

The SOHO CHINA logo is located in the top right corner. It features the word "SOHO" in a black, sans-serif font, followed by a red square icon containing a white stylized character, and then the word "CHINA" in the same black, sans-serif font.

SOHO CHINA

CHINA'S LEADING OFFICE LANDLORD

2024 ANNUAL RESULTS PRESENTATION
April 2025



China's Leading Office Landlord

- **High Quality Assets** – Holding 1.22 million sqm of prime location commercial properties in Beijing and Shanghai
- **Robust Operating Cash Flow** – All projects under mature operating with diverse tenant mix providing a stable rental income
- **Outstanding Value Protection** – Flexible leasing strategies adapt to market changes, maintaining a robustly stable occupancy rate and evidencing the anti-risk resilience of our assets
- **Stable Financial Position** – No pressure on ongoing projects, low gearing ratio, healthy debt maturity profile and stable financing cost
- **Fulfilling sustainable commitment** – Integrity based governance, Energy conservation campaign, Green ingenuity, People oriented

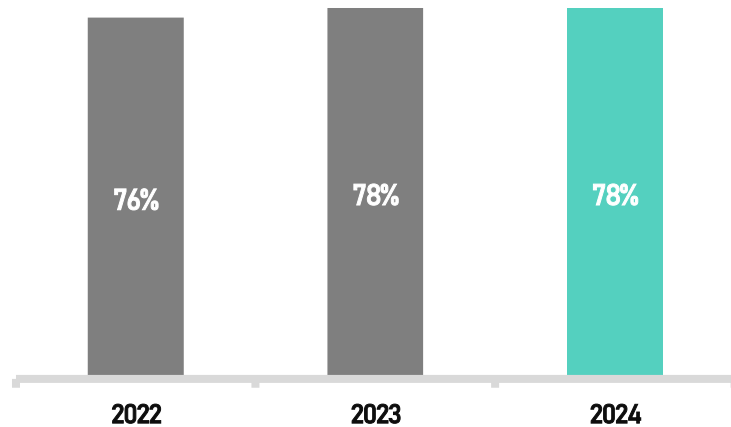
Results Summary of 2024

- The average occupancy of the Group's investment properties has stabilized during the Year and recovered to approximately 78% at the end of the Year.
- Under the unfavorable conditions of a weakening macroeconomic environment and continued pressure on the office and commercial property leasing market, the Group recorded a total revenue of approximately RMB1,540 million for the Year.
- Gross profit margin from property leasing business remained stable at approximately 83% for the Year.
- Underlying profit attributable to owners of the Company from operating activities (excluding valuation changes on investment properties and one-off tax fees) was approximately RMB278 million for the Year.

Occupancy stabilized, Outstanding Value Protection

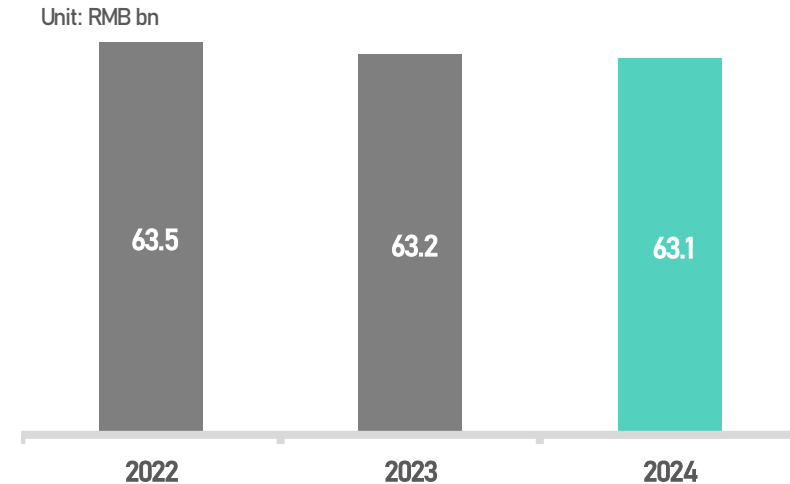
- Occupancy hit the bottom and stabilized, recovered to 78%
- As of the end of March 2025, occupancy has recovered to 80%
- Projects completed and stabilized ,offers greater value protection with low uncertainty
- Investment properties demonstrate stable value and resilient anti-risk ability in the downward trend of the market

Average Occupancy^[1]



Note [1]: Occupancy rate for office and retail areas at the end of relevant year

Value of Investment Properties^[1]

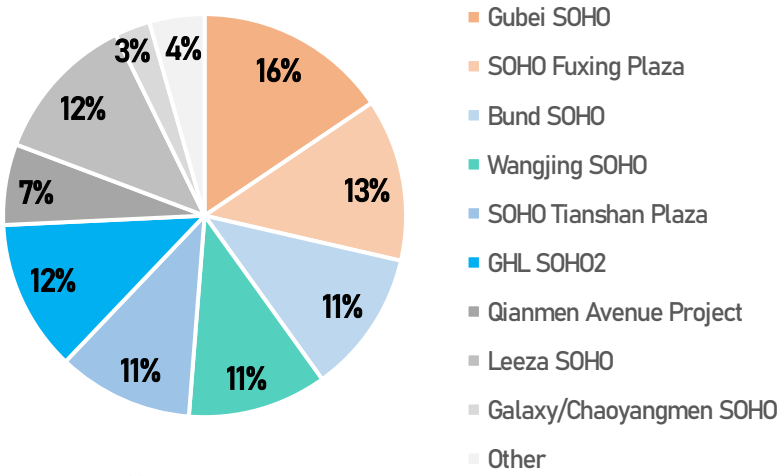


Note [1]: The fair value changes of sold properties have been excluded from the comparative data of previous years

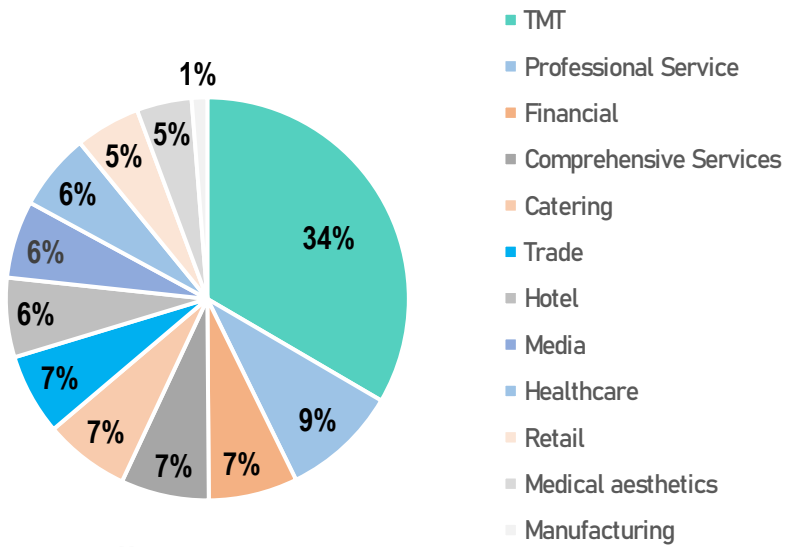
Diverse tenant mix

- Revenue from each single project accounts for less than 20% of total rental income
- Tenants are from diverse industries, Top sectors included TMT, Professional Services and Catering

Rental income by projects^[1]



Leased areas by tenant industries^[1]



Industry leaders becoming SOHO China's tenants

Diverse tenant mix includes multiple industry leaders

TMT	        
Financial & Professional services	          
Food Retail	         
Service & Manufacturing	               

Stable gearing ratio

- Net gearing ratio and average funding cost remained low and stable at 41% and 4.3% respectively

RMB mn	31 December 2024	31 December 2023
Cash and bank deposits	615	830
Interest-bearing debts	15,556	15,885
Equity attributable to Shareholders	36,144	36,267
<i>Net gearing ratio</i>	<i>41%</i>	<i>41%</i>

Compliance and steady operation

Standardized corporate governance

In 2024, SOHO China completed the certification of **ISO 37301 Compliance Management System Certification**. This helps build an effective compliance management system, effectively controls compliance risks, and improves our overall compliance capability.



Controlling the operational risks

Strengthen the control of commercial ethics risks, revise the *SOHO China Anti-Bribery and Corruption Policy* and the *SOHO China Integrity Standards and Business Ethics Management Policy*.

At the level of responsibility practice, require internal staff and external partners to abide by all policies, jointly create a fair, just, transparent, and clean commercial ecosystem, and safeguard the company's good business reputation and market image.

Key performances:



Responsibility: Enhancing Corporate Governance 14

SBT is Approved , and "Net Zero" Commitment Made



In June 2024, SOHO China submitted its science-based targets which were officially approved by the Science Based Targets initiative (SBTi). These targets are aligned with the Paris Agreement's global warming limit of 1.5°C and support the global transition to "net zero".

SOHO China commits to:

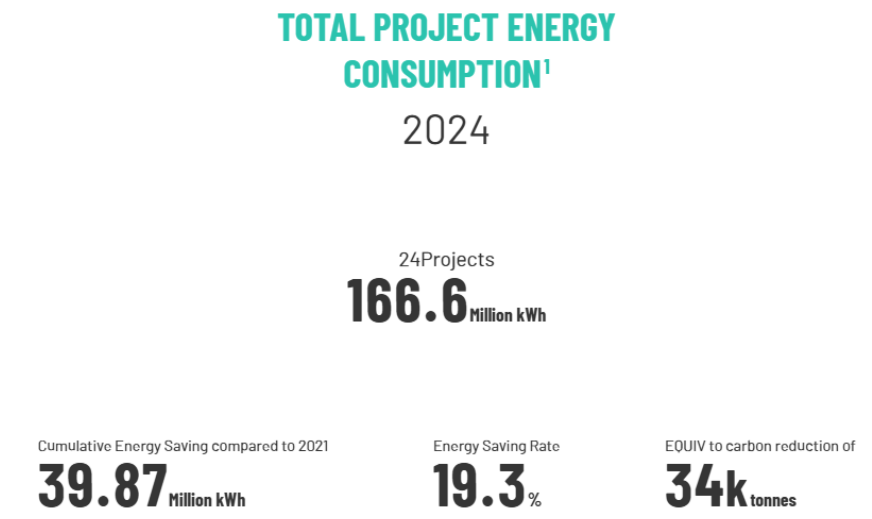
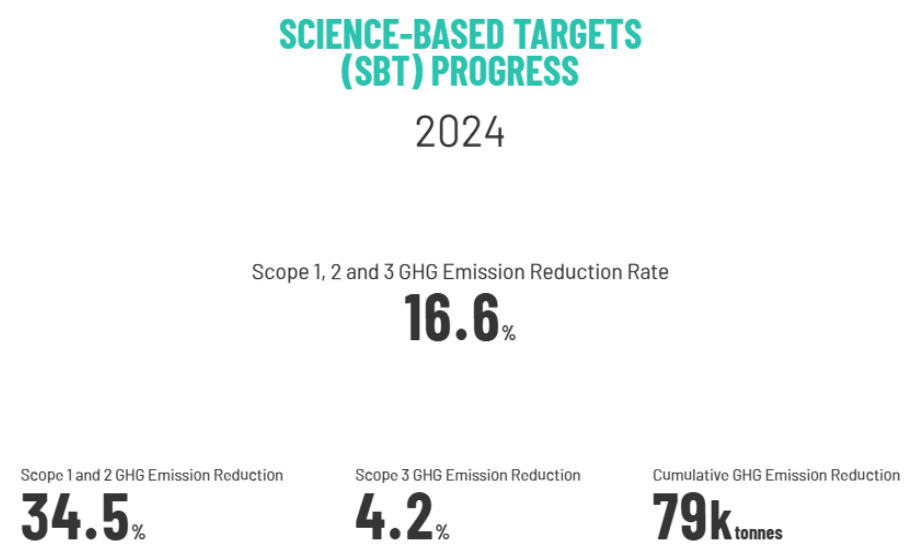
Set 2021 as the base year,

By 2030, reduce absolute Scope 1, Scope 2, and Scope 3 greenhouse gas emissions by 42%; and by 2050, achieve the Net-zero Targets.

SBTi stands for Science Based Targets initiative, an organization launched in collaboration by CDP (formerly the Carbon Disclosure Project), World Resources Institute (WRI), World Wildlife Fund (WWF), and the United Nations Global Compact. This initiative aims to drive companies to set science-based targets for reducing greenhouse gas emissions in line with the Paris Agreement's goal of keeping global average temperature rise well below 2°C above pre-industrial levels, and pursuing efforts to limit the increase to 1.5°C

Guided by SBT, join hands with partners to reduce GHG emissions

- In 2024, achieved a **16.6% reduction** in total Scope 1, Scope 2, and Scope 3 greenhouse gas emissions, cumulatively reducing emissions by **79,000 tonnes** over three years, meeting its emission reduction targets.
- In 2024, the total energy consumption of the project was **19.3% lower** than that of 2021.



Note:
1. Total Project Energy Consumption refers to the aggregate energy consumption by the common areas and service facilities across the 24 projects managed by the property management company.

Implementation of green leasing strategy

The leasing policy focuses on green leasing, covering aspects such as delivery, services, requirements, promotion, and incentives. The aim is to promote green and sustainable development and guide tenants in practicing green concepts.

Number of green lease contracts signed



Enhancement of customer service

Customer satisfaction survey and improvement

- In 2024, the customer **NPS (Net Promoter Score)** saw a year-on-year increase of **5.69** points, indicating that a significant number of customers are willing to recommend our properties to others.
- The NPS survey added ESG-related questions to gather customer needs. Results showed high interest in physical and mental health, environmental protection, and education and culture.

Key performances:

26,433

Orders for repair dealt with

100%

Completion rate

2,545

Client positive feedbacks the Company received

7

Complaints received

100%

Completion rate of requests for maintenance

Key Performances:

99.89

Average overall project customer satisfaction score

95.91

Average customer satisfaction score from mystery customer visits

84.85

Net Promoter Score

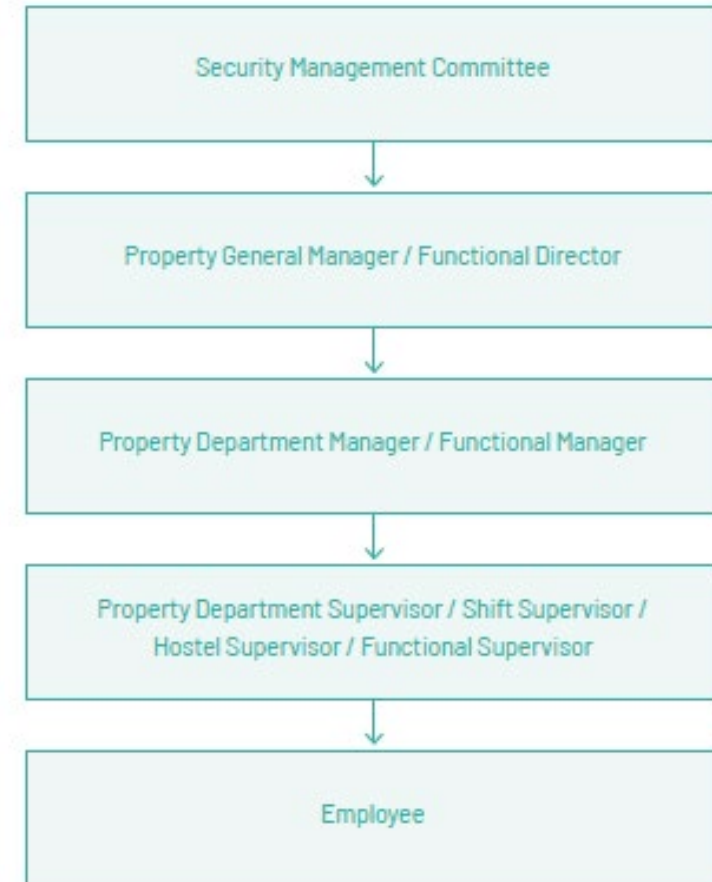
Safety Management

Enhance property safety management to ensure quality service

- In 2024, SOHO China established a Safety Management Committee;
- Formulating *the Work Safety Management System*.

Key performances:

In 2024, we have achieved remarkable results in production safety: "zero deaths and zero serious injuries" in industrial accidents; No deflagration incident or fire alarm occurred. No major or above safety accidents occurred, and its projects and employees performed well, winning a number of government commendations.



Improve supplier admission standards

- For suppliers with bidding amounts exceeding RMB500,000, a special on-site inspection process has been set up;
- An ESG-specific assessment has been added during the qualification review process, giving priority to more sustainable suppliers;
- In 2024, a total of 182 suppliers were visited and inspected on-site.

2024 suppliers ESG survey questionnaire results

80%

suppliers have obtained internationally recognized management system certifications (including ISO standards)

77%

Suppliers has formulated energy conservation and emission reduction policies

59%

implemented resource recycling measures

96%

suppliers provide structured flexible benefit programs

70%

offers full-coverage accident insurance for employees

5%

suppliers have been assessed by professional ESG rating agencies, including MSCI, CDP, and the Corporate Sustainability Assessment (CSA)

Key performances:

100%

Full compliance achieved in ESG qualification verification

Talent development strategy

Training and empowerment

- Committed to employee career development, a clear and transparent promotion pathway has been established, offering diverse advancement opportunities for employees in different positions, and actively supporting internal mobility.
- Continuously building a comprehensive and diversified employee training system, with **100%** of employees participating in training, averaging **26.6 training hours** per employee.

10

Employees received the certificate of the person responsible for safety (certificate A)

1

Employees received the certificate of the person responsible for safety (certificate B)

7

Employees received the certificate of the person responsible for safety (certificate C)

Key performances:

27

Employees achieved educational advancement

92

Employees obtained professional certification

RMB 0.19 million

SOHO China providing tuition reimbursement and other rewards totaling over

Key Performances:

1

Senior management personnel was promoted through evaluation

3

Persons of middle management reserve talents have been introduced

15

Talents through internal competition have been promoted

EMPLOYEE TRAINING AND DEVELOPMENT

By creating an online knowledge management platform, we combine online and offline training to build a "two-pillar" talent training methodology of vocational training course and internal trainer systems.

2204 Sessions
Special training completed in 2024

43887 Hours
Training time

34420
Participants

Employees
26.3 Hours

Middle Management
26.3 Hours

Senior Management
44.4 Hours

Average Number of Training Hours per Employee

14

Community engagement

By organizing activities, SOHO China promotes sustainable development concepts like cultural heritage, environmental protection, and urban revitalization, fostering a vibrant and caring community.

- NPS surveys help identify customer needs and interests to refine event quality.
- In 2024, SOHO China hosted **133 events**, including festivals, markets, and fitness activities.

Key performances:

133

Community public welfare events held by SOHO China



The “Microcosmic Wonders” Insect Macro Photography Exhibition hosted by Galaxy SOHO



SOHO Cycling Event



The “365pixel Photographers Invitational Exhibition” unveiled by SOHO Fuxing Plaza, Shanghai



The Earth Hour Event at LEEZA SOHO

Promoting rural revitalization

In the year 2024, the SOHO China Foundation is committed to investing RMB 5.1 million towards rural revitalization efforts.

Yang Zheng Library

- Continued to host a variety of community-focused educational programs, including AI Classroom, World Reading Day Series, and Zero Carbon Knowledge and Energy-Saving and Emission Reduction Workshops;
- This year, the library also launched the “Yang Zheng Library Environmental Awareness Program.

Yang Zheng Kindergarten

- In 2024, the kindergarten also hosted 19 virtue education workshops for parents, bringing in expert trainers from the Family Learning House Education Group to deliver specialized training sessions;
- Since opening in 2020, a cumulative total of students have graduated 180 person.



Appendix

Financial Summary – Income Statement

RMB million	2024	2023
Revenue	1,540	1,679
- Rental income	1,534	1,672
- Sales of property units	6	7
Gross profit	1,280	1,379
<i>Gross profit margin</i>	<i>83%</i>	<i>82%</i>

Financial Summary – Balance Sheet

RMB million	31 December 2024	31 December 2023
Investment properties	63,079	63,421
Total cash and bank deposits	615	830
Total interest-bearing debts	15,556	15,885
Total assets	68,131	68,618
Equity attributable to shareholders	36,143	36,267
<i>Net gearing ratio</i>	<i>41%</i>	<i>41%</i>



Qianmen Avenue

Location	Qianmen, Tiananmen South, Beijing
Transportation	Subway lines 1 & 2 & 8
Total GFA	Retail 51,889 sqm
Leasable GFA	Retail 51,889 sqm
Design Firm	Fei Chang Jian Zhu



Wangjing SOHO Tower 3

Location	Wangjing, Beijing
Transportation	Subway lines 13 & 14 & 15; Airport Express
Total GFA	157,318 sqm
Leasable GFA	133,766 sqm
Office	123,568 sqm
Retail	10,198 sqm
Completion Date	Sep 2014
Design Firm	Zaha Hadid Architects



Guanghualu SOHO II

Location	Central Business District, Beijing
Transportation	Subway lines 1 & 6 & 10
Total GFA	117,179 sqm
Leasable GFA	94,279 sqm
Office	63,308 sqm
Retail	30,971 sqm
Completion Date	Nov 2014
Design Firm	GMP



Leeza SOHO

Location	Between Southwest 2 nd & 3 rd Ring Road, Beijing
Transportation	Subway lines 11(construction in progress), 14(completed) & 16(completed) ; New Airport line; Lize Business District Financial Street connection line
Total GFA	156,485 sqm
Leasable GFA	135,637 sqm
Completion Date	Dec 2019
Design Firm	Zaha Hadid Architects



SOHO Fuxing Plaza

Location	Near Xintiandi, Puxi, Shanghai
Transportation	Subway lines 10 & 13
Total GFA	124,068 sqm
Leasable GFA	88,234 sqm
Office	46,344 sqm
Retail	41,890 sqm
Completion Date	Sep 2014
Design Firm	GMP



Bund SOHO

Location	Bund, Shanghai
Transportation	Bund's transportation hub
Total GFA	104,122 sqm
Leasable GFA	72,006 sqm
Office	50,347 sqm
Retail	21,659 sqm
Completion Date	Aug 2015
Design Firm	GMP



SOHO Tianshan Plaza

Location	Hongqiao Foreign Trade Center, Shanghai
Transportation	Subway line 2
Total GFA	155,827 sqm
Leasable GFA	97,751 sqm
Office	74,498 sqm
Retail	23,253 sqm
Completion Time	Dec 2016
Design Firm	KPF



Gubei SOHO

Location	Hongqiao Foreign Trade Center, Shanghai
Transportation	Subway line 10
Total GFA	146,692 sqm
Leasable GFA	112,541 sqm
Completion Time	Jan 2019
Design Firm	KPF

THANK YOU