



新世界發展有限公司
New World Development Company Limited

The Artisanal Movement

FY2021 ANNUAL PRESENTATION

ANALYST BRIEFING

30 September 2021

CRUISING WITH THE TAILWIND FROM CHINA MACRO POLICY

產城融合 • 共同富裕 • 社會創新



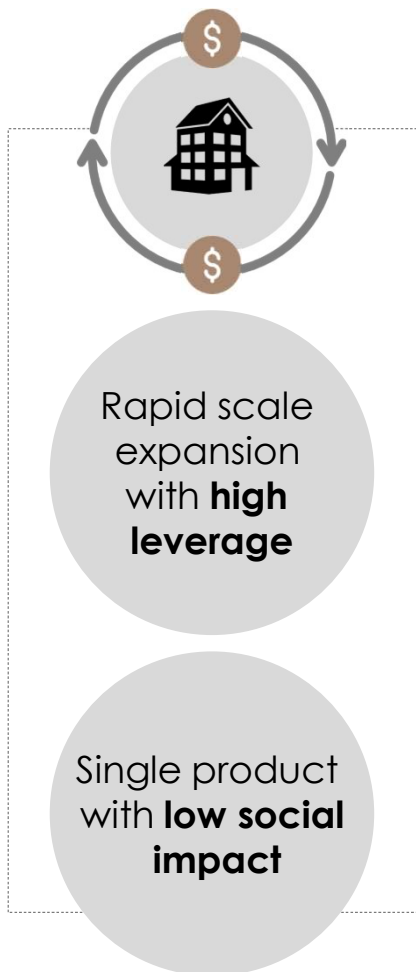
NWD is the **BEST positioned developer to capitalize on this macro backdrop**



THE NWD STRATEGY

NWD: PIONEERING CITY-INDUSTRY INTEGRATION (產城融合) AND SOCIAL INNOVATION FOR COMMON PROSPERITY (共同富裕)

Unsustainable industry Model



VS

New World's Unique Model



City 城

Developing **humanistic properties** to amplify city's aesthetics & unique culture



Industry 產

Providing **humanistic services** to upgrade society & people's living quality



UPGRADING THE SOCIETY AND PEOPLE'S LIVING QUALITY

CULTURE



Hangzhou Project - Heritage Preservation 源泰樓

EDUCATION



Panyu Project – Benenden School

TECHNOLOGY



Panyu Project - Innovation Centre

HEALTHCARE



HUMANSA – Endoscopy centres and elderly care centres



ECOSYSTEM OFFERINGS CREATE MASSIVE INNER CIRCULATION MONETIZATION OPPORTUNITIES

Effective CRM + cross-selling = high customer stickiness and value | Further enhanced by K\$

HUGE

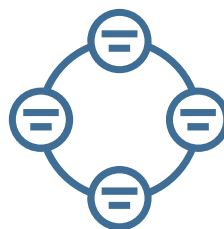
Customer Database



Group total members
>17M

SYNERGY

Creation



Cross-selling amount
~HKD1 bn

LOYALTY

Currency



HKD200M K\$ issued
82% Burn rate
~5x Sales multiplier

FY2021

FY2021








KEY FINANCIAL HIGHLIGHTS

SUMMARY FINANCIALS

FY2021 FINANCIAL SUMMARY

Beat contracted sales & non-core disposal target | Strong balance sheet with abundant capital

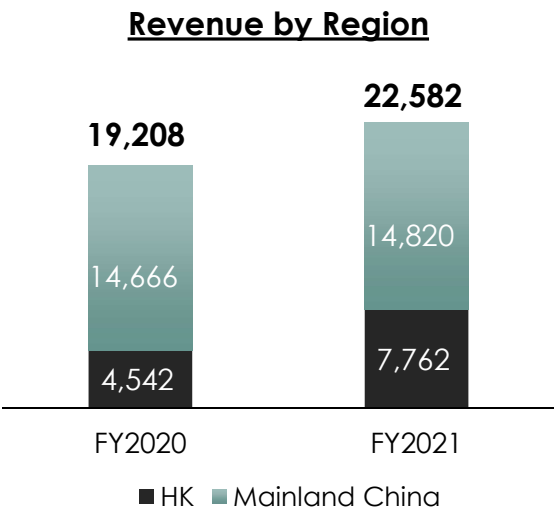
| | | |
|--|--|--|
| Revenue HKD 68,233M +15.6% YoY | Profit Attributable To Shareholders HKD 1,172M +6.9% YoY | Underlying profit HKD 6,978M +5.9% YoY |
| Net gearing ratio  35.6% -6.0% vs 30 Jun 2020 | Cost of financing 2.76% -1.29% ppts YoY | Capital resources HKD 119 bn HKD 62 bn cash and bank balances HKD 57 bn undrawn lines |
|  Recurring SG&A Expenses ↓ 12% YoY | | |

| Contracted Sales | | FY2021 | FY2021 Full Year Target |
|--|-----------------------|--------------------|--|
|  Beat | Hong Kong | HKD 42.4 bn | HKD 20.0 bn |
|  Complete | Mainland China | RMB 20.2 bn | Double digit growth of FY2020 contracted sales |
| Non-core Disposals | | FY2021 | FY2021 Full Year Target |
|  Beat | | HKD 18.0 bn | HKD 13.0-15.0 bn |

STRONG REVENUE GROWTH DRIVEN BY HONG KONG BOOKINGS

GBA margins remain robust

Revenue by Region



Revenue increase

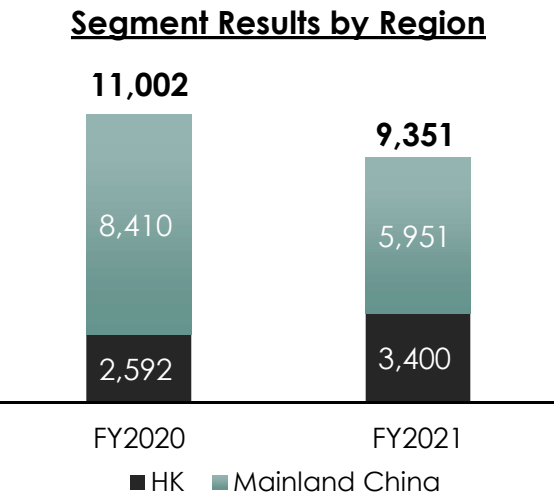
+18% YoY

Major booking in FY2021

- HK **+71% YoY**
Artisan Garden; Atrium House, Park Villa
- Mainland China remained stable



Segment Results by Region



HK segment results up 31%

Booked a non-GBA project with lower margin

Overall GP margin at **41%**



HONG KONG: HIGHEST CONTRACTED SALES AMONG PEERS

FY2021 contracted sales more than doubled original target of HKD20 bn

1

Pavilia Farm I - III

First farm life-infused residential project



HKD 37.4 bn

3


Mount Pavilia



HKD 1.1 bn

FY2021 attributable contracted sales

HKD42.4 bn



Ranked 1st

2

888 LAI CHI KOK ROAD

Grade-A Office Building
Located in West Kowloon



28 Storey 581K+ sqft MFA

HKD 2.8 bn

4

Fleur Pavilia



HKD 0.3 bn

5

Double Cove

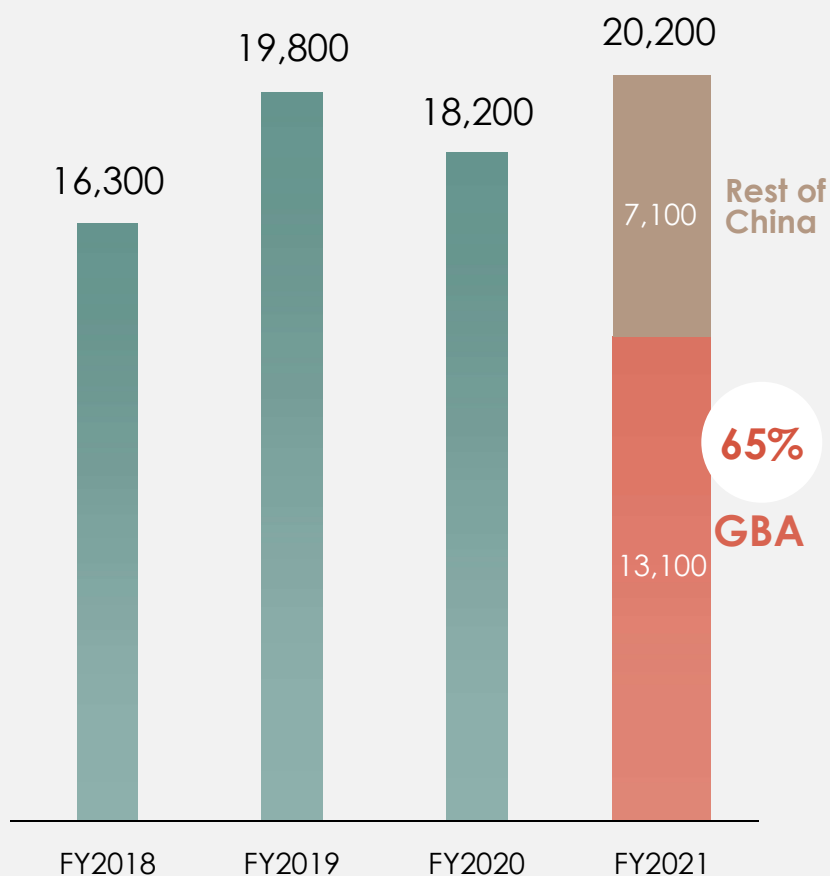


HKD 0.3 bn

MAINLAND CHINA: LEADERSHIP IN GBA AMONG HK PEERS

Contracted sales met annual target | Maintaining strong presence in GBA

Gross Contracted Sales (RMB M)



Note: *Approximate figures rounded to the nearest thousand/billion

Major GBA projects contracted sales

Prince Bay (太子灣), Shenzhen

~31,000 sqm

Apartment

Office

RMB

2.5B

Yicai New World (逸彩新世界), Guangzhou

~72,000 sqm

Residential

RMB

3.6B

Lingnan New World (嶺南新世界) Guangzhou

~62,000 sqm

Residential

Retail

Carpark

RMB

3.0B

Zengcheng New World (新世界增城廣匯尊府)
Guangzhou

~31,000 sqm

Residential

RMB

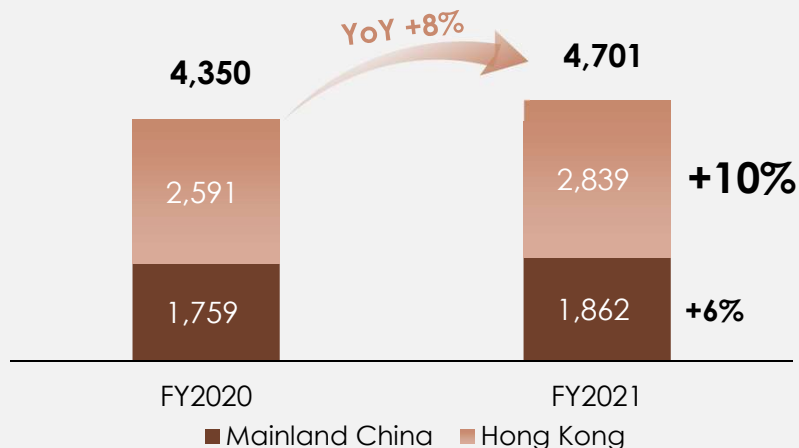
1.1B

PROPERTY INVESTMENT

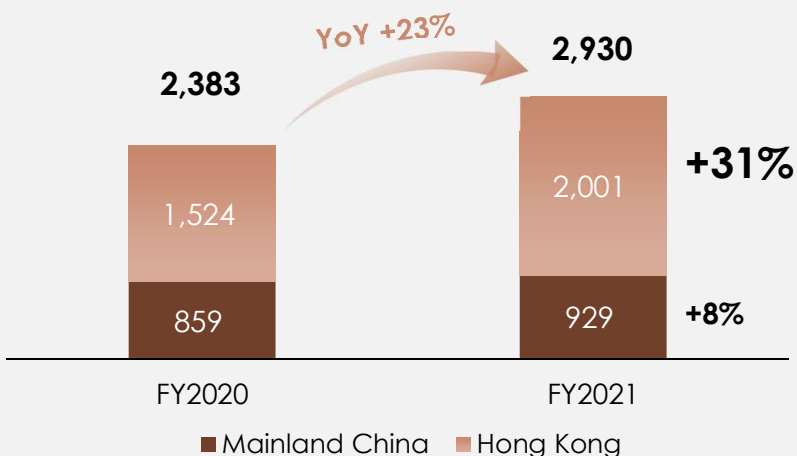
STRONG HK RENTAL INCOME GROWTH DESPITE BORDER CLOSURE

Even stronger segment result growth due to better operational efficiency

Total revenue by Region



Segment Results by Region



4 NEW PROJECTS OPENINGS IN FY2021

Wuhan K11 (Hankou) – Total GFA 134,000 sqm



2 K11 Malls + K11 Atelier Office

Tenants first presence
in central China region with K11

60+ Brands

Alexander McQUEEN
GENTLE MONSTER

Tianjin K11 Select¹ – Total GFA 46,000 sqm



First two days since opening

RMB11M+ **100k+**
mall sales footfall

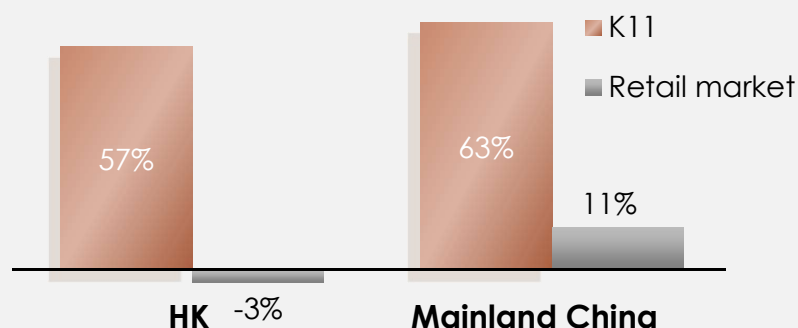
Note 1: Asset owned by other party and managed by NWD

PROPERTY INVESTMENT

K11 SIGNIFICANTLY BEAT MARKET PERFORMANCE

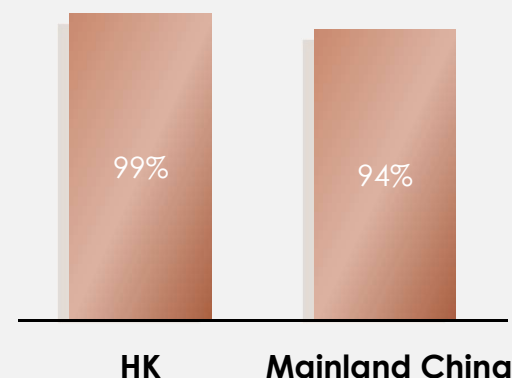
11 SKIES ATELIER coming soon and SH K11 Middle Huaihai Road Project on the move

FY2021 K11 mall sales YoY growth % vs market average



Source: HK retail market figures from Hong Kong Census and Statistics Department
Mainland China retail market figures from National Bureau of Statistics of China

FY2021 average occupancy rate of K11 malls in tier 1 cities¹



Note 1: Tier 1 cities in Mainland China include Shanghai and Guangzhou

11 SKIES: Attraction at the heart of GBA



K11 ATELIER

570,000 sqft

Expected
Completion in 2022

16 Tenants

with lease
commitment

Total GFA 3.8M Sqft
Opening in phases 2022-2025

Shanghai K11 Middle Huaihai Road Project Groundbreaking



Project acceleration

11 months from land acquisition
to groundbreaking

Land price

RMB4.1 bn

Total GFA 92,700 Sqm
Opening in 2026

Atop 2 MTR stations in
Shanghai CBD

PROPERTY INVESTMENT

CONTINUOUS PIPELINE GROWTH OF K11

K11 completion schedule on track | 40 K11 projects by FY2026 with 2.9m sqm in portfolio

K11 Investment Properties

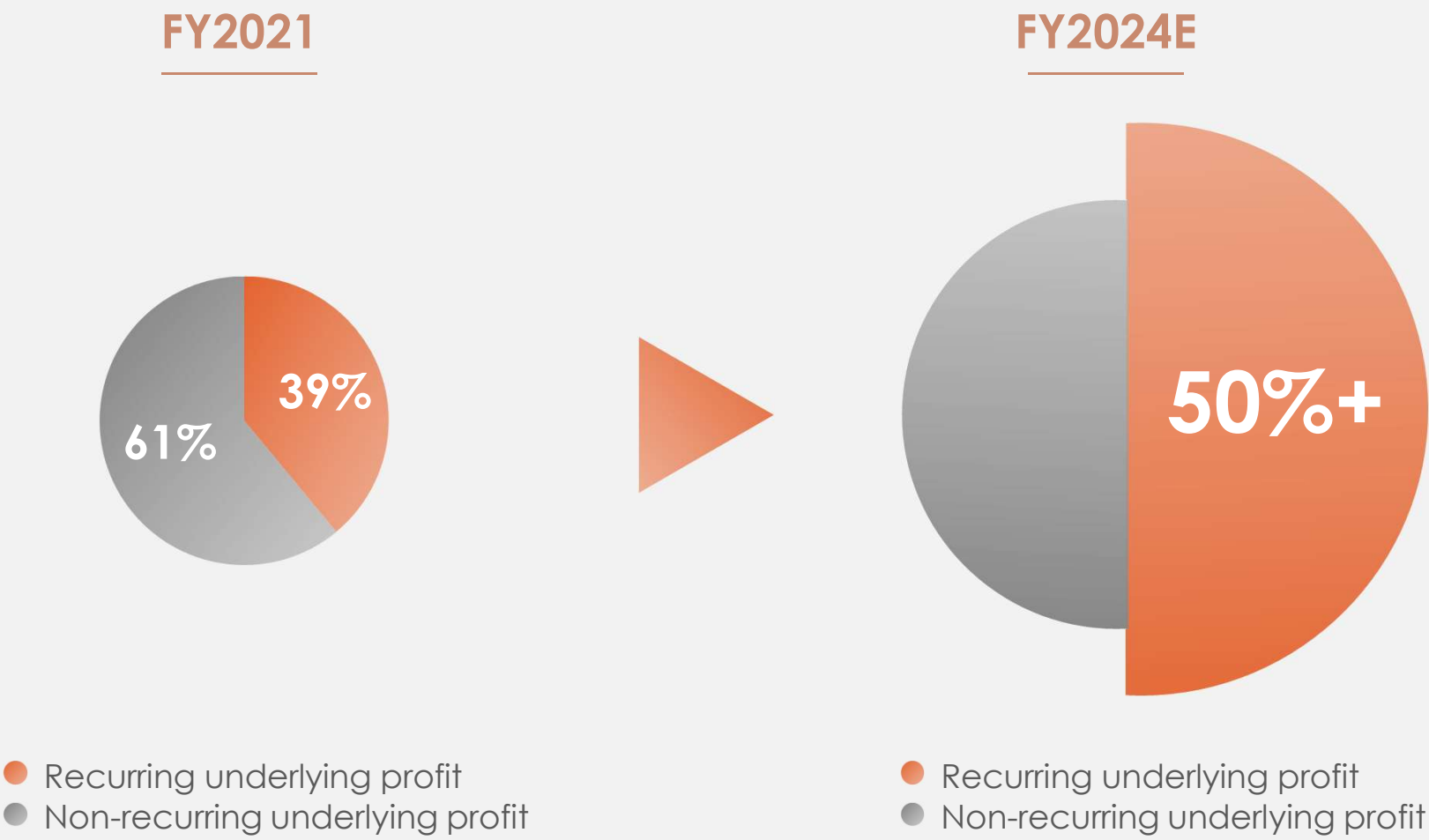
| Status | Site | Type | GFA ¹ (sqm) | Status | Site | Type | GFA ¹ (sqm) |
|---------------------|---------------------------------|-----------------------|----------------------------|-------------------------------|---------------------------------|----------------------------|------------------------|
| Current | Hong Kong | K11 | 34,000 | FY2024 | Hong Kong Kai Tak Sports Center | Retail | 57,000 |
| | Hong Kong | D · PARK | 60,000 | | Hong Kong 11 SKIES | Retail | 277,000 |
| | Hong Kong Victoria Dockside | K11 MUSEA | 104,000 | | Shenzhen (Prince Bay) | K11 | 98,000 |
| | Hong Kong Victoria Dockside | K11 ATELIER | 40,000 | | Shenzhen (Prince Bay) | K11 ATELIER | 25,000 |
| | Hong Kong Victoria Dockside | K11 ARTUS | 36,000 | | Shenzhen (Prince Bay) | D · PARK | 97,000 |
| | Hong Kong King's Road | K11 ATELIER | 47,000 | | Shenzhen (Prince Bay) | Cultural Retail Space | 9,000 |
| | Guangzhou (CTF) ² | K11 | 70,000 | FY2025 | Guangzhou (Hanxi) | D · PARK | 81,000 |
| | Guangzhou (CTF) ² | K11 ATELIER | 215,000 | | Hangzhou | K11 ATELIER | 50,000 |
| | Wuhan (Guanggu) | K11 Select | 51,000 | | Wuhan (CTF) ² | K11 | 85,000 |
| | Shanghai | K11 | 38,000 | | Wuhan (CTF) ² | K11 ATELIER | 90,000 |
| | Shanghai | K11 ATELIER | 81,000 | | Ningbo | Phase B: K11 + K11 ATELIER | 146,000 |
| | Tianjin (CTF) ² | K11 ATELIER | 141,000 | | Beijing (K11) ³ | K11 | 52,000 |
| | Shenyang | K11 | 259,000 | FY2026 | Hangzhou | K11 | 98,000 |
| | Wuhan (Hankou 2) | K11 | 40,000 | | Hangzhou | K11 ARTUS | 27,000 |
| | Wuhan (Hankou 1) | K11 | 43,000 | | Hangzhou | Art & Cultural Space | 6,000 |
| | Wuhan (Hankou 1) | K11 ATELIER | 51,000 | | Shanghai Middle Huaihai Road | K11 | 53,200 |
| | Tianjin (CTF) ² | K11 Select | 46,000 | | Shanghai Middle Huaihai Road | K11 ATELIER | 39,500 |
| Total (17 Projects) | | | 1,356,000 | TOTAL BY FY2026 (40 Projects) | | | 2,925,700 |
| FY2022 | Hong Kong 11 SKIES | Coming soon in FY2022 | K11 ATELIER | 51,000 | | | |
| | Ningbo | | Phase A: K11 + K11 ATELIER | 79,000 | | | |
| | Beijing ³ | | K11 ATELIER | 9,000 | | | |
| FY2023 | Shenzhen (Qianhai) ³ | | K11 ATELIER | 100,000 | | | |
| | Shenzhen (Qianhai) ³ | | Retail | 27,000 | | | |
| | Beijing ³ | | K11 HACC | 13,000 | | | |

- Refers to accountable GFA including above and below ground, and excluding carpark areas
- Asset owned by other party and managed by NWD
- Asset owned in form of JV between NWD and other parties

RECURRING INCOME TO CONTRIBUTE >50% PROFIT BY FY2024

Earnings stability as a result of strong rental income growth from investment properties pipeline

Recurring & Non-recurring Underlying Profit Split



NON-CORE DISPOSALS BEAT TARGET AMOUNT

HKD18.0bn of disposals in FY2021 to recycle capital for deploying to better returning business

| Major non-core assets disposed in FY2021 | Total Consideration (HKD bn) |
|---|------------------------------|
| Hong Kong | |
| Bus business in HK (100% stake in Citybus and NWFB) | 3.2 |
| Pearl City G/F and basement | 1.1 |
| Parkville retail area | 0.3 |
| Others | 1.1 |
| Subtotal | 5.7 |
| Mainland China | |
| Environment asset (42% stake in Suez NWS) | 6.5 |
| Office tower in Wuhan | 1.5 |
| Office building in Beijing | 1.1 |
| Others | 3.2 |
| Subtotal | 12.3 |
| Total | 18.0 |

Exceeded full year target of HKD13-15 bn

August 2020



January 2021



Environmental services in China encompassing water, waste treatment and others

Dec 2020



Disposal of
100% Stake

FINANCIAL & CAPITAL MANAGEMENT

PROACTIVE CAPITAL MANAGEMENT TO MAINTAIN STRONG FINANCIAL STRENGTH

Improving ratios | Repayments taken care of and refinancing perps with lower coupon rate

2.76%

Average financing cost

-1.29 pts vs FY2020

35.6%

Net gearing ratio

-6.0 pts vs 30 Jun 2020

6.9x

Interest coverage ratio

3.6x in FY2020

All FY2022 repayments taken care of



Refinancing callable perpetual bond due in October with lower coupon rate

USD 1.2 bn
**5.75%
coupon**

Refinanced in May

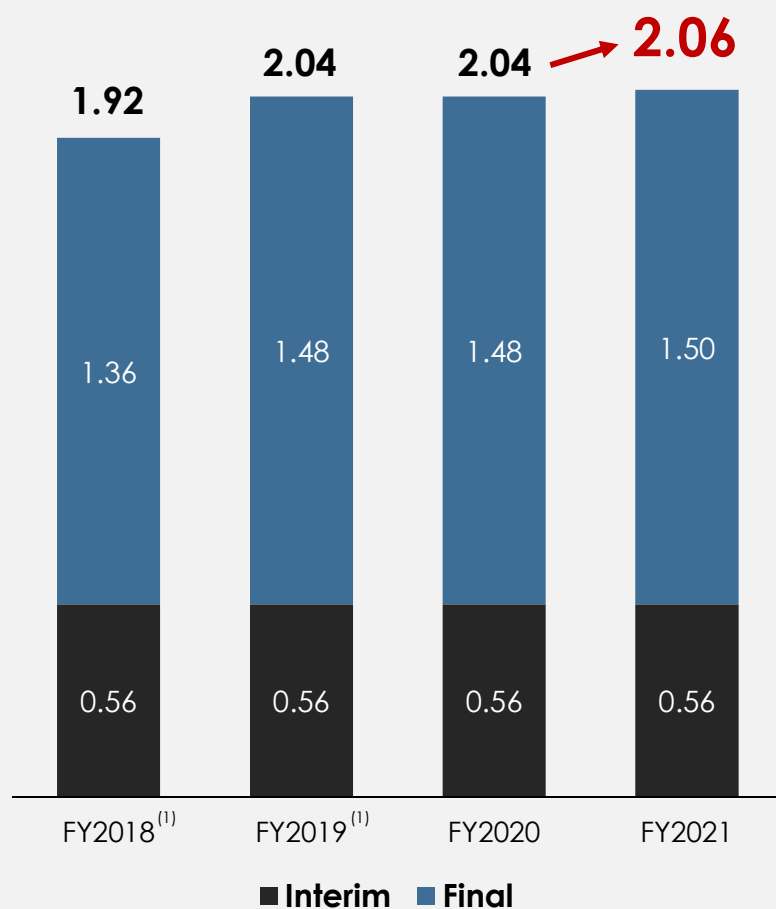
USD 1.2 bn
**4.125%
coupon**

★
Saved
HKD150M
annual interest

STABLY & PROACTIVELY RETURNING CAPITAL TO SHAREHOLDERS

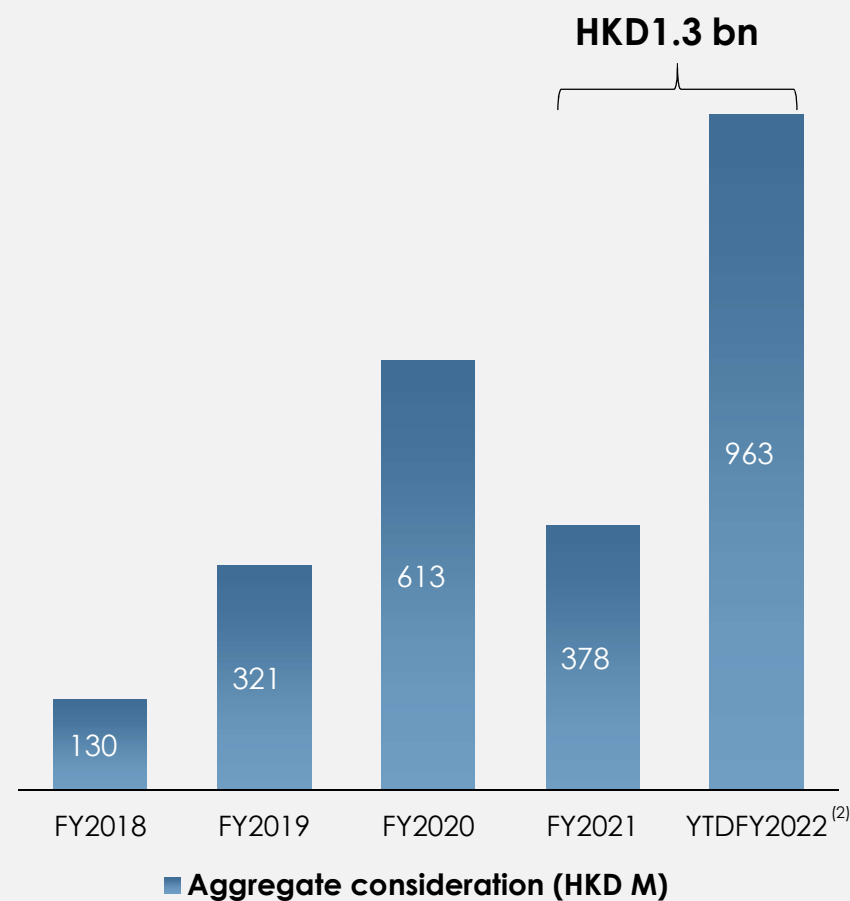
Progressive dividend | Share buyback further enhances return

Dividend payout (HKD/share)



Note: (1) Adjusted for 4-to-1 share consolidation

Proactive share buybacks



Note: (2) Share buybacks up to 31 August 2021



STRATEGIC PLANS

THREE-PRONGED APPROACH TO GRAB MARKET OPPORTUNITY



Pre-selling in 1.5 years

Booking in 3 years

#1 QUICK-WIN: MAINLAND CHINA

TAKE UP MARKET SHARE + SOLID EXECUTION CAPABILITIES

HALF-WAY PROJECTS ACQUISITION

An Industrial Zone Urban Renewal Project in Shenzhen



Residential + Commercial
Development scale up to
~650,000 sqm

Landbank conversion
in 2022
Fast-track by **3 yrs**

A Hospital Zone Urban Renewal Project in Guangzhou



Healthcare property for sale
(社會醫療建築)
Development scale up to
~57,000 sqm

Pre-selling in
1.5 yrs

PROJECT ACCELERATION

Hangzhou Wangjiang New Town Project (杭州望江新城)



Presale in **2022 Q2**;
Booking in **2023 2H**
~GFA 245,000 sqm

Fast-track from
2023Q4 to 2022Q2

Guangzhou Zengcheng (廣州增城新世界星輝)



Pre-selling since 2021 May;
Booking in **2023 2H**
~GFA 324,000 sqm

1.5 yrs ONLY
from land acquisition
to pre-sale

#2 PARTNERSHIP & COLLABORATION

BROADEN LAND ACQUISITION CHANNEL AT ATTRACTIVE COST

Trusted partner of government and SOE | Ecosystem to support internal circulation (内循环)

COLLABORATION WITH SOE

Shenzhen Prince Bay Project (深圳太子灣)



1



Development properties

Presold in 2020 March;

RMB9 bn sales

Total GFA
~79,600 sqm²

Investment properties

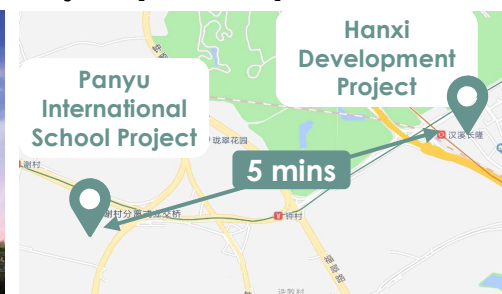
K11 + D PARK + Office

Opening in phases from 2024

Total GFA
~226,000 sqm²

Note: (1) New World Development has 51% and 49% equity interest in investment properties and development properties, respectively
(2) DP and IP excludes carpark of ~40,000 sqm and ~112,000 sqm, respectively

Guangzhou Hanxi Comprehensive Development Project (廣州漢溪)



3



Total GFA 307,500 sqm⁴

Expect pre-sale in 2023 Q4

Note: (3) New World China has 65% equity interest
(4) Exclude carpark of ~200,000 sqm

STRONG PRESENCE IN GOVERNMENT SUPPORTED REGIONS



Shenzhen Qianhai Commercial Project (深圳前海)

Total GFA
245,000 sqm

South Tower pre-sold in late July 2021 (Post-FY2021 event)

RMB3.2 bn

Own North Tower with retail and office⁵

Note: (5) Asset owned in form of JV between NWD and other parties

#3 OLD CITY REDEVELOPMENT

UPGRADE LIVING QUALITY & SUPPORT COMMON PROSPERITY

Leverage on group ecosystem offerings to enhance living quality of local people

| Project location | Latest status update | Expected land bank conversion schedule |
|---|--|--|
| Guangzhou Zengcheng (廣州增城大旺崗) | Signed cooperation framework agreement (已成為正式合作企業) | 2022 Q4 |
| Shenzhen Xili in Nanshan (深圳西麗西圍工業區) | 1 Redevelopment plan pending for approval (待批復專項規劃) | 2022 Q4 |
| Industrial zone urban renewal project in Shenzhen (深圳工業區) | Equity interest acquisition complete (已完成股權交易) | 2022 Q4 |
| Guangzhou Nanji Village (廣州海珠南箕村) | 2 Signed cooperation framework agreement (已成為正式合作企業) | 2024 Q4 |
| Guangzhou Zengcheng (廣州增城夏街村) | Signed cooperation framework agreement (已成為正式合作企業) | 2024 Q4 |
| Guangzhou Liwan (廣州荔灣芳村山村) | Intention to cooperate (意向合作企業) | 2024 Q4 |
| Shenzhen Luohu (深圳羅湖區文錦渡口岸經濟帶) | Signed strategic alliance agreement (簽署戰略合作協議) | TBC |
| Shenzhen Pingshan (深圳坪山區) | Signed strategic alliance agreement (簽署戰略合作協議) | TBC |

Note: Information is translated from Chinese version, if there is any inconsistency or ambiguity between English and Chinese version, Chinese version shall prevail

1 Shenzhen Xili in Nanshan (深圳西麗新圍工業區)



GFA

150k sqm

Prime location
in Shenzhen
Nanshan

Secured
Project in Mar 2021

2 Guangzhou Nanji Village (廣州海珠南箕村)



GFA

650k sqm

Haizhu Innovation Bay;
Future key growth
driver of Guangzhou

Leverage on
innovative ecosystem

Secured
Project in Sep 2021

The background is a circular collage of three images. The top image shows a modern building with a glass facade and a large, curved concrete structure. The bottom image shows a cityscape with a river and a bridge. The right image shows a park with a large, curved concrete structure and a river.

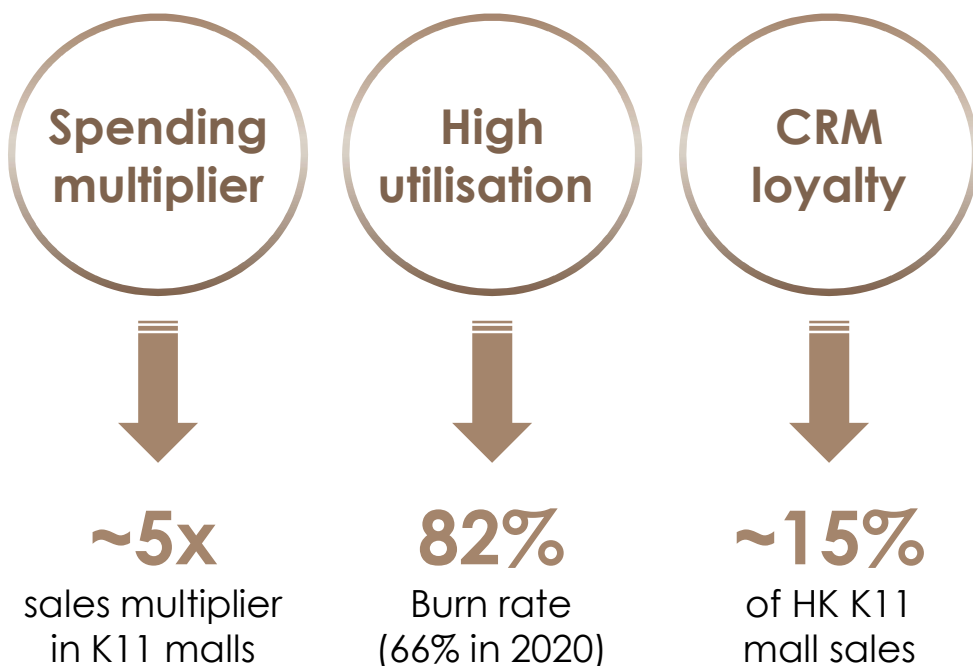
PROGRESS ON ECOSYSTEM

K DOLLAR CONTINUE TO CONTRIBUTE TO ECOSYSTEM

K Dollar Program induce ecosystem connectivity | Continue collaboration with external parties

One platform | One currency

FY2021 K Dollar reward program POSITIVE results



Collaborations with internet giants and banks

The banner promotes a collaboration between K11 and WeChat Pay HK. It features the K11 logo, the WeChat Pay HK logo, and the Standard Chartered logo. The main text reads: "Earn 10X K Dollars* when spending with WeChat Pay HK". Below this, it states: "Additional WeChat Pay HK Offer! Summer Shopping Rewards 26 July - 26 Sept". At the bottom, it says: "CRM sales HKD20 M+".



HEALTHCARE

HUMANSA: UPGRADING QUALITY OF LIFE WITH TOP-NOTCH CARE

Endoscopic Diagnostic Services



Healthcare and Nursing Services



Elderly Home Operation



No.1 in terms of number of centres

**4 Endoscopy
Centres**

10,000+

Endoscopic services provided

5,400+

Qualified Healthcare personnel

340,000+

service provided



1,100+ beds across
9 homes for the elderly

EXPAND GBA HEALTHCARE SERVICES TO BOOST B2C ECOSYSTEM

Open 10+ new medical and wellness outlets with diversified offerings in GBA in FY2022

Abundant resources

DOCTOR EXPERTISE



Signed MOU with Gleneagles Hospital

- In affiliation with **HKU Health System**
- Over **35 specialties & subspecialties**



Strategic partnership with Distinct Healthcare

- **>30** multi-specialty clinics/hospitals with **>300 doctors** focus in **GBA**

Expansion plan in FY2022

GUANGZHOU

SHENZHEN

HK

17M+
customers



10+ medical & wellness
outlets in GBA

STRATEGIC COLLABORATION

MULTIFACETED STRATEGIC ALLIANCE WITH TAIPING GROUP

Co-develop quality projects and co-invest in premium assets

Investment

- **Co-investment in flagship properties**, infrastructure, and emerging industries



Healthcare

- **Medical tourism** with NWD eco-system packaged
- Potential GBA **healthcare/elderly care projects operation**



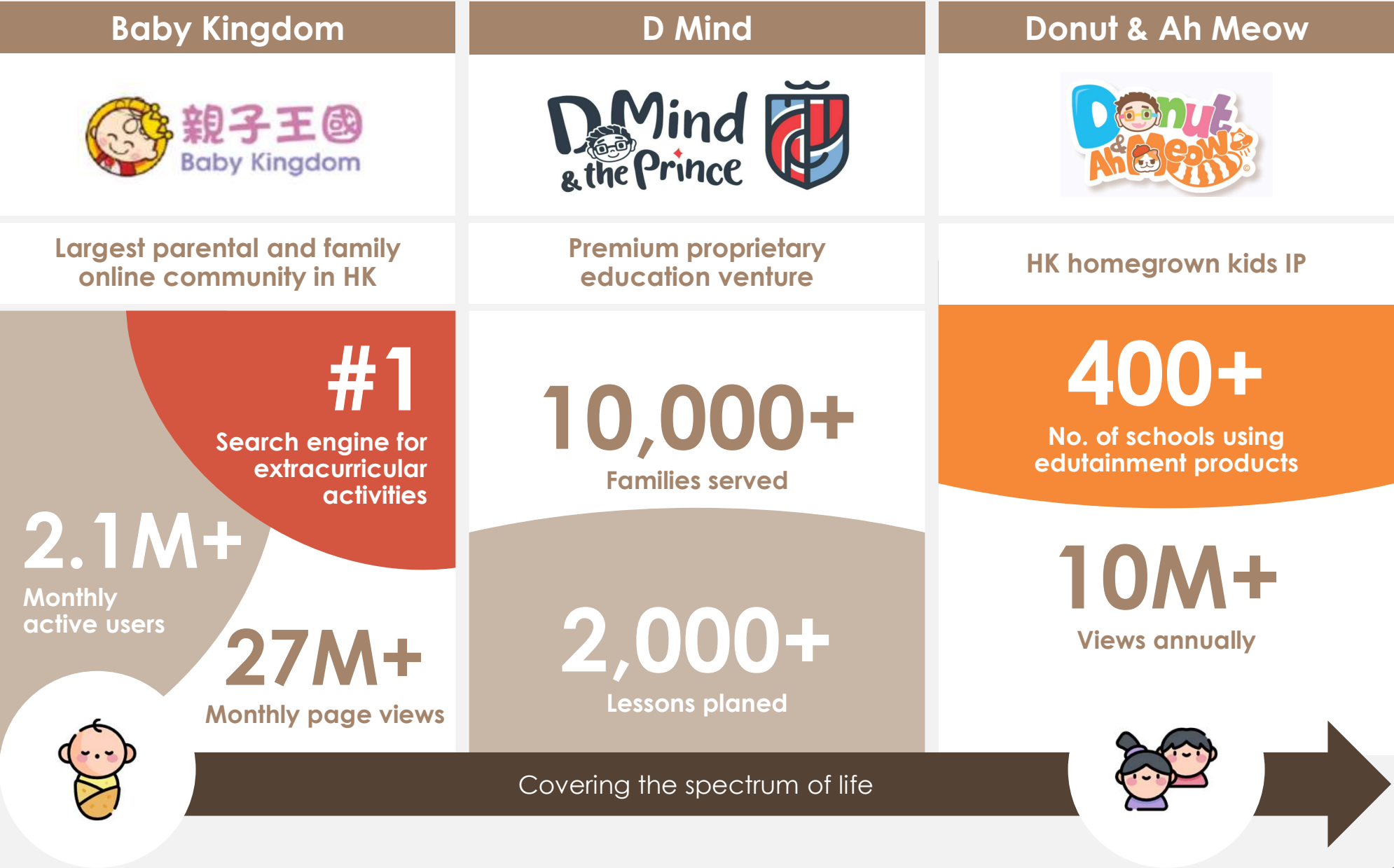
Elite client value adding service

- Ecosystem-based **high quality service to elite clients**



Strategic partnership agreement signed on 15th September 2021

SERVING FROM THE BEGINNING OF LIFE



INCUBATION

INCUBATE START-UPS TO CREATE SHARED VALUE

Collaborations to create value and stimulate innovation | Drive customer-centric ecosystem

Innovation Incubation Program



70

Business
Integrations
since launch

30

Integrations
in FY2021

- 3rd cohort to launch on 28th October
- ESG theme ranging from renewable energy, waste management and more

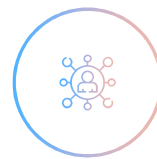
GBA Accelerator



Empowers startups to
drive business in:



Artificial
intelligence



Robotics

Twin hub approach

K11

HK

GZ

Group Innovation IP

98

NWD IP

80

K11 IP

10

NWS IP

178

Total IP

The background is a circular collage of images. The top half shows a modern building with a large, curved, white concrete structure. The bottom half shows a cityscape with a river, a bridge, and a parking lot. The text is centered in a white box.

ESG

CREATING SHARED VALUE FOR ALL STAKEHOLDERS

ESG INTEGRATION

HUMANISTIC & INNOVATIVE HOUSING SOLUTIONS FOR HONG KONG

Sharing the greater good to citizens and resolving Hong Kong housing issues

新世界建好生活 (New World Build for Good)



Collective efforts from enterprises and community to **solve long-term housing issues**



Identify **innovative solutions** with experts from all fields to offer new and sustainable housing models



Launched “NewGen First Home Programme” **offering 7.5% down-payment option** to assist young buyers purchasing home

Transitional housing projects



1st developer to announce farmland donation



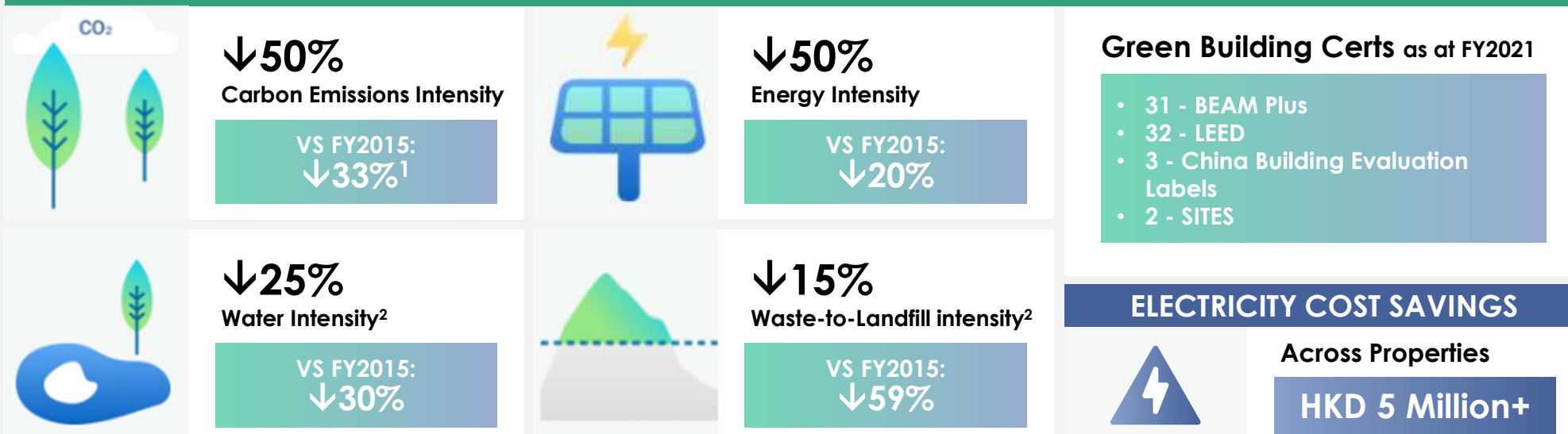
Donated **farmland** to social enterprise and NGOs



So far **4 projects** to offer about 2,000 units

GROUP-WIDE SV2030 PERFORMANCE ON TRACK

GREEN



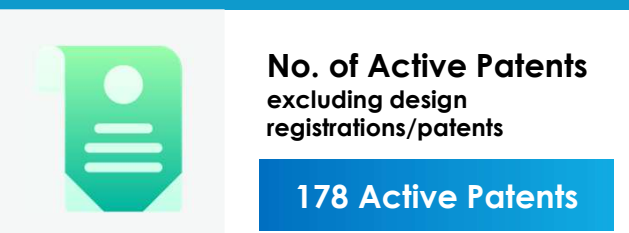
WELLNESS • CARING



SUSTAINABLE FINANCE

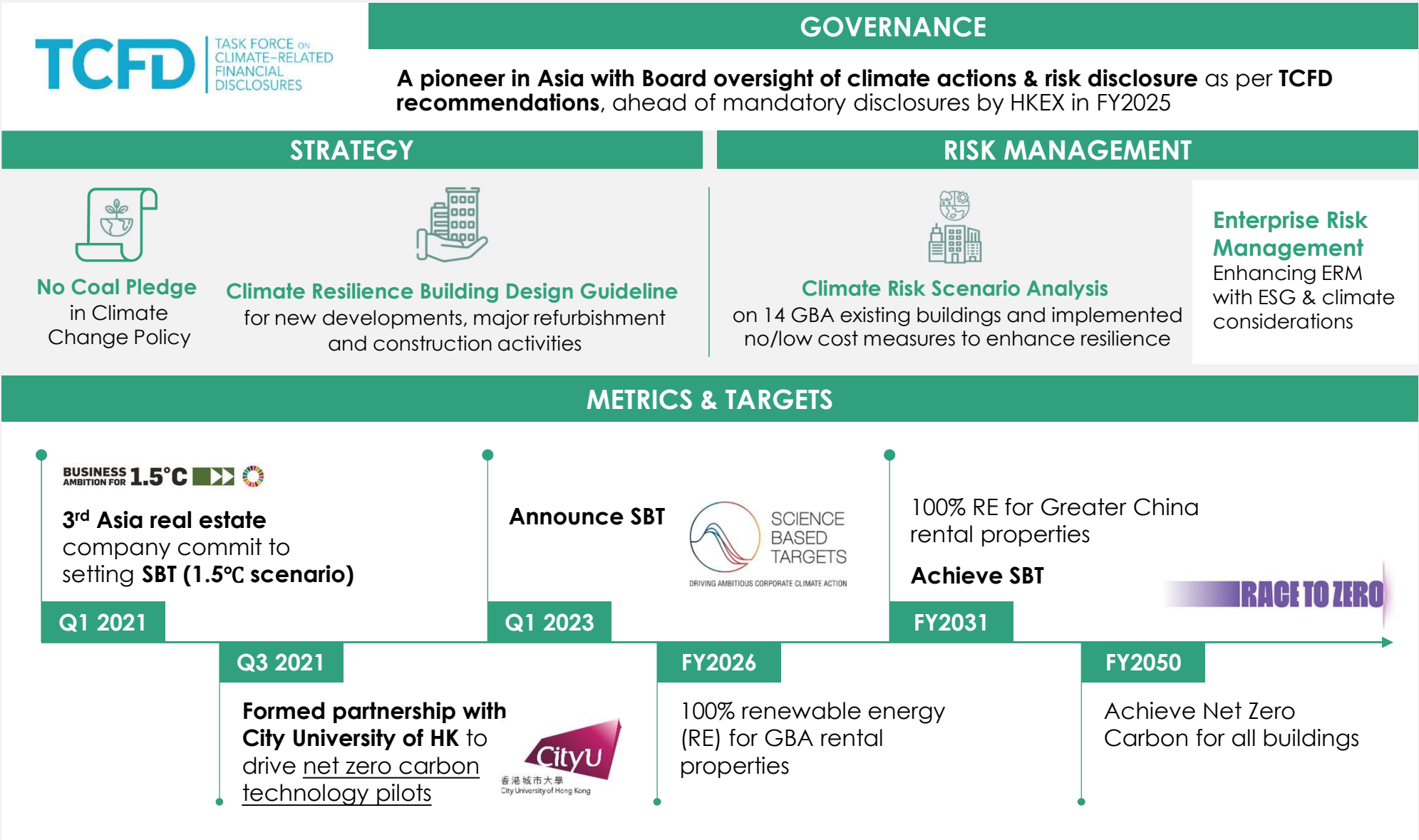


SMART



1. Carbon emissions reduction attributes to both grid electricity decarbonisation and energy saving measures. | 2. Water and waste targets apply to NWCON only.

NWD TAKING AMBITIOUS CLIMATE ACTION



WHY NWD?

 新世界發展有限公司
New World Development Company Limited

The Artisanal Movement

STRATEGICALLY POSITIONED TO LEVERAGE ON MACRO BACKDROP

CORE STRATEGIES



PIONEERING CITY-INDUSTRY INTEGRATION AND SOCIAL INNOVATION FOR COMMON PROSPERITY

Leverage on innovative ecosystem ranging from living, working, entertainment, insurance, healthcare to education



ECOSYSTEM EXPANSION TO DRIVE INTERNAL CIRCULATION

Increase customer stickiness and cross-selling



RECURRING PROFIT TO CONTRIBUTE >50% OF TOTAL UNDERLYING PROFIT BY FY2024 OFFERING STABILITY

Solid pipeline of K11 Projects (2.2 sqm by FY2024) and strong insurance growth



IMMINENT STRATEGIC ACTIONS



QUICK-WIN STRATEGY TO GRAB MARKET OPPORTUNITIES

Old buildings acquisition & rebuild; half-way project acquisition; enbloc building acquisition & strata title sale and project acceleration



PROACTIVE CAPITAL MANAGEMENT & MAINTAIN NET GEARING

Lower capex, non-core disposals and cost savings





THANK YOU

APPENDIX

LANDBANK OVERVIEW

GBA¹ and YRD landbank accounted for 60% of total landbank in Mainland China

LANDBANK IN HONG KONG



Total Attributable
HK Landbank:

9.4M² sqft

4.5M sqft

Development Properties

4.9M sqft

Investment Properties

Notes:

1. GBA exclude Hong Kong
2. Projects Under Development Or Held For Development Only

LANDBANK IN MAINLAND CHINA

| Area | Total GFA ² (sqm) |
|----------------------|------------------------------|
| GBA | 2,607,000 |
| YRD (Eastern region) | 813,000 |
| Central Region | 624,000 |
| Northern Region | 610,000 |
| North-Eastern Region | 1,029,000 |
| SUB-TOTAL | 5,683,000 |

Notes:

1. Projects under development or held for development only
2. Excluding carpark and others. Approximate figures rounded to the nearest thousand; sub-total/ total numbers may not sum due to rounding difference



Latest development in old city redevelopment Guangzhou Nanji Village project

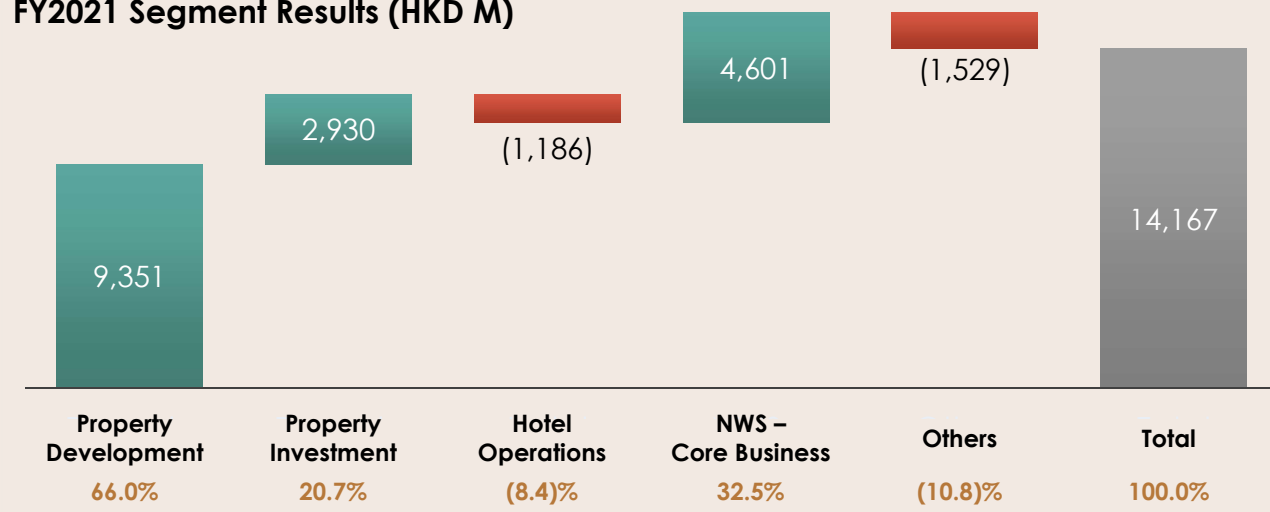
- Cooperation framework agreement **signed**
- Total construction floor area up to **650,000 sqm**
- Investment cost up to **RMB4.8 bn**

FY2021 SEGMENTAL RESULTS ACHIEVED HEALTHY GROWTH

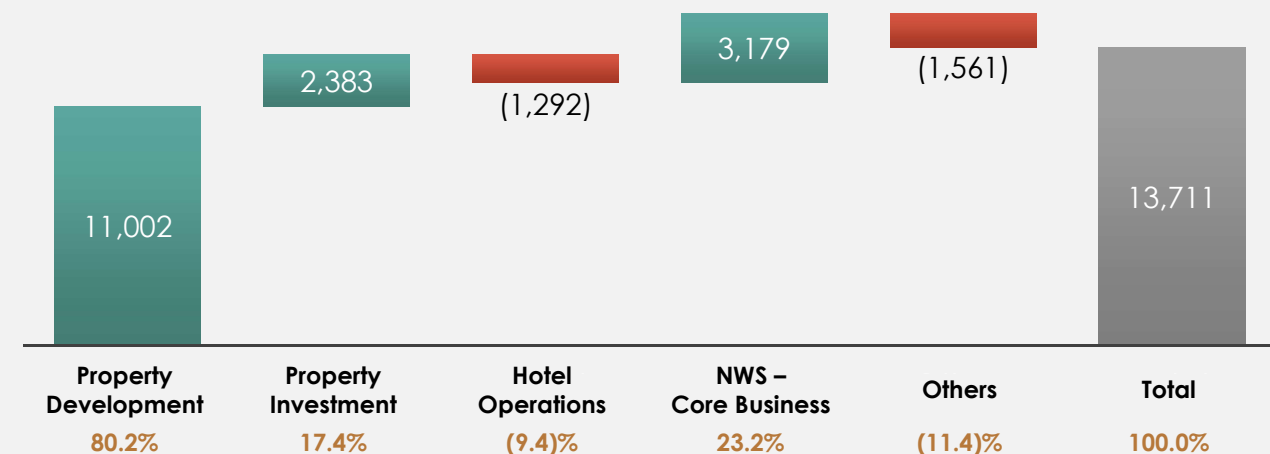
Property investment and NWS-core business well-performed despite macro challenges



FY2021 Segment Results (HKD M)



FY2020 Segment Results (HKD M)



Note: Figures rounded to million HKD dollar and may present rounding differences

APPENDIX

MAJOR DEVELOPMENT PROJECTS IN MAINLAND CHINA

| Projects acquired since 2016 | Type | Total GFA (exclude carpark & others) | Group interest | Expected completion (year) | Pre-sale status ¹ |
|--|-------------------------------|--|-------------------|-------------------------------|--------------------------------------|
| Shenzhen Qianhai Project (深圳前海桂灣商貿項目) | Office/Retail | ~176,000sqm | 30% | 2023 | South Tower pre-sold in July 2021 |
| Hangzhou Wangjiang New Town Project (杭州望江新城項目) | Resi./Office/ Retail/Hotel | ~450,000sqm | 100% | 2023 | Pre-sale in 2022 Q2 |
| Panyu International School Project (廣州番禺國際學校項目) | Education | ~120,000sqm | 100% | 2023 | na |
| Shenzhen Prince Bay Project (深圳蛇口太子灣綜合項目-地塊甲) | Retail | ~220,000sqm | 51% | 2024 | na |
| Shenzhen Prince Bay Project (深圳蛇口太子灣綜合項目-地塊乙) | Apartment Retail/Office | ~160,000sqm | 49% | | All units pre-sold Pre-selling |
| New World Zhengcheng Comprehensive Development Project (廣州增城廣匯新世界金融中心) | Resi./Office/ Retail/Hotel | ~284,000sqm | 100% | 2024 | Pre-selling |
| Guangzhou Zhengcheng (廣州增城新世界星輝) | Resi./Retail | ~324,000sqm | 100% | 2024 | Pre-selling |
| Guangzhou Hanxi Comprehensive Development Project (廣州漢溪長隆綜合項目) | Resi./Office/ Retail | ~307,500sqm | 65% | 2025 | Pre-sale in 2023 Q4 |
| Shanghai Huaihai Middle Road Project (上海黃埔區淮海中路地塊) | Retail/Office | ~100,000sqm | 100% | 2025 | na |
| Total | | ~2,141,500sqm | | | |

Note: (1) Pre-sale timetable represents a tentative timeline only and subject to changes
(2) Project names are translated from Chinese version, if there is any inconsistency or ambiguity between English and Chinese version, Chinese version shall prevail

APPENDIX

PIPELINE GROWTH IN PROPERTY DEVELOPMENT IN HONG KONG

3.4M sqft to be completed between FY2022 to FY2024

| Location | | Project Name | Group's Interest (%) | CC date / Handover date (Calendar year) | Total Attributable GFA (sq.ft) | | | |
|--------------|--|-------------------------------|----------------------|--|--------------------------------|--------|---------|------------------------------|
| | | | | | Residential | Retail | Office | Total (excluding carpark) |
| | Scheduled for completion in FY2022 | | | | | | | |
| 1 | NKIL No. 6582 Cheung Shun Street, Cheung Sha Wan | 888 LCK Road | 100 | Q2 2022 | | 415 | 492,333 | 492,748 |
| FY2022 total | | | | | | | | 492,748 |
| | Scheduled for completion in FY2023 | | | | | | | |
| 2 | Tai Wai Station Property Development (Phase 1) | The Pavilia Farm ² | 100 | Q3 2022 | 495,323 | | | 495,323 |
| 3 | Tai Wai Station Property Development (Phase 2) | The Pavilia Farm ² | 100 | Q3 2022 | 871,965 | | | 871,965 |
| FY2023 total | | | | | | | | 1,367,288 |
| | Scheduled for completion in FY2024 | | | | | | | |
| 7 | NKIL 6574, Kai Tak Area 4B, Site 3, Kai Tak | | 29.3 | Q3 2023 | 168,362 | | | 168,362 |
| 8 | 4A-4P Seymour Road (Phase 1) | 8 Castle Road | 35 | Q3 2023 | 77,691 | | | 77,691 |
| 9 | 4A-4P Seymour Road (Phase 2) | 8 Castle Road | 35 | Q4 2023 | 87,577 | | | 87,577 |
| 10 | Tai Wai Station Property Development (Phase 3) | The Pavilia Farm ² | 100 | TBD | 683,039 | | | 683,039 |
| 11 | NKIL No. 6572 Wing Hong Street, Cheung Sha Wan | | 100 | Q4 2023 | | 6,008 | 353,064 | 359,072 |
| 12 | NKIL 6576, Kai Tak Area 4B, Site 1, Kai Tak | | 10 | Q2 2024 | 72,206 | | | 72,206 |
| 13 | NKIL 6552, Kai Tak Area 4C, Site 2, Kai Tak | | 18 | Q2 2024 | 111,523 | 3,888 | | 115,411 |
| FY2024 total | | | | | | | | 1,563,358 |

Notes:

- Table represents by year of completion as at 30 June 2021
- Property in which the Group is entitled to a share of development profits in accordance with the terms and conditions of the respective development agreement

Q4 2023 CC date / handover date close to interim / annual fiscal year end

APPENDIX

PIPELINE GROWTH IN PROPERTY DEVELOPMENT IN MAINLAND CHINA

More than 1.2M sqm scheduled for completion in FY2022

| Location | Region | Group's Interest (%) | Total GFA (sqm) | | | | | | | |
|----------|--------------------------------------|----------------------|-----------------|------------|--------|---------|----------|---------------------|---------------------|-----------|
| | | | Residential | Commercial | Office | Hotel | Carkpark | Total Excl. carpark | Total Incl. carpark | |
| | Development properties | | | | | | | | | |
| 1 | Guangzhou Covent Garden Phase 1D | Guangzhou | 100% | 95,302 | / | / | / | / | 95,302 | 95,302 |
| 2 | New World Canton Centre | Guangzhou | 100% | 99,077 | 13,787 | 30,886 | / | 79,977 | 143,750 | 223,727 |
| 3 | Guangzhou Foshan Canton CF32 | Foshan | 90% | 82,149 | 1,093 | / | / | 22,527 | 83,242 | 105,769 |
| 4 | Guangzhou Foshan Canton CF03 | Foshan | 90% | 37,192 | / | / | / | 11,570 | 37,192 | 48,762 |
| 5 | Guangzhou Foshan Canton CF35 | Foshan | 90% | 6,325 | / | / | / | / | 6,325 | 6,325 |
| 6 | Prince Bay Land DY02-04 | Shenzhen | 49% | 54,726 | 24,840 | / | / | / | 79,566 | 79,566 |
| 7 | Ningbo New World Plaza Land No. 4 | Ningbo | 100% | / | 23,331 | 33,784 | / | 24,727 | 57,115 | 81,842 |
| 8 | Ningbo New World Plaza Land No. 5 | Ningbo | 100% | / | 1,400 | 85,306 | / | 41,492 | 86,706 | 128,198 |
| 9 | Ningbo New World Plaza Land No. 6 | Ningbo | 100% | / | 7,983 | / | / | 58,565 | 7,983 | 66,548 |
| 10 | Beijing New View Commercial Centre | Beijing | 70% | / | 9,063 | 12,231 | / | 4,073 | 21,294 | 25,367 |
| 11 | Shenyang New World Garden Phase 2C-1 | Shenyang | 100% | 75,298 | / | / | / | / | 75,298 | 75,298 |
| 12 | Shenyang New World Centre SA1 | Shenyang | 100% | 107,589 | / | / | / | / | 107,589 | 107,589 |
| 13 | Shenyang New World Centre SA2 | Shenyang | 100% | 104,142 | / | / | / | / | 104,142 | 104,142 |
| 14 | Shenyang New World Centre SA3 | Shenyang | 100% | 75,354 | / | / | / | / | 75,354 | 75,354 |
| Total | | | | 737,154 | 81,497 | 162,207 | / | 242,931 | 980,858 | 1,223,789 |

APPENDIX

NWD ECOSYSTEM

Synergy across NWD ecosystem, including property, insurance, healthcare, insurance and more



APPENDIX

CASE STUDY: INTEGRATION OF PAVILIA FARM RESIDENTS INTO NWD ECOSYSTEM

Pavilia Farm has converted 75K new members to NWD Ecosystem

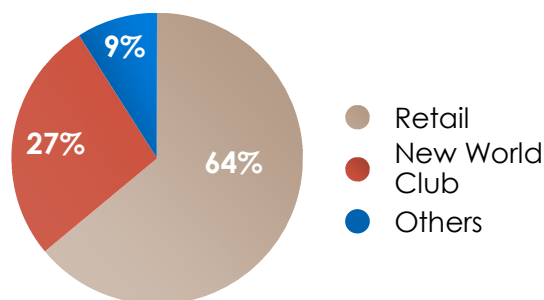
Buyers from Eco-system

833 | **29%** of total buyers



Sales from Eco-system

\$10.9B | **30%** of total sales



The Pavilia Farm
柏傲莊

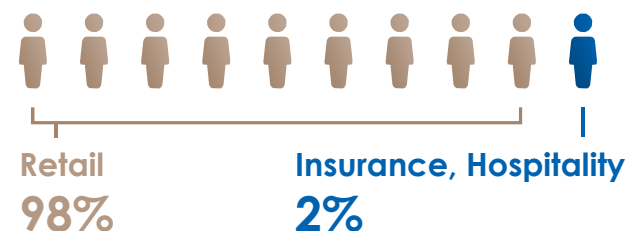
TPF Traffic
131K*

57% new to NWD
eco-system



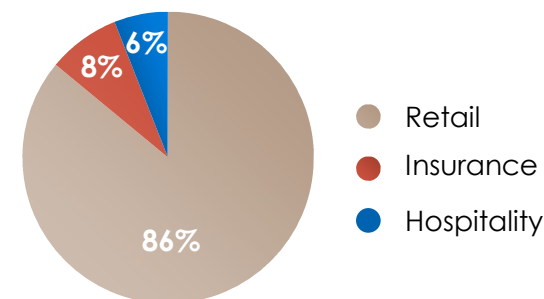
Traffic Converted to Eco-system

63.3K



Cross-sell to Eco-system

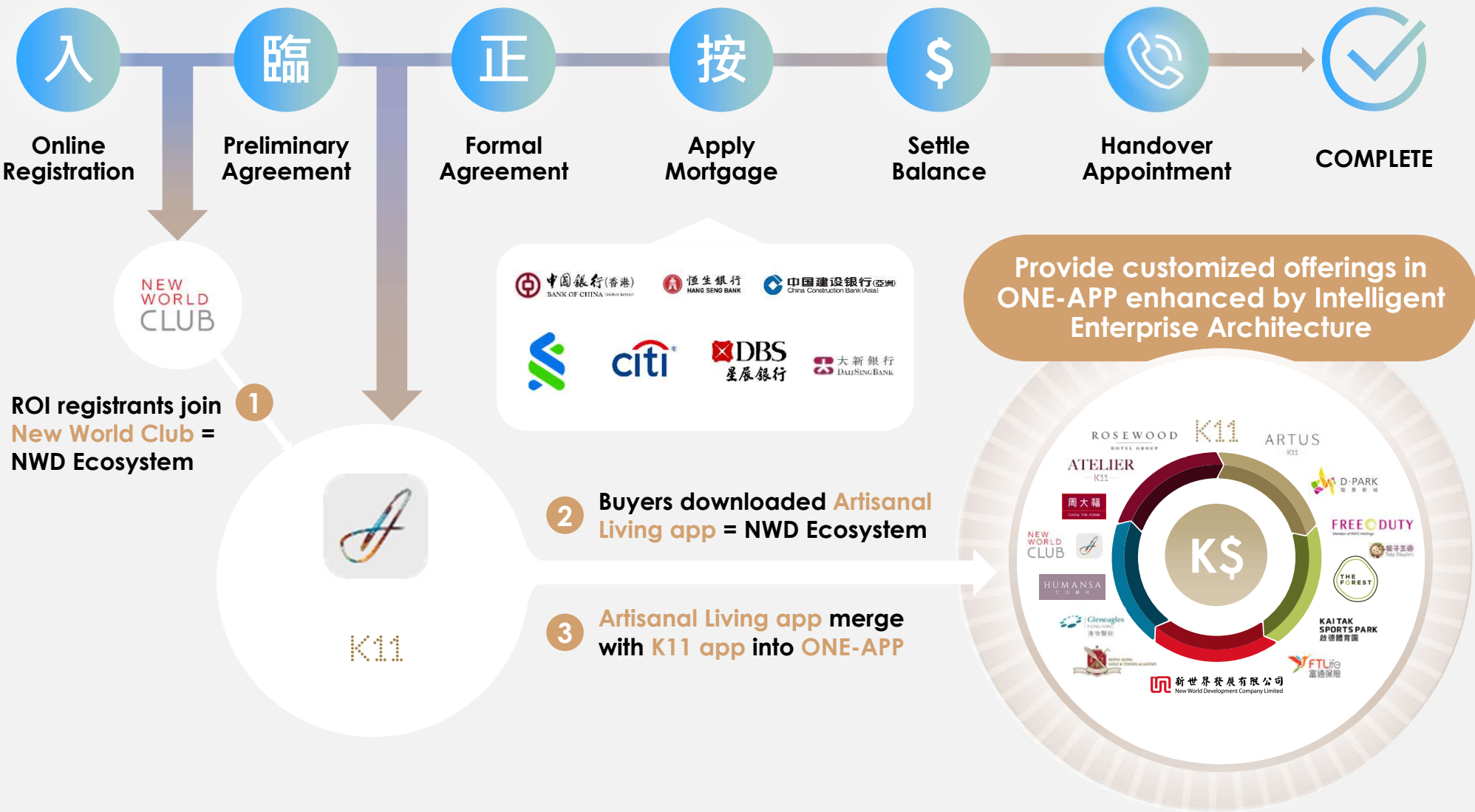
\$222M Incremental



*TPF Traffic includes The Pavilia Farm registration on intent, buyers, lucky draw and K-dollar Program participants

PROPTech AND ONE-APP AMPLIFY ECOSYSTEM

Utilize technology to absorb customers into NWD ecosystem | empower cross-selling synergies



ESG INTEGRATION: ESG LEADER IN ASIA

Creating Shared Value (CSV) for all stakeholders with Quantified ESG Impacts

Enhancing Sustainability Governance

- **Board Sustainability Committee** set up with **ESG KPIs set for CEO, departments and employees**
- Enhancing Group **Enterprise Risk Management** based on COSO Framework and more comprehensive ESG considerations
- Developing **stricter supply chain requirements**, e.g. ISO certifications on quality management, health & safety and environmental management
- **Conducted annual policy review and achieved 100% employee coverage in ESG training**
- Reinforced board oversight and adoption of **TCFD climate risk disclosure recommendations**

Rising Performance on International ESG Ratings



BBB on MSCI ESG
Rating 2021



Low ESG risk
since 2019



Highest (5-star) since 2019
and Global 1st in climate
resilience in 2020



B in 2020



Listed on the **Asia Pacific Index** since 2019

Widely Recognised by >30 Sustainability Awards in FY2021



Best ESG (E), (S) & (G)
(Large Cap)



Jade Award
(Top Level)



4 building awards



4 Awards, incl.
K11 ATELIER King's Road:
Best Green Development- Gold Winner



3 Awards, incl.
Grand Award for
Victoria Dockside

CREATING SHARED VALUE FOR OUR STAKEHOLDERS THROUGH INNOVATION



RAPID RESPONSES TO COVID-19



- **1st HK corporate** to manufacture and distribute masks to **300,000 low-income families**
- **~21 million masks donated since May 2020** and a **HKD10 million** pandemic relief fund set up for local communities
- **5,000 beneficiaries** to receive **HK\$1,000 Vaccination Grants**



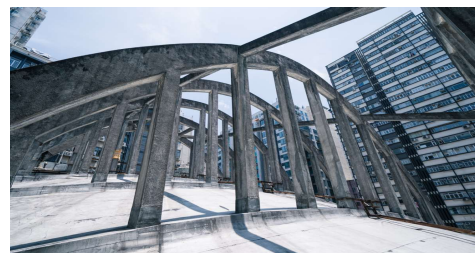
- Two days of **paid vaccination leave** for employees
- FTLife offers **free additional coverage** on vaccination side effects to Group employees

NEW WORLD GROUP JOB FAIR



The New World Group Job Fair "Create Jobs • Spark Hope" **nearly 1,000 job** across our ecosystem

REVITALISING STATE THEATRE



- **Restore and revitalise the Grade 1 historic site**
- **Engaged >30,000 visitors** through "Discover the State Theatre in All of Us" tours

USING TECH-POWERED SOLUTIONS TO ADDRESS ENVIRONMENTAL AND SOCIAL CHALLENGES



- **HK's first UN SDGs-focused accelerator** to match startups with New World business units
- **26 B2B integrations** generated between 2 cohorts
- **K11's First Circular Product – Upcycled Umbrella from Plastic Waste**
 - Diverted 150kg of tenants' plastic waste from landfill
 - Employed elderly waste pickers to sort plastic waste at a fair wage



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