



保利置业
POLY PROPERTY

NEWSLETTER

Issue 4, 2024



01 Debut Project

Increased Development Efficiency Launch of Three Projects in Jinan

The Group acquired three high-quality projects in Jinan in mid-2024, all launched to market in October. Partnering with renowned developers such as Jinmao and Greentown, the three premium projects—Poly Jinmao Splendid Jade, Poly Glory of Praise and Poly Greentown Phoenix Mansion—were developed, enhancing both project quality and development efficiency. These projects, recognized for their superior product offerings and precise market positioning, received strong customer recognition. As of the end of November, total contracted sales of the three projects reached approximately RMB1.3 billion, with individual project sell-through rates between 40% and 60%.



Jinan Poly Jinmao Splendid Jade



Jinan Poly Glory of Praise



Jinan Poly Greentown Phoenix Mansion

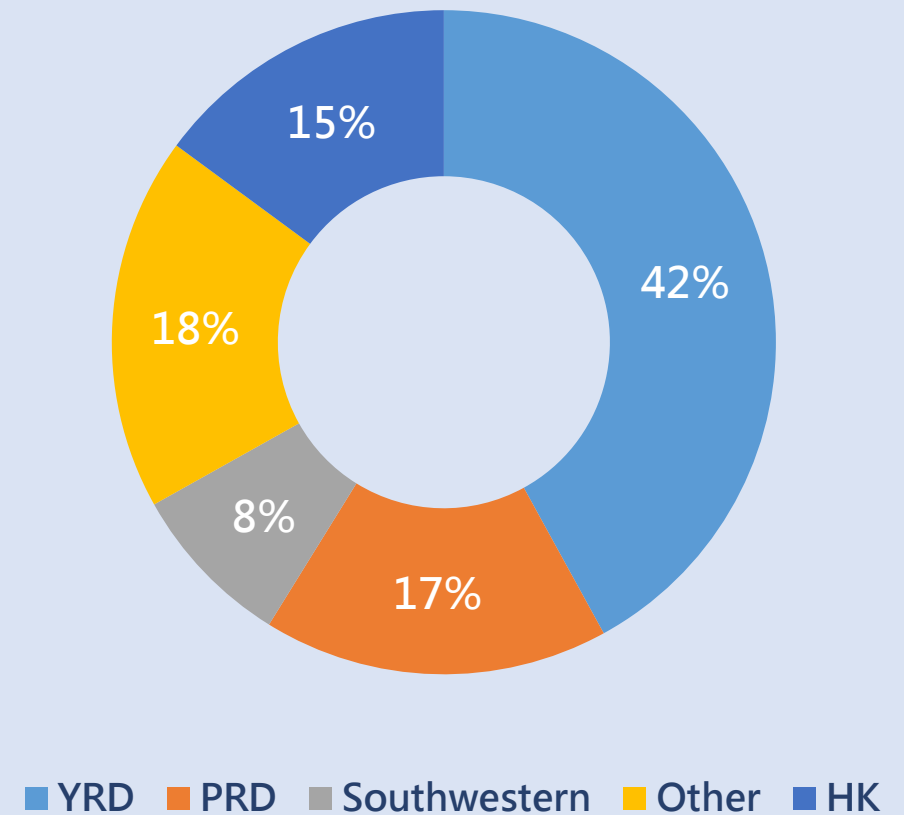
02 Sales Performance

As at the end of November 2024, the Group has recorded contracted sales of RMB52.1 billion. The contracted area sold amounted to 2,042,000 sq. m., with average selling price of RMB25,534 per sq. m..

During the period, the contracted sales in Yangtze River Delta and Great Bay Area accounted for 74%. In terms of contracted sales, the top five cities were Hong Kong, Shanghai, Jinan, Ningbo and Guangzhou. In November, the Group ranked 17th on the CRIC list in terms of total sales amount.

There were four debut projects launched between October and November, namely Jinan Poly Jinmao Splendid Jade, Jinan Poly Greentown Phoenix Mansion, Jinan Poly Glory of Praise and Ningbo Poly Jinmao Palace.

Contracted Sales Breakdown by Regions



03 Property Operation

Major Operating Properties	Type	GFA Held ('000 sq. m.)	Occupancy Rate #
Beijing Poly Plaza	Office	15	76%
Shanghai Poly Plaza (Partial)	Office and Commercial	30	72%
Shanghai Stock Exchange Building (Partial)	Office	48	57%
Shenzhen Poly Cultural Plaza (Partial)	Commercial	135	91%
Wuhan Poly Plaza (Partial)	Office	56	52%
Beijing Poly Plaza Hotel	Hotel	63	75%
Hyatt Regency Shanghai Jiading	Hotel	69	80%
Wuhan Poly Hotel	Hotel	28	61%

The average occupancy rate is calculated from Jan to Nov 2024

05 Land Reserves

'000 sq. m.

Project	GFA	Interest	Project	GFA	Interest	Project	GFA	Interest	Project	GFA	Interest
Shanghai Poly Vibe Centro	86	100%	Hangzhou Jade Urban	201	30%	Guiyang Poly Bright Moon on Top	189	100%	Jinan Poly Grand Joy II	210	100%
Shanghai Poly Center Manor	604	51%	Yuyao Poly Jordan International	312	100%	Zunyi Poly Metropolis of Future	2,105	70%	Jinan Poly Jade	152	100%
Shanghai Poly Serene Centro	49	100%	Deqing Poly Origin	67	100%	Nanning Poly Town Phase II	359	100%	Jinan Poly Park TOD	140	80%
Shanghai Lanzhou Road Project	14	49%	Guangzhou Poly Gratified West Bay	391	75%	Nanning Poly Jin House	163	51%	Jinan Poly Crown	334	100%
Shanghai Minhang Project	83	100%	Guangzhou Poly Polaris	114	100%	Nanning Poly Park City	281	100%	Jinan Poly Quehua Fu	83	51%
Kunshan Poly Brilliant Palace	328	51%	Guangzhou Poly Moonlight Lake	129	100%	Kunming Poly City	499	90%	Jinan Poly Jinmao Splendid Jade	66	30%
Kunshan Poly Shangyun Fu	134	100%	Guangzhou Poly Chill Residence	81	100%	Kunming Poly Moonlight Mansion	87	51%	Jinan Poly Greentown Phoenix Mansion	393	34%
Changzhou Poly Jingyue Palace	87	51%	Foshan Poly Mansion	89	100%	Wuhan Poly City	460	68%	Jinan Poly Glory of Praise	135	51%
Suzhou Poly Lake Mansion	104	100%	Shenzhen Poly Keenstar Super City	1,858	50%	Wuhan Poly Embossed Elegance	284	55%	Yantai Poly Moon Mansion	50	51%
Suzhou Urban Ideal Habitat	161	20%	Shenzhen Poly New Dream	183	51%	Wuhan Poly Emerald Mansion	227	100%	Weihai Poly Moon Fenghua	7	51%
Suzhou Poly Junhua Gentle Villa	103	51%	Shenzhen Poly Urban Cultural Bay	59	100%	Wuhan Poly Bright Lights	112	100%	Weifang Zoina Poly Mansion	110	30%
Suzhou Classics Mansion	119	40%	Shenzhen Poly Jade Apartments	138	51%	Harbin Guang Xin Project	244	100%	Wanning Poly Peninsula No.1	450	100%
Ningbo Hai Shu Project	71	100%	Shenzhen Bao An Project	80	100%	Mudanjiang Poly Landscape	34	100%	Hong Kong Chill Residence	43	70%
Ningbo Poly Villa Re Place	234	100%	Guiyang Poly Park 2010	224	100%	Jinan Phili House	83	25%	Hong Kong Pano Harbour	102	35%
Ningbo Poly Jinmao Palace	206	60%	Guiyang Poly Phoenix Bay	215	51%	Jinan Huai Yin Project	134	75%	Grand Total	14,058	