distribution**

Commitment to Sustainable Growth: Continuously Enhancing ESG Performance



- The company's ESG performance has repeatedly gained external recognition, with multiple ESG index ratings and awards ranking **No.1 in the industry**.
- Committed to sustainable development and green building practices, new projects have met green building evaluation standards for **11 consecutive years**. As of June 30, 2024, Vanke's cumulative building area meeting green building standards reached **331 million m²**, with industrialized building area exceeding **230 million m²**. Fully implemented green leasing practices. **100%** of individual rental contracts for long-term apartments now include green initiative clauses, and paperless contract signing has been implemented.

Shenzhen Stock Exchange CNI ESG

AA

Ranking No.1 in Environmental Industry
Inclusion in the SZSE 100 ESG Leaders Index

CCXGF ESG

Upgrade to

AA-

Ranking No.1 in the industry

Hang Seng Corporate Sustainability Index

A+

No.1 among all property developers in mainland China
Included in HSSUSB, HSCASUSB and HSMHSUS

WIND ESG

Upgrade to

AA

No.1 in the industry

MSCI-ESG

BBB

Pioneering Green Building Initiatives

ESG Excellence Garneres Widespread Recognition



VX Logistics Chengdu Longquan Park has obtained LEED Gold Certification

New Projects

in a row

11 years

Meet Green Building Assessment Standards

Green Building Area

Accumulated

331 million m²

High-level Certification in Green Building

New Additions

4

New Projects

61.5%

Introducing the design of renewable energy sources

Industrialized Building Area

Accumulated

More than 230 million m²

New Projects

Over 90%

Degree of Industrial Application

2024 Best ESG TOP 1
Institutional Investor

Best ESG Award
The 7th Outstanding IR Awards in China

Fully Implement Green Leasing

Long-term Rental Housing
Individual Rental Agreement

100%
Green Initiative Clauses & Paperless Contract Signing

IV. 2024H2 Work Priorities

In the future, the company will continue to firmly implement its "comprehensive" plan, focusing on three main objectives: "ensuring housing delivery, ensuring repayment, and transitioning to high-quality development."

- **Ensuring high-quality housing delivery:** The company is fully committed to guaranteeing residential property deliveries. It is projected that a total of 188,000 units will be delivered throughout 2024.
- **Actively resolving debt:** The company is ensuring timely and smooth repayment of public bonds as scheduled.
- **Transform for High-Quality Development**
- **Focusing on core business:** Maintaining three primary sectors - integrated community development, property services, and rental housing. Actively divesting from non-core investments and liquidating or transferring financial investments unrelated to main operations.
 - **Boosting Sales and Ensuring Housing Delivery in Development business:** Boost sales and ensure housing delivery: drive sales and cash collection, focus all operations on cash flow security, enhance strengths in product development, construction management service, and ready-built property sales. As part of integrated residential developments, the commercial business ensures smooth openings of key projects, drives solutions for challenging projects and improves operations. It safeguards the NOI levels of important financing and transaction projects, promoting REIT performance and enhancing asset value.
 - **Guaranteed quality and market expansion in property services:** Enhance fundamental service capabilities to deliver superior property services; leverage brand strengths and regional density to actively broaden the market following the "Onewo Town" strategy.
 - **Rental housing enhances efficiency and adds value in several ways:** Boost operational efficiency of projects, enhance the quality of assets, foster innovative collaboration models, develops qualified assets, and offer diverse exit strategies. Additionally, it strengthens capabilities across the entire industry chain, including production, construction, and digital operations, while exploring progressive development models.
 - **Strengthening Services and Enhancing Capabilities in Logistics and Warehousing:** Focusing on cold chain and core cities, improving warehouse network layout. Developing standardized product services and refining integrated supply chain solution capabilities to increase customer retention.
- **Ongoing Asset Transactions and REITs Issuances** Manage and realize healthy cash flow from operating assets while ensuring the recovery of funds.
- **Advancing Financing Model Transformation:** Gradual Shift from Corporate-level Financing to Project and Asset-based Financing Models.

To tackle current severe operational challenges and adapt to the industry's new landscape, we'll implement stricter measures to streamline operations and boost cost-efficiency in the second half of this year. These measures include:

- **Revamping Organizational Structure: Streamlining for Efficiency** With a holistic strategy, we will concentrate on developing top-tier talent and capabilities while customizing organizational structures based on actual needs. We aim to streamline our organization by reducing hierarchical levels and shortening decision-making chains, thereby enhancing the efficiency and quality of our decision-making processes. We will reinforce a culture of diligence, intensify the assessment and rotation of management personnel, and inject new vitality into the organization. Additionally, we will improve corporate governance, strengthen internal controls, and proactively mitigate significant risks.
- **Driving Cost Reduction and Efficiency: Targeting 15% Year-on-Year Decrease in 2024 Management Expenses** On one hand, we will conduct a comprehensive workforce review. Based on business streamlining and organizational simplification, we will clearly define organizational restructuring goals to drive efficiency improvements. On the other hand, we will strictly control expenditures by thoroughly reviewing expense categories, lowering administrative expenses and other standards, thereby ensuring cost reduction and efficiency improvement.

We deeply regret our performance losses. As custodians of our shareholders' trust and expectations, we are poised to transform the weight of pressure into a catalyst for progress, charting our course with comprehensive plan. We will spare no effort to overcome difficulties, drive the company to resolve risks and streamline operations as quickly as possible, and return to a healthy development trajectory, thereby regaining the trust of our shareholders through concrete actions.

Appendix

Appendix: Condensed Consolidated Statement of Profit or Loss

For the period ended 30 June 2024

	Jan – Jun 2024 RMB'000	Jan – Jun 2023 RMB'000
Revenue	142,778,764	200,892,590
Cost of revenue	(133,124,838)	(163,003,306)
Gross profit	9,653,926	37,889,284
Other net income	232,975	2,777,622
Selling and marketing expenses	(4,105,721)	(4,653,531)
Administrative expenses	(4,735,988)	(5,412,163)
Other expenses	(2,950,865)	(473,413)
Profit from operations	(1,905,673)	30,127,799
Interest on lease liabilities	(411,118)	(445,072)
Finance costs	(2,728,222)	(2,602,702)
Share of profits less losses of associates and joint ventures	496,205	637,489
(Loss)/Profit before taxation	(4,548,808)	27,717,514
Income tax	(3,971,937)	(12,549,300)
(Loss)/Profit for the year	(8,520,745)	15,168,214
Attributable to:		
Equity shareholders of the Company	(9,852,500)	9,870,472
Non-controlling interests	1,331,755	5,297,742
(Loss)/Profit for the year	(8,520,745)	15,168,214
(Losses)/Earnings per share (RMB)		
Basic and diluted	(0.83)	0.84

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

For the period ended 30 June 2024

	Jan – Jun 2024 RMB'000	Jan – Jun 2023 RMB'000
(Loss)/Profit for the year	(8,520,745)	15,168,214
Other comprehensive income for the year (after tax and reclassification adjustments)		
<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 reserve (non-recycling)	(62,614)	(236,373)
Share of other comprehensive income of associates	(59,992)	(58,742)
<i>Items that may be reclassified subsequently to profit or loss:</i>		
Exchange differences on translation of financial statements of overseas subsidiaries	(86,014)	218,723
Cash flow hedge:		
Net movement in the hedging reserve	31,832	28,643
Share of other comprehensive income of associates	578,898	2,548,656
Other comprehensive income for the year	402,110	2,500,907
Total comprehensive income for the year	(8,118,635)	17,669,121
Attributable to:		
Equity shareholders of the Company	(9,472,096)	11,785,012
Non-controlling interests	1,353,461	5,884,109
Total comprehensive income for the year	(8,118,635)	17,669,121

Appendix: Condensed Consolidated Statement of Financial Position

As at 30 June 2024

	30 June 2024 RMB'000	31 December 2023 RMB'000
Non-current assets		
Property, plant and equipment	35,506,185	38,332,903
Investment properties	122,995,708	128,215,536
Intangible assets and goodwill	9,774,199	9,751,014
Interest in associates and joint ventures	128,005,238	130,562,531
Biological assets	349,670	218,250
Other financial assets	2,141,312	2,191,465
Other non-current asset	5,905,528	5,938,836
Deferred tax assets	39,931,809	39,379,575
	344,609,649	354,590,110
Current assets		
Inventories and other contract costs	625,776,240	706,998,914
Contract assets	13,966,181	13,678,360
Trade and other receivables	346,071,460	329,777,411
Other current assets	13,811	13,614
Pledged and restricted deposits	2,412,610	2,871,178
Cash and cash equivalents	89,986,161	96,942,577
	1,078,226,463	1,150,282,054
Current liabilities		
Trade and other payables	343,540,255	383,118,158
Contract liabilities	276,869,393	308,638,338
Bank loans and borrowings from financial institutions	81,889,991	43,572,666
Bonds payable	21,701,775	20,458,192
Lease liabilities	1,920,606	1,959,530
Current taxation	60,519,334	64,038,374
	786,441,354	821,785,258
Net current assets	291,785,109	328,496,796
Total assets less current liabilities	636,394,758	683,086,906

Appendix: Condensed Consolidated Statement of Financial Position

As at 30 June 2024

	30 June 2024 RMB'000	31 December 2023 RMB'000
Non-current liabilities		
Bank loans and borrowings from financial institutions	185,577,845	197,764,143
Bonds payables	43,736,764	59,871,016
Lease Liabilities	18,676,886	19,644,594
Deferred tax liabilities	1,137,673	1,159,455
Provisions	941,857	450,399
Other non-current liabilities	1,266,528	1,263,768
	251,337,553	280,153,375
NET ASSETS	385,057,205	402,933,531
CAPITAL AND RESERVES		
Share capital	11,930,709	11,930,709
Treasury shares	(1,291,800)	(1,291,800)
Reserves	231,039,655	240,145,704
Total equity attributable to equity shareholders of the Company	241,678,564	250,784,613
Non-controlling interests	143,378,641	152,148,918
TOTAL EQUITY	385,057,205	402,933,531

Appendix: Condensed Consolidated Cash Flow Statement

For the period ended 30 June 2024

	Jan – Jun 2024 RMB'000	Jan – Jun 2023 RMB'000
Operating activities		
Cash generated from operations	3,468,165	21,716,680
Income Tax paid	(8,644,490)	(19,852,180)
Net cash (used in)/generated from operating activities	(5,176,325)	1,864,500
Investing activities		
Acquisitions of property, plant and equipment and investment properties	(2,468,000)	(2,942,879)
Other cash flows used in investing activities	7,443,520	2,649,460
Net cash used in investing activities	4,975,520	(293,419)
Financing activities		
Dividends and interest paid	(9,180,600)	(14,824,324)
Other cash flows generated from/(used in) financing activities	2,322,031	(1,615,959)
Net cash used in financing activities	(6,858,569)	(16,440,283)
Effect of foreign exchange rate changes	102,958	150,431
Net decrease in cash and cash equivalents	(6,956,416)	(14,718,771)
Cash and cash equivalents at 1 January	96,942,577	134,424,670
Cash and cash equivalents at 30 June	89,986,161	119,705,899

THANKS!



Vanke Weekly



Vanke Investor Relations



Yixuanfang

Important Note:

This material is derived from the 2024 interim report of Vanke. In the event of any discrepancies, the interim report will take precedence.