

Long as the journey is, endurance to make it

## **2022 Annual Results Presentation**

March 30



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# **Overview of Annual Results**

## **Highlights for 2022AR**



| Annual Results<br>Highlights           | <ul> <li>Gross profit margin of 44.11% was far higher than that of the top real estate companies, the profitability is remarkable;</li> <li>Despite of the industry recession, contracted sales of RMB4 billion remained relatively stable compared to last year and significantly outperforming the industry which recorded a decline of 20%;</li> <li>Although the short-term net profit declined, the Group's cash flow will remain adequate after the pre-sales of Baishizhou Project Phase I.</li> </ul>   | Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result<br>Result |
|--|---|--|
| Projects Highlights                    | <ul> <li>The Baishizhou project is under construction, with the Phase I set to begin pre-sales in 2H2023. The high-value properties offer a clear prospect for profit.</li> <li>Mangrove Bay No.1 Phase II is set to begin pre-sales within the year, while Zhuhai Dongqiao continues to contribute sales revenue. Other urban renewal project, including Shenzhen Liguang project, are progressing steadily.</li> <li>In the midst of the industry recession, the rental rate of commercial properties remained stable, with rental income increasing by 15% against the market trend.</li> </ul>  | The Group received an award from the Shenzhen Real Estate Industry Association.  |
| Financial<br>Performance<br>Highlights | <ul> <li>Fully completed the repayment of USD\$470 million Senior Notes due in<br/>March 2023, with a significant reduction in the size of short-term debt and<br/>continued to enhance the safety.</li> <li>Baishizhou consortium was established with a total special credit lines<br/>of RMB20.7 billion to meet the funding requirements for the development<br/>and construction, and it have been gradually withdrawn.</li> <li>Top real estate company Vanke has been introduced as a strategic<br/>shareholder of the Baishizhou project, with injecting RMB2.3 billion for a<br/>long-term investment to achieve a strong alliance.</li> </ul> | <complex-block></complex-block>  |

The Group together with the leading real estate companies were recognized as the top 10 social investment enterprises in Nanshan District.

## **Annual Results Overview**

| 12 Months Ended 31 December<br>(RMB million)      | 2022    | 2021    | YoY Change |
|---|---------|---------|------------|
| Revenue   | 2,341   | 4,378   | -46.5%     |
| Cost of sales                                     | (1,308) | (2,190) | -40.3%     |
| Gross profit                                      | 1,033   | 2,188   | -52.8%     |
| Gross profit margin<br>(%)                        | 44.1%   | 50.0%   | -5.9ppt    |
| Loss/profit for the period                        | (297)   | 1,335   | -122.2%    |
| Loss/ profit attributable to the shareholders     | (730)   | 1,153   | -163.3%    |
| Basic losses/ earnings per share<br>(RMB cents)   | (14.32) | 22.61   | -163.3%    |
| Diluted losses/ earnings per share<br>(RMB cents) | (14.32) | 13.37   | -207.1%    |

# Reasons for the decline in net profit:

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- In the midst of the industry recession of 2022, with short-term negative factors such as the recurring COVID-19 pandemic and the suspension of construction work across the country led to a collapse in industry confidence, and weakened people's intentions to purchase house. Then the slowdown of the selling rate and decline in revenue has become a common sight in the industry.
  - During the period, the number of property projects and the area that the Group carried forward decreased and the projects were mainly from non-Shenzhen regions such as Zhuhai and Huazhou. The unit price and gross profit margin were not as high as those in Shenzhen, leading to a decline in the overall revenue, gross profit, and net profit.

## **Balance Sheet**

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| (RMB Million)                                 | 31 December 2022 | 31 December 2021 | YoY Change |  |
|---|------------------|------------------|------------|--|
| Cash balance                                  | 3,605            | 7,287            | -50.5%     |  |
| -Cash and cash<br>equivalents                 | 1,570            | 3,907            | -59.8%     | <u>balance</u> :   |
| - Restricted deposits                         | 2,035            | 3,380            | -39.8%     | premiunis ior ianu   |
| Total interest-bearing<br>liabilities         | 34,352           | 31,188           | 10.1%      | use right for<br>Baishizhou Project<br>Phase I, more-than- |
| Total equity                                  | 30,977           | 29,441           | 5.2%       |  |
| -Equity attributable to owners of the Company | 24,760           | 25,929           | -4.5%      | construction of<br>baishizhou project                      |
| Total assets                                  | 99,705           | 84,942           | 17.4%      | accelerating,<br>development<br>expenses for               |
| Debt analysis                                 |                  |                  |            | Dongqiao project,<br>and repayment of the                  |
| Secured                                       | 25,150           | 24,064           | +4.5%      | principal and interest                                     |
| Unsecured                                     | 9,202            | 7,124            | +29.2%     | L  |



# **Business Operation Review**

# Project on sales: Undeterred by the industry recession, the Group's selling rate was steady.

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Contracted sales revenue in 2022 mainly from the sales contribution of Royal Bay in Zhuhai, recorded RMB4 billion, representing a slight decrease of 5.4% compared to last year. In the midst of the industry recession, the slowdown of the selling rate was a common sight in the industry, and the Group's contracted sales significantly outperformed the whole industry.



#### Huazhou • International Garden



- The project is located at a mature residential area in Huazhou, Maoming, Guangdong Province, It is conveniently located in the middle of the main axis of the city's development center, offering a halfhour commute.

- The project, in response to the call of the Huazhou Provincial Party Committee, which can bring great benefits to people.

#### Total floor area: 3,000,000 m<sup>2</sup>.

#### **Contracted Sales In 2022\***

| Project  | Contracted area | Contracted<br>average prices | Contract amount |
|--|-----------------|------------------------------|-----------------|
| Amazing Plaza, Shenzhen                                      | 674             | 87,388                       | 5,894           |
| Joyful Town, Zhuhai  | 13,816          | 19,035                       | 26,299          |
| Royal Bay, Zhuhai  | 66,573          | 39,544                       | 263,260         |
| International Garden,<br>Huazhou (parking space<br>included) | 131,433         | N/A                          | 103,767         |
| Joyful Garden,<br>Suzhou(parking space<br>included)          | 805             | N/A                          | 1,258           |

Unit of Calculation: Selling area (m<sup>2</sup>), Unit selling price (RMB/m<sup>2</sup>), Selling amount (RMB million) \*On Subscription Basis.

#### Zhuhai • Royal Bay (Dongqiao Project)



- Located in Nanwan, Xiangzhou District, Zhuhai, which is a traditional high-end residential area of Zhuhai and a key area for the urban development of Zhuhai.

- As one of the three pilot villages for urban renewal in Zhuhai, it has been included in the annual work plan for Zhuhai city. The project is situated in the core area of Nanwan in Xiangzhou District, Zhuhai, with convenient transportation and in a traditional high-end residential area. -- Total floor area: 500.000 m. Project under development: By overcoming barriers, the development progress is far-beyond-expectation.





Urban renewal projects are moving towards the harvesting period, which will contributes to the group's sustainable contract sales revenue and increasing cash flow.

Saleable value: The upcoming pre-sale of Baishizhou Phase I is to create the highest saleable value in history.



Internatic

Ga <u>a</u> en

Huazhou

| The salea<br>highest ir               | ble value exceeded<br>history!        | RMB 40 billion, r     | recorded the                          | Located at core area<br>value and high gross p     |  |
|---------------------------------------|---------------------------------------|-----------------------|---------------------------------------|--|--|
| <sup>•</sup> Commercial are<br>Cities | a included<br>Project Name            | Saleable Area<br>(m²) | Available for<br>Sale Amount<br>(RMB) |  |  |
| Shenzhen                              | Baishizhou Project<br>Phase I         | 337,629               | Exceeded RMB<br>33 billion            | The Saleable Value<br>In Core Area<br>Accounts For | Average Price Of<br>Baishizhou Residence<br>RMB / m <sup>2</sup> |
|                                       | Mangrove Bay No.1<br>Project Phase II | 17,525                | Exceeded RMB<br>1.2 billion           | about 80%  | 120,000-13,000   |
| Zhuhai                                | Royal Bay (North)                     | 121,429               | Exceeded RMB<br>4.7 billion           |  |  |
|                                       | Joyful Town (South)                   | 128,998               | Exceeded RMB<br>1.3 billion           | High commercial                                    | value guaranteed a   |
| Huazhou                               | International<br>Garden               | 170,144               | Exceeded RMB<br>800 million           |  | collection rate  |









#### Abundant Land Reserves: Guarantee Sustainable Development and Meet the Development Demand for the Next Ten Years

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|  | No. | Projects   | Location                   | Equity | Year of Sales<br>/ Expected<br>Pre-sale | Year of<br>Construction<br>Completion | Total GFA<br>(sqm) | Remaining<br>Saleable Area<br>(sqm) |
|--|-----|--|----------------------------|--------|---|---------------------------------------|--------------------|-------------------------------------|
| 1<br>2<br>3<br>Projects<br>4<br>Under<br>5<br>6<br>7 | 1   | LVGEM International Garden C2 section                | Huazhou,<br>Maoming        | 100%   | NA                                      | 2024                                  | 72,842             | 16,403                              |
|  | 2   | LVGEM International Garden F2<br>section             | Huazhou,<br>Maoming        | 100%   | NA                                      | 2023                                  | 4,064              | 1,970                               |
|  | 3   | Phase II of LVGEM International<br>Garden G1 section | Huazhou,<br>Maoming        | 100%   | 2022                                    | 2023                                  | 127,280            | NA                                  |
|  | 4   | LVGEM Joyful Town north area                         | Xiangzhou,<br>Zhuhai       | 100%   | 2024                                    | 2025                                  | 213,703            | 159,828                             |
|  | 5   | Zhuhai Dongqiao Project phase I                      | Xiangzhou,<br>Zhuhai       | 91%    | 2021                                    | 2023                                  | 497,570            | 185,112                             |
|  | 6   | LVGEM Mangrove Bay No.1 phase II                     | Futian, Shenzher           | 100%   | 2023                                    | 2024                                  | 164,572            | 10,771                              |
|  | 7   | Baishizhou Project phase I                           | Nanshan,<br>Shenzhen       | 74%    | 2023                                    | 2025                                  | 946,274            | 256,972                             |
|  |     | in the second second                                 |                            |        |   | Subtotal                              | 2,026,305          |                                     |
| Projects to<br>be<br>Developed                       | 1   | LVGEM International<br>Garden(Subsequent phase)      | Huazhou,<br>Maoming        | 100%   | NA                                      | NA                                    | 1,243,574          | NA                                  |
|  | 2   | Lau Fau Shan Project                                 | Lau Fau Shan,<br>Hong Kong | 95%    | 2024                                    | 2024                                  | 23,880             | 23,880                              |
|  | 3   | Zhuhai Dongqiao Project phase II                     | Xiangzhou,<br>Zhuhai       | 91%    | 2024                                    | 2026                                  | 267,351            | 132,979                             |
|  | 4   | Baishizhou Project phase II-IV                       | Nanshan,<br>Shenzhen       | 74%    | 2024                                    | NA                                    | 3,860,243          | 779,270                             |
|  | 5   | Liguang Project                                      | Baoan,<br>Shenzhen         | 100%   | 2023                                    | 2025                                  | 562,689            | 275,499                             |
| 7  | 7   | Nanxi Project  | Xiangzhou,<br>Zhuhai       | 51%    | 2025                                    | 2027                                  | 1,941,393          | 850,332                             |
|  |     |  |                            |        |   | Subtotal                              | 7,899,130          |                                     |
| Projects to  | 1   | Zhangyang Project                                    | Zhangmutou,<br>Dongguan    | NA     | NA                                      | NA                                    | 5,500,000          | NA                                  |
| be Injected <sup>2</sup>                             | 2   | Others   | Shenzhen                   | NA     | NA                                      | NA                                    | 900,000            | NA                                  |
|  |     |  |                            |        |   | Total                                 | 16,325,435         |                                     |

Abuandant soil reserves As of 31

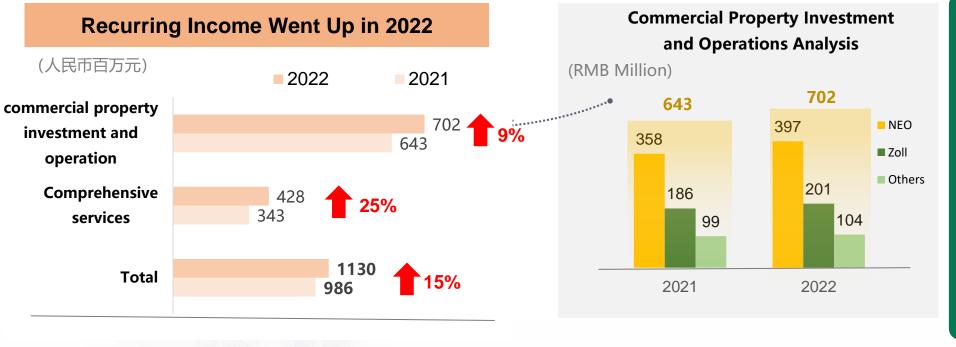
December 2022, the total GFA of the land reserve exceeded 16 million sqm<sup>1</sup>, with approximately 90% located in the core urban areas in the Greater Bay Area.

. Included the land reserve held by the controlling shareholder to be injected into the listed company.

Notes:

2. Projects to be injected: According to the pace of development, the urban renewal projects will be injected into LVGEM; the area and development time indicators are still in the planning process.

## Commercial Property: Scale continued to expand and cash increased to inflow L.gem



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#### **LVGEM Hotel:**

- In 2022, the group actively undertook its social responsibility, and LVGEM hotel was leased as the government's epidemic situation investigation and control center. During the period, the hotel was fully booked and the income in 2022 reached RMB120 million, recorded the highest.



# Shenzhen NEO

#### NEO:

-LVGEM Shenzhen NEO Urban Commercial Complex : with its core location and the introduction of powerful clients such as Meituan and Ping An Life, the occupancy rate of NEO rose to 92% against the market, while the vacancy rate of Shenzhen office buildings reached 23.4% in the same period.

- Hong Kong LVGEM NEO: The 270-degree seaview super Grade-A office building, with an occupancy rate of 71%, outperformed the overall level in East Kowloon despite the lack of customs clearance and the tough economic environment.



#### Zoll:

- Mangrove Shopping Centre: Grand opening in January 2022.

- Huazhou Project: 1) Huazhou Cultural Food Street has been included in the representative project of Huazhou City, and started to introduce commercial tenant; 2)Wanda Plaza has been capped in the first half of 2022 and is expected to open in 2023.

#### **Commercial Property: Investment and Operation Overview**

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LVGEM (CHINA) REAL ESTATE INVESTMENT COMPANY LIMITED

|   |           |  | Year of    |           | For 12 months ended 31 December |      |                             |      |
|---|-----------|--|------------|-----------|---------------------------------|------|-----------------------------|------|
| Project Name  | Cities    | Cities Types   |            | GFA (sqm) | Occupancy R                     | ate  | Rental Income (RMB million) |      |
|   |           |  | Completion |           | 2021                            | 2022 | 2021                        | 2022 |
| Zoll  |           |  |            |           |                                 |      |                             |      |
| LVGEM Zoll · Chanson Shopping Mall                          | Shenzhen  | Shopping mall and parking spaces                     | 2013       | 36,887    | 95%                             | 76%  | 35                          | 28   |
| LVGEM Zoll · 1866 Shopping Mall                             | Shenzhen  | Shopping mall and parking spaces                     | 2014       | 54,361    | 100%                            | 99%  | 55                          | 52   |
| LVGEM Zoll · Hongwan Shopping Mall                          | Shenzhen  | Shopping mall and parking spaces                     | 2015       | 85,899    | 96%                             | 92%  | 60                          | 53   |
| LVGEM Zoll · Mangrove Bay No.1 Shopping Mall                | Shenzhen  | Shopping mall and parking spaces                     | 2018       | 37,779    | 不适用                             | 80%  | -                           | 29   |
| LVGEM Zoll International Garden Shopping Mall (Zone A)      | Huazhou   | Shopping mall and ground-floor commercial space      | 2013       | 32,271    | 92%                             | 91%  | 8                           | 9    |
| LVGEM Zoll International Garden Shopping Mall (Zone B)      | Huazhou   | Shopping mall and ground-floor commercial space      | 2018       | 37,638    | 81%                             | 85%  | 8                           | 9    |
| LVGEM Zoll International Garden Shopping Mall (Zone D)      | Huazhou   | Ground-floor commercial space                        | 2021       | 6,192     | 75%                             | 95%  | 1                           | 2    |
| LVGEM Zoll International Garden Shopping Mall (Zone E)      | Huazhou   | Ground-floor commercial space                        | 2020       | 7,368     | 96%                             | 100% | 2                           | 2    |
| LVGEM Zoll Jinhua Shopping Mall                             | Suzhou    | Shopping mall  | 2004       | 15,504    | 96%                             | 97%  | 10                          | 9    |
| LVGEM Zoll Yuexi Shopping Mall                              | Suzhou    | Shopping mall  | 2018       | 12,216    | 93%                             | 68%  | 7                           | 6    |
| Dongguan LVGEM Zoll Shopping Mall                           | Dongguan  | Shopping mall  | 2019       | 59,056    | 44%                             | 87%  | -                           | 2    |
| NEO   |           |  |            |           |                                 |      |                             |      |
| Tower A of LVGEM Shenzhen NEO Urban Commercial Complex      | Shenzhen  | Office building, commercial units and parking spaces | 2011       | 120,095   | 99%                             | 92%  | 228                         | 237  |
| Tower B&C of LVGEM Shenzhen NEO Urban Commercial<br>Complex | Shenzhen  | Commercial units and parking spaces                  | 2011       | 26,097    | 100%                            | 100% | 45                          | 46   |
| Hong Kong LVGEM NEO   | Hong Kong | Office building, commercial units and parking spaces | 2019       | 55,390    | 60%                             | 71%  | 85                          | 114  |
| Other Projects  |           |  |            |           |                                 |      |                             |      |
| Mangrove Bay Building A Apartments                          | Shenzhen  | Apartments   | 2018       | 25,383    | 100%                            | 100% | 5                           | 26   |
| Baishizhou Commercial Segment                               | Shenzhen  | Shopping mall and office building                    | -          | 304,903   | 不适用                             | 不适用  | 94                          | 78   |
| Others  |           | Industrial parks, stores and apartments              |            | 917,039   |                                 |      | 643                         | 702  |
|   |           |  | Total      | 25,383    | 100%                            | 100% | 5                           | 26   |

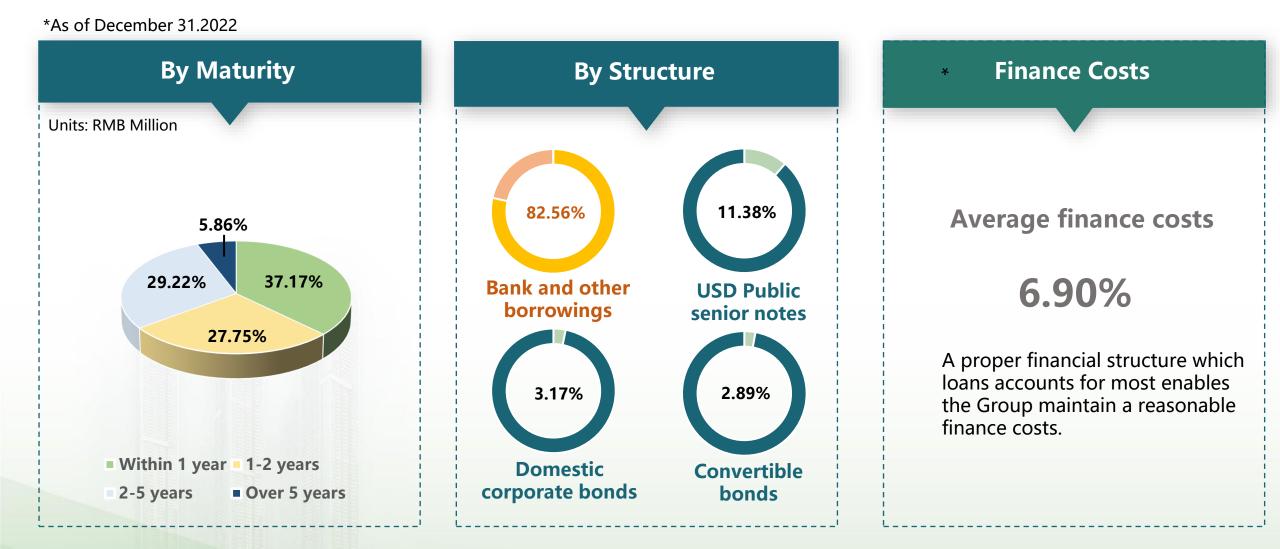
As of December 31, 2022, the company holds more than 30 investment properties, with baishizhou investment properties 741,269m<sup>2</sup> which will add in in the near futhre, a total GFA will reach approximately 1,658,308 m<sup>2</sup>. Despite the challenges from macroeconomic environment put before company, the rental income in 2022 of RMB 700 million which contributed to the cash inflow.



## **Funds Operation Review**

## **Breakdown of Liabilities**

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## **Significant Actions for Finance During The Year**



## Accumulated Bank Withdrawls

The Group adhered to a highsecurity debt structure mainly bank and other loans, and with new bank withdrawals of RMB <u>10.81 billion in 2022.</u>

## Onshore Small Public Offerrings

1.4 billion embedded put option

The 1.4 billion onshore small public offering with embedded put option due August 2022, and **the Group completed RMB 900 million extension and repayment RMB 500 million,** with a extension ratio of over 64%, demonstrating the high recognition by the market.

## **Commercial Paper** around HK\$600 million

Under the macro environment full of challenge in 2022, **the Group has completed the extension of approximately HK\$600 million,** demonstrating the market' s vital confidence on the Group.

## Convertible Bonds

During the year, the convertible bond subscribed by CCBI amounted USD50 million is the first to successfully extend under the severe environment. The Group expects the convertible bonds will continue to extend after the repayment of the USD bonds.

# Significant Actions—Successfully Completed Repayment of Notes Due 2023



#### USD 470 million

#### Notes due in March 2023

Completed the repayment of all outstanding principle amount.

Responsible Issuer, Exploring Innovative And Diversified Financing Channels

- The Group based on the high-quality property projects as cornerstone made every effort to execute the financing solutions, in negotiation with banks, financial institutions and other parties, and ultimately completed the repayment of all outstanding principle amount.
- Demonstrating the high recognition for the company's renewal project by the capital market.

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LVGEM (CHINA) REAL ESTATE INVESTMENT COMPANY LIMITED (Incorporated in the Cayman Islands with limited liability) (HKSE Stock Code: 95)

#### VOLUNTARY ANNOUNCEMENT

#### REMITTANCE OF FUNDS IN RELATION TO REPAYMENT OF 12% NOTES DUE 2023 (ISIN: XS2098347821)

This announcement is made by LVGEM (China) Real Estate Investment Company Limited (the "Company", together with its subsidiaries, the "Group") on a voluntary basis to keep its shareholders and potential investors informed of its latest business development.

Reference is made to the announcements of the Company dated 27 February 2023 and 6 March 2023 (the "**Announcements**") in relation to the partial repurchases and cancellations of the Notes. Unless otherwise defined, capitalized terms used herein have the same meanings as ascribed to them in the Announcements.

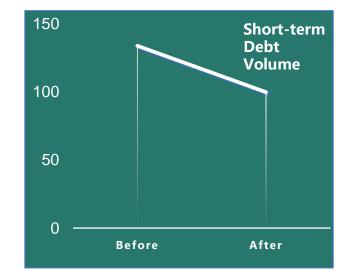
The Company has arranged the remittance of all necessary funds to the trustee of the Notes for the repayment of all outstanding principal amount and accrued interest of the Notes before their maturity date on 10 March 2023. The date of remittance for the Notes is 7 March 2023.

By order of the Board LVGEM (China) Real Estate Investment Company Limited HUANG Jingshu Chairman

Hong Kong, 10 March 2023

As at the date of this announcement, the executive directors of the Company are Ms. HUANG Jingshu (Chairman), Mr. TANG Shouchum (Chief Executive Officer), Mr. YE Xingan, Mr. HUANG Hao Yuan and Ms. LI Yufei; and the independent non-executive directors of the Company are Mr. WANG Jing, Ms. HU Gin Ing and Mr. MO Fan.

\*Voluntary announcement for repayment of 12% notes due 2023



#### **Current Liabilities Drops Sharply, Safety Increases**

- The Group has settled the largest liabilities of the year.
- Current liabilities recorded a significant decrease of 25%, and the development safety of the Group is highly increased.
- Laid a consolidated foundation for the pre-sale of the Baishizhou project in 3Q2023.



## Baishizhou Urban Renewal Project Update

#### The Grand Urban Renewal Project in Shenzhen——Baishizhou Project L.GOM 緑景(中國) 地產投資有限公司

**Baishizhou Project** refers to the "Shahe Wucun Urban Renewal Unit Project" in Nanshan District, Shenzhen, is **the largest, the most concerned, the most representative** urban renewal project in Shenzhen.

It sits the core area of Nanshan district, which has remarkable position advantages.

Urban renewal: connected with people' s livelihood and city' s development

| Gross Floor Area     | 5 million m <sup>2</sup>                  |
|----------------------|---|
| Capital Area         | 3.58 million m <sup>2</sup>               |
| Industrial Functions | Residential/Apartment/Co<br>mmercial Use  |
| Layout Plan          | Developed in 4 phase for<br>8-10 years    |
| Signing rate         | Over 95%, estimated to reach 100% in 2023 |
| Total Saleable       | Over RMB 200 billion                      |
| Gross Profit Margin  | Over 50%                                  |

In view of the complexity of the buildings and the society situation of the **Baishizhou Project**, which **matters people's livelihood**, was highly valued by the government and was awarded the "Shenzhen City Major Project" in 2022.





LVGEM (CHINA) REAL ESTATE INVESTMENT COMPANY LIMITED

## **Construction: Entered the stage of constructing main building I**



## 01-08 Land parcel

- Construction progress of the building was above ten floors;
- According to the pre-sale regulations issued by the government, a super high-rise building is permitted to commence the pre-sale as it reaches one-third of its completion.



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#### 01-10 Land parcel

 Construction progress of the building was above ten floors.



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Construction: Entered the stage of constructing main building III L.GOM 緑景(中國) 地產投資有限公司



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#### Baishizhou Project started a brand new chapter



## Construction: Made All-out Efforts to Develop the Baishizhou Project L.gom 緑景(中國) 地產投資有限公司



The chairman visits the construction site every day and night





The Group stood up for the macro challenge, strictly meet the construction deadline



Engineering Management Department Weekly Holds a Meeting



The Cost Department Inspects The Steel Reinforcement Materials On Site.



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#### **Pre-sale Time**

According to the project's construction progress and government's pre-sale regulations, the group expects to officially launch pre-sales in the third quarter of 2023.

#### **Product Introduction**

- I. The main residential type of Baishizhou Project Phase I is around 110-125 m<sup>2</sup>, accounting for 61% of the total saleable amount of Phase I;
- II. Apartments are divided into investment apartments and residential apartments, with the main type of 45-75 m<sup>2</sup>.

#### Runxi Phase II

Max recorded price: 145,000/m<sup>2</sup>;

Average sales price: 132,000/m<sup>2</sup>

Sell-through rate on the opening day: 88%

#### Zhaoshang Xi Home

Max recorded price: 162,000/m<sup>2</sup>;

Average sales price: 120,000-130,000/m<sup>2</sup>

Sell-through rate on the opening day: 100%

## **Total Saleable Value**

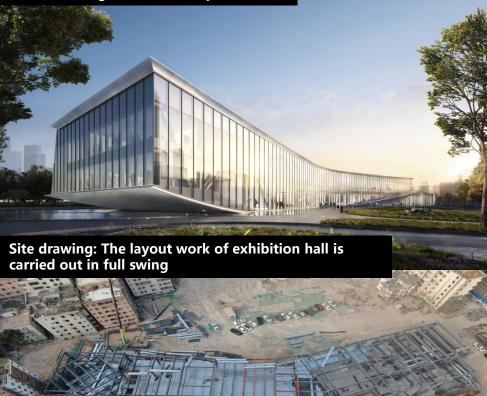
- The average price of the benchmark real estate is RMB 120,000-130,000 /m<sup>2</sup> with the satisfactory sell-through rate;
- The total number of residential and apartment of Baishizhou Project Phase I is 2,746, with a saleable area of 330,000 m<sup>2</sup>(including commercial use part) and a total saleable value is approximately RMB 33 billion.

\*Source: Third-party media platform

#### Sales Plan: Exhibition Hall Work Starts to Prepare for Pre Sale



Effect drawing:Baishizhou City Hall

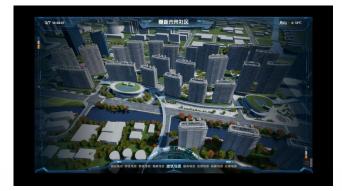


Site drawing: Chairman inspected the progress of the exhibition hall and provided guidance



The pre-opening work has been launched in Baishizhou project <u>"City Exhibition Hall+Marketing Center"</u> is under construction, continuously start the customer storage.

- Design and construct a furnished model to showcase the planning and construction of Baishizhou Smart City with visual technology and provide a smart life experience that enables visitors to intuitively feel the high-end and convenient lifestyle in Baishizhou, thus creating demands and attracting potential customers.
- It is proposed to cooperate with Tencent Visual Data Center to create an intelligent display system and interactive experience.

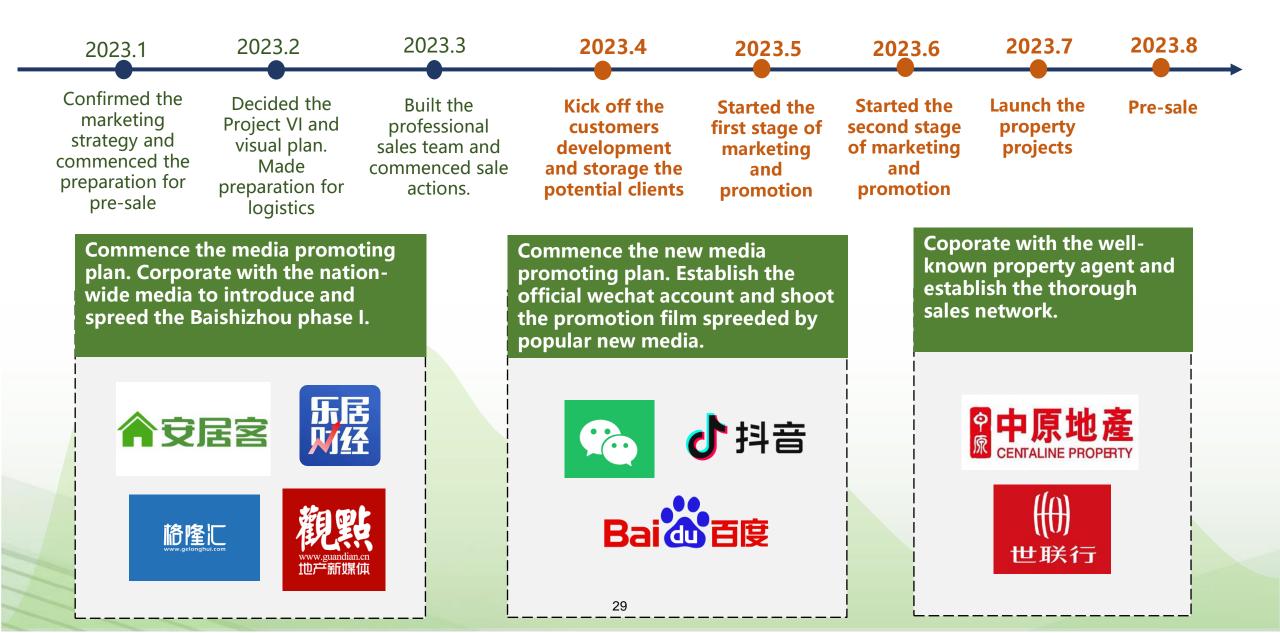


# Tencent 腾讯

• The schedule for marketing and make adequate preparations for commenced pre-sale.



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#### Funds Guarantee: Major Financial Actions for Baishizhou Project



#### Vanke invests in Baishizhou Project as strategic shareholder

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有關視作出售本公司一間附屬公司之股權 之主要交易

#### 認購協議

於二等二二年六月七日(交易時段後),智慧城市、目標公司及投資者訂立認購絕議, 據此,投資者有條件同意向目標公司注資約人民幣23億元(約27億港元),其中約人民 幣171.3百萬元(約201.5百萬港元)將注入目標公司之註冊資本,佔目標公司經擴大股 權約8%,而結餘約人民幣21億元(約25億港元)將入賬列為目標公司之資本儲備。緊隨 認購事項完成後,投資者將於目標公司經擴大股權中擁有約8%權溢,而本集團於目標 公司(透過智慧城市持有)之權溢將由100%攤薄至25%。根據上市規則第14.29條,有關 攤薄被視為本公司於一問附屬公司之權益之租作出售事項。

#### 合作協議

作為完成認購事項之附帶先決條件,於二零二二年六月七日,智慧城市、目標公司及 投資者訂立合作協議。合作協議規定股東於目標公司之各項權利以及有關目標公司及 項目公司之業務及營運安排。

#### 上市規則之涵義

根據上市規則第14.29條,認購事項構成視作出售本集團於目標公司之股權,而由於就 視作出售事項參考上市規則第14.06條計算之一項或多項適用百分比率(定義見上市規 則)超過25%,但所有百分比率均低於75%,故視作出售事項構成上市規則項下本公司

- Vanke injected approximately RMB2.3 billion into the Baishizhou acquiring 8% of the equity of project;
- Vanke will not participate in the development, operation, and dividend distribution of the first and second phases of the project, but only will participate in the project' s Partial operations and dividends for the third and fourth phases.
- The win-win partnership has been widely recognized by the capital market.



**Baishizhou syndicate credit line: RMB 20.7 billion** Baishizhou syndicate of bank: led by Everbright Bank, five banks participating, baishizhou Syndicate of bank was officially established. <u>The total credit line is RMB 20.7 billion.</u>

Realize continuous withdrawal to ensure the expense of project After the establishment of the syndicate, the Group has successively withdrew and the total amount of withdrawals by the syndicate <u>has</u> exceeded RMB 10 billion.

The safety of the project has been greatly improved The syndicate can fully meet the construction expenses for demolition and development of Baishizhou Project, greatly improving project safety.

CONGRATULATIONS

(米爾曼群島)(日本公共100公司) Uncorporated in the Cayman blands with limited liability 音楽職文府限行内盤。95 HKSE Stock Code: 95

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緑景白石洲項目

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#### More than RMB 30 billion of Baishizhou Phase I funds will be returned

Baishizhou Phase I has a capacity area of 680,000 m<sup>2</sup> and a saleable area of approximately 300,000 m<sup>2</sup>. it is expected to generate a large amount of cash inflow, achieving a leap in sales volume and profit.



# Decrease liabilities and improve cash flow

The withdrawal of funds will promote the significant reduction of net gearing, optimizing the debt structure of the Group, and reinforces the safety pad of Group's development.

# Growth in scale with value display and become famous in the Bay Area

LVGEM will win the favor from the capital market with its high deterministic growth path and high growth rate, thus boosting the market value growth and focusing on improving brand value.



Picture from: third-party media platform



## **Development Strategy**

#### The Group was Recognized Again During the year with Honors





有限公司

采圳市房地产业协会

#### LVGEM (China) in 2022 won:

Enterprises in Shenzhen in terms of

Real Estate Development Enterprises in Shenzhen"

"Socially Responsible Enterprise among the Real Estate Development Enterprises in Shenzhen"

#### **Real Estate Awards**

The Company has maintained its position in the "Top 10 Creditworthy Real Estate Enterprises in Shenzhen" award for consecutive 13 years and "Top 10 Real Estate Development Enterprises in Shenzhen in terms of Comprehensive Strength" list for consecutive 11 years with stable operating fundamentals.

#### **Property Awards**

LVGEM Property Management Company has won awards such as "Excellent Enterprise of Shenzhen Property Management Industry Association" and "Excellent Enterprise for the 40th Anniversary of the Development of Guangdong Property Management Industry".

#### **ESG Awards**

Based on the major urban renewal project in Baishizhou and the application of green buildings, the Company was awarded the "Sustainable Development Award" for a listed company with the Guru Club.



Development Strategy - Think ahead and plan carefully, Focused and Prudent Development to Secure Sustainable Growth



## Short-term——Cash is King

#### (1-2 years)

- In the second half of 2023, Baishizhou Phase I will enter the pre-sale stage, and a large amount of cash will inflow;
- With the inflow of funds, the Group has continuously optimized its debt structure and significantly improved its security.

**Num** 

#### Mid- term - rapid release of profits

#### (3-6 years)

- After the sales of Baishizhou Project was recognized with rapid release of revenue and profits, the Company will enter a stage of leapfrog development;
- The Company will consider resuming dividend to reward shareholders.

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#### Long term - improve asset value

#### (Over 7 years)

Adhere to the "two-pronged" development model of "residential and commercial", continuously improve the value of commercial assets, and the commercial real estate will occupy half of the performance with rental income reaching tens billion. The group will achieve long-term healthy development and shine in the Bay Area.

#### **Stable cash flow**

#### **Profit release**

#### Value release



# WE ARE READY