

[For Immediate Release]



Greentown China Announces 2021 Annual Results

Operational Quality Continues to Improve,
with Sales and Investment Reaching New Highs



△ Greentown China's 2021 Annual Results Announcement

(23 March 2022 – Hong Kong) **Greentown China Holdings Limited** (“Greentown China” or the “Company”; Stock Code: 3900.HK) is pleased to announce its 2021 annual results and held an online results announcement on 23 March 2022.

In 2021, the Company achieved RMB100.24 billion in revenue, representing a year-on-year growth of 52.4%; the core net profit attributable to owners of the Company amounted to RMB5.765 billion, representing a year-on-year growth of 44.4%; basic earnings per share was RMB1.31, representing a year-on-year increase of 24.8%; the Board has recommended a final dividend of RMB0.46 per

share, representing a year-on-year growth of 31.4%.

Mr. Zhang Yadong, Chairman of the Board and Executive Director of Greentown China, said, “Focusing on the strategic goal of ‘quality benchmark among the Top10’ and adhering to the development idea of ‘quality first’, Greentown China in 2021 achieved significant all-round improvement in management capabilities and continuous enhancement in operational quality by responding to challenges in time with quick actions. The Company saw good growth momentum in several aspects of its business, including operating efficiency, sales scale, land investment and product services. The Company has achieved all its business goals and had a wonderful start to its ‘Strategic 2025’ plan.”



△ Speech from Mr. Zhang Yadong, Chairman of the Board and Executive Director of Greentown China

Significant Growth in Revenue and Profit Strong and Secure Financial Structure

In 2021, revenue and profit reached double-digit growth, whereas the debt structure was in continued optimization leveraging the advantages of stable operation and prudent financial control. As of 31 December 2021, the net gearing ratio was 52.0%, down by 11.8 percentage points over last year. Debts due within one year accounted for 25.1% of the total, a drop of 2.2 percentage points as compared to that at the end of 2020, providing strong support for the Company's future development.

The Company's financing channels have remained open and financing costs continued to be optimized. In 2021, the weighted average interest cost of total borrowings further decreased to 4.6%, representing a drop of 30 bps compared to 4.9% in 2020.

Record High Sales Scale High Sell-through and Cash Collection Rates Underscore Effectiveness of Measures

In 2021, Greentown Group recorded a total contracted sales area of approximately 15.57 million sqm and a total contracted sales amount of RMB350.9 billion, representing a year-on-year growth of 21% and ranking 7th in the PRC. Among which, the self-investment projects of Greentown Group contributed a contracted sales amount of approximately RMB266.6 billion, representing a year-on-year growth of 24%, of which approximately RMB145.2 billion was attributable to the Greentown Group, representing a year-on-year growth of 22%.

Thanks to innovative and flexible marketing strategies and effective management measures, the overall sell-through rate of self-investment projects was 69%. The sell-through rate in the first- and second-tier cities and newly-launched projects both exceeded 70%. The cash collection rate was 106%.

Sufficient, High-quality Land Investment Accelerated Conversion of Land Bank

Greentown China has monitored and responded positively to the situation by accurately handling the pace of land acquisition and adhering to the idea of value investment, with newly-acquired projects all located in key cities with high security, controllable risks and high profit potential. In 2021, the Group acquired 101 new projects in 42 cities with a total gross floor area (“GFA”) of approximately 17.51 million sqm. The newly-added saleable value was estimated to reach RMB313.7 billion, of which the first- and second-tier cities accounted for 78% and Yangtze River Delta accounted for 52%.

Benefitting from the accurate investment layout, 21% of the newly-added saleable value was converted to saleable resources within the year, which effectively supported steady sales growth for the year and the future.

As at 31 December 2021, Greentown Group had a total GFA of approximately 58.81 million sqm. The total saleable area was approximately 39.8 million sqm. Land bank in first- and second-tier cities accounted for 74% of the total saleable value.

Industry Leading Products and Services Industry-recognized Quality Brands

Based on the strategic pivot point of “best understanding of customers and products”, Greentown China has continued to enhance the core competitiveness of its product and has won the "Top10 of China Real Estate Companies by Brand Value" for 18 consecutive years, with brand value surging to a record RMB90.6 billion (China Index Academy). During the year, the Company was recognized as "No. 1 in Product Quality" by EH Consulting and China Index Academy, two mainstream institutions in the industry.

The Group has continuously optimized customer research system and improved customer satisfaction management, and has attained service upgrade. The Group has won the honorary title of “Chinese Real Estate Leading Brands by Customer Satisfaction” for 10 consecutive years, and has been leading the industry in the “Chinese Urban Residents’ Satisfaction” survey for 11 consecutive years, ranking first in customer satisfaction across 14 cities and in customer loyalty across 9 cities.

Active Expansion of Featured Businesses Diversification and Synergistic Development

In addition to traditional real estate investment and development businesses, the Group promotes emerging businesses in an orderly manner and actively expands featured businesses to set the stage for diversified development.

Greentown Management (9979.HK) has prominent advantages in asset light operation, and continues to take the lead in the project management industry. The three major business models, namely government project management, commercial project management and capital owner project management, have become more mature. Greentown Management has been included in the Hang Seng Composite Index and Mainland - Hong Kong Stock Connect (Southbound) since 7 March 2022.

Solid promotion of town business. The scale of the town business has steadily increased. As of 31 December 2021, the town business covered a total of 22 cities, with 28 featured towns under operation or under construction and a total of 12.63 million sqm of planned GFA secured.

The featured business has been fostering growth, with a total of 17 urban renewal, TOD and other featured projects acquired in 2021. The total value of these projects was approximately RMB82.6 billion, accounting for 26% of the total newly-added saleable value.

The “Greentown+” segment businesses have taken shape; the construction technology business, living service platform, commercial management business and industrial finance business have been innovated and upgraded to empower the main business.

Orderly and Effective Risk Management and Control Continuous Consolidation of Development Foundation

The Group has insisted on reform, change and improvement; striven to consolidate its management foundation and sought efficiency through improved management.

With the continuous optimization of structure and mechanisms, the hierarchy of some regional and city companies has been adjusted to further strengthen regional cultivation and build an agile organization.

By continuously optimizing the operations management model, Greentown China’s operation cycle from land acquisition to construction commencement, to presale and to delivery reached 4.3, 7.3 and 30.1 months respectively in 2021, with an average year-on-year improvement of approximately 6%.

The continuous consolidation of the risk prevention and control system, and the building of a closed-loop business management system covering all business segments with full participation of staff and comprehensive coverage have ensured sustained stability and healthy development of the Company.

**Accelerated Development, Prudent Operation
Follow the Development Path of “High Quality in All Aspects”**

With these five main operating principles: centering on strategic planning, achieving its goals, reform and innovation, team building and diversified development, Greentown China will focus on elevating the nine business capabilities, namely continuous reform, accurate investments, marketing services, streamlined operations, financial liquidity, commercial management, financial support, organizational support and internal control, as well as comprehensively enhancing the "six qualities(六品)" of Greentown so as to ensure the realization of the 2022 business goals.

For 2022, the Group expects its total saleable area to reach approximately 20.34 million sqm, with a saleable amount of approximately RMB444.2 billion. Among which, self-investment projects are expected to provide a saleable area of approximately 13.54 million sqm with a saleable amount of approximately RMB345.2 billion. As of 31 December 2021, the Group recorded an accumulated unbooked sales of approximately RMB330.8 billion, representing an increase of RMB77.6 billion compared to that at the end of 2020, laying a solid foundation for the realization of the operational targets for 2022.

2022 is a critical year for the Group's “Strategic 2025” plan as it links the past with the future, and the Group is striving to realize its vision of being an “integrated living service provider” by pursuing the business principles of quality first, progress in stability, balanced coordination and all-round development and decisively following the sustainable development path emphasizing “high quality in all aspects”.

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About Greentown China Holdings Limited

Greentown China Holdings Limited is a leading quality property developer and integrated living service provider in China. It maintains a leadership position in the industry by virtue of the quality of its properties, and its unique architectural aesthetics and customer centric services.

Throughout its 28 years of development, the Company has adhered to the development strategy of “quality first”, with building “quality benchmark among the Top10” as its core objective, to form three major segments, namely asset-heavy, asset-light and “Greentown+”. The asset-heavy segment focuses on the real estate development business, and the asset-light segment concentrates on the project management business, while the “Greentown+” segment provides strong support for both the asset-heavy and asset-light segments by strengthening the industry integration of the upstream and extending the scope of services of the downstream.

Greentown is dedicated to maintaining high integrity in business, meticulousness in skills and excellence in operations, so as to continuously satisfy people's pursuit of an ideal life, and develop aesthetic buildings, and create a better life.

For further information about Greentown, please visit the company website at www.greentownchina.com .

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