





HIGHLIGHTS

Substantial growth in scale

Contracted GFA

82.6 mil sq.m.

↑ 33.5%

GFA under management

57.8 mil sq.m.

↑ 36.6%

Revenue

1,384.6 mil

↑ 53.2%

Effective expansion

Newly added GFA from third-party

10.9 mil sq.m.

↑ 430.3%

Third-party contracted GFA

32.2 mil sq.m.

↑ 104.6%

Percentage of third-party contracted GFA

39.0%

↑ 13.6%

Significant improvement in profitability

Gross profit

RMB 441.3 mil

↑ 71.6%

Net profit attrib. to Owners of the Company

RMB 261.3 mil

↑ 73.3%

Core profit¹

RMB 270.8 mil

↑ 109.7%

Rapid growth for VAS

Revenue from community VAS

RMB 371.8 mil

↑ 265.5%

Proportion of revenue from community VAS

26.8%

↑ 15.6pts

Revenue from property engineering service

RMB 111.8 mil

↑ 312.4%

¹ excluding net exchange losses, interest income from loans due from a related party, the interest expense associated with the asset-backed securities, other one-off gains or losses, and the resultant income tax effect

COMPANY OVERVIEW

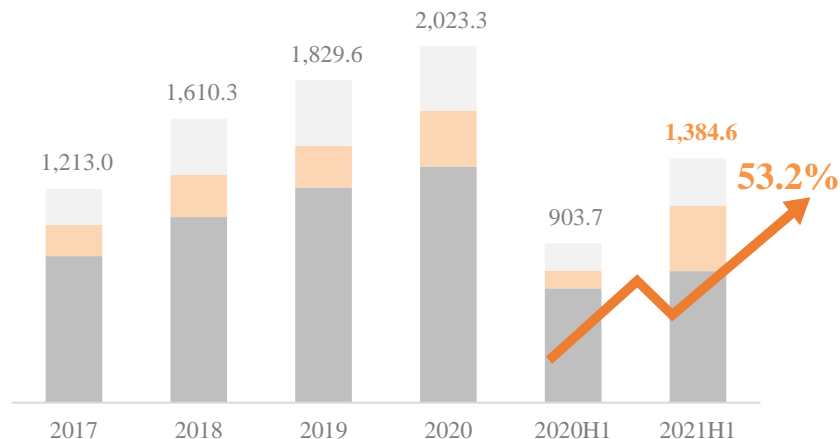


Sustainable growth in scale

- From the six months ended 30 June 2021, revenue increase by 53.2% to RMB1,384.6 million as compared to the six months ended 30 June 2020.
- Contracted GFA was 82.6million sq.m., GFA under management was 57.8 million sq.m.; percentage of third-party contacted GFA increased to 39.0%
- Acquisition of Chongqing Hongxing Macalline Enterprise Development co.,ltd completed by parentco

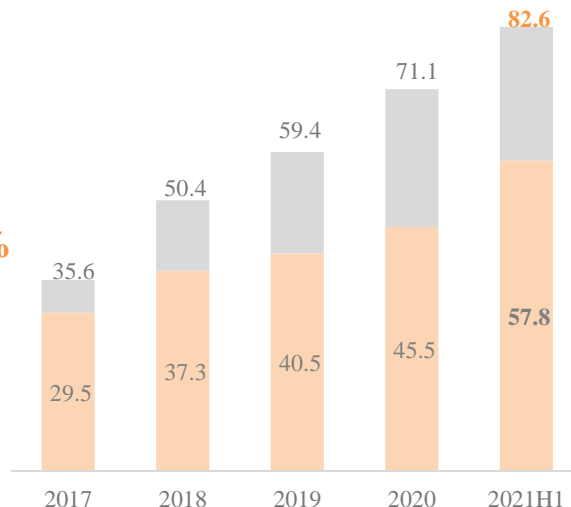
Revenue breakdown

(RMB million)

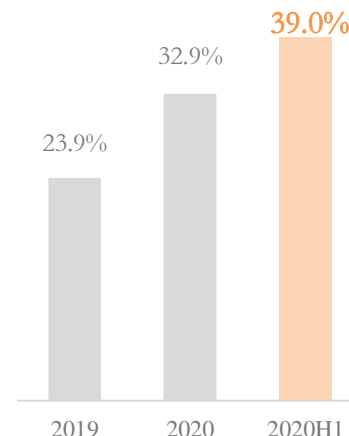


Contracted, Managed and Reserved GFA

(million sq.m.)



Percentage of contracted GFA from Third-party

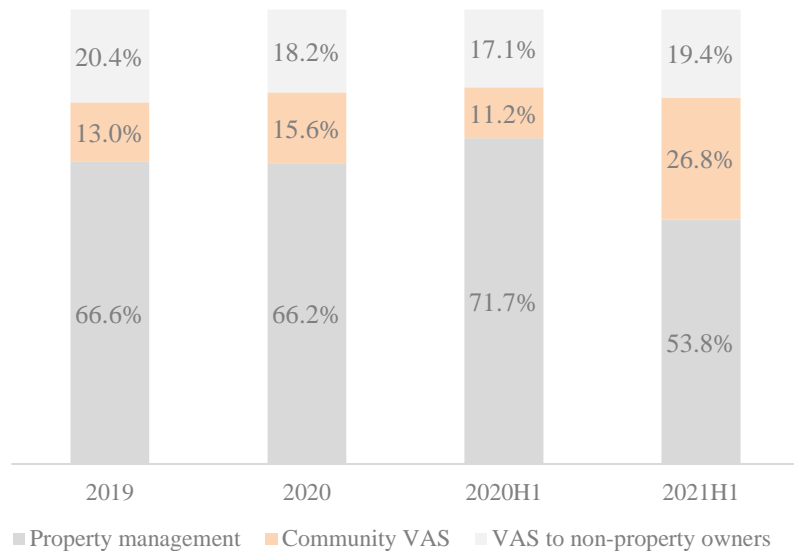


■ Property Management services ■ Community VAS ■ VAS to non-property owners ■ GFA under management ■ Reserved GFA

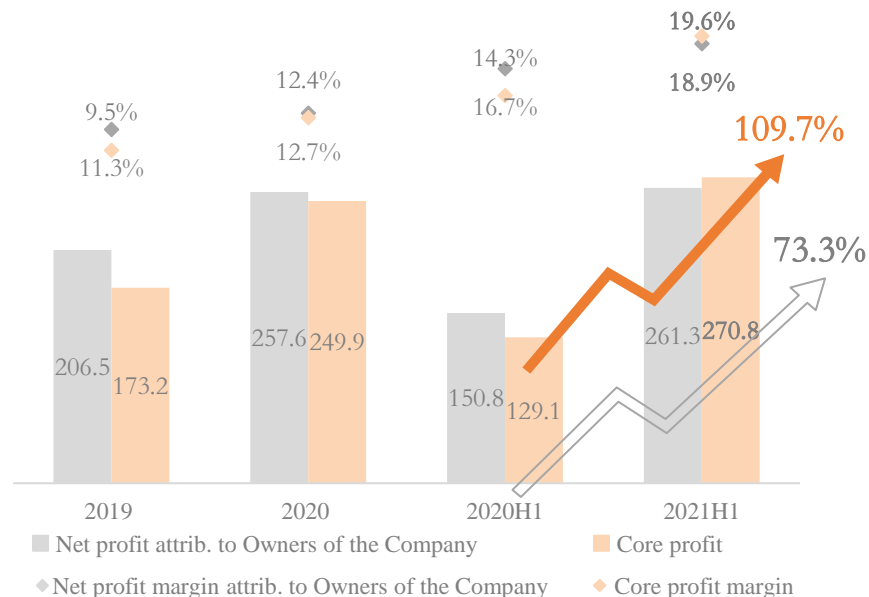
Revenue mix optimization

- Revenue from community VAS was RMB 371.8 million, contributed 26.8% of 2021H1 revenue
- Net profit attrib. to Owners of the company increased by 73.3% YoY to RMB261.3 million; net profit margin attrib. to Owners of the company was 18.9%
- Core profit increased by 109.7% YoY to RMB270.8 million, core profit margin was 19.6%

Revenue mix

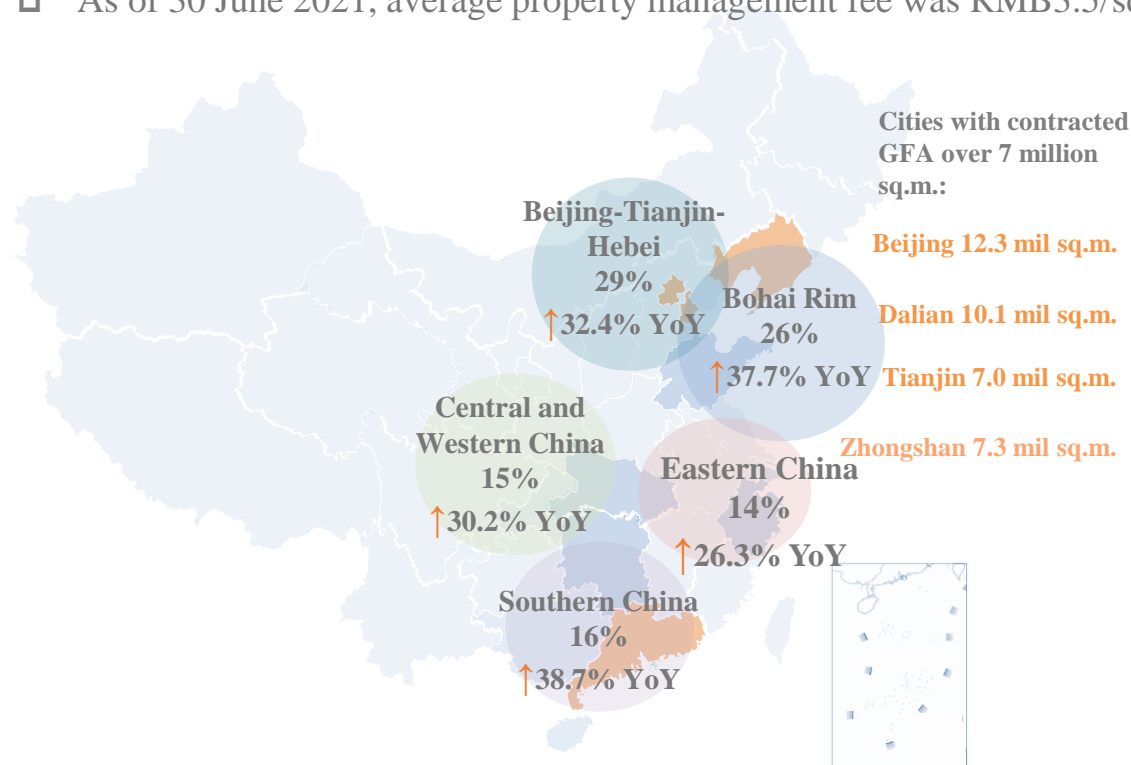


Net profit attrib. to Owners of the Company, Core profit

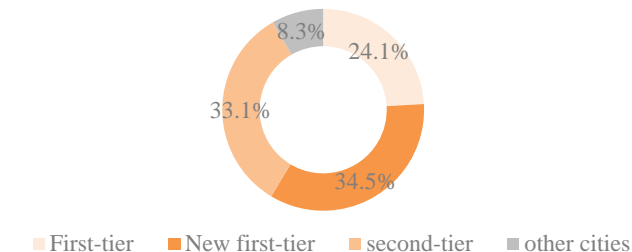


Consolidating our advantages in mid- and high-end property

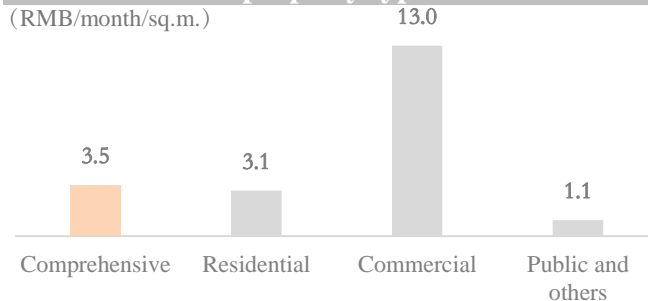
- 91.7% of GFA under management are located in first- and second-tier cities, with strong presence in Beijing-Tianjin-Hebei region and Bohai Rim region
- As of 30 June 2021, average property management fee was RMB3.5/sq.m./ month



GFA under management by city classification



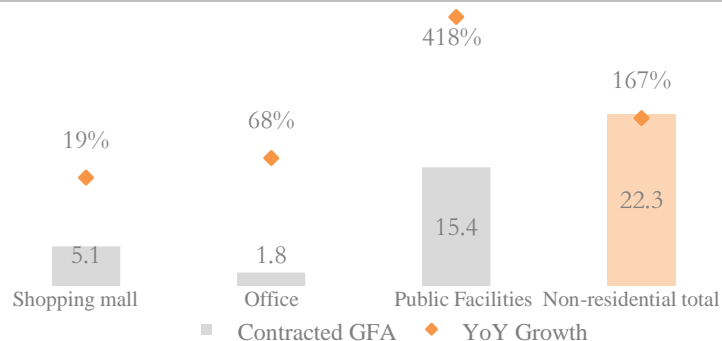
Average property Management fee by property type



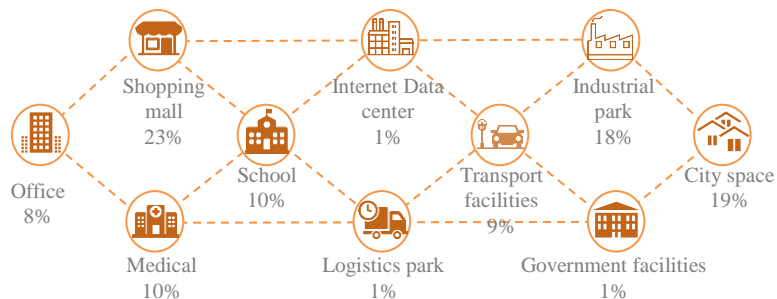
Diversifying non-residential properties

- Cooperation with Sino-Ocean Capital providing property management services to logistics warehouse and IDC with an aggregate GFA of 2 million sq.m.

Significant growth in non-residential properties



Non-residential properties breakdown¹



¹ Contracted GFA

High-end shopping malls

- 9 new additions



Office buildings

- 11 new additions



Logistics warehouses

- Signed up 3 of 24 projects of Sino-Ocean Capital, including 18 high-standard warehouses and 6 cold storage warehouses



Internet Data Centers

- Signed up 1 of 9 data centres of Sino-Ocean Capital



Medical

- Providing property engineering services for Peking Union Medical College and Chinese PLA General Hospital
- Acquisition of Ourui Property Management Group Limited to add 18 medical properties in 2H



Industrial Park

- Including free trade center, manufacturing, bonded area



Commercial operational services to become new growth engine

- ❑ Providing commercial operational services to 11 commercial properties (GFA of approximately 905,000 sq.m.) and 11 office buildings (GFA of approximately 966,000 sq.m.) of Sino-Ocean Group and its associates
- ❑ As high-end mall and office operators, Sino-Ocean has accumulated full-cycle from planning, developing and operation experience. Capability and brand has been recognized by markets.
- ❑ Based on that ,we have a better understanding of commercial assets' lifecycle and owners' needs, asset appreciation, which could augment our competitiveness



Ocean International Center
(Beijing)



Ocean We-life Plaza (Beijing)
Daily mall traffic: 20,000
Sales: 800 million



Grand Canal Place (Hangzhou)
Daily Mall traffic: 40,000
Sales: >RMB 1billion



Ocean Raynote (Shanghai)
Eco-friendly office WELL Gold
LEED Gold



Citylane (Wuhan)
City-grade flagship commercial
complex and landmark

--- 1999 ----- 2008 ----- 2012 --- 2013 - 2014 -- 2016 - 2017 ---- 2020 --- 2021 -- 2023 - 2025



Ocean Plaza (Beijing)
Grade A office with
consistent 100% occupation



Ocean Office Park (Beijing)
BOMA-360 platinum



INDIGO (Beijing)
First large-scale complex
with Swire property



Sino-Ocean Taihao 11 (Chengdu)
Top tier complex in Asia with Swire
property



We-Life (Tianjin)
Ongoing forging of commercial
operational capability and ability to
replicate



CBD Plot 26 (Beijing)
Top-rate office property
located in prime CBD

Rapid development of commercial property portfolio

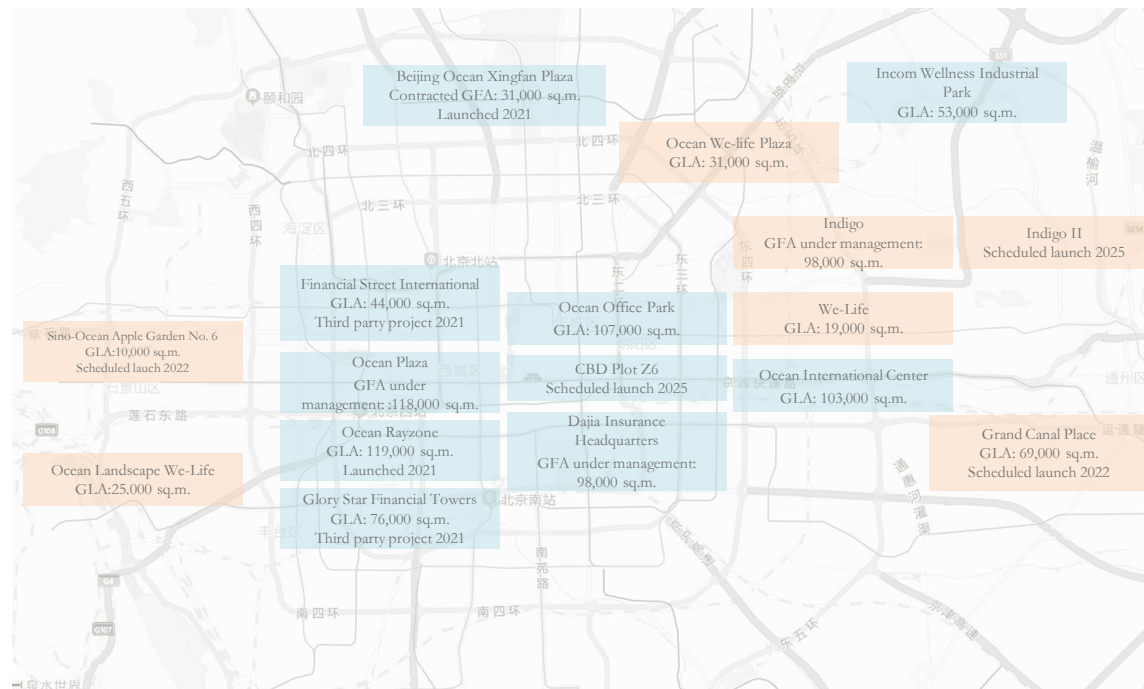
- Property management and commercial operations included, we managed a total of 71 commercial property projects¹, comprising 36 commercial projects and 35 office projects

		<u>Joint Venture with Swire</u>	<u>Complex</u>	<u>Community Commercial</u>	<u>5A Office</u>	<u>Other Offices</u>
Commercial property in operation	19		1 <div>Grand Canal Place Hangzhou</div> 7	4 <div> We-life Plaza (Beijing) We-life (Beijing) Ocean Landscape We-Life (Beijing) Ocean International Center (Tianjin) Ocean We-life Plaza (Tianjin) We-Life(Tianjin) Ocean Worldview Retail Street (Dalian) </div>	7 <div> Ocean Office Park (Beijing) Ocean International Center (Beijing) Tower A Ocean Rayzone (Beijing) Glory Star Financial Towers (Beijing) </div>	<div> Sino-Ocean Tower (Shanghai) Amazing City(Shanghai) Incom Wellness Industrial Park Beijing Ocean Xingfan Plaza H88 Yuehong Plaza(Shanghai) Hexing Plaza Shanghai Financial Street International Beijing </div>
Commercial property in reserve	6		2 <div> Indigo(Beijing) Citylane (Wuhan) </div> 1	3 <div> Sino-Ocean Apple Garden No. 6 Citylane (Wuhan) Yangtze Opus (Wuhan) CBD Plot Z6(Beijing) </div>		3 <div> Third-party projects: </div>
Commercial property under management	37	2	2	12	5	16
		50% equity interest				
Commercial property in reserve	21	1	3	14	1	2
		50% equity interest				

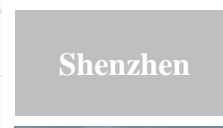
¹ We provide both property management and commercial operation services to 12 commercial properties

Commercial projects located in core first-tier and New first-tier cities

Beijing



Shanghai



Tianjin



Hangzhou



Wuhan

Shenzhen

Chengdu

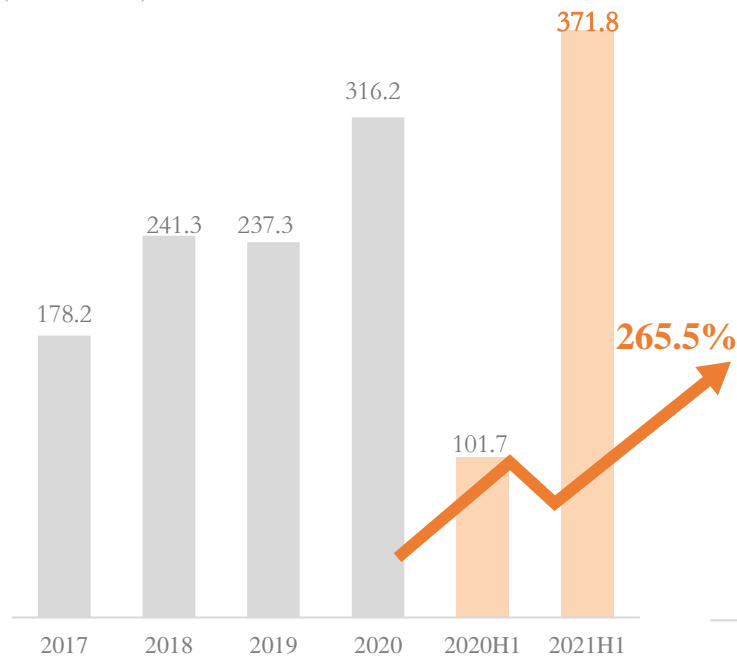
Commercial Office

Leaping growth in community VAS

- Revenue from community VAS was RMB 371.8 million, increasing 265.5% YoY.

Revenue from community VAS

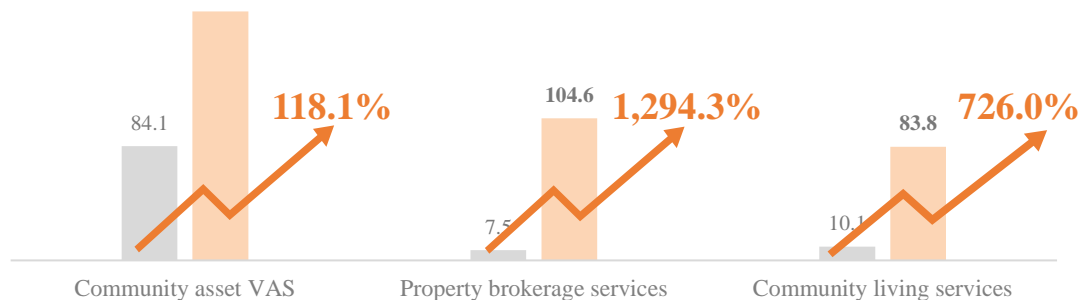
(RMB million)



Revenue from community VAS breakdown

(RMB million)

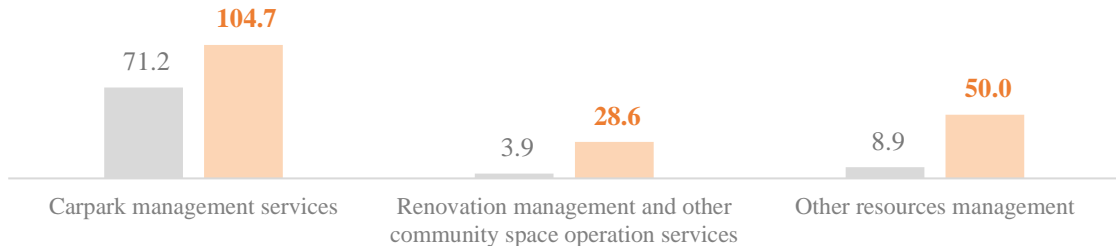
2020H1 2021H1



Revenue from community asset VAS breakdown

(RMB million)

2020H1 2021H1



Focusing on four paths, and promoting service power

- ❑ Focusing on property brokerage services, community living, home decoration and community space operation services
- ❑ Optimizing systems and enhancing service standards
- ❑ Digitalization, productization and delicacy of services in ongoing improvement of the quality of our scenario operations and customer operational services

Focused on four paths

Property brokerage
services

Community living
service

Home decoration
services

Community space
operation services



- **Standard business**

10 business management system published, providing detailed requirement for services to drive standardisation

- **Intelligent management**

Resource management system was updated

Online property brokerage business system and “Ocean Homeplus U-select” online retail platform was implemented

- **Professional team**

Recruiting nearly 200 professional staffs

Further exploration

Community senior living



Community tourism



Community catering



Community education



Service power Based on data, promoting scenario, productized and delicate operations

Focusing on property maintenance and appreciation

- ❑ Property brokerage business take breakthroughs in both stores coverage and transaction amount
- ❑ Home decoration services focused on turnkey furnishing and move-in services and renovation services

Property brokerage services

- **Store expansion**

36 stores opening, increasing 414% YoY

64 projects in 10 cities with a coverage ratio of **26%**

Market share over **60%** for selected projects

Number of stores expected to increase to **50** in H2

- **Breakthrough in Transaction amount**

Transaction amount above **RMB2,000** million

- **Cumulative sources for property sales**

5,800 units, with property for sale accounting for 60%

Home decoration services

- **Revenue realized**

RMB 27.6 million

- **Integration of resources**

Initial completion of nationwide business resources base with **159** potential partners expressing interest in cooperation

Strategic cooperation , price and service quality guarantee

- **Standardized service and product-oriented**



Taking insights in community needs

- Improving the potential growth of community space operation services through sophisticated model and technology
- Community living services reported 140-fold YoY

Community asset VAS

- Efficiency improvement empowered by technology**

Owning to the resource management system, revenue from carpark management service grew by 47% YoY

- Sophisticated management model**

“resources stock-taking + supplier management + contract management”

- Strict accordance policy**



Retail sales of commodities

- Revenue reported**

RMB37.5 million

- Resources integration**

Accumulated **110** suppliers and enhancing bargaining power

- Innovative operation model**

60% of our register customers realized sales conversion

- Online to offline**

“Ocean Homeplus U-select” online retail platform had **2.64** million visit

Sales revenue of Luzhou Laojiao reached **RMB26** million



Ready for community senior living service

- ❑ One of the six pilot community senior living services operators designated by MOHURD(住建部)
- ❑ Constructing platform for community senior living services, backed by Senior Living L'amore, and starting with potential, highly demand services

Excellent foundation and customer resources



• Industry experience

10 years' experience in Senior living services
covering 20,000+ beds

• Professional teams

1500+ professional staff
rich personnel resources

• Large-scale deployment

Presence in 10 cities nationwide with 30+ chain institutions

• Premium customers

268 mid- to high-end residential communities under management in first- and second-tier cities

• Insider

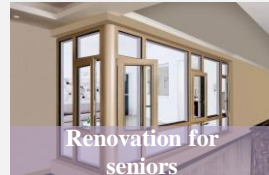
Staying close to senior citizen groups, having a better understanding of their needs

• Comprehensive business system

From highly demanded light care services to entertainment, food catering and tourism

Full-scenario service deployment

Light-weighted service



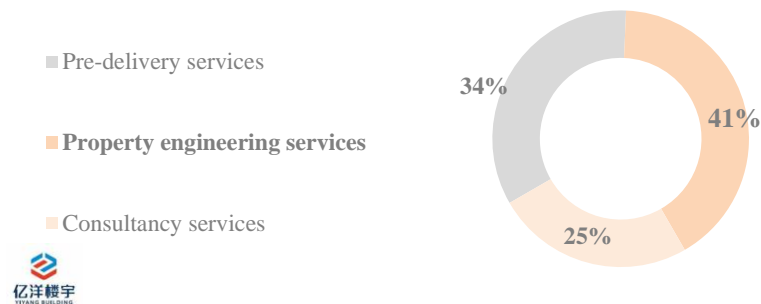
Heavy-weighted service



Technical expertise highlighted in VAS to non-property owners

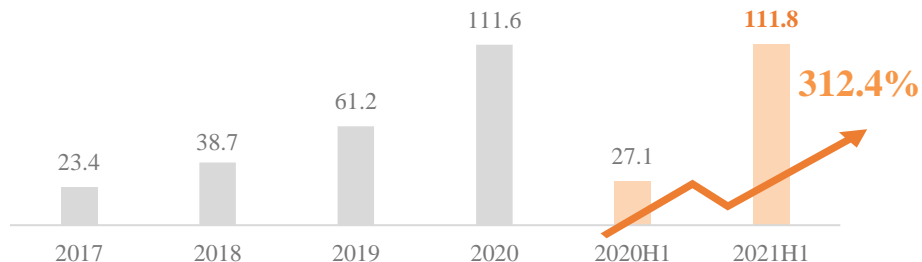
- Property engineering service was RMB 111.8 million, increasing 312.4% YoY.

Revenue from VAS to non-property owners breakdown by proportion



Revenue from property engineering services

(RMB million)



Established in 2015

Focusing on the equipment maintenance segment

- Full cycle management of facilities and equipment
- Intelligent upgrade and conversion
- Digitalisation

Expertise

- Nationally Accredited Hi-tech Enterprise from 2017
- 23 national patents
- 12 software copyrights
- Participated in compilation of industry standards

Accumulation

- 3000+ staff, including 180 senior engineers
- 6 years of experience on third-party clients service, building strategic partnership with CSCEC, Taikang, Beijing EnterpriseS Group

Breakthroughs

- Breakthrough in exposure:** successful development of customers in new sectors, such as Peking Union Medical College Hospital, Chinese PLA General Hospital and national museums
- Breakthrough in space:** tapping smart city to diversify from architectural space to city space leveraging cooperation with partners
- Breakthrough in role:** tapping building energy management service to engage in comprehensive management of carbon emission

FINANCIAL HIGHLIGHTS

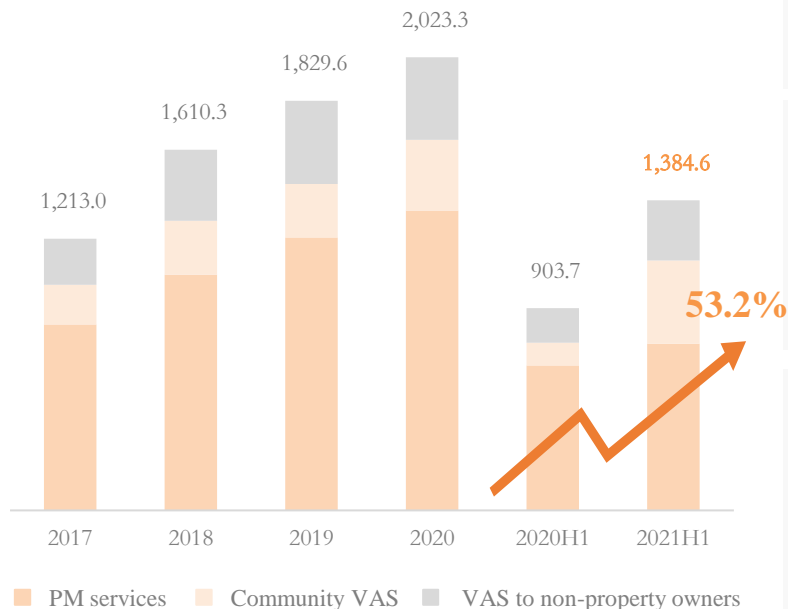


Rapid growth in revenue

- Revenue for H1 2021 amounted to RMB1,384.6 million, up 53.2% YoY; revenue from property management services, community VAS and VAS to non-property owners accounted for 53.8%, 26.8% and 19.4%, respectively

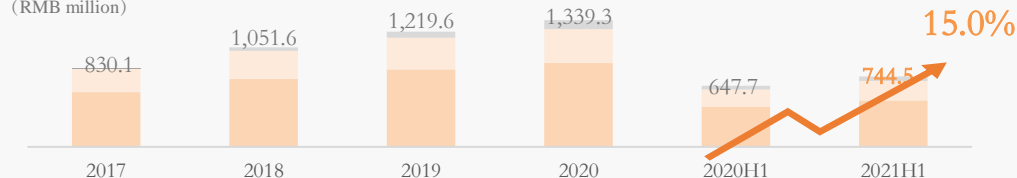
Revenue

(RMB million)



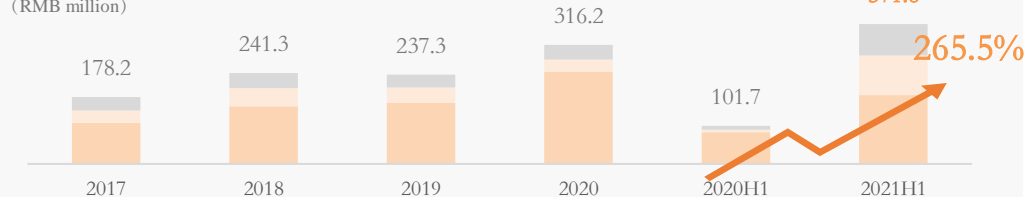
Revenue from property management services

(RMB million)



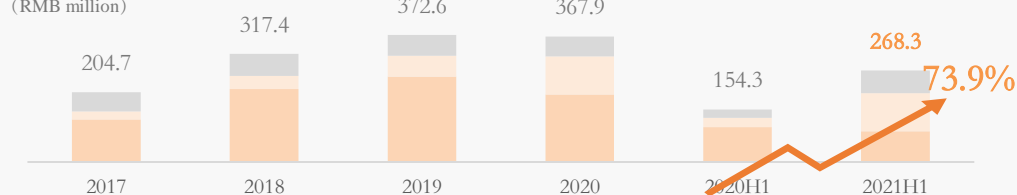
Revenue from community VAS

(RMB million)



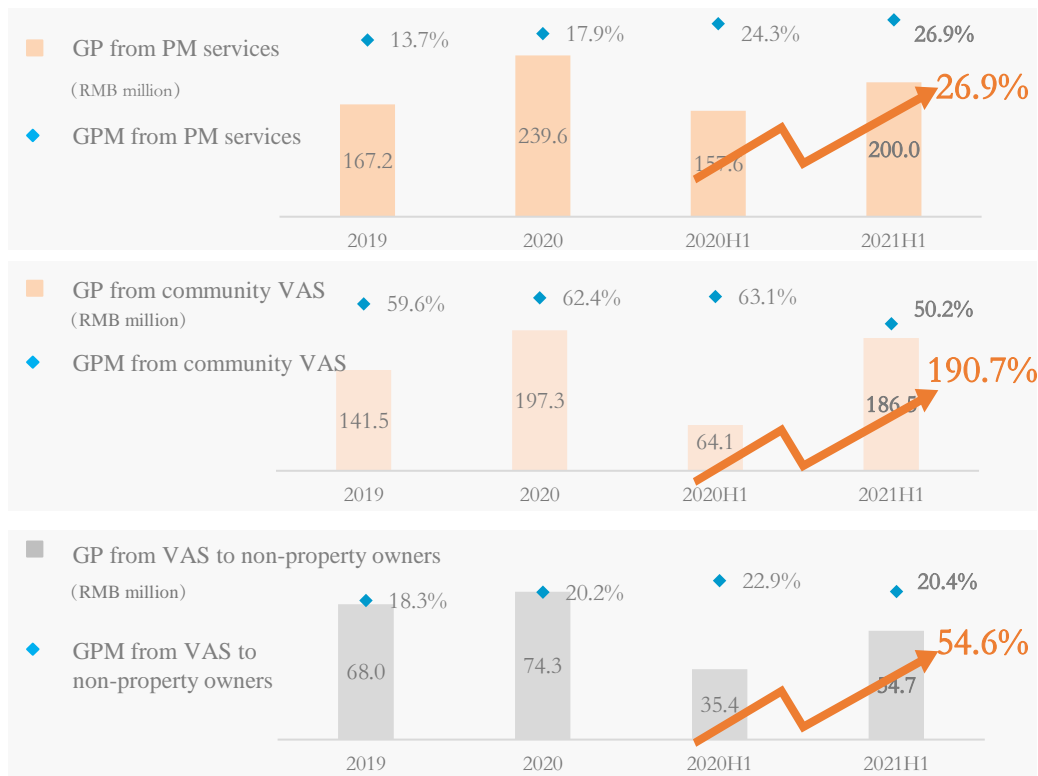
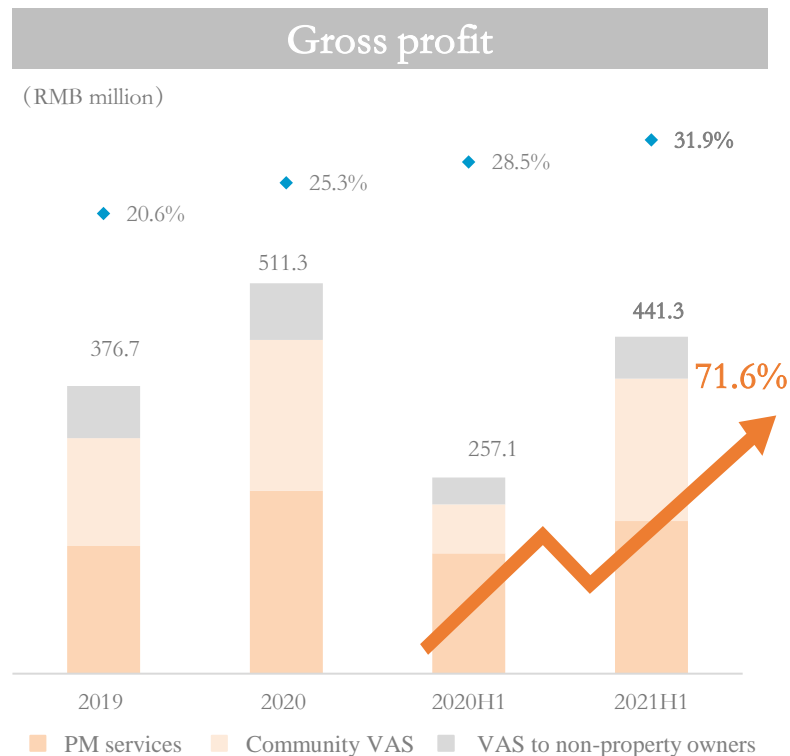
Revenue from VAS to non-property owners

(RMB million)



Significant improvement in profitability

- Gross profit margin increased by 3.4 pts, with gross profit margin of property management services increasing by 2.5 pts, community VAS and VAS to non-property owners decreased by 12.9 ppts and 2.5 ppts, respectively

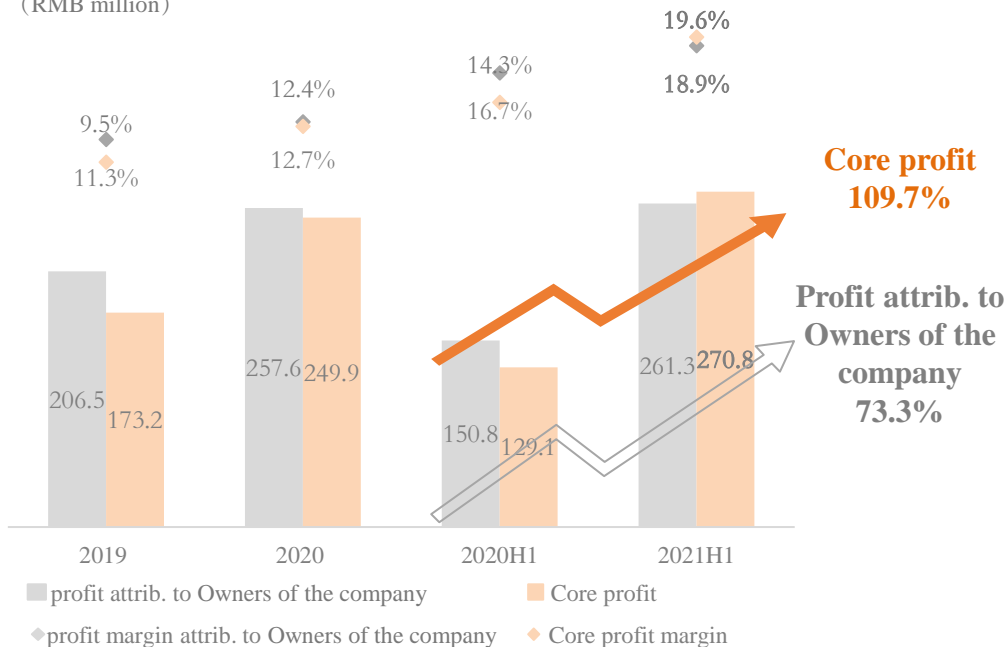


profit attributable to Owners of the company and basic earnings per share

- profit attributable to owners of the company grew by 73.3% YoY, while core profit grew by 109.7% YoY
- Basic earnings per share was RMB0.22, up 29.4% YoY

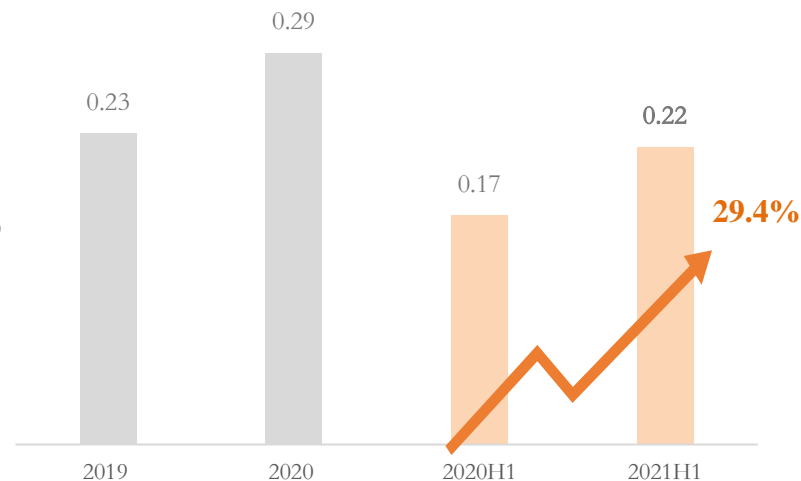
Profit

(RMB million)



Basic earnings per share

(RMB)

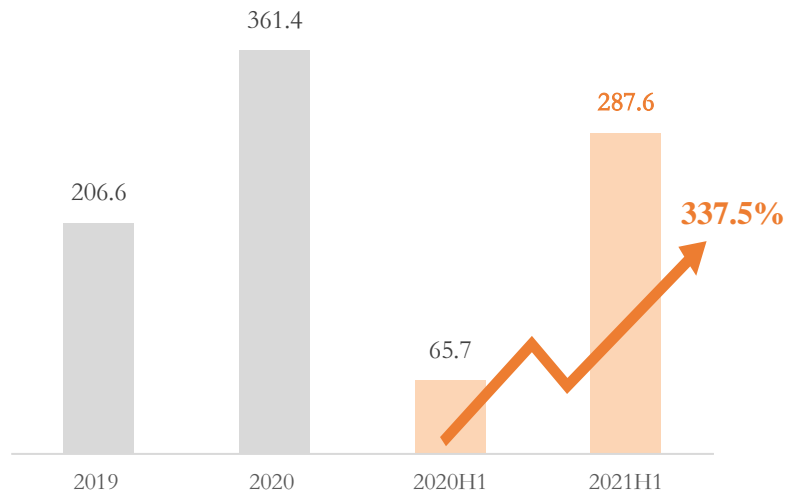


Other financial indicators

- ❑ Strong cash flow from operating activities, highlighted by 337.5% YoY growth
- ❑ Cash and equivalent was RMB 2,366 million, up 8.8% than that of 2020

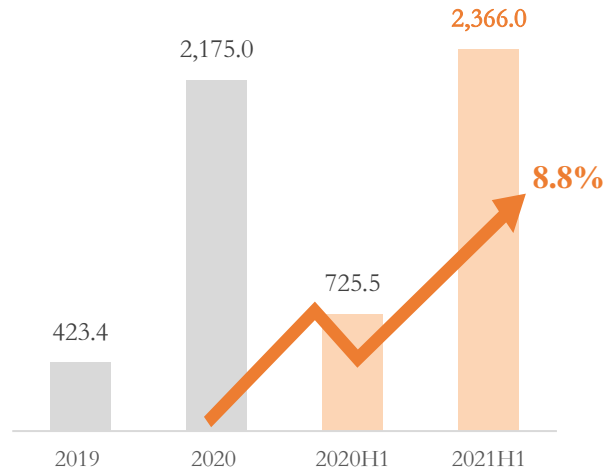
Net cash generated from operating activities

(RMB million)



Cash and cash equivalents

(RMB million)



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Q&A

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Thanks!