



朗詩綠色管理有限公司
LANDSEA GREEN MANAGEMENT LIMITED

(Incorporated in Bermuda with limited liability) (於百慕達註冊成立之有限公司)
Stock Code 股份代號: 106

2022

環境、社會及管治 (ESG) 報告

ENVIRONMENTAL, SOCIAL
AND GOVERNANCE (ESG) REPORT



2022年度環境、社會及管治 (ESG) 報告
2022 Landsea Green Management
Environmental, Social and Governance (ESG) Report

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2022年，對於中國房地產行業來說異常艱難，邁入「谷底之年」。外部環境充滿挑戰，國際局勢複雜動盪，主要經濟體紛紛進入下行期，經濟發展增速放緩；與此同時，新冠肺炎疫情仍然在全國肆虐、多地頻發，對房地產行業帶來的衝擊以及由此引發的衰退，其慘烈程度超出了市場預期。房地產行業整體步入調整「深水期」，正在從過去的高槓桿、快周轉、衝規模的1.0發展模型，向低槓桿、專業化、品質化的2.0模式轉變。

In 2022, the real estate industry in China experienced extremely challenging events, entering into a “bottom year”, as the external environment was full of challenges, coupled with complicated global volatility. Various major economic powerhouses experienced a downturn, with the pace of economic growth decelerating. Meanwhile, with the country ravaged by the sporadic COVID-19 pandemic outbreaks, the impacts on the real estate industry, together with the resulting recession, yielded a greater extent than market expectations. As a result, the real estate as a whole embraced a “deepwater period” of industry adjustment, where the industry is evolving from the 1.0 model of high leverage, fast turnaround and scalability to the 2.0 model of low leverage, professionalization and quality improvement.

Looking back at the past year, Landsea Green Management continued to respect the market, maintained a long-term strategy, and persisted in building green homes. Fortunately, benefiting from our solid management foundation, forward-looking strategic transition, and the concerted efforts of all employees to address the crisis, we managed to weather the first wave of impacts caused by the in-depth structural adjustment of the real estate industry during the industry reshuffle, achieving uneasy results.

We firmly believe that Landsea will lead us to explore and seize new development opportunities amidst the risks by tapping into its years of technical expertise and accumulation of green products in the green building field. To this end, we are committed to more responsible and compliant operations, continuing to enhance our corporate governance resilience, and striving to maintain a positive cash flow. In response to the national “dual-carbon targets”, we will integrate the concept of sustainable development into the whole lifecycle management of green buildings, achieving steady improvement in environmental, social, and governance (hereinafter referred to as the “ESG”) performance.

As a green development service provider, Landsea persistently focuses on its green differentiation strategy to enhance its position as a green brand. As of the end of 2022, we had built over 150 green residential projects in 36 cities across the PRC with a green residential development area of over 25 million sq.m.. We have obtained a total of 104 green building certifications in the PRC, of which 56 were green building three-star certifications. The first green building three-star certification in 9 cities, including Shanghai, Nanjing, Hangzhou and Suzhou, were obtained by Landsea. We have obtained National Green Building Certification for nearly 70% of our total projects. In addition, we have also obtained 21 top international certifications for green buildings, including BREEAM, LEED and DGNB. Subsequent to the launch of the upgraded products in 2020, such as the health-oriented residential property “Free Ark”, we continued to introduce an iterated and upgraded technology system named “Healthy Fortress” in 2022, aiming to promote building products towards a healthier, more comfortable, greener, and lower-carbon direction. At the same time, we conducted a potential risk assessment on climate change facing Landsea with reference to the climate-related financial information disclosure framework recommended by the Task Force on Climate-related Financial Disclosures (TCFD) in active response to the SEHK’s *Guidance on Climate Disclosures*. When considering potential opportunities related to climate change according to the *Landsea Carbon Neutrality Roadmap*, Landsea has laid a solid foundation to further prevent climate change risks and seize low-carbon development opportunities in the future.

回顧過去一年，朗詩綠色管理始終對市場保持敬畏之心，堅持長期主義，堅持構築綠色人居。幸運的是，行業大浪淘沙之時，得益於穩健經營基礎、前瞻性戰略轉型以及全體員工面對危機時的奮力拼搏，我們挺過了地產行業深度結構調整所帶來的衝擊，取得了來之不易的成績。

我們深信，多年以來朗詩在綠色建築領域的技術深耕與綠色產品積累，將引領朗詩在風險中挖掘和把握新的發展機遇。為此，我們篤行更負責任的合規運營，持續提升企業管治韌性，打好現金流保衛戰，與國家「雙碳目標」同頻共振，並將可持續發展理念融入綠色建築全生命週期管理，實現環境、社會及管治（以下簡稱「ESG」）表現穩步提升。

作為綠色開發服務商，朗詩持續深耕綠色差異化能力，培育自身的綠色品牌力。截至二零二二年底，我們已在全國36個城市打造了超過150個綠色住宅項目，綠色住宅開發面積超過2,500萬平方米。在國內我們共獲得綠建認證104個，其中綠建三星認證56個；上海、南京、杭州、蘇州等9個城市的首個綠建三星認證項目，均由朗詩獲得。我們已獲取國家綠色建築認證的項目，佔總項目數量近70%。此外我們還擁有包括BREEAM、LEED、DGNB在內的國際頂尖綠建認證21個。繼2020年出品「自由方舟」健康住宅後，2022年我們繼續迭代升級推出最新科技系統——「健康堡壘」，推動建築產品朝著更加健康、舒適、綠色、低碳的方向發展。同時，本年度我們積極響應香港聯交所《氣候信息披露指引》，參考氣候變化相關財務信息披露指南(TCFD)框架，對朗詩可能面臨的氣候變化潛在風險進行評估，並結合自身《朗詩碳中和路線圖》思考氣候變化潛在機遇，為未來進一步防範氣候變化風險、把握低碳發展機遇奠定良好基礎。

Landsea succeeded in implementing its green differentiation strategy, which is attributed to customers' pursuit of and support for high-quality green building products. We value every single expectation by innovating green online marketing and delivery methods, optimizing the whole-process quality service, and improving the complaint response mechanism during the COVID-19 pandemic. By fulfilling what owners aspire to and responding to their prompt demands, we continue to improve the customer satisfaction rate. Striving to achieve high-quality delivery under challenging conditions, we achieved smooth delivery of over 16,000 houses in 29 projects in China and over 2,000 houses in the United States during the year.

Over the years, we have been committed to being a green enabler constantly expanding the boundaries of the green ecosystem in the real estate industry. Through our six consecutive years of active engagement in the Green Supply Chain Action, we continue to advocate the "only purchasing green materials" principle with our valued chain partners. In 2022, we completed 10 green supply chain training sessions, rallying our partners to prioritize use of green and low-carbon technologies, materials, and products, which will minimize negative impacts of their own operations and business activities on the ecological environment, and create environmentally and socially friendly products. Landsea has leveraged green procurement as a lever to effectively promote the green and low-carbon transformation of the real estate supply chain, gaining widespread social recognition. In 2022, Landsea was selected by the "2022 Belt and Road Economic and Environmental Cooperation Forum" as the only real estate company in the 30 Shortlist Cases of Green Supply Chain for its outstanding performance in promoting the green and low-carbon transformation of the supply chain. Furthermore, we were given the "Award of Excellence for Green Supply Chain Enterprises" of the Elite Habitat Award for four consecutive years, and maintained Top 1 in the Real Estate Sector in terms of the "Green Supply Chain CITI" index for six consecutive years.

Confronted by challenging market conditions, each employee represents a perpetual motion machine to enable Landsea to weather the industry's cyclical fluctuations. In 2022, we endeavored to build a people-oriented, positive, and green business operation environment, while fostering a healthy and safe workplace, and safeguard the employee rights and welfare. By introducing diversified training contents that are more in line with business development, we have paved the way for Landsea talents to seek advancement and development. On 1 April 2022, we granted equity incentives to over 80 employees, including executive directors and management, under the existing equity incentive scheme of the Company to fully stimulate team enthusiasm by providing long-term incentives. In addition, the "Paoze Fund", which was established on the 20th anniversary of Landsea, continues to play an effective role in taking care of employees in difficulty, safeguarding every Landsea member.

朗詩綠色差異化的戰略得以成功落地，離不開客戶對優質綠色建築產品的追求與支持。我們全力以赴每一份期盼，面對新冠疫情，創新綠色線上營銷與交付形式，優化全流程優質服務，完善投訴應對機制，想業主之所想，急業主之所需，持續提升客戶滿意度，在充滿調整的情況下全力完成高質量交付。年內，我們在中國地區實現了29個項目、超過16,000套房屋的平穩交付，在美國交付了2,000餘套房屋。

多年以來，我們致力於作房地產行業的綠色賦能者，持續拓寬綠色生態圈邊界。我們連續六年積極參與「綠鏈行動」，與價值鏈夥伴一同倡導「不綠色，不採購」，2022年完成10次綠色供應鏈培訓，號召合作夥伴們優先選用綠色低碳技術、材料與產品，最大限度減少自身運營及業務活動對於生態環境的負面影響，打造環境與社會友好型產品。朗詩用綠色採購作為槓桿，有效撬動了房地產供應鏈綠色低碳轉型，獲得了廣泛的社會認可。2022年，朗詩憑藉在推動供應鏈綠色低碳轉型過程中的優異表現，入選「2022「一帶一路」經濟與環境合作論壇」30項綠色供應鏈案例集，是房地產行業唯一的入選企業；連續第四年被精瑞人居獎授予「綠色供應鏈企業優秀獎」；連續六年蟬聯綠色供應鏈CITI指數房地產行業NO.1。

面對充滿挑戰的市場環境，每一位員工都是支撐朗詩勇敢穿越行業波動週期的不竭動力。2022年，我們堅持打造人本、陽光、綠色的企業運營環境，營造健康、安全的工作環境，保障員工各項權益與福利，通過更加貼合業務發展的多元化培訓內容，為朗詩人才鋪就晉升發展通道。2022年4月1日，我們根據公司現行的期權激勵計劃對超過80位包括執行董事及管理層在內的僱員授予了期權獎勵，以長效激勵的方式充分激發團隊積極性。此外，於朗詩成立二十週年創立的「袍澤基金」亦在持續發揮作用，本年度繼續關愛困難員工群體，守護每一位朗詩人。

Despite facing challenges, we continue as a responsible real estate enterprise to work with all parties to fulfill our corporate citizen responsibilities by actively participating in public welfare activities, including pandemic prevention and control, pet adoption, and charity donations, which extends the boundaries of responsibilities and values, and promote common prosperity with communities through our concrete actions, contributing to an ideal lifestyle for a wider social group.

In the future, Landsea will remain true to the original aspiration of green, low-carbon, and sustainable development, by embarking on its way to a new phase of industrial development in a confident and flexible posture on top of its stable operations, seeking refinement with its dedicated research on climate-friendly green differentiated products, as well as building a more resilient, comprehensive, and efficient corporate governance system. We will pursue a better future with all stakeholders, towards the green development, and build a "Sustainable Green Company".

Tian Ming
Chairman of the Board

作為負責任的房地產企業，儘管面臨挑戰，我們依然攜手各方踐行企業公民責任，積極參與疫情防控、動物領養、愛心捐贈等公益行動，延伸社會責任價值邊界，以朗詩的實際行動促進與社區的共同繁榮，為更廣泛的社會群體提供美好生活。

未來，朗詩將繼續保持綠色、低碳、可持續發展的初心，輕裝上陣，穩健經營，以更靈巧的姿態步入行業發展的新階段，精益求精、潛心研發氣候友好型的綠色差異化產品，打造更具韌性、更全面高效的企業管治系統，與各利益相關方共赴美好，攜手向綠，築就「百年綠公司」。

田明
董事局主席



企業概況

Corporate Profile

朗詩綠色管理有限公司(簡稱「朗詩綠色管理」、「朗詩」)(前稱「朗詩綠色地產有限公司」)是一家具有綠色環保理念的領先綠色地產開發服務商、中國綠色房地產百強企業。自2004年起，朗詩即開始聚焦綠色差異化發展道路，並在2013年順利進入美國市場，先後在大紐約地區、波士頓地區、洛杉磯地區、舊金山地區和亞利桑那等地區打造美國本土高品質住宅，成功實現了美國業務的高速增長及朗詩在美國「微笑曲線」的戰略佈局。朗詩於2015年，發佈了「產品差異化、資產輕型化、市場國際化」的戰略，資產運營模式從重變輕，並且專注於新建住宅領域，逐漸向綠色公建、存量更新等領域拓展。朗詩綠色管理至今已開發超過150個項目，開發總面積逾2,500萬平方米，其中主打綠色科技產品包括「自由方舟」和「健康堡壘」等，足跡遍佈全國主要一、二線城市及重點經濟區域。

Landsea Green Management Limited (referred to as “Landsea Green Management”, “Landsea”) (formerly known as “Landsea Green Properties Co., Ltd.”) is a leading green property development service provider focused on the philosophy of green environmental protection, as well as one of China’s top 100 green real estate enterprises. Landsea started to focus on the green differentiation strategy in 2004, and subsequently entered the US market in 2013, building high quality U.S. residences in the Greater New York Region, and the Boston, Los Angeles, San Francisco, and Arizona regions, successfully achieving rapid growth in the U.S. business and Landsea’s strategic layout in the “Smile Curve”. In 2015, Landsea announced its strategy of “product diversification, asset-light transformation, and market-internalization”, under which the asset operation shifted from the asset-heavy model to the asset-light model with a focus on new residential sector, as well as a gradual expansion to green infrastructure and existing building upgrade. To date, Landsea Green Management has managed over 150 development projects with a total development area of over 25 million square meters, among which, its green technology products include “Free Ark” and “Healthy Fortress”. Our business footprint has expanded across China, with projects in major first-tier and second-tier cities and important economic areas.

朗詩綠色管理將繼續專注綠色低碳可持續發展，傳承二十餘年「為人造房」的初心，引領行業和社會一道綠色遠航，永遠在為客戶創造價值的路上，堅持「人本、陽光、綠色」理念，成為「百年綠公司」。

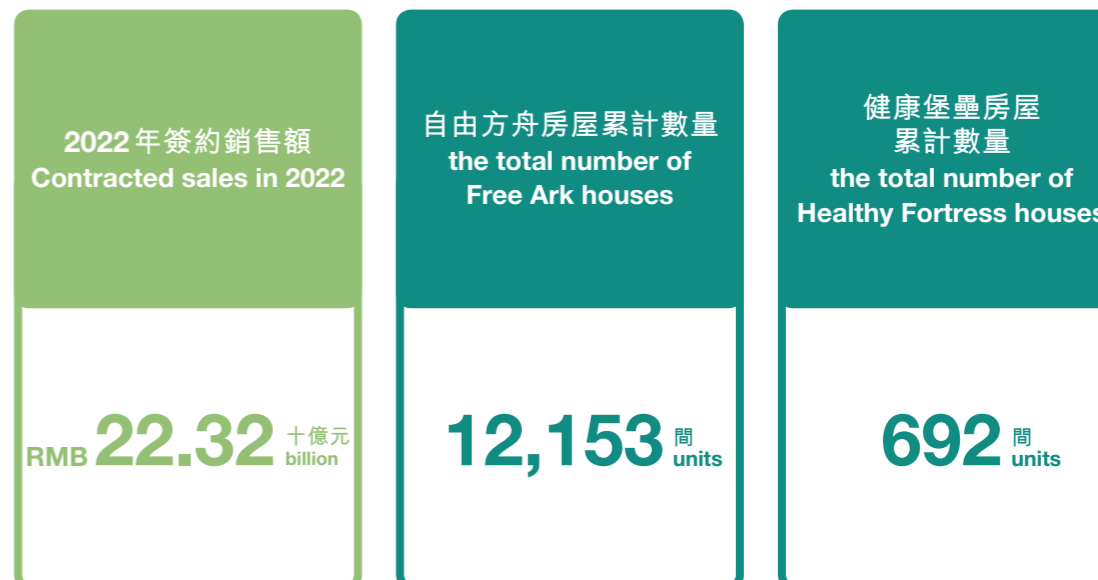
Landsea Green Management will continue to focus on green, low-carbon, and sustainable development with the original aspiration of “Building Home for People” for over 20 years, and will lead the industry and society towards a green future with the continuing efforts to create customer values. By adhering to the principle of “People-oriented, Positive, and Green”, we strive to become a “Sustainable Green Company”.



名稱 Company name	朗詩綠色管理有限公司 Landsea Green Management Limited
上市代碼 Listing code	香港聯合交易所106 The Stock Exchange of Hong Kong 106
香港總辦事處 Head Office in Hong Kong	香港灣仔皇后大道東8號4樓406室 Unit 406, 4/F, 8 Queen’s Road East, Wan Chai, Hong Kong

2022年關鍵經營績效 2022 Key Performance

截至2022年末， By the end of 2022,



企業文化及理念

Corporate Culture and Philosophy

朗詩綠色管理始終秉持「人本、陽光、綠色」的價值觀，以「為人造房」為使命，為客戶打造健康人居，致力於探索資源節約、環境友好的高效發展道路。懷揣著「百年綠公司」的美好願景，朗詩綠色管理永遠在為客戶創造理想價值的路上奮勇前行。By upholding the “People-oriented, Positive, and Green” values and recognizing “Building Home for People” as its mission, Landsea Green Management is committed to creating health-oriented residences for customers and exploring resource-saving and environmental paths to efficient development. With a vision to become a “Sustainable Green Company”, Landsea Green Management is always moving forward bravely on the way to creating ideal customer values.

願景 Vision

百年綠公司
A Sustainable Green Company

使命 Mission

為人造房
Building Home for People

價值觀 Values

人本 陽光 綠色
People-oriented, Positive, and Green

企業精神 Philosophy

朗詩永遠在路上
LANDSEA, Always On the Way

司訓 Motto

志存高遠 腳踏實地 百折不撓
Aim High, Work Hard, and Be Dauntless



企業榮譽及獎項

Company Accolades and Awards

2022年度被中國投資協會評為
中國綠色低碳地產運行典範TOP 1
“2022 Top 1 China Model Green Low-Carbon
Real Estate Developers in Operation” by
the Investment Association of China

2022財聯社「致遠獎」—「ESG先鋒獎」
“Transcendence Awards” of 2022 by Cailian Press —
“ESG Pioneer Award”

「第七屆智通財經上市公司評選」「最佳ESG獎」
Landsea Green Management was awarded the
“Best ESG Award” at the 7th Listed Company Selection
hosted by Zhitong Finance



2022財聯社「綠動未來」綠色創新案例獎
Green Innovation Corporate by 2022 Cailian Press
“Move in Green” Forum and Annual Awards

連續六年榮獲房地產領域綠色供應鏈CITI指數TOP 1
Green Supply Chain CITI Index Top 1 in the Real Estate
Industry for the sixth consecutive year

「第十九屆精瑞人居獎」頒布結果，朗詩綠色管理
連續四年被授予「綠色供應鏈企業優秀獎」
Landsea Green Management received the
“Award of Excellence for Green Supply
Chain Enterprises” of the “19th Elite Habitat Award”
for the fourth consecutive year



上海交通大學碳中和示範校區
規劃方案國際競賽一等獎
First Prize at the International Competition for Shanghai
Jiao-tong University Carbon Neutral Campus Plan

南京環華府被鳳凰網第十屆全球華人不動產盛典
評為2022年度中國綠色健康住宅
Nanjing Jinghua Mansion was named the 2022 China
Green and Healthy Housing at the 10th Global Chinese
Real Estate Summit by IFENG.COM



朗詩綠色管理被鳳凰網第十屆全球華人不動產盛典評為2022中國地產代建共創價值企業
Landsea Green Management was awarded the 2022 China Real Estate Agent-Construction and Co-Creation Value Enterprise at the 10th Global Chinese Real Estate Summit by IFENG.COM



尚景名築榮獲2022常熟房地產網絡評選年度城市品質典範樓盤
Shangjing Mingzhu was awarded the Annual Urban Quality Model Real Estate at 2022 Real Estate Network Selection in Changshu



北京中指信息技術研究院授予朗詩綠色管理杭州公司「2022年1-6月浙江房地產代建運營優秀企業」稱號
Hangzhou Branch of Landsea Green Management was awarded the “2022 Zhejiang Outstanding Agent-Construction Operation Real Estate Companies from January to June” by China Index Academy



張家港房地產觀察授予朗詩綠色管理張家港朗詩樂府項目「2022年度張家港科技住宅典範獎」
Zhangjiagang • Landsea Le Mansion of Landsea Green Management was awarded the “2022 Zhangjiagang Model Technology Housing” by Zhangjiagang Real Estate Observation



在「蘇州地產格萊美頒獎典禮」上，朗詩綠色管理張家港朗詩樂府項目榮獲「2022-2023年度品質科技住宅獎」

Zhangjiagang • Landsea Le Mansion of Landsea Green Management was awarded the “2022-2023 Quality Technology Housing Award” at the Suzhou Real Estate Grammy Awards



朗詩新郡榮獲2022騰訊廣告房地產行業無錫區域最具影響力獎
Landsea New County won the “Most Influential Award in the Wuxi Area” at the 2022 Tencent Advertising Real Estate Industry Awards



12月1日，雅樂雲庭項目榮獲「江蘇省綠色健康型理想住宅」和「江蘇省科技住宅優秀樓盤」
On 1 December, Yale Yunting was awarded the “Jiangsu Province Green and Healthy Ideal Housing” and “Outstanding Real Estate Project for Technology Housing in Jiangsu Province”

2022年大事記 Major Events in 2022

3月29日 29 March

「2022房地產開發企業綜合實力TOP500」評測成果發佈，朗詩綠色管理榮登第76位。
Landsea Green Management ranked 76th among the “2022 Top 500 Real Estate Development Enterprises in terms of Comprehensive Strength” following the release of the evaluation results.

5月26日 26 May

上海易居房地產研究院發佈的「2022房地產上市公司綜合實力百強」中，朗詩綠色管理排名第44位。
Landsea Green Management ranked 44th in the “2022 Best 100 China Real Estate Listed Companies with Strongest Comprehensive Strengths” released by the Shanghai E-house China R&D Institute.

5月27日 27 May

朗詩綠色管理發佈2021年度ESG報告，將雙碳目標融入ESG管理體系。
Landsea Green Management released its 2021 ESG Report, incorporating dual-carbon goal into its ESG management system.

7月21日 21 July

朗詩和無錫地鐵集團簽署戰略合作協議，雙方將就住宅開發、商業運營、物業改造等業務開展合作。
Landsea entered into a strategic cooperation agreement with Wuxi Metro Group in respect of the cooperation on residential development, commercial operations and property renovation.

8月26日 26 August

在由《中國投資》雜誌、中國投資協會諮詢委、標準排名聯合編制出品的《2022中國綠色低碳地產指數TOP30報告》中，朗詩綠色管理榮登「2022中國綠色低碳地產運行典範TOP10」的榜首。
Landsea Green Management topped the list of the “2022 Top 10 China Model Green Low-Carbon Real Estate Developers in Operation” in the 2022 China Green Low-Carbon Real Estate Index TOP 30 Report jointly compiled by China Investment magazine, the Investment Consulting Special Committee of the Investment Association of China, and Green Ranking.

9月26日 26 September

朗詩和無錫市梁溪城投集團簽署戰略合作，在此基礎上，朗詩綠色管理將與梁溪城投在住宅開發、商業運營、物業改造等領域廣泛合作。
Landsea entered into a strategic cooperation agreement with Wuxi Liangxi City Investment Development Group Co., Ltd., pursuant to which Landsea Green Management will cooperate extensively with Liangxi City Investment in the fields of residential development, commercial operations and property renovation.

9月28日 28 September

朗詩科技住宅展示中心(南京)正式對外開放，記錄並展示朗詩科技住宅十八年發展的脈絡和成果。
Landsea Technology Housing Exhibition Center (Nanjing) was officially opened to record and showcase Landsea’s 18-year development and achievements in technological housing.

11月3日 3 November

11月3日，公眾環境研究中心(IPE)2022年度綠色供應鏈CITI指數，朗詩連續第六年榮登房地產領域CITI指數TOP1。
On 3 November, Landsea was listed in the CITI Index TOP1 in the real estate sector for the sixth consecutive year in the 2022 Green Supply Chain CITI Index released by the Institute of Public and Environmental Affairs (IPE).

完善的可持續發展管理體系 A Sound Sustainable Development Management System

為科學高效地推動可持續發展管理工作，朗詩綠色管理經過多年的實踐探索，建立了自上而下的可持續發展管理架構，並形成了完善的ESG閉環管理體系。我們密切開展利益相關方溝通，積極聽取各方訴求以制訂ESG目標，通過數字化管理手段實現對ESG績效的數據收集與目標進度追蹤，從而不斷提高朗詩綠色管理的ESG績效水平與可持續發展表現。

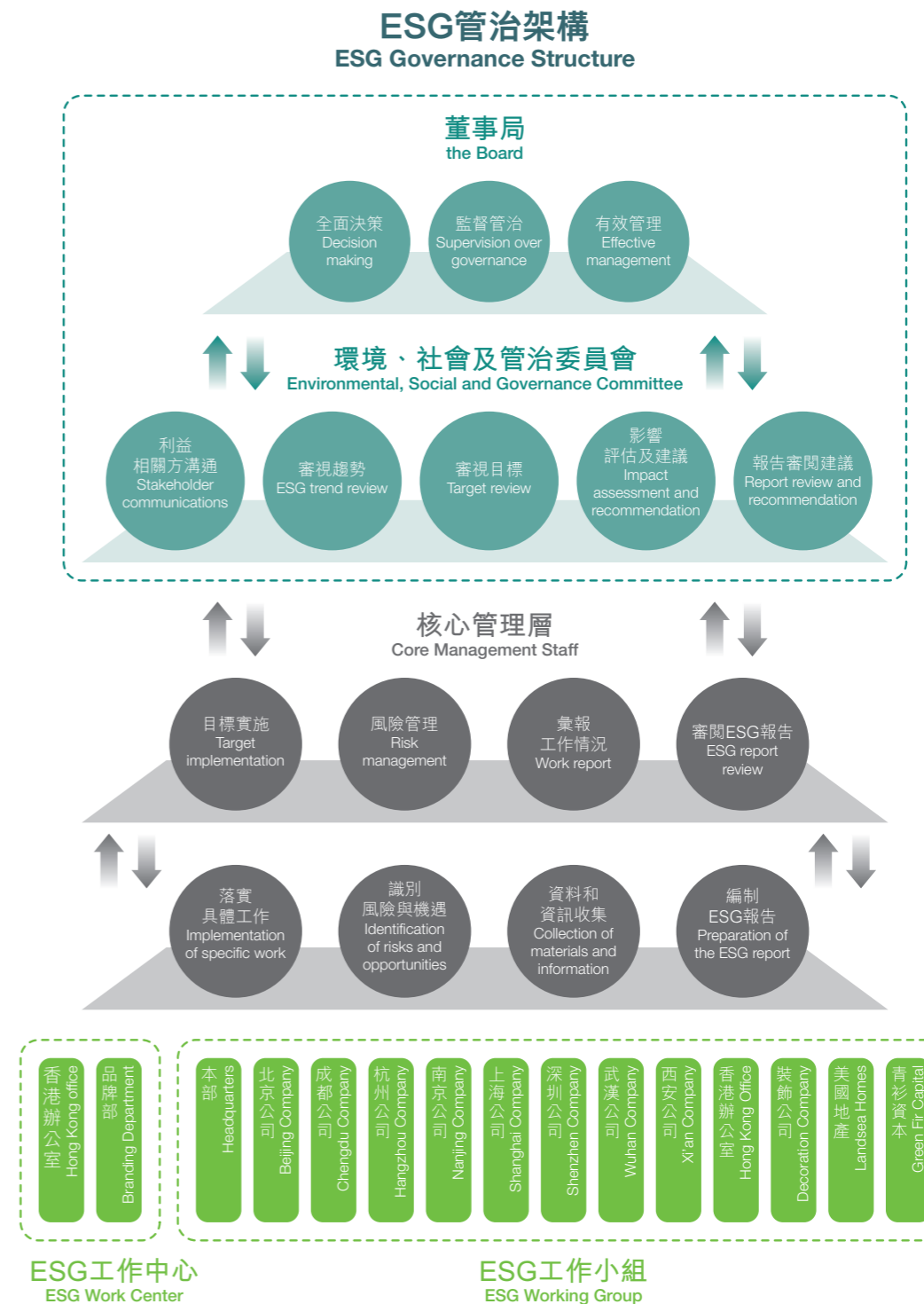
To promote sustainable development management in a scientific and efficient manner, Landsea Green Management has built a top-down sustainable development management structure, and established a closed-loop ESG management system after years of exploration and practice. We maintain close communications with the stakeholders, and actively keep informed of the propositions of various parties to formulate ESG goals, under which the data collection and target progress tracking of ESG performance can be achieved through digital management methods, so as to further improve the ESG and sustainable development performances of Landsea Green Management.

我們最早於2016年即建立了可持續發展督導委員會。同時，為進一步完善管理體系，朗詩綠色管理每年度會根據內外勢與公司戰略佈局，對董事局、核心管理層及ESG工作小組的相關工作職責進行更新與調整，不斷提高ESG管理工作的完整性、科學性、實效性、一致性。董事局每年審查、跟蹤、監督內外部環境與房地產行業、綠色建築、供應鏈相關的趨勢變化，實時對ESG目標進行更新和調整。

We established the Sustainable Development Supervision Committee as early as 2016. At the same time, with a view to further improving its management system, Landsea Green Management updates and adjusts the relevant work responsibilities of the Board of Directors, Core Management Staff, and ESG Working Group each year based on internal and external situation and the strategic layout, continuously improving the completeness, scientificity, effectiveness, and consistency of its ESG management work. The Board of Directors reviews, tracks, and supervises the changing internal and external trajectory related to the real estate industry, green buildings, and supply chain on an annual basis, with real-time updates and adjustments made to the ESG goals accordingly.



ESG管治架構與職責披露 ESG Governance Structure and Responsibility for Disclosure



本報告期內，董事局、環境、社會及管治委員會、核心管理層、ESG工作中心及ESG工作小組履行了以下職責：

During the Reporting Period, the Board, Environmental, Social and Governance Committee, Core Management Staff, ESG Work Center and ESG Working Group performed the following duties:

ESG委員會 ESG Committee	各層級職責 Responsibilities at all levels
董事局 The Board	<ul style="list-style-type: none"> 全面決策公司的ESG管理方針、策略及ESG議題 監督公司ESG管治實踐及發展策略，確保健全、良好的ESG治理，回應各利益相關方關切 確保公司在識別、防控ESG相關風險的管理以及內部監控體系的有效性 Make decisions concerning the ESG management policies and strategies, ESG issues, etc. Supervise the Company's ESG governance practices and development strategies, ensure sound and high-quality ESG governance, and respond to the concerns of various stakeholders Ensure the Company's management in identifying, preventing, and controlling ESG-related risks and the effectiveness of the internal control system
環境、社會及管治委員會 Environmental, Social and Governance Committee	<ul style="list-style-type: none"> 制定及檢討公司的ESG責任、願景、策略、框架、原則、政策、重要性評估過程 監督公司與利益相關方溝通渠道及方式 審視ESG主要趨勢以及有關風險和機遇，於必要時更新ESG政策並確保其與時俱進 審議、批准、定期審核公司的ESG目標，審查核心管理層關於ESG相關目標和指標的進展情況的匯報 監督公司業務對環境和社會影響的評估並向董事局提出建議 審閱ESG報告，建議具體行動或決策以供董事局考慮 Formulate and review the Company's ESG responsibilities, vision, strategy, framework, principles, policies, and materiality assessment process Supervise the communication channels and methods between the Company and stakeholders Review major ESG trends and related risks and opportunities, update ESG policies when necessary and ensure that they keep pace with the times Review, approve, and regularly audit the ESG objectives of the Company, and review reports from the Core Management Staff on the progress against the ESG related goals and targets Supervise the assessment of the environmental and social impacts of the Company's business and make recommendations to the Board Review the ESG report and recommend specific actions or decisions for the Board's consideration
核心管理層 Core Management Staff	<ul style="list-style-type: none"> 決定ESG管理目標的實施路徑和工作流程，安排ESG工作小組開展相關工作 整理與評估公司層面ESG相關風險和機遇，並定期向環境、社會及管治委員會匯報 執行ESG風險管理及內部風險控制 定期向環境、社會及管治委員會匯報ESG工作開展情況和目標完成進度 審閱年度ESG報告並提交環境、社會及管治委員會審議 Determine the implementation path and work process of ESG management objectives, and arrange ESG working groups to carry out relevant work Sort out and evaluate ESG-related risks and opportunities at the Company's level, and report to the Environmental, Social and Governance Committee on a regular basis Implement ESG risk management and internal risk control Regularly report to the Environmental, Social and Governance Committee on the progress of ESG work and the progress of achieving the targets Review annual ESG report and submit to the Environmental, Social and Governance Committee for consideration

ESG委員會 ESG Committee	各層級職責 Responsibilities at all levels
ESG工作中心 與ESG工作小組 ESG Work Center & ESG Working Group	<p>ESG工作中心與工作小組</p> <ul style="list-style-type: none"> 委員會指導下統籌管理 落實具體ESG工作，監督並協助各部門根據計劃完成ESG目標 定期檢索ESG負面信息，識別ESG相關風險和機遇及未來發展趨勢，追蹤相關法律法規、監管要求和國內外標準的變化，並定期匯報 定期開展ESG數據和信息的收集、統計及分析工作 編制年度ESG報告，提交管理層審閱 <p>ESG Work Center and Working Group</p> <ul style="list-style-type: none"> Conduct the overall management of the ESG under the guidance of the Environmental, Social and Governance Committee Implement specific ESG work, supervise and assist various departments to achieve ESG goals according to the plan Regularly search negative ESG information, identify ESG-related risks and opportunities and future development trends, track changes in relevant laws and regulations, regulatory requirements and domestic and foreign standards, and report regularly Regularly carry out the collection, statistics and analysis of ESG data and information Prepare the annual ESG report and submit it to the management for review

董事局 ESG 聲明

ESG Statement of the Board of Directors

董事局擁有對公司ESG相關事宜的最高權力，並對公司的ESG戰略和報告全面負責，監督ESG問題。全面統籌公司ESG管理工作，負責指導並批准ESG總體目標與實施方案。本年度，董事局全面把控環境、社會及管治委員會、核心管理層、ESG工作中心及ESG工作小組對各項ESG決策的落實與執行，監督公司ESG管理各項實踐，保障公司業務發展與ESG發展協同落地。

The Board of Directors has the highest authority over the Company's ESG-related matters and has the overall responsibility for the Company's ESG strategy and reporting, and oversees the ESG issues. The Board comprehensively coordinates the Company's ESG management work, and is responsible for guiding and approving overall ESG goals and implementation plans. During the year, the Board of Directors comprehensively monitored the implementation and execution of various ESG decisions by the Environmental, Social and Governance Committee, Core Management Staff, ESG Work Center, and ESG Working Group, and oversaw the implementation of various ESG management practices, thereby ensuring the coordinated implementation of business development and ESG development.

可持續發展願景

Vision of Sustainable Development

秉持成為「百年綠公司」的美好願景，朗詩綠色管理始終推崇人、社會、自然和諧共生的理念，通過探索並堅持可持續發展道路，實現服務社會、基業長青的企業願景。多年來，我們持續推動將ESG核心理念與標準全面融入企業管治，密切開展利益相關方溝通，在發展中兼顧環境效益、社會效益，以獨特綠色低碳建築解決方案，賦能建築行業綠色升級，助力城市可持續發展，貢獻支持實現聯合國可持續發展目標(SDGs)的朗詩綠色管理力量。

Adhering to the vision of becoming "A Sustainable Green Company", Landsea Green Management has always advocated the concept of harmony among people, society and nature, and realized the corporate vision of serving the community and perpetuating our business by exploring and insisting on a sustainable development path. Over the years, we have continued to promote the full integration of ESG core concepts and standards into corporate governance through closely communicating with stakeholders and take into account both environmental and social benefits in development. With unique green and low-carbon building solutions, Landsea Green Management has empowered the green upgrading of the construction industry, thus promoting the sustainable development of cities and contributing to the realization of the United Nations Sustainable Development Goals (SDGs).

環境方面

堅韌向綠，引領行業一道綠色生長

Environment Unswervingly Pursuing Green Development and Leading the Industry onto a Path of Green Growth

科技向綠，保護自然生態，塑造理想人居
Green technology, protecting natural ecology and shaping ideal residence

保質減碳、省材提效的輕工轉型
Light industry transformation with quality assurance, carbon reduction, material serving and efficiency improvement

聯動供應商築就綠色行業生態圈
Cooperating with suppliers to build a green industry ecosystem

關鍵議題：

Key issues:

能源利用
Energy utilization

綠色科技創新
Green technology innovation

綠色建築
Green building

水及其他資源可持續管理
Sustainable management of water and other resources

排放物與廢棄物管理
Emissions and waste management

建築全生命週期
Building life cycle

應對氣候變化
Addressing climate change

城市更新與共建
Urban renewal and co-construction



攜手各方，一同築夢溫馨社會 社會方面

Social Building a Warm Society Hand in Hand

持續提升客戶滿意度
Keep enhancing customer satisfaction

給予員工安全、健康、愉快的工作與成長環境
Provide employees with a safe, healthy and pleasant work and growth environment

開展公益實踐活動，為社會貢獻溫暖和諧
Carry out public welfare activities to contribute warmth and value to society contribute warm strength and harmony to society

關鍵議題：

Key issues:

健康與安全的產品
Healthy and safe products

客戶服務與滿意度
Customer service and satisfaction

員工培訓與發展
Employee training and development

員工權益與福祉
Employees' rights and welfare

負責任營銷
Responsible marketing

數據安全與隱私保護
Data security and privacy protection

多元化及平等僱傭
Diversification and equal employment

社區和公益
Community and public welfare

本地化採購
Localized procurement

綠色及可持續供應鏈
Green and sustainable supply chain

職業健康與安全
Occupational health and safety



韌性朗詩，篤行更負責任的合規運營

Resilient Landsea is Committed to More Responsible Compliance Operations

公司治理方面

Governance

完善ESG目標管理與風險管理
Improve ESG target management and risk management

篤行責任經營，堅持穩健的企業治理方針
Adhere to responsible management and adopt a prudent corporate governance policy

關鍵議題：

Key issues:

風險管理
Risk management

經濟績效及投資者權益
Economic performance and investors' rights and interests

外部經濟環境挑戰與機遇
Challenges and opportunities of external economic environment

商業道德與反貪污
Business ethics and anti-corruption

合規經營
Compliance operation

利益相關方溝通
Communication with stakeholders

知識產權保護
Intellectual property protection



傾聽利益相關方聲音 Listening to Stakeholders' Voices

利益相關方溝通 Communication with Stakeholders

朗詩綠色管理始終同利益相關方建立緊密的聯繫，構建多元化的溝通渠道以聆聽利益相關方的聲音，確保我們更加透徹地了解不同的看法和期望，幫助我們共同界定可持續發展策略。2022年，我們繼續深入了解股東、投資者及分析師、員工、客戶、供應商與合作夥伴、社區及公眾、行業、政府及監管機構等利益相關方的重點關切和訴求，為朗詩綠色管理未來可持續發展管理提供支援和方向。

Landsea Green Management has always kept close contact with stakeholders through building diversified communication channels to listen to the voices of stakeholders, so as to obtain a more thorough understanding of different views and expectations and help us define sustainable development strategies. In 2022, we continued to deeply understand the key concerns and demands of various stakeholders, such as shareholders, investors and analysts, employees, customers, suppliers and partners, communities and the public, industries, governments and regulators, providing support and direction for the future sustainable development management of Landsea Green Management.

利益相關方 Stakeholders	溝通渠道 Communication Channels	關注議題 Key Issues to Consider	措施 Measures
政府及監管機構	<ul style="list-style-type: none"> 項目合作 日常管理 會議交流 監督檢查 	<ul style="list-style-type: none"> 商業道德與反貪污 水及其他資源可持續管理 排放物與廢棄物管理 城市更新與共建 綠色建築 能源利用 商業道德與反貪污 合規經營 	<ul style="list-style-type: none"> 合規經營 自上而下的ESG管理 遵守商業道德並加強反貪污管理 貫穿項目全生命週期的綠色 積極應對氣候變化 投資並改造老舊建築
Government and regulatory agency	<ul style="list-style-type: none"> Project cooperation Daily management Meetings and exchanges Supervision and inspection 	<ul style="list-style-type: none"> Business ethics and anti-corruption Sustainable management of water and other resources Emissions and waste management Urban renewal and co-construction Green building Energy utilization Business ethics and anti-corruption Compliance operation 	<ul style="list-style-type: none"> Compliance operation Top-down ESG management Compliance with business ethics and strengthen anti-corruption management The green idea across the whole life cycle of the project Actively respond to climate change Invest in and renovate old buildings

利益相關方 Stakeholders	溝通渠道 Communication Channels	關注議題 Key Issues to Consider	措施 Measures
股東、投資者及分析師	<ul style="list-style-type: none"> 股東大會 信息披露 路演 	<ul style="list-style-type: none"> 經濟績效及投資者權益 合規經營 知識產權保護 風險管理 外部經濟環境挑戰與機遇 利益相關方溝通 	<ul style="list-style-type: none"> 健全的ESG管理架構 合規經營 遵守商業道德並加強反貪污管理 穩健經營 強化風險管理 完善知識產權保護機制
Shareholders, investors and analysts	<ul style="list-style-type: none"> General meeting of shareholders Disclosure of information Roadshows 	<ul style="list-style-type: none"> Economic performance and investors' rights and interests Compliance operation Intellectual property protection Risk management Challenges and opportunities of external economic environment Communication with stakeholders 	<ul style="list-style-type: none"> Sound ESG management structure Compliance operation Comply with business ethics and strengthen anti-corruption management Robust operations Strengthen risk management Improve the intellectual property protection mechanism
員工	<ul style="list-style-type: none"> 員工培訓 員工溝通渠道 定期會議 投訴與回饋 績效管理 	<ul style="list-style-type: none"> 員工權益與福祉 員工培訓與發展 多元化及平等僱傭 職業健康與安全 	<ul style="list-style-type: none"> 尊重員工權益 完善的培訓體系 健康安全的施工環境 向上的攀登者文化
Employee	<ul style="list-style-type: none"> Employee training Staff communication channels Homeowner event Regular meeting Performance management 	<ul style="list-style-type: none"> Employees' rights and welfare Employee training and development Diversification and equal employment Occupational health and safety 	<ul style="list-style-type: none"> Safeguard employees' rights and interests A comprehensive training system Healthy and safe construction environment A culture of perseverance
客戶	<ul style="list-style-type: none"> 客戶滿意度調查 業主活動 會議溝通 媒體宣傳 	<ul style="list-style-type: none"> 健康與安全的產品 客戶服務與滿意度 數據安全與隱私保護 負責任營銷 	<ul style="list-style-type: none"> 綠色施工 裝修全流程綠色管控 先住後買試住體驗活動 打造可持續社區 遵守客戶信息與隱私保護制度
Customers	<ul style="list-style-type: none"> Customer satisfaction survey Owner's activities Meeting communication Media promotion 	<ul style="list-style-type: none"> Health and safety products Customer service and satisfaction Data security and privacy protection Responsible marketing 	<ul style="list-style-type: none"> Green construction Green control of the entire renovation process Trial occupancy before buying a house Build a sustainable community Abide by the customer information and privacy protection system

利益相關方 Stakeholders	溝通渠道 Communication Channels	關注議題 Key Issues to Consider	措施 Measures
供應商與合作夥伴	<ul style="list-style-type: none"> • 商務合作交流大會 • 戰略合作夥伴定期交流會 • 供應商評估 	<ul style="list-style-type: none"> • 綠色及可持續供應鏈 • 本地化採購 	<ul style="list-style-type: none"> • 陽光採購政策／供應商環境合規審核 • 履行「木製品採購承諾」 • 綠鏈行動 • 綠名單交流
Suppliers and partners	<ul style="list-style-type: none"> • Business Cooperation Conference • Regular Strategic Partner Exchange Meetings • Supplier evaluation 	<ul style="list-style-type: none"> • Green and sustainable supply chain • Localized procurement 	<ul style="list-style-type: none"> • Transparent procurement policy/ environmental compliance review of suppliers • Fulfill the "Wood Products Procurement Commitment" • Green Supply Chain Action • Green list exchange
社區及公眾	<ul style="list-style-type: none"> • 社區公益活動 • 定期溝通 • 媒體溝通 	<ul style="list-style-type: none"> • 社區和公益 	<ul style="list-style-type: none"> • 社會公益捐助 • 動物認領 • 公益實踐
Community and the public	<ul style="list-style-type: none"> • Community benefit activities • Regular communication • Media communication 	<ul style="list-style-type: none"> • Community and public welfare 	<ul style="list-style-type: none"> • Social welfare donation • Animal adoption • Public welfare practice
行業	<ul style="list-style-type: none"> • 參與行業協會組織 • 參與房地產行業綠色供應鏈行動 	<ul style="list-style-type: none"> • 建築全生命週期環境管理 • 應對氣候變化 • 綠色科技創新／綠色建築 	<ul style="list-style-type: none"> • 推動綠色供應鏈發展 • 積極應對氣候變化 • 自主研發並應用綠色技術
Industry	<ul style="list-style-type: none"> • Participation in industry associations • Participation in the Green Supply Chain Initiative for the real estate sector 	<ul style="list-style-type: none"> • Building life cycle environmental management • Addressing climate change • Green technology innovation/ green building 	<ul style="list-style-type: none"> • Promote green supply chain development • Actively respond to climate change • Independently research and apply green technologies

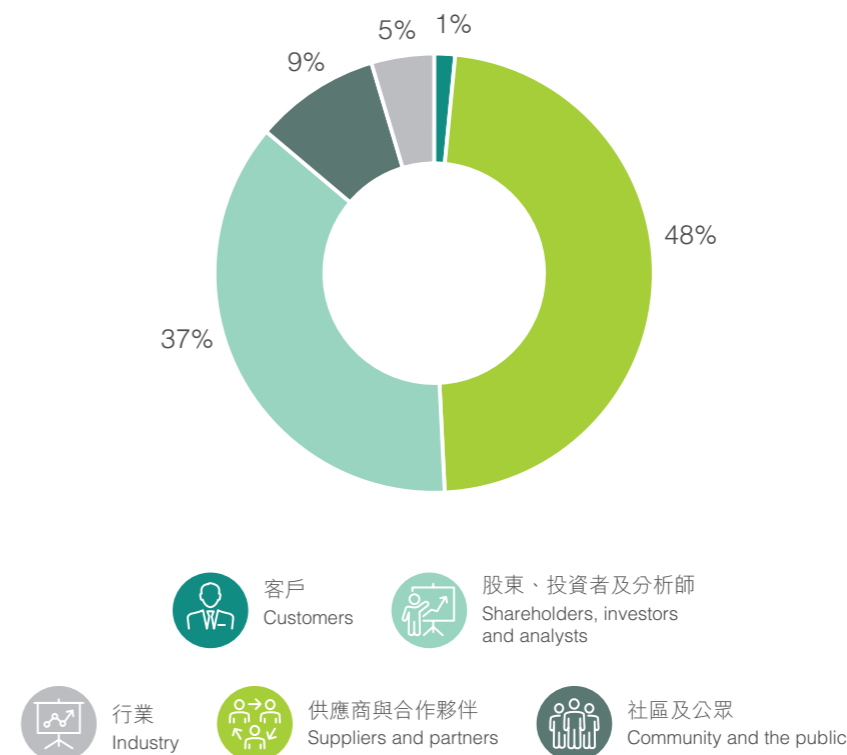
實質性議題分析
Analysis of Material Issues

2022年，公司邀請專業機構開展利益相關方調研，參照香港聯合交易所有限公司最新版《環境、社會及管治報告指引》和全球報告倡議組織《可持續發展報告標準》，基於往年利益相關方調查結果，結合朗詩綠色管理最新發展戰略、業務重點佈局和社會責任理念，識別並更新了26項環境、社會與管治重要議題。本年度共計回收310份利益相關方調研問卷，最終形成朗詩綠色管理2022年度可持續發展實質性議題矩陣。

In 2022, the Company engaged a professional agency to conduct stakeholder surveys with reference to the latest version of the ESG Reporting Guides issued by SEHK and the Guidelines of Sustainable Development Report issued by the Global Reporting Initiative (GRI). We identified and updated a total of 26 material environmental, social and governance issues based on the results of stakeholder surveys in prior years and the latest development strategy, business focus layout and concept of social responsibility of Landsea Green Management. A total of 310 stakeholder survey questionnaires were collected this year, and a matrix of material issues of sustainable development in 2022 of Landsea Green Management was finally formed.

非員工利益相關方回應比例

Proportion of responses from non-employee stakeholders



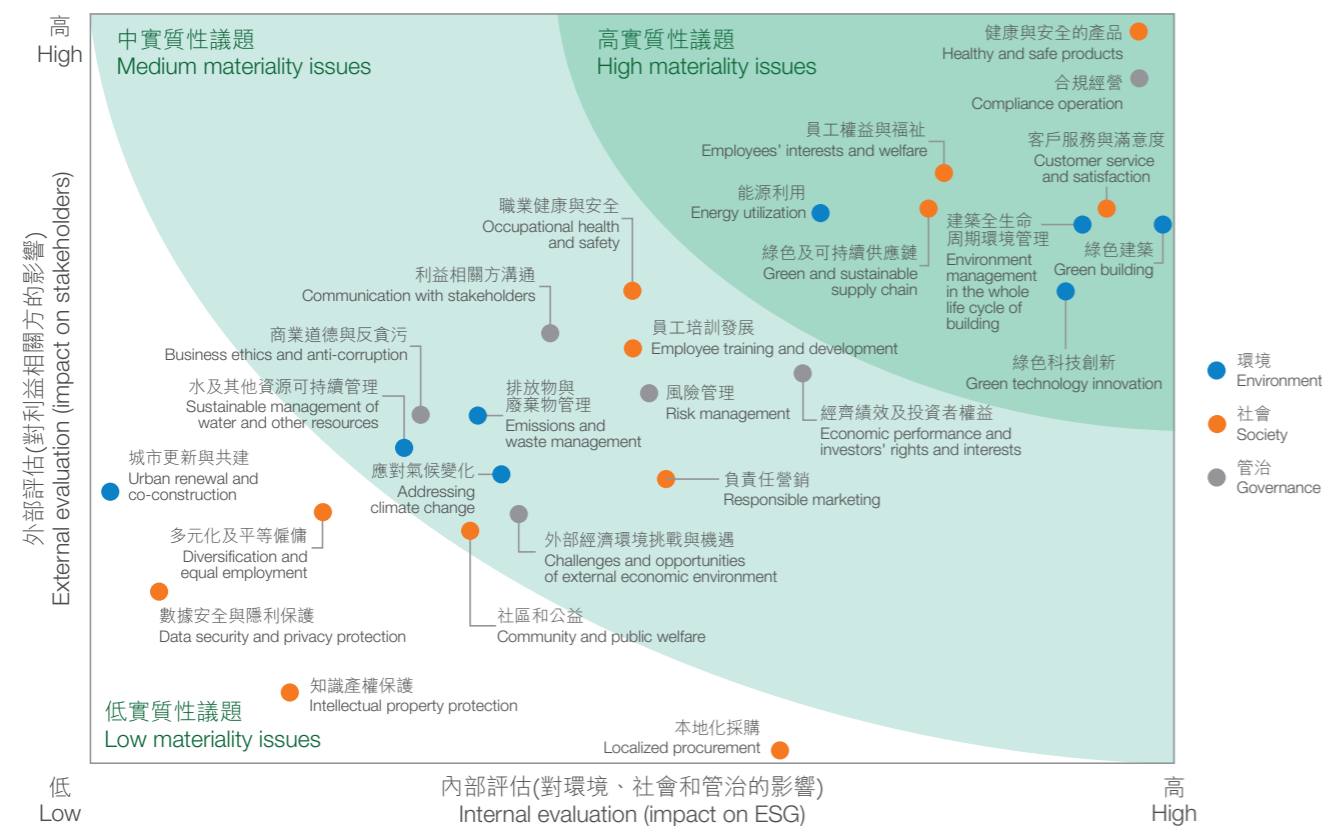
實質性議題甄別流程

The Materiality Analysis Process



實質性議題矩陣

Materiality matrix



專題：積極應對氣候變化

Feature: Actively Responding to Climate Change

朗詩綠色管理作為房地產行業領先綠色企業，高度重視國家碳中和目標，深知氣候變化可能給企業帶來機遇和挑戰。我們致力於在整個運營過程中有效地管理和應對氣候變化風險，積極主動採取措施減緩氣候變化，並將氣候變化風險融入企業風險管理中。通過對政策趨勢的調研、優秀同行的對標，並綜合參考專家意見，我們識別出與自身運營相關的物理風險、政策和法律風險、聲譽風險等氣候變化風險，以及綠建技術、能源來源、適應力等氣候變化機遇，同時評估各項風險與機遇對於公司財務的影響。

As a leading green company in the real estate industry, Landsea Green Management attaches great importance to the national carbon neutrality target and understands the opportunities and challenges that climate change may bring to businesses. We are committed to effectively managing and responding to climate change risks throughout our operations, proactively taking measures to mitigate climate change, and integrating climate change risks into our corporate risk management. Through research and study of policy trends, benchmarking with outstanding peers, and comprehensive expert opinions, we identified climate change risks such as physical risks, policy and legal risks, and reputation risks related to our operations, as well as climate change opportunities such as green building technologies, energy sources, and adaptability, and evaluated the financial impact of each risk and opportunity on our Company.



治理與策略

Governance and Strategy

我們參照金融穩定委員會的氣候相關財務披露特別工作組建議(全稱Task Force on Climate-Related Financial Disclosures, TCFD)的披露建議對氣候相關的風險和機遇進一步的識別、評估和分析，圍繞「治理」、「策略」、「風險管理」及「指標和目標」四個核心類別進行匯報。

We further identified, assessed and analyzed climate-related risks and opportunities with reference to the disclosure suggestions proposed by the Task Force on Climate-related Financial Disclosures (TCFD) of the Financial Stability Board, and made report focusing on four core categories of "governance", "strategy", "risk management" and "indicators and targets".



披露建議		
Disclosure suggestion	TCFD的定義 Definition of TCFD	朗詩綠色管理進度摘要 Progress brief of Landsea Green Management
治理	圍繞氣候相關風險和機會的治理	<ul style="list-style-type: none"> • 核心管理層執行 ESG 風險管理 • 將 ESG 及氣候變化風險管理納入朗詩綠色管理整體風險管理體系 • 將面向利益相關方採集的議題重要性評估融入氣候變化議題
Governance	Governance with regards to climate-related risks and opportunities	<ul style="list-style-type: none"> • Implement ESG risk management by the Core Management Staff • Incorporate ESG and climate change risk management into Landsea Green Management's overall risk management system • Integrate materiality assessment of issues collected from stakeholders into climate change issues
策略	氣候相關風險和機遇對組織的業務、戰略和財務規劃的實際和潛在影響	<ul style="list-style-type: none"> • 持續提升項目設計，在建築項目中加入可抵禦極端天氣、更好應對氣候變化的設計 • 制訂極端天氣和突發災害的管理方案以應對因氣候變化導致的更頻繁的極端天氣事件，預防或減少潛在的財務損失 • 計劃與高校、科研機構合作，對氣候變化進行深入研究 • 抓住氣候變化創造的機遇，提前配置可抵禦氣候變化的資產，加速輕資產戰略轉型，繼續深耕綠色低碳技術創新 • 加強綠色建築的研究和實踐 • 鼓勵本地採購，低碳環保物料的使用
Strategies	The actual and potential impact of climate-related risks and opportunities on the organization's business, strategy, and financial planning	<ul style="list-style-type: none"> • Continuously improve the project design, and add designs that can resist extreme weather and better respond to climate change in construction projects • Formulate management plans for extreme weather and sudden disasters to cope with more frequent extreme weather events caused by climate change and prevent or reduce potential financial losses • Plan to cooperate with universities and scientific research institutions to conduct in-deep studies on climate change • Seize the opportunities created by climate change, allocate assets that can resist climate change in advance, accelerate the strategic asset-light transformation and continue to deepen green and low-carbon technology innovation • Strengthen the research and practice of green building • Encourage localized procurement and use of low-carbon and environmental-friendly materials

氣候變化風險與機遇分析

Risk and Opportunity Analysis of Climate Change

參考TCFD建議，我們將氣候變化風險細分為實體風險與轉型風險進行氣候變化風險分析，以進一步指導和制定識別、評估與管理氣候變化相關風險的流程。

With Reference to the suggestions of TCFD, we divide climate change risk into physical risk and transition risk for climate change risk analysis, so as to further guide and develop a process to identify, evaluate and manage climate change-related risks.

氣候變化風險 Climate Change Risk

氣候變化風險 Climate change risk	潛在影響 Potential impact	措施與減緩辦法 Measures and mitigation measures
物理風險 Physical risk	急性風險	<ul style="list-style-type: none"> • 暴雨、颶風、極寒、高溫、洪水等極端天氣與自然災害事件可能影響業務及施工進展 • 極端天氣還可能造成土地等相關資產受到破壞，導致資產成本增加、維修成本上升
	Acute risk	<ul style="list-style-type: none"> • Extreme weather and natural disasters such as rainstorm, hurricane, extreme cold, high temperature and flood may affect business and construction progress • Extreme weather may also cause damage to land and other related assets, leading to an increase in asset costs and maintenance costs
	慢性風險	<ul style="list-style-type: none"> • 海平面上升，沿海地區項目受影響，存在項目遷移、取消或貶值風險 • 用戶對建築安全性及物業對氣候風險的管理能力產生顧慮
	Chronic risk	<ul style="list-style-type: none"> • As sea level rises, projects in coastal areas affected have a risk of being relocated, cancelled or devaluated • Users have concerns about the building's safety and the property management company's ability to manage climate risks

• 全面評估項目受到極端氣候事件影響的潛在風險，密切關注天氣預報，制定應急預案以保護施工人員安全，同時減緩財務損失

• 項目設計階段充分考慮極端天氣對建築所在地和公司運營造成的影響，提前規避風險

• Comprehensively evaluate the project's potential risk exposure to extreme weather events, pay close attention to the weather forecast, and formulate emergency plans to protect the safety of construction personnel, while minimizing financial losses

• In the project design stage, the impact of extreme weather on the building location and the Company's operation should be fully considered to avoid risks in advance

• 考慮將氣候風險納入項目考量，在項目開展前對潛在氣候風險做前瞻性識別與評估，儲備沿海地區運營管理必要的設施或備用系統

• 制定應急預案以應對極端天氣事件對業務的影響；將氣候變化對建築系統的潛在影響納入設計參數的考量

• Take climate risk into account in the project, identify and evaluate potential climate risks in a forward-looking way before the project is launched, and prepare necessary facilities or backup systems for operation and management in coastal areas

• Formulate emergency plans to deal with the impact of extreme weather events on business; take the potential impact of climate change on the building system into account in the design parameters

氣候變化風險 Climate change risk	潛在影響 Potential impact	措施與減緩辦法 Measures and mitigation measures
政策及法規風險 Policy and legal risks	<ul style="list-style-type: none"> 政府及監管機構對企業碳排放量、減排措施、量化目標及表現的披露要求更嚴格 	<ul style="list-style-type: none"> 及時追蹤並了解監管及投資機構對碳排放的披露標準；加強關注可持續發展及氣候變化相關披露要求以確保合規
技術風險 Technology risk	<ul style="list-style-type: none"> 業界廣泛採用可再生能源，公司需向可再生能源、低排放科技及數字化設備轉型，可能帶來成本增加 	<ul style="list-style-type: none"> 合理評估轉型技術可行性與必要性；及時了解政府和資本市場對低碳產品的激勵政策
市場風險 Market risk	<ul style="list-style-type: none"> 新競爭者針對市場需求提供低排放產品和服務，降低企業市場份額和利潤 	<ul style="list-style-type: none"> 增加對綠色產品的研發投入以應對消費者需求，對標競爭企業的產品與服務，突出朗詩綠色管理領先特點
聲譽風險 Reputation risk	<ul style="list-style-type: none"> 無法回應投資者對ESG相關議題的關注，或可導致融資途徑受阻 	<ul style="list-style-type: none"> 積極回應投資者對資本市場主流的ESG及氣候變化相關議題的關注，保持良好的品牌聲譽，提升競爭力
轉型風險 Transition risk	<ul style="list-style-type: none"> Renewable energy is widely used in the industry, and the Company needs to carry out transformation into renewable energy, low-emission technology and digital equipment, which may lead to increased costs 	<ul style="list-style-type: none"> Reasonably evaluate the technical feasibility and necessity of transformation; keep abreast of the incentive policies of the government and the capital market for low-carbon products
政策及法規風險 Policy and legal risks	<ul style="list-style-type: none"> The government and regulators have stricter disclosure requirements on carbon emissions, emission reduction measures, quantitative targets and performance of enterprises 	<ul style="list-style-type: none"> Timely track and understand the disclosure standards of carbon emissions by regulatory and investment institutions; pay more attention to disclosure requirements related to sustainable development and climate change to ensure compliance
技術風險 Technology risk	<ul style="list-style-type: none"> Renewable energy is widely used in the industry, and the Company needs to carry out transformation into renewable energy, low-emission technology and digital equipment, which may lead to increased costs 	<ul style="list-style-type: none"> Reasonably evaluate the technical feasibility and necessity of transformation; keep abreast of the incentive policies of the government and the capital market for low-carbon products
市場風險 Market risk	<ul style="list-style-type: none"> New competitors provide low-emission products and services according to market demand, reducing the market share and profits of the enterprise 	<ul style="list-style-type: none"> Increase investment in research and development of green products to meet consumer demand, benchmark the products and services of competitors, and highlight the leading characteristics of Landsea Green Management
聲譽風險 Reputation risk	<ul style="list-style-type: none"> Failure to respond to investors' concerns about ESG-related issues may lead to the obstruction of financing channels 	<ul style="list-style-type: none"> Actively respond to investors' concerns about mainstream ESG and climate change-related issues in the capital market, maintain a good brand reputation and enhance competitiveness

氣候變化機遇 Climate Change Opportunities

朗詩綠色管理作為房地產行業綠色領先企業，在應對氣候變化挑戰時，也不斷積極識別一些氣候相關機遇，以在未來能夠順應行業總體發展趨勢，為開展相關工作奠定良好基礎。

As a leading green enterprise in the real estate industry, Landsea Green Management constantly and proactively identifies climate-related opportunities in response to the challenges of climate change, so as to adapt to the overall development trend of the industry in the future and lay a good foundation for related work.

氣候相關機遇 Climate-related opportunities	機遇描述 Description of opportunity	應對舉措 Coping measures
適應力 Adaptability	適應氣候變化的建築解決方案需求增加	朗詩憑藉多年綠色發展經驗與持續的綠色技術研發，氣候變化適應力將持續增強
	Increasing demand for building solutions to adapt to climate change	With years of experience in green development and continuous research and development of green technology, Landsea Green Management will continue to enhance its adaptability to climate change
	利益相關方對氣候風險管理能力的要求	將氣候變化因素納入企業風險管理流程，提升氣候應對能力
	Stakeholders' requirements for climate risk management capability	Incorporate climate change factors into the enterprise's risk management processes to improve climate response capabilities
產品和服務 Products and services	綠色建築和服務、業務活動的多元化可以更好適應消費者對低碳產品和服務偏好的轉變	提升智慧化綠色科技的開發和應用範圍，優化產品及服務的健康安全性和用戶舒適度體驗
	The diversification of green buildings, services and business activities can better accommodate changing consumer preference for low-carbon products and services	Enhance the development and application scope of intelligent green technology, and optimize the health, safety and users' comfort experience of products and services
資源效率 Resource efficiency	高能效的建築物、減少廢棄物及耗水量	通過技術創新提升建築能效、材料及水資源使用效率，降低運營成本，減少項目全生命週期影響；更多的綠色建築認證項目，提升資產價值和投資者關注
	Energy-efficient buildings to reduce waste and water consumption	Improve building's energy efficiency, material and water use efficiency through technological innovation, reduce operating costs and reduce the impact in the whole life cycle of the project; obtain green building certification for more projects to enhance asset value and investors' attention

指標和目標 Indicators and Targets

基於氣候變化風險與機遇的識別與評估結果，我們已對自身運營（範圍一、範圍二）及價值鏈（範圍三）的溫室氣體排放量進行全面盤查，對排放現狀有了深刻的認識。作為房地產企業，除了自身運營所產生的直接與間接碳排放（範圍一、二），朗詩上下游價值鏈與產品及服務相關（範圍三）的間接碳排放影響不容忽視。

Based on the identification and assessment results of climate change risks and opportunities, we conducted a comprehensive verification of greenhouse gas emissions from its operations (Scope 1, Scope 2) and value chain (Scope 3) and obtained a profound understanding of current emission status. As a real estate enterprise, in addition to the direct and indirect carbon emissions (Scope 1 and 2) generated by its operations, the indirect carbon emissions related to products and services (Scope 3) in Landsea's upstream and downstream value chain cannot be ignored.

範圍 Scope	目標 Target	舉措 Measures	進展 Progress
範圍一 Scope 1	2023年，實現範圍一的碳中和 Achieve Scope 1 carbon neutrality in by 2023	<ul style="list-style-type: none"> 提升能效 倡導綠色工作方式 可再生能源使用 	<ul style="list-style-type: none"> 碳排放密度為0.08噸二氧化碳當量/平方米；
範圍二 Scope 2	不晚於2028年，實現範圍二的碳中和 Achieve Scope 2 carbon neutrality by 2028	<ul style="list-style-type: none"> Improve energy efficiency Advocate green working methods Utilization of renewable energy 	<ul style="list-style-type: none"> Carbon emission intensity is 0.08 ton of carbon dioxide equivalent/m² ;
範圍三 Scope 3	力爭2030年，力爭實現範圍三（價值鏈）的碳中和 Strive to achieve Scope 3 (value chain) carbon neutrality by 2030	<ul style="list-style-type: none"> 帶動上下游價值鏈減排 合理運用碳消除與碳抵銷 推動行業生態碳減排 Drive emission reduction along the upstream and downstream value chain Reasonable use of carbon elimination and carbon offset Promote industry ecological carbon reduction 	

提升韌性降低排放

Improve Resilience and Reduce Emissions

在2021年制定並公開發佈的《朗詩碳中和路線圖》基礎上，我們穩定推進朗詩綠色管理碳中和目標的落實。朗詩綠色管理始終堅持「直接減碳優先於消除，消除優先於抵銷」的原則，制定了合適、有效的碳中和行動路徑，優先通過主動減排措施與可再生能源替代最大限度減少運營維度排放，再對無法進行減排的必要碳排放選擇碳抵銷手段實現碳中和。

Based on the *Landsea Carbon Neutrality Roadmap* formulated and published in 2021, we steadily pushed forward the implementation of Landsea Green Management's carbon neutrality target. Landsea Green Management has always adhered to the principle of "direct carbon reduction is more preferential than elimination, elimination is more preferential than offset", and formulated an appropriate and effective carbon neutral action path. We take active emission reduction measures and renewable energy to reduce the operation dimension emissions to the maximum extent, and then choose carbon offset methods for necessary carbon emissions that cannot be reduced to achieve carbon neutrality.

提升能效 Improve energy efficiency

- 辦公空間綠色節能改造，減低建築能耗
Green energy saving transformation of office space to reduce building energy consumption
- 升級辦公室設計和設備，部署環境監測及管理系統
Upgrade office design and equipment, deploy environmental monitoring and management system

倡導綠色工作方式 Advocate green working methods

- 推動綠色辦公，向全體員工發布《綠色辦公、綠色出行倡議書》，倡導員工節約用電、減少浪費、低碳出行
Promote green office, issue the *Green Office and Green Travel Proposal* to all employees to advocate employees to save electricity, reduce waste, and green travel and land management system

可再生能源使用 Utilization of renewable energy

- 逐步增加可再生能源的使用量實現能源轉型，最大化配備光伏設備，多元化使用新能源設備，降低電力能耗相關排放
Gradually increase the use of renewable energy to achieve the energy transition, reduce the emissions related to power consumption by maximizing the installation of photovoltaic equipment and the diversified use of renewable energy equipment
- 提高建築自身再生能源產能，推進「零碳建築」發展
Increase the production capacity of renewable energy and promote the development of "zero carbon building"

合理運用碳消除與碳抵銷 Reasonable use of carbon elimination and carbon offset

- 對於無法避免的排放，以具備社會效益的方式踐行碳抵消措施
For unavoidable emissions, implement carbon offsetting measures in a way that brings social benefits
- 倡導員工綠色出行，並開通企業碳積分系統進行激勵
Advocate green travel for employees and launch a corporate carbon credit system for incentives

帶動上下游價值鏈減排 Drive emission reduction along the upstream and downstream value chain

- 基於建築全生命週期減碳計劃，帶動上下游價值鏈採用零碳建築設計規劃理念、零碳固碳材料替代、供應鏈碳排放管理、可再生能源利用及建材回收等，推動上下游價值鏈加快綠色低碳轉型
Based on the carbon reduction plan for the entire life cycle of buildings, drive the upstream and downstream value chains to adopt the concept of zero carbon building design and planning, zero carbon and carbon fixation materials replacement, supply chain carbon emission management, renewable energy utilization, and building materials recycling, etc., and promote the upstream and downstream value chains to accelerate the green and low-carbon transformation

推動行業生態碳減排 Promote industry ecological carbon reduction

- 秉承「為人造房」的使命，朗詩在實現建築常規價值的基礎上，打造綠色差異化產品價值
Adhering to the mission of "Building Home for People", Landsea creates the value of green and differentiated products based on realizing the conventional value of buildings
- 在產品開發上，秉承綠色全流程開發的理念，通過「先建築後設備」的原則，實現建築項目全生命週期的碳減排
In terms of product development, we adhere to the concept of green full process development and achieve carbon emission reduction throughout the whole life cycle of construction projects through the principle of "comfort oriented architectural design complemented by optimal facilities"
- 未來將通過與行業夥伴更廣泛的合作，利用朗詩20年的綠色地產開發經驗積累，推動建築和房地產行業生態的綠色低碳轉型
In the future, through wider cooperation with industry partners, Landsea will use its 20 years of experience in green real estate development to promote the green and low carbon transformation of the construction and real estate industry ecology
- 爭取更多的企業加入「中國房地產行業綠色供應鏈行動」，堅持「不綠色，不採購」，推動行業綠色發展
Striving for more enterprises to join the "Green Supply Chain Action in China's Real Estate Industry" and adhere to "only purchasing green materials" to promote the green development of the industry

案例 Exhibit

零碳建築開拓城市先鋒 Pioneering in Zero-Carbon Building

我們積極回應國家綠色低碳循環經濟發展號召，聯合南京市交通集團鑄造朗詩旗艦綠色總部園區。朗詩綠色總部基地因地制宜，採用多項專利技術，形成建築與自然環境相融相匯的共生體系，包括增能建築、海綿園區、智慧園區等九大創新，打造低密度花園式辦公園區。

We actively responded to the national call for the development of green, low-carbon and circular economy, and built Landsea's flagship green headquarter park jointly with Nanjing Communications Group. Landsea's green headquarter base adopts a number of patented technologies according to local conditions to create a harmonious system integrating buildings with the nature, including nine innovations such as energy-generating buildings, sponge parks and smart parks, and is built into a low-density garden office park.

我們積極採用被動式建築設計、超高能效設備系統方案、智慧化系統運維、可再生能源利用等四大路徑，實現建築節能率80%以上，碳減排減少90%，運維成本降低90%。

We actively adopted the four major paths of passive building design, high-efficiency equipment system plan, intelligent system operation and maintenance, and renewable energy utilization, and achieved a energy saving rate of buildings of more than 80%, a decrease of carbon reduction of 90% and a decline of operation and maintenance costs of 90%.

此外，南京朗詩綠色中心亦按照中國近零能耗建築、中國健康建築三星、美國LEED、WELL雙白金認證、綠建三星、德國DGNB、英國BREEAM等8大標準，塑造高標準、高規格、定制化總部基地，以國內外頂尖綠色建築標準、「健康、舒適、智慧、節能、環保」的綠色辦公體驗開創了EOD生態產業辦公模式。

Furthermore, Nanjing Landsea Green Center was also built into a customized headquarter with high standard and specification in accordance with the eight global green certification systems of China nearly zero energy consumption building, Three Stars for Healthy Chinese Building, US LEED platinum, WELL platinum, three-star green building, German DGNB, UK BREEAM, creating a green office experience of "healthy, comfortable, smart, energy-saving and environmentally friendly" with cutting-edge green building standards at home and abroad, and developing an EOD ecological industrial office mode.

所有建築均採取多種節能措施，包括採用隔熱材料、高效供暖通風和空調(HVAC)系統和照明系統、安裝地源熱泵並使用智慧運維管理平台等，最大程度降低建築使用過程中的電力消耗。未來，總部園區項目的建築全年能耗可低至32.74 kWh/m²·a，建築自身全年產能可達到33.77 kWh/m²·a，產能大於耗能，實現建築運營階段的零碳排放。

All buildings adopt various energy-saving measures, including the use of thermal insulation materials, high-efficiency heating ventilation and air-conditioning (HVAC) systems and lighting systems, the installation of ground source heat pumps and the use of intelligent operation and maintenance management platforms, etc., to minimize the electricity consumption in the construction process. In the future, the annual energy consumption of the buildings of the headquarter park project can be as low as 32.74 kWh/m²·a, and the annual production capacity of the buildings can reach 33.77 kWh/m²·a. The production capacity is greater than the energy consumption, truly achieving zero carbon emission during the construction operation stage.

此外，在2021年，南京朗詩綠色中心項目成為VCS¹(核證減排標準，Verified Carbon Standard, VCS)機制下，國內首個建築節能項目。項目活動的實施預計可實現每年2.5 GWh的節電，並在10年信用期內每年減少1,423噸二氧化碳當量(tCO₂e)排放量。Besides, in 2021, Nanjing Landsea Green Center project became the first building energy-saving project in China under the VCS¹ (Verified Carbon Standard, VCS) mechanism. The implementation of the project is expected to reduce 2.5 GWh of electricity each year, resulting in a reduction of 1,423 tons of carbon dioxide equivalent (tCO₂e) each year over the ten-year credit period.

¹ VCS：核證減排標準(Verified Carbon Standard)是氣候組織(CG)、國際排放交易協會(IETA)及世界經濟論壇(WEF)聯合於2005年共同創建，目的是為全球自願減排項目提供認證和信用簽發服務。

VCS: The Verified Carbon Standard (VCS) was jointly created by the Climate Group (CG), the International Emissions Trading Association (IETA) and the World Economic Forum (WEF) in 2005, aiming to provide certification and credit issuance services for voluntary emission reduction projects worldwide.

榮獲稱號 Titles Granted



全球8大綠建認證 Global Top 8 Green Building Certification



低碳園區 10大亮點 Ten Key Features of Low-Carbon Parks



攜手華為打造全場景智慧園區，提供8大智慧辦公體驗 Cooperate with Huawei to create a full-scenario smart park, providing 8 smart office experiences

- 訪客管理
Visitor Management
- 智慧停車
Smart Parking
- 智能會議
Smart Conference
- 智慧樓宇
Smart Building
- 室內環境監測系統
Indoor Environment Monitoring System
- 智慧機器人
Smart Robot
- 園區智慧安防
Smart Security
- 智慧物業服務中心
Smart Property Service Center

6大健康舒適特點 Six major features of health and comfort

- 1 溫度品質**
Temperature Quality
 - 夏季溫度
Temperature in summer: 24-26°C
 - 冬季溫度
Temperature in winter: 20-22°C
 - 溫度均勻度
Temperature uniformity: ≤2°C
 - 垂直溫差
Vertical temperature difference: ≤3°C
- 2 濕度品質**
Humidity Quality
 - 夏季濕度
Humidity in summer: 40-60%
 - 冬季濕度
Humidity in winter: ≥30%
- 3 風環境**
Wind Environment
 - 人均新風量
Fresh air per capita: 40m³/h
 - 夏季
In summer: ≤0.3m/s
 - 冬季
In winter: ≤0.2m/s
 - CO₂ 濃度
CO₂ density: 750ppm
- 4 聲環境**
Sound Environment
 - 環境噪聲
Environmental noise: ≤40dB
 - 末瑞設備噪聲
Devices noise: 38dB
- 5 光環境**
Light Environment
 - 自然採光: 採光係數 daylight factor
Natural lighting: 3.3%
 - 人工照明: 照度 illuminance
Artificial lighting: 300lx
 - 照明功率密度: LPD
8.0W/m³
- 6 潔淨度**
Cleanliness
 - 年均
Annual average: PM2.5≤25µg/m³
 - 年均
Annual average: PM10≤50µg/m³
 - 過濾效率
Filtration efficiency: ≥95%
 - 高效過濾室外PM2.5等顆粒物
Efficiently filter outdoor PM2.5 and other particulate matters
 - 從源頭控制室內TVOC等污染物
Control indoor TVOC and other pollutants from the source

01

環境篇 Environment

堅韌向綠， 引領行業一道綠色生長

Unswervingly Pursuing Green Development and
Leading the Industry onto a Path of Green Growth

領跑輕綠之旅
A Forerunner of Green Housing

全生命週期綠色項目開發
Green House Development throughout Its Lifecycle

環境管理體系
Environment Management System



朗詩綠色管理始終堅持低碳、綠色可持續發展理念，積極回應國家「2030年實現碳達峰、2060年實現碳中和」的號召，履行社會責任。依託綠色差異化戰略，我們進一步將標準化體系輻射至價值鏈上的合作夥伴，帶動行業上下游共同打造高質量產品的低碳、節能綠色建築。

Adhering to the concept of low-carbon, green and sustainable development, Landsea Green Management actively responds to the national call for “achieving carbon peak by 2030 and carbon neutrality by 2060” and fulfils its social responsibilities. Relying on a green differentiation strategy, we further extended our standardized system to the partners along the value chain, driving upstream and downstream enterprises of the industry to jointly build green, low-carbon and energy-efficient buildings with high-quality products.

本章節回應的重要性議題

Key issues to be responded to in this chapter



本章節回應的聯合國可持續發展目標 (SDGs)

UN sustainable development goals (SDGs) to be responded to in this chapter



1.1 領跑輕綠之旅

1.1 A Forerunner of Green Housing

朗詩綠色管理始終以「為人造房」為使命，打造健康、舒適、低碳的優秀綠色住宅產品。

With the mission of “Building Home for People”, Landsea Green Management has been committed to creating excellent green residential products that are healthy, comfortable and low-carbon.

理想新家，駐足健康堡壘

Healthy Fortress, an ideal home to stay

2022年，朗詩綠色管理推出第六款綠色科技住宅產品「健康堡壘」，從溫度、濕度、空氣淨化、智控等維度全面升級，讓家成為健康的堡壘。

In 2022, Landsea Green Management launched “Healthy Fortress”, the sixth green technology-based residential product of the Company, pursuing all-round upgrade on multiple fronts including temperature, humidity, air purification and intelligent control, enabling home to become a healthy fortress.



- 無吹風感 溫度均勻
No feelings of wind blowing and even distribution of temperature
- 自由調節 行為節能
Free adjustment and energy-saving behaviours
- 戶式化熱泵主機 體積小更節能
Decentralized heating pump units that are smaller and more energy-efficient and can satisfy customers' personalized demands through separate control
- 調溫速度更快
Faster temperature adjustment
- 置換式新風 多擋調節可開關
Replacement fresh air, multi-gear adjustment and switchable
- PM2.5過濾效率達95%
PM2.5 filtration rate reaches 95%
- 送、排風管道獨立 不交叉不混合 下送上排 全屋空氣置換
The independent supply and exhaust ducts are non-crossing and non-mixing, with downward supply and upward exhaust, achieving whole-house air exchange
- 下側送風 美觀整潔
Underside air supply to ensure a nice and clean look
- 隔音通風槽
Sound-proof ventilation duct
- 合理溫濕度 拒絕黃梅秋燥 室內健康環境
Reasonable temperature and humidity to ensure a healthy indoor environment by warding off dampness and dryness
- 避免三類室內空氣污染
Avoidance of three types of indoor air pollution
- 不會產生污染物濃度堆積
No build-up of pollutant concentrations
- 靈活控制：移動端智控，手機、Pad端均可使用
Flexible control: mobile intelligent control, cell phones and Pad can access
- 分室調溫：可開可關可調，更貼合家庭成員溫度需求
Room temperature adjustment: can be turned on and off and adjusted to better suit the temperature needs of family members
- 多場景模式：居家、離家、度假、自定義多種模式選擇
Multi-scenarios mode: home, leave-home, vacation, customize multiple mode options
- AI智能運行：
AI intelligent operation:
- 遠程服務、雲服務智慧運維
Remote service and cloud service intelligent operation and maintenance
- AI遠程學習、優化
AI remote learning and optimization
- 全面匹配用戶使用習慣，更節能
Fully matching user habits, more energy-efficient
- 具備自動升級功能
With automatic upgrade function

案例 Exhibit

綠建研發專業運維

Exhibit: green building R&D and professional operation and maintenance

南京朗詩環華府項目位於建邺區上新河街與華山路交匯處，總建面積約為2.97萬m²，綠地率約30%。項目以純粹圈層的考量為要點，打造主力戶型為建面約155/170m²健康堡壘。

Located at the intersection of Shangxinhe Street and Huashan Road, Jianye District, Nanjing Landsea Jinghua Mansion project occupies a gross floor area of approximately 29,700 m², with a ratio of green space of approximately 30%. This project delivers Healthy Fortress with a GFA of approximately 155/170 m² as its main house type, with a primary focus on circle considerations.



項目鳥瞰區位實拍
Aerial view of project location



自由人居舒適體驗
Comfortable experience of free living



自由方舟，帆隨心動
Sail Free Ark with the Heartbeat

朗詩「自由方舟」解放自由居所，打造健康、舒適、綠色住宅，全新一代住宅產品真正兌現無拘無束居住體驗。「自由方舟」通過採用「集中能源+戶式系統」，持有發明專利、實用型專利、著作權等100多項專利，領銜突破綠色人居新高度。為居者營造了「溫度自由」、「濕度自由」、「新風自由」、「用能自由」等覆蓋綠色健康生活的八大自由。

The "Free Ark" of Landsea liberates freedom of residence. By building a healthy, comfortable and green residence, the new generation of residential product truly delivers an unconstraint living experience. "Free Ark" takes the lead in scaling new heights of green residence by adopting a "centralized energy supply + indoor systems" and holding over 100 patents including invention patents, utility model patents, and copyrights, providing eight freedoms from aspects of a green healthy life such as temperature, humidity, fresh air, and energy consumption to residents.

2022年關鍵經營績效
2022 Key Performance



理想人居實現八大自由

Ideal Residence Realizes Eight Freedoms

溫度自由 Temperature control	濕度自由 Humidity control	新風自由 Fresh air control	聲光自由 Acousto-optic management	智控自由 Intelligent control	預約自由 Reservation management	用能自由 Energy consumption management	空間自由 Space management
<p>全屋智控解鎖花樣調溫</p> <p><i>Indoor smart control to unlock various temperature adjustments</i></p> <ul style="list-style-type: none"> 自由設定房間溫度 匹配不同生活場景的溫度調試 表層輻射系統迅速調溫 新風系統輔助智能調溫 <ul style="list-style-type: none"> Set the room temperature as desired Meet temperature requirements for different living scenarios Temperature adjustment quickly responds to the surface radiant system Adjustable fresh air system supports temperature adjustment 	<p>四季無極找到舒適平衡</p> <p><i>Comfortable balance for four seasons</i></p> <ul style="list-style-type: none"> 夏季乾燥，濕度可達50%，新風除濕，置換通風，實時監測，防霉防潮，創造清爽環境 冬季溫潤，濕度可達40%，濕度均衡，新風加濕，告別皮膚乾燥 <ul style="list-style-type: none"> A dry summer. Humidity in summer can reach to 50%, fresh air and dehumidify, real-time monitoring to avoid damp and mildew, creating a refreshing environment A warm winter. Humidity in winter can reach to 40%, constant humidity, fresh air and humidify, keeping your skin away from dryness 	<p>無風無噪盡情暢快呼吸</p> <p><i>Full access to fresh air without wind noises</i></p> <ul style="list-style-type: none"> 為房子裝了一個「肺」 空氣齡：空氣新鮮、換氣次數可達1.5次/小時 全新風：每戶獨立新風，拒絕戶間串風，減少交叉感染 無極通風：無死角、無風感 品質新風：除霾率可達95%，新風溫濕智能處理 污染防控：降低室內污染物濃度(TVOC、甲醛、CO₂、異味等)濃度 <ul style="list-style-type: none"> Build a "lung" for the house Air age: fresh air is ventilated 1.5 times per hour Fresh air: independent fresh air system for each household to avoid air taint and cross infection Stepless ventilation: no blind angles or strong gusts Quality fresh air: the haze-removal rate is 95%, with temperature and humidity processing for fresh air Pollution prevention and control: reduced the concentration of indoor pollutants (including TVOC, methanol, CO₂ and odour) 	<p>靜音遮光獨享私密人生</p> <p><i>Private moments with noise insulation and sun-shading features</i></p> <ul style="list-style-type: none"> 樓層間隔聲、同層排水系統優化降噪 高性能門窗與遮陽設備自由調試室內光線 <ul style="list-style-type: none"> Advance sound insulation layer between floors and same floor noise damping system to reduce noise High-performance doors and windows and external sun-shading equipment help adjust the light in rooms 	<p>一鍵遠控高能私人管家</p> <p><i>Stellar one-button remote control for home management</i></p> <ul style="list-style-type: none"> 手機遠程操控 朗詩屏集成顯示 一鍵切換室內運行狀態 <ul style="list-style-type: none"> Mobile phone remote control Landsea Screen integrated display Immediately adjust temperature in each room 	<p>私人管家即刻預定需求</p> <p><i>Instant scheduling for home management</i></p> <ul style="list-style-type: none"> 遠端調控「通風」系統 梅雨季，新風系統提前開啟除濕 匹配離家、獨家、居家多種場景 <ul style="list-style-type: none"> Remotely control the "ventilation" mode In the plum rain season, the fresh air system turns on the dehumidification mode in advance Match a variety of scenarios such as leave-home, vocation, and home 	<p>輕鬆開關實現低耗節能</p> <p><i>Easy switch to achieve low power consumption and energy saving</i></p> <ul style="list-style-type: none"> 按需使用，節能分戶計量 朗詩屏實時顯示用能情況 <ul style="list-style-type: none"> Use energy based on needs and support energy-saving Landsea Screen displays energy consumption in real-time 	<p>精簡空間確保五臟俱全</p> <p><i>Simple space design with all necessary functions</i></p> <ul style="list-style-type: none"> 能源站集中設置，解放室內空間 戶式水力模塊與新風機不佔用室內空間 表層輻射系統，減少淨高影響 新風機外掛 <ul style="list-style-type: none"> Centralized energy stations outside your home help free up your indoor space Household water facility is placed in the public suspended ceiling, not occupying usable space Surface radiant system has little impact on the clear height of the building Outdoor installation of fresh air ventilator

朗詩綠色管理作為「自由方舟」揚帆人，最擅長因地制宜與因人製宜，將綠色建築產品與不同地區環境特征相匹配，通過綠色科技技術滿足人們對健康舒適的需求，為生活在各地區住戶打造定制化的室內環境。我們已在全國打造二十餘個「自由方舟」住宅項目，深入挖掘人們對居所的個性需求與生活痛點，全面建造健康自由的理想人居。

As the sailor of "Free Ark", Landsea Green Management is adept at adopting a region-specific and people-specific approach, namely matching green building products with the environmental characteristics of different regions and meeting people's needs for health and comfort through green technologies, thus creating a customized indoor environment for residents living in different regions. We have built more than 20 "Free Ark" residential projects across the country to gain an in-depth understanding of people's personalized needs for residence and their pain points in living, so as to comprehensively build a healthy, free and ideal residence.



自由方舟全國分佈圖
Free Ark distribution in the PRC

案例 Exhibit

成都·朗詩樂府起航

Exhibit: Chengdu • Landsea Le Mansion Starts its Journey

成都·朗詩樂府項目位於成都市八裏莊文創發展區的核心位置，成華區二仙橋板塊，是成都舊城改造的典範區域和知名的文創板塊，生活氛圍濃鬱。

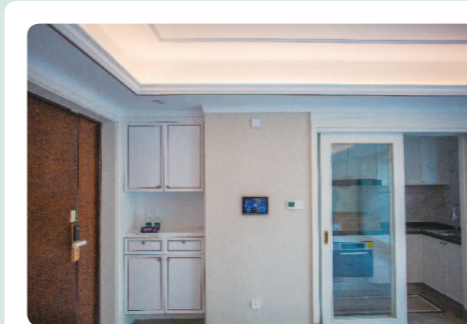
Chengdu • Landsea Le Mansion project is located at Erxianqiao area of Chenghua District, a core section of Balizhuang Cultural and Creative Development Zone of Chengdu. As a demonstration area of Chengdu Urban Renewal project and a well-known cluster of cultural and creative industries, Erxianqiao area boasts favourable living atmosphere.

這是朗詩新一代健康住宅「自由方舟」在西南落地的首個項目，項目由高層與洋房產品組成，為客戶提供八大自由居住健康體驗，可實現室內環境的分戶自由調節。項目銷售單價比周邊樓盤溢價近30%。同時該項目獲得DGNB、WELL、EDGE權威認證，取得綠建三星的設計標識，創造了健康、舒適、環保、節能、智慧的人居環境。

As the first project of Landsea's new generation of healthy residence of "Free Ark" in Southwest China, this project consists of high-rise and low-rise residential buildings, offering customers eight free living experiences. It also allows separate household adjustment of indoor environment. The unit selling price of the project is at a premium of approximately 30% than that of the surrounding property projects. Meanwhile, this project has obtained DGNB, WELL and EDGE authoritative certifications, obtained three-star Label of Green Building Design Evaluation, and created a healthy, comfortable, environmental-friendly, energy-saving and intelligent living environment.



成都朗詩樂府
Chengdu • Landsea Le Mansion



自由人居舒適體驗
Comfortable experience of free living

拓綠前行，開啟全域養老

Embarking a Green Journey to the Comprehensive Retirement

「聚焦綠色科技地產」一直是朗詩的可持續發展戰略，憑藉其敏銳的市場洞察力和綠色科技經驗，不斷挖掘客戶的需求，打造兼具創新綠色屬性與舒適感是產品與服務。今年，朗詩再次揚帆領航，錨定江蘇無錫，啟動全域養老模式。

“Focusing on green technology and property” has always been the sustainable development strategy of Landsea. Leveraging its keen market insight and green technology experience, it continuously explores customers’ needs to create products and services that combine innovative green attributes with comfort. This year, Landsea set sail again, launching a city-wide elderly care model in Wuxi, Jiangsu.

案例 Exhibit

溫暖可持續的退休照料

Warm and continuing care retirement

無錫太湖嘉匯廣場項目是朗詩集健康、科技、適老、活力、親情於一體的高端CCRC養老項目(持續退休照料社區)，極具創新屬性，集既有建築改造、科技系統載入和養老服務於一體。

Gateway Plaza project in Taihu, Wuxi is a high-end Continuing Care Retirement Community (CCRC) elderly care project that integrates health, technology, elderly-friendly design, vitality and family. Being highly innovative, this project integrates renovation of existing buildings, technological system uploading and elderly care services.

原有建築陳舊的外圍護被改造為能支撐三恆系統的窗牆體系，以實現健康、舒適、節能的差異化系統。同時，我們採用玻璃幕牆、鋁塑板、質感塗料，營造現代簡潔的建築新形象。從室內公區、適老公寓、景觀三個方面入手，我們充分考慮了適老化需求，致力於將太湖嘉匯廣場打造成為無錫養老產品的標桿，引領養老新時代潮流。

The outdated external envelope of the original building has been transformed into a window-wall system that supports the triconstant system to realise a differentiated system featuring health, comfort and energy efficiency. Meanwhile, glass curtain walls, aluminum composite panels and textured paints were used to create a new, modern and simple architectural image. We have taken into full account the needs of elderly care from three aspects including indoor public areas, ageing-friendly flats and landscaping, and are committed to making Taihu Gateway Plaza a benchmark for elderly care products in Wuxi, leading the trend of a new era of elderly care.



建築效果圖
Architectural Rendering



景觀效果圖
Landscape Rendering



室內效果圖
Interior Rendering

案例 Exhibit

「原居安老」

“Aging in Place”

無錫朗詩芳華居ALPC活力生活規劃社區，融合了生命公寓和CCRC的核心理念，在鼓勵「原居安老」的同時，考慮長者不斷變化的需求，提供的可持續的健康照護方案，延長高品質獨立生活的時間。打造五維生活規劃體系，在就醫、娛樂、社交、關懷等方面全方位提供支持，並聯動上海、南京、無錫等知名三甲醫院，為長者搭建健康綠色通道，鼓勵長者主動健康管理、積極運動、參與社交，享受熟年時光的精彩人生。

The Vibrant Life Planning Community at Landsea ALPC in Wuxi, which integrates the core concepts of Apartments for Life and the CCRC, encourages the practice of “Aging in Place”, and considers the changing needs of the elderly to provide sustainable health care plans that extend the time of high-quality independent living. Its five-dimensional life planning system provides comprehensive support in medical treatment, entertainment, social networking, and care, and builds a healthy green channel for the elderly in collaboration with well-known tertiary hospitals in Shanghai, Nanjing, and Wuxi. The elderly are encouraged to be active in health management, physical activities, and social networking, so as to enjoy a wonderful life in their golden years.



朗詩芳華居
Landsea ALPC

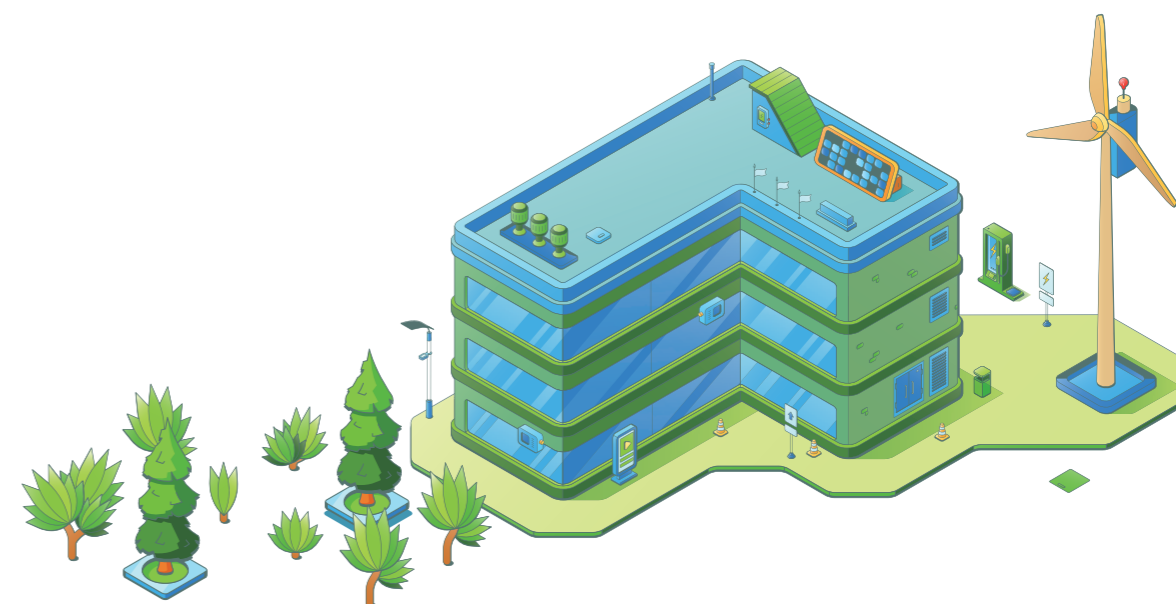
HPH 高性能住宅 High-Performance Homes

朗詩作為國內百強房產企業，力爭提高其國際化水平，將綠色建築技術帶出國門，實行全球化發展。憑仗多年的綠色建築經驗，朗詩旗下子公司，Landsea Homes得以在美國大展拳腳，推出HPH高性能住宅，創新地使用了綜合節約能源、家居智慧、健康生活及可持續發展四位一體的環境設計。

As one of the top 100 real estate companies in China, Landsea strives to improve its internationalization by exporting green building technologies overseas to develop its global presence. With years of experience in green building, Landsea Homes, Landsea's subsidiary, succeeds in delivering its impressive performances in the United States with the introduction of high-performance homes, which innovatively integrates energy efficiency, smart home technologies, healthy living, and sustainable development into its environmental design.

環境設計 Environmental Design	朗詩實踐 Landsea Practices	成果可見 Visible Results
節約能源	利用高效建築技術、太陽能系統以及無水箱熱水器等方式降低能源消耗	<ul style="list-style-type: none"> 屋頂、牆體、地板的隔熱保溫層全面升級 使用更高SEER評分的暖通空調、Energy Star®家電、無水箱熱水器，增加設備機械效率 淘汰低效照明設備，全部替換為LED燈，有效節約電能 加州項目使用太陽能板，促進清潔能源使用
Energy Saving	Reduce energy consumption by using efficient construction technology, solar energy system, and tank-free water heater	<ul style="list-style-type: none"> The heat preservation and insulation layer of roof top, walls, and floors are fully upgraded Use HVAC of higher SEER score, Energy Star® home appliances, and tank-free water heater to increase the mechanical efficiency of the equipment Retire inefficient lighting equipment, use LED lights in the whole house Provide solar panels in the California project to promote usage of clean energy
家居智能	與Apple達成戰略合作，在保證用戶隱私及安全的前提下，使用Apple Homekit™為住戶提供綜合家居智慧解決方案，讓生活更加便利	<ul style="list-style-type: none"> 高速無線網絡全屋應用 智能照明開關 遠程無線控溫 無線車庫門智能鎖 入庫門視頻顯示
Smart Home	Initiate strategic cooperation with Apple Inc., on the premise of ensuring user privacy and security, use Apple Homekit™ to provide residents with comprehensive home smart solutions to make life more convenient	<ul style="list-style-type: none"> High-speed Wi-Fi network covered in the whole house Smart lighting switch Remote wireless temperature control Wireless smart lock of the garage door Video display of garage entry door

環境設計 Environmental Design	朗詩實踐 Landsea Practices	成果可見 Visible Results
可持續發展	以行業標準用量為基數，通過降低6個方面材料的損耗來降低廢料，項目總體廢料下降達10%-25%	<ul style="list-style-type: none"> 使用BIM建模，優化產品設計與用量計算 使用廢料管理系統，使廢料比例低於行業普通水平 通過採購部門及工廠現場的工單追蹤、計算廢料比例 跟進廢料分析，從木框架、管道、水泥地基、灰泥、幹牆、屋頂磚瓦六大維度展開分析，每套住宅可減少20%浪費
Sustainable Development	Based on the standard usage in the industry, reduce material spillage from six aspects to reduce 10%-25% of the total wastes	<ul style="list-style-type: none"> Use BIM model to advance product design and usage volume calculation Make the waste ratio lower than the industry level with waste management system Calculate the waste ratio by using task cards of procurement department and factories Follow up waste analysis from six dimensions including wooden frame, pipeline, cement foundation, plaster, dry wall, and roof brick. Each house can reduce waste by 20%
健康生活	使用低VOC材料、全屋空氣淨化系統、智能溫度計	<ul style="list-style-type: none"> 降低空氣污染、消滅空氣中的細菌、智能檢測空氣質量
Healthy Life	Use low-VOC materials, whole-house air purification systems, smart thermometers	<ul style="list-style-type: none"> Reduce air pollution, eliminate bacteria in the air, and intelligently detect air quality



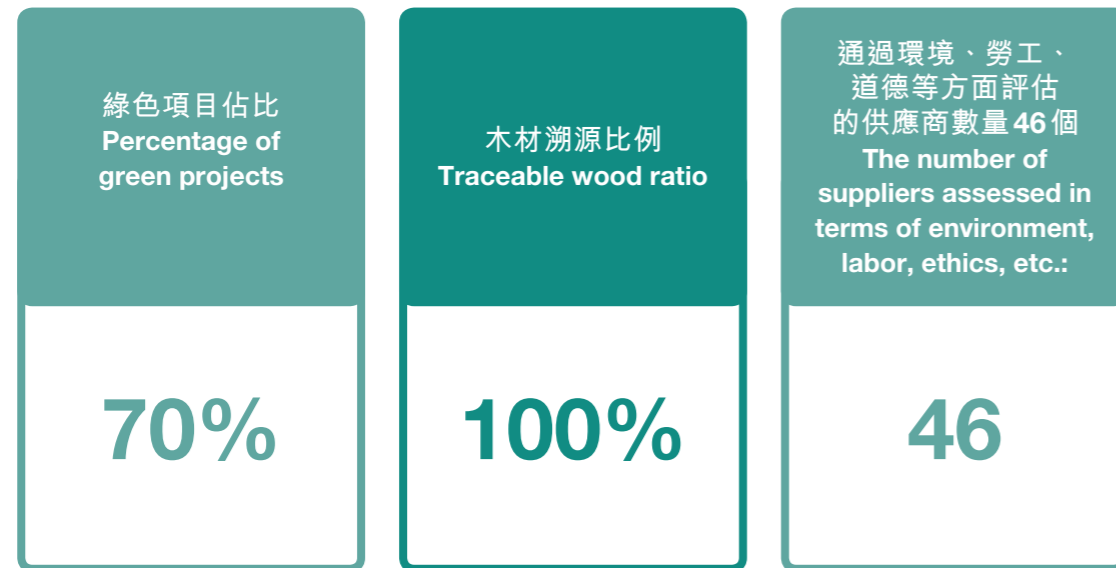
1.2 全生命週期綠色項目開發 1.2 Green House Development throughout Its Lifecycle

截至本匯報期末，朗詩綠色管理圍繞綠色建築技術體系已經擁有400多項專利，其中包括85項發明專利。在國內我們共獲得綠建認證104個，其中綠建三星認證56個；上海、南京、杭州、蘇州等9個城市的首個綠建三星認證項目，均由朗詩獲得。我們已獲取國家綠色建築認證的項目，佔總項目數量近70%。

As at the end of this reporting period, Landsea Green Management had a system of green building technologies with over 400 patents, including 85 invention patents. In China, we obtained 104 green building certifications, including 56 three-star certifications. Landsea obtained the first three-star green building certification projects in nine cities, including Shanghai, Nanjing, Hangzhou, and Suzhou. Nearly 70% of our projects have obtained national green building certifications.

2022年關鍵績效

2022 Key Performance



綠色理念 Green Concepts

三重底線原則

Triple Bottom Line Principle

朗詩綠色管理多年來始終堅守三重底線原則，重視項目和產品在經濟、社會和環境方面的平衡與協調，致力於為客戶打造「健康、舒適、節能、環保、智慧、人文」的差異化產品。

Over the years of adherence to the Triple Bottom Line principle, Landsea Green Management attaches great importance to the balance and coordination of projects and products in terms of economy, society, and environment. We are committed to creating “healthy, comfortable, energy-saving, environmentally friendly, smart, and humanistic” differentiated products for our customers.



綠色差異化產品策略

Green Differentiation Product Strategy

朗詩綠色管理在實現建築常規價值的基礎上，通過市場及客戶需求研究，致力於突破傳統意義的「好」產品。我們將環境和人文因素均納入項目考量，通過綠色建築科技手段打造健康、舒適、低碳高品質住宅，追求「好上加好」，以此鍛造區別與行業內其他品牌的綠色差異化產品。

Landsea Green Management not only achieves the regular value of buildings but also strives to create products with “benefits” that transcends traditional meanings based on market and customer demand research. We take both environmental and humanistic factors into consideration for our projects by creating healthy, comfortable, and low-carbon upscale homes with green building technologies. In pursuit of “Plus Benefits”, we forge green differentiation products that distinguish Landsea from other brands in the industry.

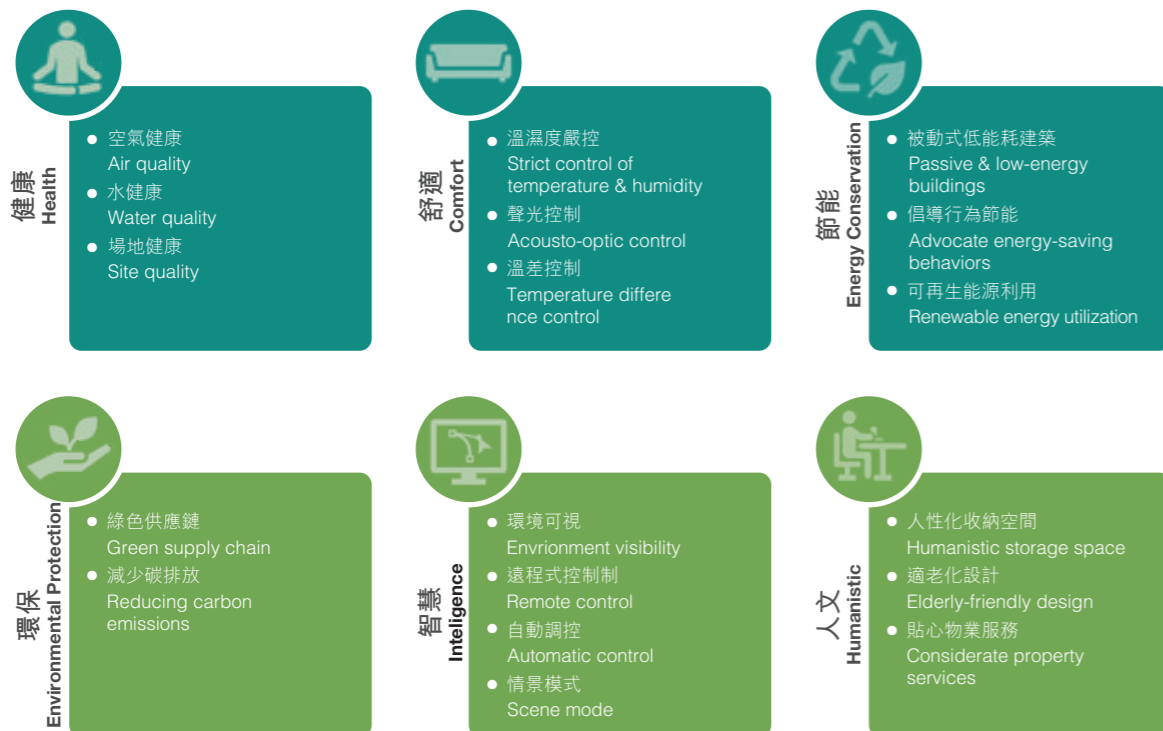
傳統的「好」

The traditional “benefits”



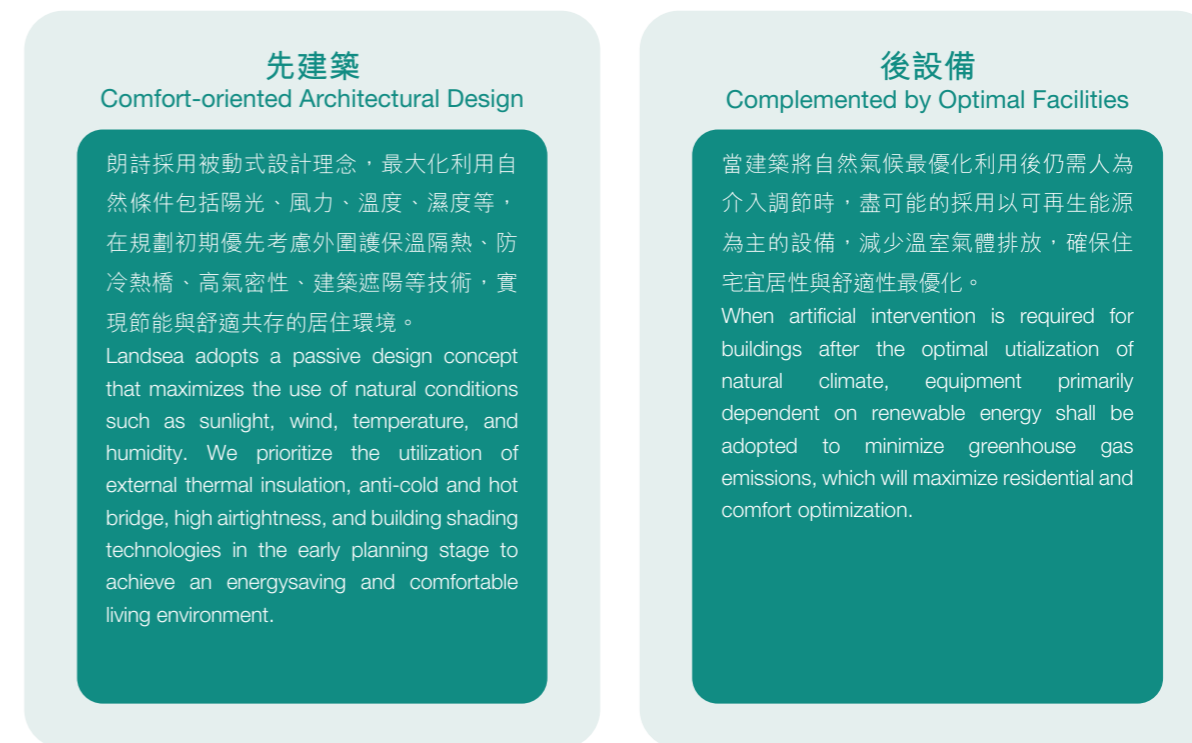
更精益的「好」

The better “benefits”



先建築後設備

Comfort-oriented Architectural Design and Complemented by Optimal Facilities



綠色建築

Green Building

全流程標準化建設

Whole-process standardization construction

多年來，朗詩綠色管理一直堅持著全流程標準化建設，囊括設計、採購、工程、產品、營銷、服務等全項目階段，竭力打造高品質產品與服務，強化高效優質的產出，提高公司運營及工程項目實施效率。報告期內，共開展項目巡查百餘次，針對發現的問題解決率高達95%。

Over the years, Landsea Green Management has been committed to the whole-process standardization construction processes, covering all stages of the projects, including design, procurement, engineering, products, marketing, and services. We strive to create high-quality products and services, strengthen efficient and high-quality outputs, and improve the efficiency of business operation and project implementation. During the reporting period, we conducted more than 100 project inspections and achieved a resolution rate of up to 95% for issues identified during inspections.

工程管理標準化

Standardization of engineering management

- **完善的制度**：制定《設計管理制度》《景觀設計管理制度》及《景觀設計工程一體化品控管理辦法》等29個標準化主項任務與核心範本、13個工程管理與技術標準；
A sound system: formulate 29 main tasks and core templates of standardization and 13 engineering management and technical standards, including the *Design Management System*, the *Design Management System of Landscape*, and the *Management Measures of Integrated Quality Control for Landscape-related Projects*;
- **高效的圖檔管理**：建設物業與客戶服務端的標準化圖紙聯審、圖紙交底、現場巡查與圖檔管理體系等；
Efficient document management: establish a comprehensive joint review of early drawings, drawing delivery, on-site inspection and drawing management system for property and customer service;
- **規範的設計體系**：建立基於微環境模擬分析下的精細化總圖規劃設計體系，規範設計要素；
Standardized design system: establish a well-designed planning and design system based on micro-environment simulation analysis, and standardize the design elements;
- **全盤的設計理念**：秉承全方位的景觀綠化、室內精裝、綠建系統、液晶照明，包括暖通設計、材料、施工、調試標準化，明確設計要求。
Holistic design philosophy: adhere to all-around landscape greening, indoor refined decoration, green construction system, nightscape lighting, as well as the standardization of HVAC design, materials, construction, and debugging, and clarify the design requirements.

服務標準化

Standardization of services

- **完善的制度**：修訂《採購管理辦法》等系列制度規範採購流程，並制定包括防水、塗料、牆地磚、地板、木作、櫥櫃在內的10餘項採購標準；
A sound system: revise the *Measures of Procurement Management* and other regulations to regulate procurement procedures, and formulate over 10 procurement standards including waterproofing, coating, wall and floor tiles, floors, woodworks, and cabinets;
- **有效的能力建設**：召開宣貫培訓，鞏固相關員工對標準化採購流程的認知；
Effective capacity building: carry out publicity and training to strengthen the understanding of relevant employees on the standardized procurement process;
- **精確的成本管理**：標準化管理成本，編制預結算制度、修訂標準化清單、建立基準成本等手段。
Precise cost management: standardize cost management by formulating budget and settlement systems, revising the standardized list, and establishing benchmark costs.

工程管理標準化

Standardization of engineering management

- **完善的制度**：編制《工程質量安全管控辦法》及施工系列手冊，搭建管控體系，發佈《合作管理控制手冊》，提升團隊合作相關管理能力，2022年新增《輕資產項目設計服務導則》，規範全流程輕資產設計管理動作標準化及質量標準化；
A sound system: prepare the *Measures on the Control of Engineering Quality Safety* and a series of engineering-related manuals, build control systems, publish the *Manual of Cooperative Management Control*, to improve teamwork management skills, and introduce the *Asset-light Project Design and Service Guidelines* in 2022, which standardizes the entire process of design and management of light asset projects, as well as quality benchmarks;
- **強化的能力建設**：貫徹工程培訓，強化工程質量管控能力；
Enhanced capacity building: carry out engineering project training, and strengthen the capacity to control engineering quality;
- **綜合的質量評估**：明確地下室、質量綜合、防滲漏、精裝修等評估要素，以保障工程質量；
Comprehensive quality evaluation: to guarantee the quality of the projects, clarify the evaluation elements such as the basement, quality synthesis, leakage prevention, and fine decoration, etc.;
- **嚴謹的實施流程**：推行實測實量、日常巡檢、材料與工序驗收等工作流程標準。
Stringent implementation process: implement the real-time measurement, daily inspection, material and process acceptance, and other workflow standards.

營銷標準化

Standardization of marketing

- **完善的制度**：頒布《銷售示範區標準化工作管理辦法》《銷售示範區營銷展示規範指引》《營銷突擊隊管理辦法》及《銷售風控管理工作指引》等制度文件；
A sound system: Publish institutional documents such as the *Management Measures of the Sales Demonstration Area on the Standardization Work*, the *Guidelines of the Sales Demonstration Area on the Marketing Demonstration Standardization*, the *Management Measures of the Marketing Commando Team*, and the *Guidelines on the Management of Sales Risk Control*;
- **深化的能力建設**：開展產品營銷、人員培訓等，進一步規範營銷標準。
Deepened capacity building: carry out product marketing and personnel training, and further standardize marketing standards.

服務標準化

Standardization of services

- **完善的制度**：修訂《房修管理工作指引》及《朗詩地產反向審查管理工作指引》等標準制度文件；
A sound system: formulate institutional documents such as the *Guidelines on the Housing Repair Management* and the *Guidelines of Landsea Real Estate on the Reverse Review Management*;
- **科學的調研**：通過節點式調研、客戶滿意度調研，不斷挖掘服務優化空間；
Scientific Research: explore areas for service optimization through node-based research, customer satisfaction surveys;
- **多元的溝通**：完善全國及城市公司客戶熱線等溝通渠道，加強客戶交流。
Diverse communication channels: improve communication channels such as national and city company customer hotlines to strengthen customer communication.

產品標準化

Standardization of product

- **完善的制度**：訂定《產品標準化戶型與圖集》及《產品線景觀工藝工法標準手冊與圖集》等系列標準文件，形成核心項、標準項、可選項的產品配置標準；
A sound system: formulate a series of standardization documents such as the *Standardized House Types and Atlas and the Standardized Manuals and Atlas of the Technologies and Methods of the Product Line Landscape* to form the product configuration standards for the core items, standard items, and optional items;
- **明確的產品規劃**：形成熙華府、樂府等系列產品線；
Definitive product planning: create product lines such as the Xihua Mansion and Le Mansion;
- **有序的分類管理**：形成社區、住宅、配套及地下室等技術分類，按照類別進行針對性管理。
Orderly classification management: define classifications of product technologies, including those of the community, housing, supporting facilities, and basement, conduct targeted management by category.

案例 Exhibit

審圖管理辦法優化

Optimized Administrative Measures for Drawings Review

本匯報期內，朗詩綠色管理旗下上海公司為提升圖紙質量，特修訂《審圖管理辦法》，參編人員包括設計、暖通、前期、成本、工程、物業、客服等各條線各專業人員，共修改、增補審圖要點327條，進一步明確審圖要點、審核深度、錯漏補缺及美觀性，統一規範管理審圖動作，提升產出質量。

During the reporting period, the Shanghai subsidiary under Landsea Green Management revised the *Drawing Review Management Measures* to improve the quality of drawings. The participants in the revision process included professionals across the business lines, including design, HVAC, preliminary work, cost budgeting, engineering, property management, and customer services. A total of 327 review points were modified or added, which further clarified the review takeaways, review depth, omissions, errors, and aesthetics, and centralized and regulated the review management. The output quality improved.

輕資產項目高效轉型

Efficient transformation of asset-light projects

為提高設計服務團隊的客戶研究與溝通能力，輸出更加有序、高效的設計服務，保障輕資產項目的成功落地，我們在2022年特制定《輕資產項目設計服務導則》，突破傳統工作流程，與客戶一同實現合作共贏。

To improve the customer research and communication capabilities of our design service team, output more organized and efficient design services, and ensure the successful implementation of asset-light projects, we developed the *Guidelines for Design Services for Asset-light Projects* in 2022, which breaks through traditional work processes and achieves mutually-beneficial cooperation with customers.

客戶服務意識：我們要求設計服務團隊積極融入項目建設管理組織中，深度研究客戶目標與需求，發覺客戶敏感點，並提高操作合規性及圖紙質量的管控力度。

Customer service awareness: we require our design service team to actively participate in the project construction management organization, conduct in-depth research on customer targets and requirements, identify their points of sensitivity, and improve the control of operating compliance and drawing quality.

品牌及經營意識：重視工作流程規範性，將溝通內容形成書面記錄並及時存檔，規避潛在的法律風險。提高經營意識和綜合效能，降低管理成本支出，確保雙方均能實現自身經營目標。

Brand and business awareness: we emphasize on the standardization of work processes, by creating written records of all communication and promptly archiving them, in order to avoid potential legal risks. We aim to improve business awareness and overall efficiency with lower management costs and expenses, and ensure that both parties can achieve their respective business goals.

決策溝通意識：對接人員對重要的設計方案和推動下階段工作所急需的明確的指標、成本等關鍵性數據應做到「事前溝通」。召開有關設計溝通會議時，提高溝通的準確性、及時性和記錄可追溯性。

Decision-making and communication awareness: our liaison officers should ensure “prior communication” on key data, including important design schemes, as well as indicators and costs that are urgently required to drive next stages of the projects. When conducting design communication meetings, we aim to improve the accuracy, timeliness, and traceability of communication.

朗詩綠色管理輕資產項目設計服務工作可分為七個階段，分別為設計立項階段、設計前策階段、方案設計階段、擴初設計階段、施工圖設計階段、示範區施工階段、大區施工階段，各個階段皆遵循標準化管理並生成階段性報告與成果。

Landsea Green Management's design services for asset-light projects can be divided into seven stages: project initiation, pre-design, conceptual design, expanding preliminary design, construction drawing design, demonstration area construction, and regional construction, each of which follows standardized management practices and generates periodic reports and results.

設計立項階段 Project initiation stage

召開項目設計啟動會，明確服務內容、標準、工作機制等。

A project design kickoff meeting will be held to clarify service contents, standards, work mechanisms, and other important details.

設計前策階段 Pre-design stage

囊括產品策劃、全景設計計劃、方案設計任務書、設計資源選擇等階段工作，保證項目整體規劃可行。

This stage includes product planning, panoramic design planning, task assignment for conceptual design, selection of design resources, and other related work to ensure the overall feasibility of the project planning.

方案設計階段 Conceptual design stage

出具概念方案和深化方案，全方位向客戶展現設計理念與項目規劃。

Conceptual and detailed design proposals will be provided to showcase our design concepts and project planning to clients in all aspects.

擴初設計階段 Expanding preliminary design stage

提供建築、景觀擴初、室內等部分的施工圖設計任務書、方案評價審控表等。

Construction drawing design assignments for building, landscape expansion, interior design, and other related areas, as well as scheme evaluation and control sheets, will be provided.

施工圖設計階段 Construction drawing design stage

交付建築、室內、景觀、科技等全套施工圖紙。

A complete set of construction drawings will be delivered for buildings, interiors, landscapes, technology, and other areas.

示範區施工階段 Demonstration area construction stage

在示範區進行涉及送樣分樣、巡檢、評估、擺場、調試等工作。

This stage involves sampling, inspection, evaluation, staging, debugging, and other work in the demonstration area.

大區施工階段 Regional construction stage

在大區完成巡檢類、評估類、差異化施工樣板、差異化機電調試等施工內容。

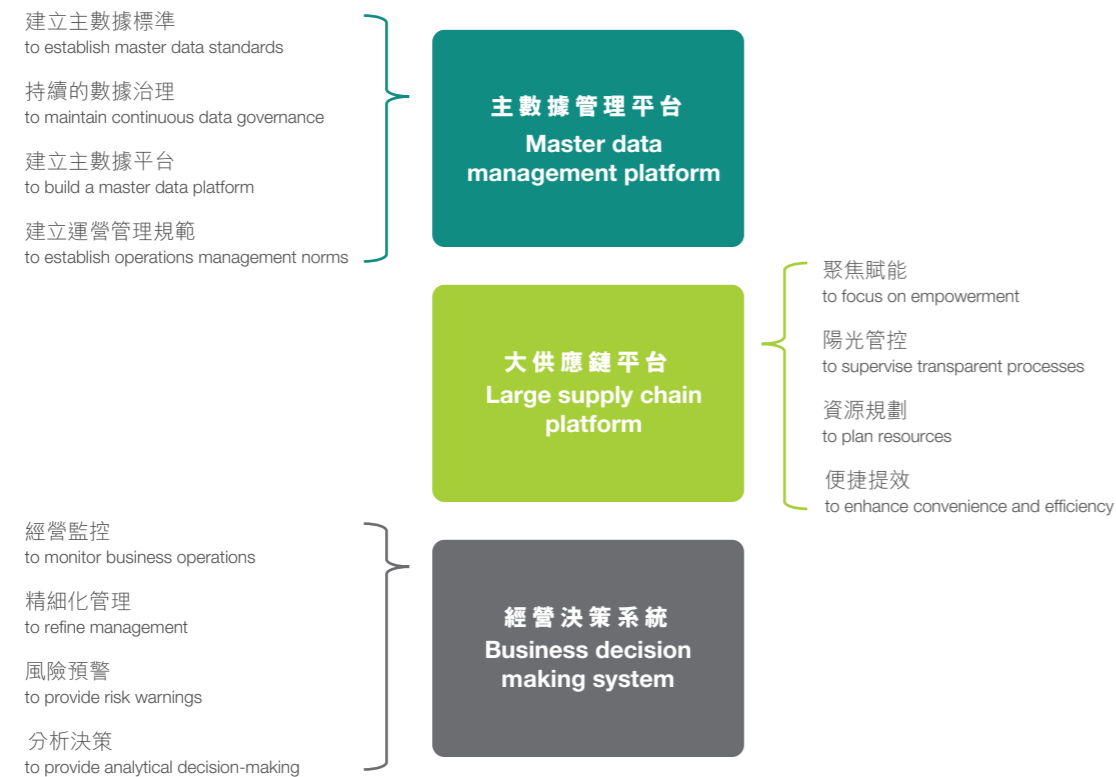
In this stage, construction tasks will be completed, including inspection, evaluation, differentiated construction samples, and differentiated electromechanical debugging in larger regions.

信息化賦能管理

Information-enabled management

2022年，朗詩綠色管理為加強信息安全防護，提升數據價值，開展的信息化工作主要聚焦於構建數據標準及運行規範，並且從既有業務系統出發，為經營助力，為業務賦能，保障項目的穩健落地。

In 2022, Landsea Green Management focused on strengthening information security protection and improving data value through information technology work, which is primarily focused on establishing data standards and operating norms, and starts with the existing business systems to support and empower business operations, thereby ensuring the successful implementation of the projects.



主數據管理平台 Master data management platform	建立主數據標準 to establish master data standards	根據公司內部的主數據內容，定義明確的數據標準，提供相應的數據字典以供查詢，並統一歷史維度，規範新增數據標準。 Based on the Company's internal master data, we define and clarify data standards by providing corresponding data dictionaries for inquiry, and unify historical dimensions to regulate the standards to add new data.
	持續的數據治理 to maintain continuous data governance	基於數據標準對項目的名稱、分期、樓棟、業態等基礎信息進行整合治理，同步梳理散落在各業務系統中的重要經營數據。 Based on the data standards, we integrate and manage basic project information such as project names, phases, buildings, and business types, while simultaneously combing through important business data scattered across various systems.
	建立主數據平台 to build a master data platform	作為公司所有業務部門的指標信息唯一出入口，明確數據之間的主從關係及調用關係，保證各業務系統主數據的一致性。 As the unique entry of all indicator information for the Company's business departments, we clarify the master-slave relationship and calling relationship between data, ensuring consistency in master data across all business systems.
	建立運營管理規範 to establish operations management norms	從運營管理上出具有對應的管理規範，用以規範企業主數據的日常管理及巡檢機制。 We establish corresponding management norms from an operations management perspective to regulate the daily management and inspection mechanisms of master data in the Company.
大供應鏈平台 Large supply chain platform	聚焦賦能 to focus on empowerment	對行業大數據和業務管理賦能。首先，平台結合行業大數據實現招標邀請、確認入圍、確認中標等環節對風險供應商進行預警，有效避免開發商和高風險供應商合作。其次，實現事業部的相關數據進行共性，搭建供應商庫、考察評估定級機制等，共建管控標準。 We seek empowerment for industry big data and business management. First, the platform will provide risk warnings against suppliers by considering industrial big data in the bidding, shortlisting, and winning bid confirmation processes, effectively avoiding cooperation between developers and high-risk suppliers. Second, we achieve commonality in relevant data of business units, by establishing mechanisms for the supplier database, inspection and evaluation rating, and other related systems to jointly build control standards.
	陽光管控 to supervise transparent processes	大供應鏈平台堅持陽光、公開、透明招標，所有招標實現與供應商的全線上交互，保證線上數據留痕留檔。 The large supply chain platform adheres to public, open, and transparent bidding processes, with all bidding carried out through full online interaction with suppliers, and ensures that online data is traceable and archived.
	資源規劃 to plan resources	形成集團供應商庫以及各區域的共性集採需求，整體進行統籌 We have formed a group-wide supplier database as well as common centralized procurement demands for each region, and we are implementing overall coordination.
	便捷提效 to enhance convenience and efficiency	借助移動端管理工具能夠通過系統輸出相應管理指標、數據，實現移動考察、移動評估，全面提升人員的工作效率。 Armed with mobile management tools, we are in a position to output corresponding management indicators and data through the system for mobile inspection and assessment, comprehensively improving the work efficiency at the individual level.

經營決策系統 Business decision making system	經營監控 to monitor business operations	<p>建立鏈接項目經營計劃、財務運營指標的一體化決策分析系統，消除信息孤島，為經營決策提供強有力的數據支撐，全面提升了經營管理水平。</p> <p>We have established an integrated decision analysis system that links project management plans and financial operation indicators to eliminate information silos, providing strong data support for business decisions, which comprehensively improves the level of business management.</p>
	精細化管理 to refine management	<p>建立統一指標體系，做到數據一採多用，實現數據管理的高效性，提高數據質量，實現數據的信息共享，推進精細化管理。</p> <p>We establish a unified indicator system that allows for multiple uses of data to achieve efficient data management, improve data quality, and promote information sharing, which advances the refined management.</p>
	風險預警 to provide risk warnings	<p>通過預設報告範本實現系統自動取數，提高報告編制效率與質量；系統可定義單一指標預警提示，供相關決策者進行決策分析，對經營指標及開發進度動態監控，對關鍵性決策數據與審批流系統進行聯動，提供審批決策支援。</p> <p>By using default report templates, the system can automatically retrieve data, improving the efficiency and quality of report preparation. The system can also define single indicator warning prompts for relevant decision-makers to conduct decision analysis, dynamically monitor business indicators and development progress, and link critical decision data with approval and review systems, which provide support for approval decisions.</p>
	分析決策 to provide analytical decision-making	<p>建立綜合分析體系，提供及時、直觀的反映企業運行狀況的具體信息，和相關的查詢、報表、數據地圖等分析對象相結合，擴展傳統報表管理系統的靜態報告形式。</p> <p>We have established a comprehensive analysis system, which provides timely and intuitive information specifically reflecting an enterprise's operating status, and expands the static report format of traditional report management systems by incorporating relevant analysis tools such as queries, reports, and data maps.</p>



設計專項計劃
Special design plan

建築設計
Architectural design

- 總平圖、戶型設計
General layout design, house type design
- 立面設計
Facade design
- 施工圖設計
Design of construction drawings

景觀設計
Landscape design

- 景觀方案設計
Landscape design
- 景觀施工圖設計
Design of the landscape construction drawings
- 景觀材料部品選型
Selection of the landscape material parts

精裝設計
Refined decoration design

- 精裝方案設計
Refined decoration design
- 精裝施工圖設計
Design of the refined decoration construction drawings
- 精裝材料部品選型
Selection of the refined decoration material parts

示範區設計
Demonstration area design

- 售樓處方案設計
Design of the sales department
- 樣板房方案設計
Design of the model house
- 售樓處施工圖設計
Design of construction drawings of the sales department

可視化監控
Visual monitoring

統一執行方式
Unified implementation method

檢視項目節點完成情況與按時達成率，及時反饋避免二次填報
Review and report the completion status of the node and the on-time achievement rate to avoid repetition

案例 Exhibit

朗詩方舟工程平台

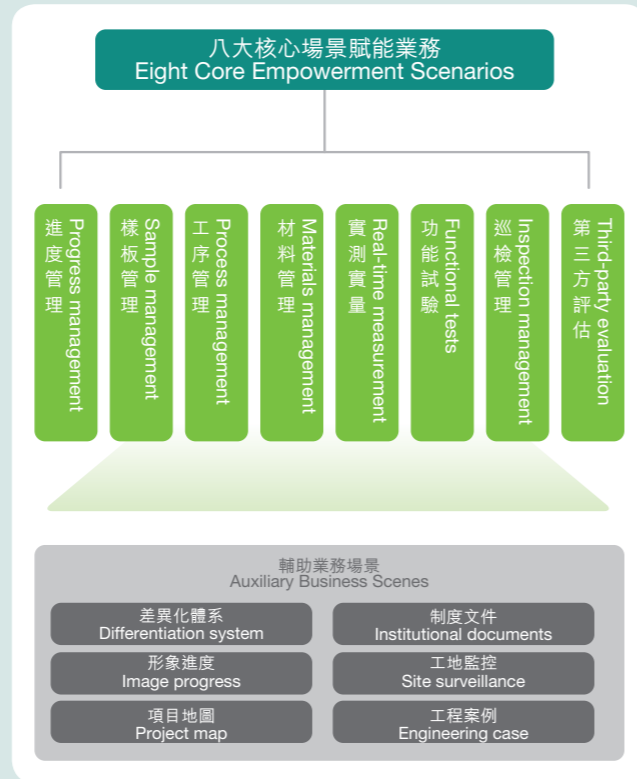
Landsea's Use of Fangzhou Engineering Platform

朗詩工程採用方舟工程管理平台，實現了數字化驅動管理、品質過程管理、內外交圈協同管理，涵蓋視頻監控接入、項目進度匯報、樣板&材料驗收、項目日常檢查、工序驗收。在施工现场實際應用的進度、樣板、工序、材料、實測實量、功能試驗、巡檢管理、第三方評估八大核心場景實現信息化管理。

Landsea has adopted the Fangzhou Engineering Management Platform for its project construction, which enables digital-driven management, quality process management, and internal and external collaborative management, covering video monitoring access, project progress reporting, sample & material acceptance, daily project inspection, and process acceptance. The eight core scenarios, including progress, sample, processes, materials, real-time measurements, functional tests, inspection management, and third-party evaluations, are all managed through information technology at the construction site.

通過數字化的工程管理看板，實現進度達成及時預警，風險管理問題前置，過程精品管理留痕，真正實現精細化、透明化、數據化管理。

The digital engineering management dashboard enables timely warning of progress achievements, pre-positioning of risk management issues, and traceability of process quality management, truly realizing refined, transparent, and data-driven management.



朗詩方舟工程平台 — 八大核心場景賦能業務
Landsea Fangzhou Engineering Platform — Eight Core Empowerment Scenarios

綠色建築認證

Green building label

截至2022年底，朗詩綠色管理累計獲得以下國內外權威認證：

As of the end of 2022, Landsea Green Management has obtained the following authoritative certifications at home and abroad:

國內綠色建築認證

China's Green Building Label



國際綠色建築認證

International Green Building Certificates

國際綠色建築認證21個，包括PHI、DGNB、BREEAM、LEAD、WELL、EDGE等國際綠色建築認證
21 international green building certifications, including PHI, DGNB, BREEAM, LEAD, WELL, EDGE, etc.

其中，上海朗詩綠色中心獲得了全球首個BREEAM In-Use V6住宅類項目運營認證
In particular, Landsea Green Center in Shanghai has obtained the operation certification of the world's first BREEAM In-Use V6 residential project

成都樂府項目獲得EDGE Advanced認證
Chengdu Le Mansion has obtained the EDGE Advanced certification



成都樂府項目EDGE Advanced認證
Chengdu Le Mansion obtained EDGE Advanced certification

綠色規劃與設計

Green Planning and Design

朗詩綠色管理堅信自然與社會的共生才能真正實現可持續發展。在為項目選址時，充分考慮自然資源、地理位置、地質條件、氣候類型等特征，同時在項目規劃階段的可行性研究覆蓋容積率、綠化程度、建築密度、產品類型、產品受眾等，最大限度發揮天然，做到因地施策、因人而宜，致力於構建自然與人文的和諧生態圈。

Landsea Green Management firmly believes true sustainable development can be achieved through the coexistence of nature and society. When selecting a project site, Landsea fully considers the natural resources, geographical location, geological conditions, climate types, and other characteristics of the project. Meanwhile, the feasibility study in the project planning stage covers aspects such as floor area ratio, greening level, building density, product type, and target audience to maximize the use of natural resources and tailor our approach to local conditions and customers' demands, as part of our commitments to building a harmonious ecosystem of nature and humanity.

把綠色帶進室內

Indoor greening

得益於雄厚的基建實力與綠色科技創新，朗詩綠色管理竭誠匠造恆溫、恆濕、恆氧的健康室內環境，為住戶營造舒適綠色空間。Benefiting from its strong infrastructure capabilities and green technology innovations, Landsea Green Management is committed to creating a healthy indoor environment with constant temperature, humidity, and oxygen levels, providing residents with a comfortable and sustainable green living space.



案例 Exhibit

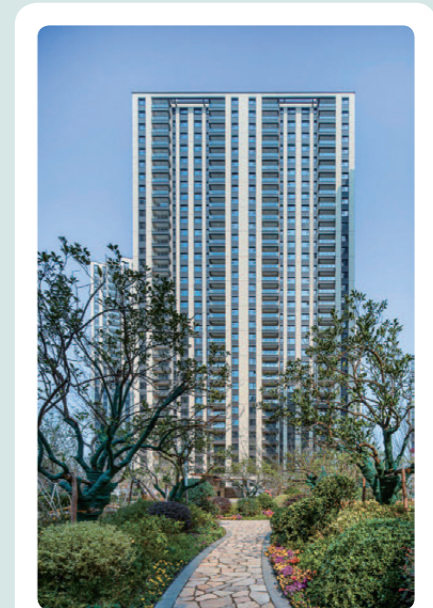
前所未見的時尚人居 — 朗詩熙華府

Unprecedented Fashionable Home — Landsea • Xihua Mansion

南京熙華府毗鄰揚子江大道、江東路、鳳台南路、繞城高速四大快速幹線，接駁城市各個區域，朗詩抓住其得天獨厚的地理優勢，傾心打造以「健康、時尚、人文、綠色」為理念的熙華府。作為年度標桿的精誠之作，配有朗詩科技系統3.0和86項創新價值點，衝破傳統住宅的單一綠色屬性，全面提升住宅科技感、舒適感。

Nanjing Xihua Mansion is adjacent to the four major expressways of Yangzijiang Avenue, Jiangdong Road, Fengtai South Road and Ring Expressway, connecting various areas of the city, and Landsea has taken advantage of its unique geographical advantages to create the Xihua Mansion, a residential complex with the concept of "health, fashion, humanity, and greenery". As the flagship project of the year, the Xihua Mansion adopts the Landsea Technology System 3.0 with 86 valuable innovations, breaking through the traditional single green attribute of residential properties and comprehensively enhancing the technological and comfortable aspects of the living space.

- 按照被動式建築理念建造：
built according to the concept of passive architecture;
- 精裝修室內甲醛含量比肩芬蘭標準S1級：
fully furnished interior with formaldehyde levels comparable to Finland's S1 standard;
- 配備室內空氣質量及時監控系統：
equipped with an indoor air quality monitoring system;
- 超潔淨新風系統：
installed with a super clean fresh air system;
- 口袋公園系統等創新設計
innovative designs, such as a pocket park system



南京朗詩熙華府
Landsea • Xihua Mansion in Nanjing

精打細算，模擬環境分析

Environmental Simulation Analysis Through Precise Calculation

朗詩利用計算機模擬分析方法對小區風速、溫度、日照、陰影、噪聲等物理環境進行計算，

Landsea utilizes computer simulation analysis methods to calculate physical environmental factors such as wind speed, temperature, sunlight, shadows, and noise within communities.



室外風控

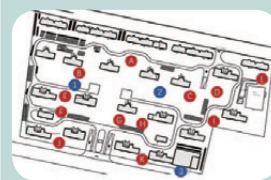
Outdoor wind control

根據《建築室外環境舒適度的模擬評價與改善方法》等標準對風速進行把控，通過合理佈局建築、樹木、落葉等，製造宜人室外環境。

The wind speed is controlled according to the standards such as the *Simulation Evaluation and Improvement Methods for External Environmental Comfort of Buildings*. Through rational layout of buildings, trees, and fallen leaves, we create a pleasant outdoor environment.

可以實現不同季節的風速均滿足不同居民戶外活動。如，夏季氣流帶走燥熱，冬季避免強烈吹風感，春秋風感適中保持空氣清新。

The wind speeds during different seasons will meet the demands of residents for different outdoor activities. For example, the air flow blows away the heat and dryness in the summer, while strong winds are weakened in the winter. During the spring and fall, a moderate wind keeps the air fresh.



環境分析

Environmental Analysis

綜合考慮日照、熱島效應、水體等對人文的影響，選取條件最佳的區域作為人員活動區，結合日照情況佈局植被，善用水景緩解熱島升溫，其餘地區可作為景觀設計區域。

Taking into account the impact of sunlight, urban heat island effect, water bodies, and other factors on human and cultural activities, we select the best area for human activity based on optimal conditions.

We combine vegetation layout with sunlight conditions and effectively utilize water features to alleviate the urban heat island effect. The rest can be used as landscape design areas.



噪音隔絕

Noise insulation

在項目規劃時，綜合考慮車流量與道路的距離，分析室外聲環境雜訊水平，在雜訊水平高的地方設置綠化喬木作為隔聲屏障，同時為附近住宅樓設施隔音更佳的牆體，有效阻隔雜訊。

When planning the project, taking into account the distance between traffic flow and roads, the noise level of outdoor sound environment is analyzed, and green trees are set in places with high noise level as noise barriers. At the same time, the walls with better noise insulation are installed for nearby residential building facilities to effectively prevent noise.

案例 Exhibit

塑造品質生態圈 — 成都熙華天璽

Shaping a Quality Ecosystem — Chengdu XihuaTianxi

成都熙華天璽項目採用朗詩3.0版集中式綠色科技系統，打造天府新區雙TOP低密高端住宅，探索健康、舒適的綠色健康生態圈：

The Chengdu XihuaTianxi project adopts Landsea Centralized Green Technology System 3.0 to create a low-density upscale residence in the Tianfu New Area. This project aims to explore a healthy and comfortable ecosystem with a focus on green and healthy living.

- 合理佈局建築區間，降低樓宇密度保證氣流質量與光照充足；
Rational building layout to reduce building density, ensuring air quality and adequate sunlight;
- 專利新風技術保證高層住戶室內空氣質量；
Proprietary new air technology to guarantee indoor air quality for high-rise residential buildings;
- 室內恆溫恆濕創造四季常態，室外綠地水體還原自然生態；
Constant temperature and humidity indoors to create a comfortable living environment throughout the year, with outdoor green spaces and water bodies to restore natural ecology;
- 降噪處理營造私密靜居；
Noise reduction measures to create a private and quiet living environment.



成都熙華天璽項目
Chengdu XihuaTianxi

綠色施工

Green Construction

朗詩綠色管理將環境保護和綠色低碳理念貫穿在項目施工過程中，不僅重視資源節約與排放物管理，也重點關注節約施工用地、保護施工土壤、控制噪音、控制揚塵、控制水污染、控制施工垃圾等方面，營造安全、乾淨、舒適的施工環境。

By implementing the principles of environmental protection and green low-carbon concepts throughout the project construction process, Landsea Green Management not only focuses on resource conservation and emission management but also pays particular attention to conserving construction sites, protecting construction soil, controlling noise, dust, water pollution, and construction waste, with a view to creating a safe, clean, and comfortable construction environment.

在項目施工期間，我們對施工現場實行全方位封閉式管控，在工地搭建圍欄並執行樣板引路，設立定型化欄桿並重複利用，所有項目邊界設置施工維護和安全標語，並開設安全體驗區。為保障工地環境質量防止揚塵，我們裝置自動噴淋系統，並對場地進行硬化、裸土綠化處理，並搭建防塵水炮和沖洗消毒通道系統，對運輸卡車進行清潔。同時，我們積極踐行垃圾分類，施工垃圾統一運出。為提高工地安全管控級別，配置人臉識別系統進行出入打卡。

During the project construction, we implement a fully enclosed control system at the construction site, with fences erected and reusable standardized guardrails set up under the sample-oriented approach. We also place construction maintenance and workplace safety slogans at all project boundaries and set up safety experience zones. To ensure the environmental quality of the construction site and prevent dust, we install automatic sprinkler systems, harden the site, and green up bare soil. We also set up dust-proof water cannons and vehicle disinfection systems to keep trucks clean. Additionally, we proactively follow the refuse classification practices, and construction waste is centralized for proper disposal. To enhance the level of site safety control, we use a facial recognition system for access control and work shift tracking.



安全體驗區、樣板引路
Safety experience zone and sample for reference



施工圍護、安全標語
Construction fences and workplace safety slogan



場地硬化、定型欄桿
Site hardening, and standardized guardrails



沖洗消毒系統
Vehicle disinfection system



定型化欄桿重複利用
Reusable standardized guardrails



現場垃圾分類
On-site refuse classification



防塵水炮
Dust-proof water cannon



人臉識別系統
Facial recognition system

施工技術升級

Upgrade of construction technologies

朗詩綠色管理在地產項目中已經全面應用裝配式建築。

Landsea Green Management has fully applied the prefabricated construction in real estate projects.

卓越的質量 Excellent quality

- 大批量標準化生產構件，幾乎不受天氣影響，且在質量方面更加可靠；
Large-scale standardized production of components are mostly unaffected by weather conditions and are more reliable in terms of quality.
- 裝配式建築誤差達毫米級，精度高，且結構抗震性能好；
The precision of prefabricated construction is measured in millimeters, with high accuracy and excellent seismic performance.
- 已經享有較完整的標準設計體系。
A relatively complete standard design system.

省時即省力 Saving time is saving effort

- 構件生產完成後運輸至現場裝配，簡化工序，加快施工進度；
Completed components are transported to the site for assembly, simplifying the process and accelerating construction progress.
- 由於工廠生產不受天氣等自然條件的影響，工期更為可控，與傳統方式手工作業相比生產效率更高。
Factory production is not affected by natural conditions such as weather, ensuring a more controllable construction period and increasing production efficiency compared to traditional manual methods.
- 構件在工廠生產完成可以大幅減少人力需求與人工依賴，降低施工人員的勞動強度。
Completion of components at the factory significantly reduces labor demand and reliance on manual labor, thereby reducing the labor intensity of construction workers.

節能與節約 Energy-saving and conservation

- 施工過程中的物料浪費得到減少，也大大減少了施工現場的建築垃圾；
A waste of construction materials is minimized during the construction process, significantly reducing construction waste at the site.
- 幹法現場裝配，實現節水、節電、節材的環保施工。
Dry construction and on-site assembly are environmental construction techniques to save water, electricity, and materials.
- 由於疊合板做樓板底膜，外掛板做剪力牆的一側範本，節省了大量範本。
Use of composite panels as the floor membrane and external attachment panels as templates for one side of the shear wall saves a considerable amount of template material.

朗詩非常重視建築工地的安全係數，除了合規搭建工地設施外，也非常專注於細節的把控，嚴格管控施工單位使用的材料，包括對電盒壁厚、鋼管壁厚、鋼筋直徑、預埋管壁厚等施工材料進行測量。

Landsea Green Management recognizes the importance of safety at construction sites. In addition to complying with regulations for construction site facilities, we pay close attention to details and strictly control the materials used by construction units. This includes measuring the thickness of electrical boxes and steel pipes, the diameter of steel bars and the thickness of embedded pipes.



電盒壁厚、鋼管壁厚測量
Measuring the thickness of electrical boxes and steel pipes



鋼筋直徑、預埋管壁厚測量
Measuring the diameter of steel bars and the thickness of embedded pipes

案例 Exhibit

文明施工現場

Civilized Construction Site

安全文明的施工環境一直是朗詩建造項目的基礎，通過對現場進行勘察、制定規範制度、定期審核評估、安全隱患排查等標準化管理，有力的提升了施工現場的安全文明水平，保障了人民群眾的安全，為建築行業的高質量綠色發展做出了表率。

A safe and civilized construction environment has always been the foundation of Landsea Green Management's construction projects. Through standardized management practices such as site surveys, the development of regulatory systems, regular reviews and assessments, and safety hazard inspections, we have effectively improved the safety and civility of our construction sites, ensuring the safety of the public and setting an example for high-quality and green development in the construction industry.

2022年11月，武漢熙華府新建居住項目工程榮獲2021-2022年度第三批湖北省建築工程安全文明施工現場。

In November 2022, the Xihua Mansion in Wuhan, which is a residential construction project, was awarded the "2021-2022 Hubei Province Safe and Civilized Construction Site for Building Projects" among the third group of award nominations.



武漢熙華府安全楚天杯
Safety Chutian Cup for Xihua Mansion in Wuhan

安全生產管理體系

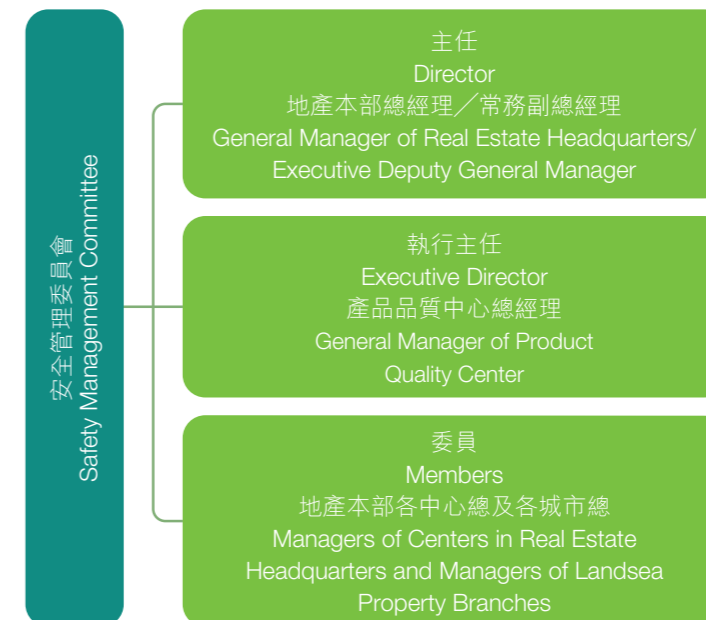
Safe Production Management System

朗詩綠色管理始終以「生命至上、安全發展」為核心指導建設生產工作，我們嚴格遵守《中華人民共和國安全生產法》《建設工程安全生產管理條例》《職業健康安全管理體系規範》等法律法規。同時，制定《安全管理辦法》《安全生產目標及責任制管理指引》《項目安全管理手冊》等內部制度文件完善安全管理要求，涵蓋制度建設、管理指引、標準化及可視化手冊等30餘項安全生產管理制度文件，切實增強公司健康、安全與環境管理水平。

Landsea Green Management has always adhered to the core principle of "safe development with life first and foremost" in its construction and production work. We strictly comply with laws and regulations, including the *Work Safety Law of the People's Republic of China*, *Administrative Regulations on the Work Safety of Construction Projects*, and *Regulations on Occupational Health and Safety Management Systems*, and have formulated and improved the safety management requirements of over 30 regulatory documents governing safe production management regarding systems, guidelines, standards, and visual manuals, such as *Measures on Safety Management*, *Guidelines for Safe Production Goal and Responsibility System Management*, *Project Safety Management Manual*, to enhance the Company's health, safety, and environment management ability.

多年來的安全文化理念傳承，來源於我們對員工在工作場所的安全與健康的重視，成立自下而上的安全管理體系，以制度體系管控工程安全為原則，同時訂立清晰的安全管理目標，降低項目建設和運營管理中的安全隱患，實現安全的生產環境。

Our safety culture has been passed down for many years, stemming from our commitment to the safety and health of our employees in the workplace. We have established a bottom-up safety management system, with the principle of controlling engineering safety through institutions and systems, and set clear safety management targets to reduce safety hazards in project construction and operation management, achieving a safe production environment.



安全生產管理目標
Goals of Safe Production Management



安全生產全流程控制
Safe Production Control throughout the Whole Process

為切實保障施工全過程安全，我們對安全生產管理採取事前、事中、事後的全流程控制於監督，確保每個環節均符合安全生產標準，將安全事故發生的可能性降到最低。

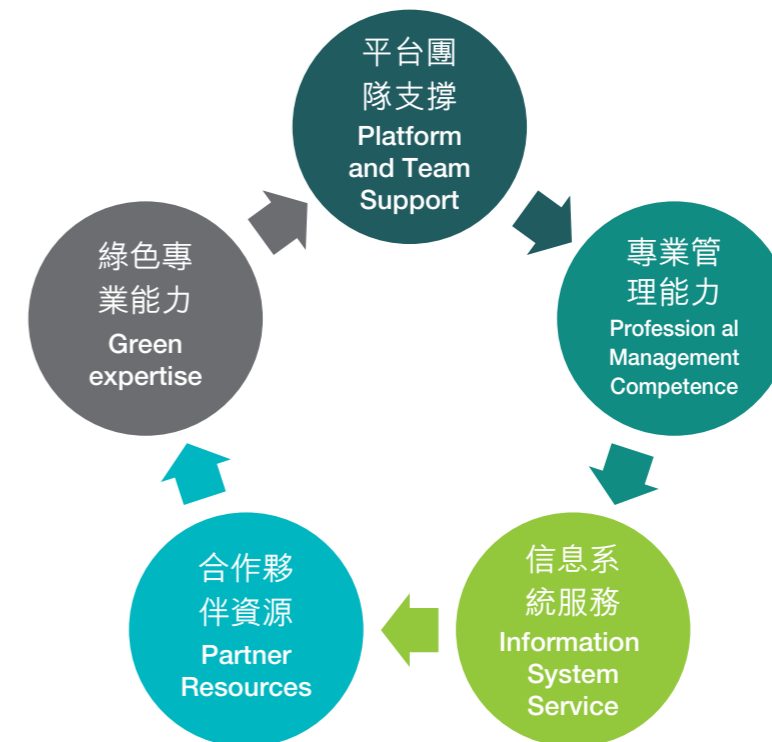
In order to effectively ensure safety throughout the whole construction process, we implement feedforward, concurrent, and feedback control and supervision in safe production management. This ensures that each production procedure complies with safety production standards and minimizes the possibility of safety accidents.

事前 — 項目開工前 Feedforward control — before construction	事中 — 項目施工中 Concurrent control — during construction	事後 — 項目完工後 Feedback control — after construction
<ul style="list-style-type: none"> 率先規範安全管控 Taking the lead in standardizing safety control 全盤開展安全檢查交底工作 Comprehensively conduct safety check and explanation 	<ul style="list-style-type: none"> 貫徹監督檢查工作 Carry out supervision and inspection 定期召開安全月度專題會議 Hold monthly meeting on safety issues on a regular basis 履行安全專項方案報審 Submit safety proposals for examination 	<ul style="list-style-type: none"> 嚴格處理、追責、整改，監督並指導未來工作安全方向 Strictly manage the corrective actions, supervising and guiding the future work to a safety direction 安全事故採取分級別應急處理，深化安全領導職責 Respond to emergent safety accidents of different levels and strengthening the responsibilities of safety leaders

代建運營管理服務體系
Operational Management System for Project Management Services

基於朗詩綠色管理自身稟賦以及過往代建合作項目的經驗，針對合作過程潛在的困難和挑戰，我們分別從運營管控、成本管控、合作溝通、產異化產品、常見問題等五個維度進行詳盡而有效的深度總結，匠心著作《代建白皮書》，作為執行規範，打造一項一策的個性化的靈活代建服務，進一步提升我們的代建能力和產品服務質量，為合作方創造多維度價值，鑄造雙贏的結果。

Leveraging its own endowment and experience from project management services projects in the past, Landsea Green Management thoroughly and effectively summarizes potential difficulties and challenges in the cooperation process from five dimensions: operational management, cost control, cooperation and communication, product differentiation, and common problems. The *White Paper on Project Management Services* serve as an implementation standard that guide us to provide flexible and personalized project management services on a case-by-case basis. This further improves our project management services capability and product service quality and creates multi-dimensional value for our partners, achieving a win-win outcome.



十四項服務細則
14 Service Terms

一、前期管理 Pre-construction management	1. 客戶調研 Customer survey 2. 項目定位 Project positioning 3. 規劃設計 Planning and design 4. 項目目標及開發計劃 Project objective and development plan
二、營銷管理 Marketing management	5. 銷售管理 Sales management 6. 營銷與策劃 Marketing and planning 7. 客戶服務與督導 Customer service and supervision
三、建設與交付 Construction and delivery	8. 採購管理 Procurement management 9. 成本管理 Cost control 10. 工程建設管理 Project construction management 11. 竣工驗收與交付管理 Completion inspection and acceptance and delivery management
四、維保及檔案 Maintenance and files	12. 客服服務及維保 Customer service and maintenance 13. 圖紙與檔案 Drawings and files
五、財務管理 Financial management	14. 財務管理 financial management

綠色裝飾

Green Decoration

「人與自然和諧共生」是朗詩綠色管理「為人造房」的願景之一。顛覆傳統裝修選材、體驗與流程，我們致力於從源頭阻抑潛在污染、在過程中減少污染，依托朗綠科技的專業技術能力，建立了覆蓋設計、選材、施工、驗收全過程的裝修過程污染管控體系，最終以空氣標準進行成果驗收，確保裝修全流程綠色、健康、環保。

“Harmonious coexistence between humans and nature” is one of Landsea Green Management’s visions when fulfilling its mission of “Building Home for People.” Subverting traditional decoration material selection, experience, and process, we are committed to preventing potential pollution from the source and minimizing pollution throughout the process. With our professional green technology, we have established a waste control system throughout the whole process of design, material selection, construction, and acceptance. We conduct acceptance inspection based on air quality standards at the end to ensure that the whole decoration process is green, healthy, and environmentally friendly.

嚴謹的裝修流程管控 Rigorous control throughout the decoration process	設計階段 Design	<ul style="list-style-type: none"> 明確空氣質量目標、材料用量、建築物理條件等測算材料的環保標準，甄選合適材料。 Clearly define environmental standards for measuring materials such as air quality goal, usage volume, and physical conditions of buildings to select suitable materials.
	選材採購 Material selection & procurement	<ul style="list-style-type: none"> 招標過程中嚴選環保設計要求。 Rigorous selection of environmental design requirements during the bidding process. 為預防交叉污染，要求工廠按照生產標準，開關獨立生產線。 Request factories to develop independent pipelines in accordance with production standards to prevent cross contamination. 依據必要的證明文件和評審材料判斷選材是否達到該環保要求。 Determine if the materials meet environmental protection requirements by checking relevant certificates and assessment materials.
	施工管控 Construction control	<ul style="list-style-type: none"> 要求施工單位必須使用朗詩指定的裝修材料，並加以嚴格監管，嚴厲杜絕以次充好等問題。 Strictly request the construction unit to mandatorily use the decoration materials designated by Landsea, to ensure the quality of the construction. 對關鍵節點實施管控，每道工序完成後進行檢測，形成及時發現問題，溯源排查，解決問題的閉環管控。 Monitor and control key segments, inspect each processing step after it is completed, identify and resolve problems in a timely manner.
	完工驗收 Completion & acceptance	<ul style="list-style-type: none"> 按照空氣標準要求，聘請有資質的檢測機構，對項目進行空氣驗收檢測，並發佈數據。 Hire qualified testing institutions to test air quality of the projects in accordance with air standards and disclose testing data. 綠色宜居的健康環境 Healthy and Livable Green Environment

健康的空氣環境

Healthy Air



- 取風口精心設計，確保源頭空氣質量。
Carefully designed air intakes to ensure air quality.
- 過濾PM2.5，降低室內物理污染。
PM2.5 filtering to effectively reduce indoor physical pollution.
- 全置換通風，全流程甲醛監控，芬蘭S1級標準室內空氣質量。
Whole-house ventilation, whole-process formaldehyde monitoring and indoor air quality meeting Finnish S1 Standards.
- 嚴格選材標準，源頭控制裝修污染物。
Strict standard for material selection and source control of decoration pollutants.

健康的水環境

Healthy Water



- 室內直飲水系統，即開即享。
Indoor direct drinking water is readily available.
- 24小時集中熱水，提供便利生活。
24h concentrated hot water facilitates daily lives.
- 節水型水龍頭、馬桶，避免水資源浪費。
Water-saving faucets and toilets help avoid water wastage.

健康的光環境

Healthy Light



- 室內避免點光源，降低光污染。
Avoiding point light sources indoors to reduce light pollution.
- 通過適配的照度和色溫，實現局部照明和全景照明相結合，避免眩暈。
Combining local with panoramic lighting by adopting proper illuminance and color temperature, so as to avoid dizziness.
- 使用LED燈具，節約電能。
Using LED lights to save energy.

健康的聲環境

Healthy Sound



- 外部隔音好，內部噪音低。
Excellent soundproofing and low noise indoors.
- 浴室同層排水，避免鄰裡噪音。
Adopting the same floor toilet drainage system to avoid noise from neighbors.
- 架空地板鋪設，減少層間噪音。
Raised floor reduces noises between floor gaps.

健康的溫度環境

Healthy Temperature



- 室內溫度均勻，夜間起床不著涼。
Balanced indoor temperature preventing people from getting cold if getting up at night.
- 上下溫度梯級符合人體健康要求。
Temperature gradient in line with human body.

健康的濕度環境

Healthy Humidity



- 全年濕度低於70%，滿足人體健康需求。
Humidity below 70% throughout the year, satisfying health needs.
- 濕度適宜，可舒緩關節炎等疾病。
Suitable humidity conducive to the relief of arthritis and other diseases.

綠色營銷

Green Marketing

朗詩綠色管理秉持著負責任、透明、高效的營銷理念，通過數字化營銷與客戶建立更加緊密的聯繫和便捷的溝通方式，將傳統線下銷售模式轉為線上銷售，在為客戶提供更優質的產品和服務的同時，降低環境影響，構成綠色、快捷、可持續的營銷模式。

Upholding the principles of responsible, transparent and efficient marketing, Landsea Green Management has established closer contact and more convenient way of communication with its customers through digital marketing, thereby transforming traditional offline marketing into online marketing. By doing so, Landsea Green Management can reduce its impact on the environment while providing its customers with better products and services, thus forming a green, convenient and sustainable marketing model.

- 負責任的綠色線上營銷
Responsible Green Online Marketing



負責任和透明的營銷模式貫穿了朗詩綠色項目的發展過程。從第一個綠色項目開始，朗詩就開啟了先住後買試住體驗活動，幫助客戶提前了解朗詩產品，該活動已然形成傳統，並延續至今。2022年，朗詩在成都、南京、常熟、張家港、中山等多地，開展70多場相關活動。

-The responsible and transparent marketing model runs through the development process of Landsea's green projects. Landsea has initiated the living experience activity to help customers to familiarize the Landsea's products in advance since the first green project was launched. In 2022, Landsea carried out over 70 related activities in Chengdu, Nanjing, Changshu, Zhangjiagang, Zhongshan and other places.

朗詩使用由線上營銷平台、渠道分銷、智慧營銷板塊於一體的地產營銷數字化平台，不僅減少了各類印刷品的使用，還減少了員工的外出和差旅頻率，為朗詩有效降低自身運營環節碳排放作出貢獻，助力朗詩碳中和目標的實現。同時，Landsea Homes也已同步實現所有項目營銷環節數字化，如線上宣傳、網上登記、社交媒體宣傳與互動、郵件溝通等，在保證客戶體驗的前提下，最大程度減少線下運營活動相關碳排放。

Landsea established a digital property marketing platform that integrates online marketing, channel distribution, and intelligent marketing to replace the traditional offline marketing, which not only reduces the use of various printed materials, but also reduces the frequency of travel by employees, contributing to Landsea's effective reduction of carbon emissions in its own operations and helping Landsea achieve its carbon neutrality goal. At the same time, Landsea Homes has also realized the digitization of all project marketing links, such as online publicity, online registration, social media publicity and interaction, and email communication, to minimize carbon emissions related to offline operation activities while ensuring customer experience.



案例：多平台綠色線上營銷

Exhibit: Multi-platform Green Online Marketing

朗詩成都：

Landsea Chengdu:

2022年成都公司圍繞朗詩健康家小程序進一步探索，規範並豐富了各項目在小程序中的展示內容，拓展了應用場景。
In 2022, Landsea Chengdu further explored the Landsea Health Home Mini App by standardizing and enriching the content of various projects displayed in the mini-program, and expanding its application scenarios.

8-9月，川渝地區相繼出現極端高溫天氣、疫情管控等客觀狀況，成都公司利用線上售樓部，以直播、視頻、圖文等多種形式推進綠色營銷，其中直播27場，總計參與逾五萬人次，線上接待客戶近200組，實現線上成交十餘套。

In light of the extreme high temperatures and pandemic controls in Sichuan-Chongqing region between August and September, Landsea Chengdu utilized its online sales department to promote green marketing by means of live streaming, videos and graphics. Among them, 27 live streaming sessions were held, with a total of over 50,000 viewers and nearly 200 online customer receptions, bringing in more than ten online transactions.

微信視頻號也是成都公司實現綠色營銷的重要手段，視頻號主要以業主訪談、交付實錄等主題，通過不斷輸出項目賣點，強化新客戶印象，維繫老業主，累計播放量超30萬，點贊超6萬，進一步提升了市場曝光量與口碑。

WeChat Channels is also an important channel for Landsea Chengdu to achieve green marketing. Landsea Chengdu's WeChat Channel mainly focuses on themes such as owner interview and real-time delivery footage. By continuously highlighting project selling points, Landsea Chengdu has reinforced the impression of new customers and maintained its relationships with existing owners, with an accumulated number of views and likes over 300,000 and 60,000, respectively, further increasing the market exposure and reputation.



成都公司各線上銷售平台
Various Online Marketing Platforms of Landsea Chengdu

• 風控優化保障合規營銷

Ensuring Compliant Marketing through Optimized Risk Control

2022年，我們優化了產品服務風控，在銷售端前置銷售合同，保障樣板房、物料置辦的合規合法，具體舉措包括：
In 2022, we optimized the risk control of products and services by using pre-sale contracts on the sales end to ensure compliance and legality in model room construction and material procurement. Specific measures included:

1. 規範流程 Standardized procedures	<ul style="list-style-type: none"> 規範所有營銷類合同的執行、驗收、付款均有整套嚴格流程，確保風險的控制。 We have a complete set of strict procedures to regulate the execution, acceptance and payment of all marketing contracts to ensure the control of risks.
2. 多方比價 Price comparison	<ul style="list-style-type: none"> 所有金額超過2萬元的營銷採購均需通過三方比價的形式進行確認。 All marketing procurements exceeding RMB20,000 are subject to confirmation by way of a tripartite price comparison.
3. 合同約定 Contractual provisions	<ul style="list-style-type: none"> 營銷類合同條款中，就合作單位提供的服務或產品的時效、品質等進行嚴格規定，對於未按合同約定執行的明確違約責任。 Marketing contracts set out strict provisions regarding the timeliness, quality, and other aspects of services or products provided by partners, with explicit liability for breach of contract for failure to fulfill contractual obligations.
4. 驗收與保管 Acceptance and storage	<ul style="list-style-type: none"> 由專人對合作單位的服務或產品進行驗收。 Services or products provided by partners are subject to inspection and acceptance by designated individuals. 對於採購物資的保管和發放制定相應制度，嚴格執行，避免在使用過程中出現物資浪費、數量不清等問題。 A system is in place for the storage and distribution of procurement materials, which is strictly enforced to avoid waste and unclear quantities during their intended use.

2022年，朗詩綠色管理未因銷售合同採購發生任何相關風險事宜，也未有供應商就此產生糾紛事項。
In 2022, there were no risks arising from procurements under sales contracts involving Landsea Green Development, nor were there any disputes with suppliers in this regard.

綠色運營

Green Operation

• 信息平台支撐綠色運營

Green operation supported by information platform

為實現開發過程可知、可控、可溝通、可管理、可追溯，我們引入了全流程專業化信息系統，覆蓋合作代建項目經營看板、項目管理平台、數據決策分析。

To achieve transparency, controllability, communication, manageability, and traceability in the development process, we have introduced a fully specialized information system covering operational dashboards, project management platforms, and data analysis and decision-making of our project management services projects.



• 輕鬆愉快的綠色辦公

Relaxed and Pleasant Green Office

朗詩綠色管理通過制定《辦公樓環境管理指引》、發行《綠色辦公、綠色出行倡議書》，踐行無紙化辦公、線上會議以及節約用電、用水、鼓勵綠色出行等宣導環保工作宣導全員綠色辦公，盡可能減少運營過程中的能源和水資源消耗。

Landsea Green Management promotes green office through the formulation of the *Guidance on Environment Management of Office Building*, the release of the *Written Proposal on Green Office and Green Travel*, paperless office practices, online meetings, energy and water saving, and encouraging green travel, with the goal of minimizing energy and water consumption during operation.

電子化、無紙化辦公

Electronic and Paperless Office

- 線上審批，節約紙張；
Online approval to save paper;
- 線上會議，減少線下辦公帶來的碳排放。
Online meetings to reduce carbon emissions from offices.

節約用電
Energy Efficient

- 空調冬季不高於20度，夏季不低於26度，節約電力消耗；
Office air conditioning: no higher than 20°C in winter, while no lower than 26 °C in summer to save electricity consumption;
- 長期離開辦公區域需要關閉照明設備。
Office lighting: employees are asked to always turn off lights when leaving offices for a long period of time.

節約水資源
Water Saving

- 對用水設備開展日常維護和管理工作，珍惜每一滴水；
Closely check and maintain water devices to save every drop of water;
- 2022年，未在獲取水資源方面遇到困難。
In 2022, there was no difficulty in sourcing water.

綠色出行
Green Travel

- 鼓勵步行、公共交通代替開私家車、新能源車代替燃油車；
Encourage walking, public transport instead of private cars, new energy vehicles instead of fuel vehicles;
- 鼓勵員工爬樓梯代替坐電梯，採取電梯停靠雙數樓層、單數樓層建議步行、在樓梯間張貼標語等舉措。
Encourage employees to use the stairs instead of taking the elevator, take the elevator to stop on even-numbered floors while walking on odd-numbered floors, and post signs in stairwells.

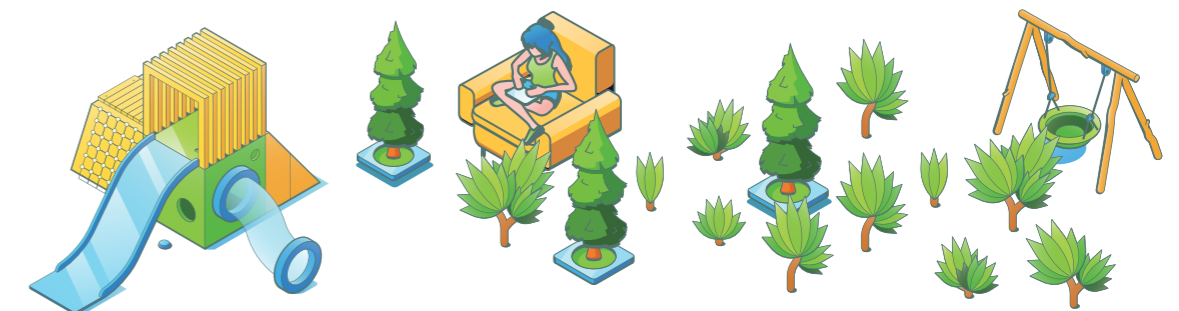
綠色社區
Green Community

我們堅持將可持續發展的責任福澤社區，打造環保、健康的社區環境，構建可持續社區綠色管理服務體系，將「為人造房」的使命融入運營的各個環節。

We are committed to fulfilling the responsibility of sustainable development and benefiting the community by creating an environmentally-friendly and healthy community environment. Our sustainable green management and service system in communities integrates the mission of "Building Home for People" into all aspects of operations.

綠色管理 Green management	防災韌性 Disaster prevention and resilience	污染控制 Pollution control	健康福祉 Health and welfare
<ul style="list-style-type: none"> 行動：在業主的全生活場景與建築的全生命週期內採取可持續服務方式 Action: serve residents in a sustainable manner in all life circumstances and throughout the building lifecycle 成效：實現服務目標到位、過程優化、回饋循環，最大限度地滿足業主需求 Effectiveness: achieve the service goals, optimize the service process, obtain service feedback, and meet residents' needs as much as possible 	<ul style="list-style-type: none"> 行動：主動管理自然災害、火災等突發災害、與氣候有關的風險以及突發安全性事件等 Action: actively respond to the natural disasters, unexpected disasters such as fires, climate-related risks, and unexpected accidents, minimize their impacts on residents. 成效：減少安全隱患、在風險發生時的情況下能夠迅速恢復 Effectiveness: ensure rapid recovery from these disasters, risks, and accidents 	<ul style="list-style-type: none"> 行動：對與社區運營有關的污染(光、聲、排水等)進行預防和控制 Action: prevent and control pollution (such as light, noise, and wastewater) 成效：為客戶打造健康的生活環境 Effectiveness: create a healthy living environment 	<ul style="list-style-type: none"> 行動與成效：在建築內部和外部為業主和用戶提供健康、安全、舒適和無障礙的生活環境 Action and effectiveness: provide healthy, safe, comfortable, and accessible living environments in and outside the buildings for residents

能耗管理 Energy consumption management	水資源管理 Water resource management	生態環境 Ecological environment	資源循環利用 Resource recycling
<ul style="list-style-type: none"> 行動：積極管理社區內能源消耗的各個環節 Action: manage energy consumption in communities with an active energy management and control method 成效：將社區運營的碳排放降到最低 Effectiveness: minimal carbon emissions and protecting the environment 	<ul style="list-style-type: none"> 行動：在社區相關場地的全運營過程中可持續地使用水 Action: use water in a sustainable way in community operations 成效：在建築物的使用壽命內盡量節約水資源 Effectiveness: reduce the total amount of water used during the buildings' service life 	<ul style="list-style-type: none"> 行動：了解社區現有環境狀況，設置對社區景觀的長期管理計劃和手段，使社區和它所處的環境產生更廣泛、更友好的融合 Action: learn about the current environmental situation of communities and work out a long-term community landscape management plan to help communities integrate with their surrounding environment in a more extensive and friendly way 成效：提升生物多樣性以及居住幸福感 Effectiveness: improve biodiversity and living happiness 	<ul style="list-style-type: none"> 行動：鼓勵負責任和循環地使用實物資源，包括可持續性採購、垃圾分類與廢舊資源循環利用等 Action: encourage recycling and the utilization of resources in a responsible manner, for example through sustainable procurement, refuse classification, and waste resource recycling 成效：提高社區運營的可持續性 Effectiveness: enhance the sustainability of community operations



案例：朗詩蘇州蘇高新項目
Exhibit: Landsea Suzhou SND Project

朗詩蘇州蘇高新項目打造百萬方TOD綜合體，並引入中檢、中軟兩個省重大項目；雅樂雲庭和春熙雲庭社區內重點打造了全齡化景觀園林，多維度多層次的生活場景，全方位滿足業主休閒娛樂需求，營造高品質生活。

Landsea Suzhou SND project is a million-square-meter TOD complex that incorporates two major provincial-level projects of CCIC and ICS&S. Within the Yale Yunting and Chunxi Yunting communities, we focus on creating all-age landscape gardens and multi-dimensional and multi-level living scenes that fully satisfy the leisure and entertainment needs of homeowners, creating a high-quality living environment.



蘇高新項目鳥瞰圖
An Aerial View of Suzhou SND Project

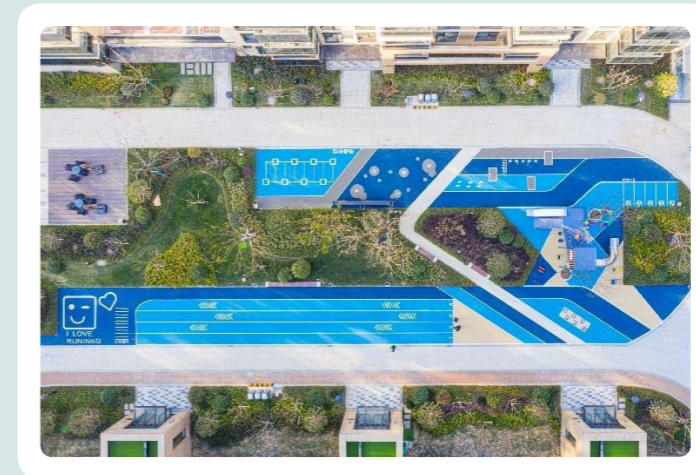


雅樂雲庭和春熙雲庭社區
Yale Yunting and Chunxi Yunting Communities

案例：無錫朗詩新郡
Exhibit: Wuxi Landsea New County

無錫朗詩新郡坐落於無錫經開區主軸，毗鄰金匱公園。精心打造的園林綠化更增添了綠色氣息。同時住宅立面採用簡潔典雅的現代建築風格，主要牆面採用米黃色一體板、銀灰色鋁板以及與灰褐色鋁板結合，給人以色彩溫馨，親切宜人的居家感受。

Wuxi Landsea New County is situated along the main axis of the Wuxi Economic Development District, adjacent to the Jingui Park. The well-designed gardens and landscape add a touch of green to the surroundings. Meanwhile, the residential facade features a simple and elegant modern architectural style, with the main walls using a combination of beige integral panels, silver aluminum panels, and gray-brown aluminum panels, creating a warm and cozy living experience.



無錫朗詩新郡
Wuxi Landsea New County

1.3 環境管理體系 1.3 Environment Management System

朗詩綠色管理貫徹落實可持續發展理念，在逐步實現低碳新維度增長和綠色轉型升級的同時，努力降低自身經營活動對環境造成的影響，施工全流程及運營有關的污染(光、聲、排水等)進行預防和控制，合理利用土地和自然資源，降低能源消耗，為客戶打造健康的生活環境。

Landsea Green Management is committed to the concept of sustainable development. While gradually achieving low-carbon growth and green transformation and upgrading, Landsea Green Management strives to reduce the impact of its business activities on the environment, by taking preventive and control measures for pollution (light, noise, wastewater, etc.) throughout the construction process and operation, making rational use of land and natural resources, and reducing energy consumption to create a healthy living environment for its customers.



污染控制與廢棄物管理 Pollution Control and Waste Management

朗詩嚴格遵守《中華人民共和國環境保護法》《中華人民共和國大氣污染防治法》等法律法規保障空氣質量，同時遵循《中華人民共和國防止陸源污染物污染損害海洋環境管理條例》《中華人民共和國固體廢物污染環境防治法》《國家危險廢棄物名錄》《城市生活垃圾管理辦法》等國家要求管理廢棄物，對於有毒有害廢棄物回收後交由有資質的單位處理，避免污染土壤和地下水；嚴格規範垃圾處理，開展減量化和資源化處置，全面踐行環境保護的社會責任。

Landsea strictly observes the *Environmental Protection Law of the People's Republic of China*, *Law of the People's Republic of China on the Prevention and Control of Atmospheric Pollution*, and other laws and regulations to safeguard air quality. At the same time, we manage wastes in accordance with the *Regulations of the People's Republic of China on the Prevention of Pollution Damage to the Marine Environment by Land-sourced Pollutants*, the *Law of the People's Republic of China on Prevention and Control of Environmental Pollution by Solid Waste*, the *National Catalogue of Hazardous Wastes* and the *Administrative Measures for Urban Household Garbage* and other national regulations. Toxic and hazardous waste is collected and handed over to qualified units for disposal to avoid contaminating soil and groundwater; waste disposal is strictly regulated and waste reduction and recycling is carried out. All of these reflect our full commitment to the social responsibility of environmental protection.

控制揚塵

Dust control

- 在土方作業、結構施工、安裝裝修、拆除臨時建築物階段，採取清理積塵、灑水、高壓噴霧、圍擋的防揚塵措施。
Taking dust control measures such as cleaning, watering, high-pressure spraying and setting barriers during earthworks, structural construction, decoration and installation, and temporary buildings removal.
- 在建工地對車輛採取嚴密的封閉措施。
Implementing strict closure measures on vehicles entering the construction site.
- 在施工現場的合理區域設置沖洗設施。
Setting up washing facilities properly on the construction site.

	目標 Target	舉措 Measures	2022年進展 Progress in 2022
廢棄物目標 Waste disposal target	<ul style="list-style-type: none"> 減少項目施工以及辦公運營的廢棄物產生 Reducing waste generation from project construction and office operations 	<ul style="list-style-type: none"> 施工人員的生活區域設置封閉式垃圾容器，同時對建築垃圾進行分類，集中送到施工現場垃圾站統一運出，儘量避免囤積過久 Providing enclosed garbage containers in the living areas for construction personnel, sorting and delivering construction waste to the construction site garbage station for centralized disposal to avoid long-term storage HPH高性能住宅項目：以行業標準用量為基數，通過降低6個方面材料的損耗來降低廢料 Reducing waste of High-Performance Homes projects by lowering material consumption in six areas based on industry-standard usage 	<ul style="list-style-type: none"> HPH高性能住宅項目總體廢料下降達10%–25% 10%–25% reduction in the overall waste of High-Performance Homes projects 辦公產生有害廢棄物總量下降達38% 38% decrease in total office hazardous waste discharged



能源使用與消耗 Energy Use and Consumption

我們自覺遵守《中華人民共和國節約能源法》《「十四五」節能減排綜合工作方案》《節約用電管理辦法》等規章管理法例。積極管理項目全生命週期各個環節的能源消耗，將各個運營的碳排放降到最低，同時鼓勵員工、租戶、供應商和其他合作夥伴建立節能降耗的習慣，切實減少能源消耗及碳排放。

We consciously abide by the *Law of the People's Republic of China on Energy Conservation*, the *Comprehensive Work Plan for Energy Conservation and Emission Reduction during the "14th Five-Year Plan Period"*, the *Administrative Measures for Electricity Conservation* and other rules and regulations. Specifically, we actively manage the energy consumption of all aspects throughout the project life cycle, and minimize the carbon emissions of each operation. Meanwhile, our employees, tenants, suppliers, and other partners are encouraged to develop habits of energy conservation and consumption reduction, to effectively reduce energy consumption and carbon emissions.

目標 Target	舉措 Measures	2022年進展 Progress in 2022
能效目標 Energy efficiency target	<ul style="list-style-type: none"> 減少能源消耗，提高可再生能源使用佔比，實現能源轉型，推動更多「零碳建築」發展 Reducing energy consumption, increasing the proportion of renewable energy use, achieving energy transformation and promoting the development of more "zero-carbon buildings" 提高新建項目以及運營中業務的可再生能源使用比例 Increasing the proportion of renewable energy used in new projects and business in operation 提高建築能效 Improving energy efficiency of buildings 安裝屋頂光伏，實現清潔電力自發自用 Installing rooftop photovoltaic to realize self-use of clean electricity 結合其他節能措施、節能系統與樓棟設計的優化，使可再生能源產能大於建築能耗水平 Ensuring that the capacity of renewable energy exceeds the energy consumption of buildings in combination with other energy-saving measures, optimization of the energy-saving system, and building design 	<ul style="list-style-type: none"> 零碳辦公樓年均減少大約250萬度電網供電 Zero-carbon buildings contributing to an annual average reduction of grid electricity consumption by approximately 2.50 million kilowatt-hours



水資源管理 Water Resource Management

我們重視水資源保護，恪守《中華人民共和國水污染防治法》《城市節約用水管理規定》等相關法規，實施施工現場污水的防控措施，設置化糞池、隔油池、沉澱池等。對涉及有毒性的油料和材料的存儲地，設計密封嚴密的隔水層，認真做好防滲、防漏處理，保護水資源。公司使用的水資源主要來自於市政供水。

We attach great importance to water resource protection. We strictly abide by the *Law of the People's Republic of China on Prevention and Control of Water Pollution*, *Urban Water Conservation Regulations* and other relevant regulations, and implement measures to the prevent and control waste water at construction sites, including installation of septic-tanks, oil traps, and sedimentation tanks. For places where toxic oil and materials are stored, tightly sealed water resisting layers have been designed to prevent seepage and leakage in order to protect water resources. The water resources used by the Company mainly come from municipal water supply.

目標 Target	舉措 Measures	2022年進展 Progress
水效目標 Water efficiency target	<ul style="list-style-type: none"> 降低水資源消耗 Reducing water resource consumption 	<ul style="list-style-type: none"> 在項目和場地的全運營過程中可持續地使用水，在建築物的使用壽命內盡量節約水資源 Using water in a sustainable way in community operations and reducing the total amount of water used during the buildings' service life 為建築室內裝配盡可能多的節水型水龍頭、馬桶，避免水資源浪費 Installing water-saving faucets and toilets inside buildings as much as possible to avoid water wastage 提高施工及建築用水效率 Improving water use efficiency during construction and in buildings

• 用水密度0.42立方米/平方米
Water intensity: 0.42m³/m²



資源節約 Resource Conservation

負責任和循環地使用實物資源是朗詩綠色管理一直鼓勵的倡議之一，特別制定《設計資源庫管理辦法》等內部制度。我們重視可持續性採購、垃圾分類與廢舊資源循環利用等，提高資源與材料的可持續性。在對垃圾進行分門別類處置時，盡可能將有價值的施工垃圾回收再利用，努力將回收率和再利用率提到30%以上。

Responsible recycling and utilization of resources is one of the initiatives that Landsea Green Management has consistently encouraged. We have formulated internal regulations such as Management Measures for the *Design Resource Pool*. We place emphasis on sustainable procurement, waste sorting, and the recycling of waste materials to enhance the sustainability of resources and materials. When sorting and disposing of waste, we strive to recycle and reuse valuable construction waste as much as possible, with a goal of achieving a recycling and reuse rate of over 30%.



噪音治理 Noise Control

我們遵從《中華人民共和國環境噪音污染防治法》及《建築施工場界噪音限值》等相關規定，嚴格控制工地噪音與振動，實時監測施工噪音，採取低振動、低噪音的施工機具，同時設置臨時隔音和隔振動的屏障措施，減少噪音污染。

We strictly control noise and vibrations at construction sites in accordance with the *Law of the People's Republic of China on Prevention and Control of Environmental Noise Pollution*, the *Noise Limits on Construction Sites* and other relevant regulations. Specifically, we monitor construction noise in real time, use low-vibration and low-noise construction equipment and set up temporary sound-proofing and vibration isolation barriers to minimize noise pollution.



生態環境保護 Ecological Environment Protection

朗詩綠色管理深知生態平衡對可持續發展的重要性，參考《中華人民共和國循環經濟促進法》，悉力構建人與自然和諧共生的生態環境，盡量降低業務對周邊自然環境和生態系統的影響。

Recognizing the importance of ecological balance to sustainable development, Landsea Green Management is committed to building an ecological environment where humans and nature can co-exist in harmony with reference to the *Law of the People's Republic of China on Promoting the Development of a Recycling Economy*, in order to minimize the impact of its business operations on the surrounding natural environment and ecosystems.

節約施工用地

Optimal Land Utilization

- 對僅需臨時施工用地的項目，遵循用地面積最小化的原則，提倡緊湊、合理地規劃平面佈局，提高用地的利用效率。
For projects requiring only temporary construction land, minimizing the area used and planning the layout compactly and reasonably, so as to improve land use efficiency.
- 在鋪設施工現場道路時，盡量減少道路的佔地面積，將臨時道路與永久道路靈活結合，或採取環形通路的鋪設方式。
When building roads on the construction site, integrating temporary roads with permanent ones, or designing ring-shaped passages to reduce the area occupancy as much as possible.

保護施工土壤

Soil protection

- 及時在施工造成的裸土區域種植速生草種，保護生態環境。
Planting fast-growing grass seeds in the areas of bare soil caused by construction to protect the ecological environment.
- 採取設置地表排水系統、穩定斜坡、植被覆蓋等措施，解決因施工造成容易發生地表徑流土壤流失的情況，減少土壤流失。
Taking measures such as setting surface drainage system, stabilizing slopes, and vegetation coverage to reduce soil erosion due to construction-caused surface runoff.
- 主動將有毒有害廢棄物回收後交由資質的單位處理，不可作為建築垃圾外運，避免污染土壤和地下水。
Toxic and hazardous wastes should be proactively handed over to qualified units for treatment after recycling, and shall not be transported inappropriately as construction waste, so as to avoid polluting soil and groundwater.



02

社會篇 Social

攜手各方， 一同築夢溫馨社會

Building a Warm Society Hand in Hand

為客戶打造高品質服務
Delivering High-quality Services to Customers

為夥伴打造可持續供應鏈
Sustainable Supply Chain for Partners

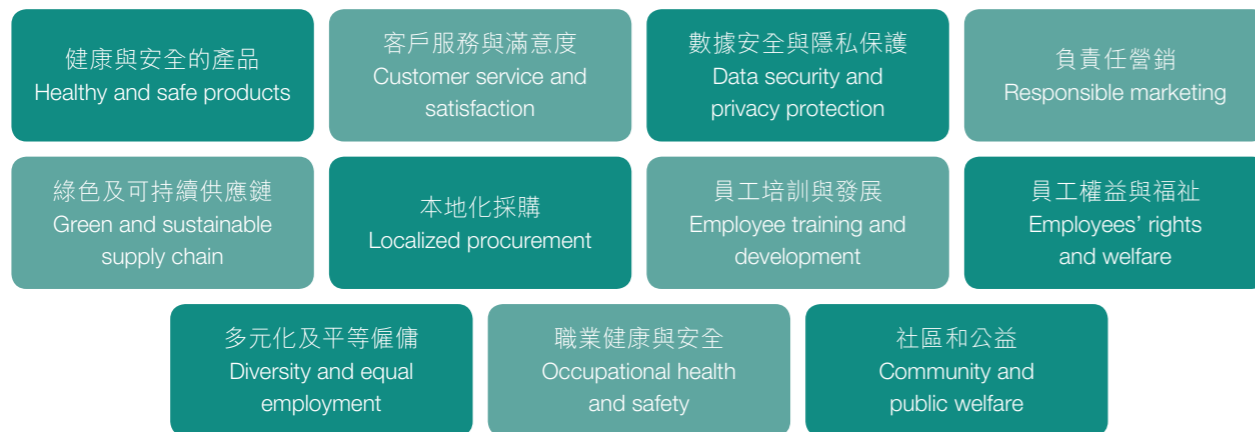
為員工營造「以人為本」的陽光職場
Creating a "People-oriented" Positive Workplace for Employees

為社會貢獻溫暖和諧
Contributing Warm Strength and Harmony to Society



本章節回應的重要性議題：

Key issues to be responded to in this chapter:



本章節回應的聯合國可持續發展目標 (SDGs)

UN sustainable development goals (SDGs) to be responded to in this chapter



2.1 為客戶打造高品質服務

2.1 Delivering High-quality Services to Customers

關鍵績效

Key performance

共交付項目 29 個
共計交付房屋 16,037 套
A total of 29 projects were delivered
A total of 16,037 houses were delivered

保障客戶滿意度

Ensuring Customer Satisfaction

朗詩綠色管理以客戶需求為導向，持續推進客服體系標準化建設，為客戶全生命週期風控管理與滿意度服務保駕護航。2022年，我們積極調整調研方式，開展節點式調研，及時發現短板並改進問題，將項目開盤獎、交付獎與客戶滿意度掛鉤，督導項目人員做好關鍵客戶觸點工作。

By taking a customer-oriented approach, Landsea Green Management continuously promotes the standardization of its customer service system, which serves as an institutional guarantee for providing full-lifecycle risk control and satisfaction services to its customers. In 2022, we actively adjusted our research methods and conducted node-based research to promptly identify weaknesses and make improvements. We linked project opening awards and delivery awards with customer satisfaction to supervise project personnel in managing key customer touchpoints.

本年度，我們在中國市場平穩交付29個項目，共計交付房屋16,037套，每個項目交付前均由各區域公司相關部門進行內部檢查，對發現的問題進行整改，再由總部客服、工程、設計、物業等部門針對每個交付項目進行交付反審，對交付前存在的問題要求整改、對交付工作進行指導，確保每個項目順利交付。此外，我們立足於實際業務需求，不斷推動客服信息化管理工作，建立房修管理機制，與客戶信息、客戶服務工作，形成高效的客戶服務信息化管理手段。

This year, we smoothly delivered a total of 29 projects and 16,037 houses in the PRC market. Before the delivery of each project, relevant departments of the regional companies conducted internal inspections and rectified any issues found. Then, the headquarters' customer service, engineering, design, property management and other departments conducted a reverse review for each project to be delivered, requiring rectification of any issues found before delivery and providing guidance on the delivery to ensure the smooth delivery of each project. In addition, based on actual business needs, we continuously promoted the application of information technology in customer service work and established a house repair management system that integrated with customer information and customer service work, forming an efficient means of managing customer service through information technology.

項目示範區開放及銷售階段 Project demonstration zone opening and sales stage

- 對法律法規、證照、紅線內外不利因素、示範區公示內容、銷售及簽約環節中的風險事項進行全面梳理、提示及督促整改
Conducting a comprehensive review of legal and regulatory compliance, permits and licenses, adverse factors within and beyond the red line, disclosures of demonstration areas, and risk factors in the sales and signing process, and providing reminders and urging rectification
- 與工程、設計、營銷、招採等專業協作，加強示範區品質管理
Collaborating with engineering, design, marketing, bidding & procurement and other professionals to strengthen the quality management of demonstration zones



項目交付前及交付階段 Project pre-delivery and delivery stage

- 對相關法律法規、證照、銷售合同、銷售承諾、工程施工質量、物業管理等風險事項進行全面梳理、提示並督促整改
Conducting a comprehensive review of legal and regulatory compliance, permits and licenses, adverse factors within and beyond the red line, disclosures of demonstration areas, and risk factors in the sales and signing process, and providing reminders and urging rectification
- 通過交付樣板、交付前90天等節點管控，進行風險過程評估及督導
Conducting risk process assessment and supervision through node control points such as model room delivery and 90 days before delivery

朗詩反向審查制度
Landsea Reverse Review Mechanism

案例：成都朗詩未來街區屢獲客戶好評

Exhibit: Chengdu Landsea Future Block is Well-received by Customers

成都朗詩未來街區是朗詩成都城市公司單項目建造精裝修戶數最多的項目，共計2,818戶。在本項目的開發建設過程中，我們通過健全的反向審查制度，為客戶提供真實及完整的信息。基於朗詩所形成的售前、售中、售後的全週期客戶服務體系，我們通過尊重客戶需求、快速高效回饋及搭建多元化的溝通渠道，為業主提供全方位的溫馨服務，營造人居環境和諧共生、鄰裡和睦友好的美好社區。

Chengdu Landsea Future Block is Landsea Chengdu City Company's single project with the largest number of fine decoration units, totaling 2,818 units. During the development and construction of this project, we provided customers with real and complete information through a sound reverse review system. Based on Landsea's whole-process customer service system covering pre-sale, sale, and after-sale, we provided homeowners with all-round and warm-hearted services to by respecting customer needs, responding quickly and efficiently, and building diversified communication channels, creating a harmonious and friendly community between the people and the environment.

- 本項目自銷售以來，保持98%以上的銷售服務滿意度，項目在建造過程中屢屢獲得各項優秀工程質量獎，獲得業界和業主的好評；
Since the commencement of sales, this project has maintained a satisfaction rate of over 98% for its sales services, and has won numerous awards for excellent engineering quality during the construction process and received wide recognition from both the industry and homeowners;

- 在設計公共區域時，我們堅持大堂和景觀設計需貼近客戶需求，同時打造各年齡段休閒娛樂架空層空間，營造良好的歸家和生活氣息；
When designing public areas, we insisted on tailoring the lobby and landscape designs to meet customer needs, while creating recreational space for all age groups in the open floor, thus creating a welcoming environment for residents to return to and live in;
- 項目交付內驗階段，我們聘請第三方專業內驗團隊，精雕細琢打磨產品，集中交付前組織工地開放，做到100%全覆蓋邀約，提供預驗房服務，在單批次交付戶數大於1,000戶的情況下，最終實現總體交付率90%，到場交付率100%，交付滿意度90分，戶均缺陷率僅1條的優秀成績。
During the internal inspection phase of project delivery, we engaged a third-party professional inspection team to conduct a meticulous inspection of the project. Prior to centralized delivery, we organized an open house day, with 100% coverage of invitations and provided pre-inspection services. With more than 1,000 households delivered in a single batch, we achieved an overall delivery rate of 90%, an on-site delivery rate of 100% and a delivery satisfaction rate of 90, with an average defect rate of only 1.



成都朗詩未來街區
Chengdu Landsea Future Block

朗詩已設立了常態化、多元化、信息化的客戶溝通渠道，開設面向全體業主、廣大客戶、合作伙伴等所有人群對的全國客戶熱線及各地區熱線、微信公眾號、郵箱等，以便及時了解並迅速回應客戶需求，促進服務水平的持續提升。
Landsea has established a normalized, diversified, and digitalized customer communication channel, including a national customer hotline, regional hotlines, WeChat public accounts, and emails, accessible to all homeowners, customers, partners, and other groups. This enables us to promptly understand and respond to customer needs, thereby continuously improving our service level.

案例：零距離溝通

Exhibit: Zero-distance Communication

西安公司未來街區項目開展總經理見面日活動，就業主關注規劃路、燃氣事宜現場溝通，開通了業主與公司高管之間的溝通渠道，增加了業主對項目的信任與認可度。

A general manager meet-up event was organized for Xi'an Jiapeng Future Block project, where homeowners were able to discuss their concerns regarding road planning and gas-related matters. This event opened up a communication channel between homeowners and company executives, increasing homeowners' trust and recognition of the project.

2020年6月22日，宜興朗詩新都府業主開放日如期而至，家的神秘面紗由此揭開。為了讓廣大關心項目的業主儘早看到『家的輪廓』，也為即將到來的首批房源正式交付做好進一步打磨、調試，朗詩綠色管理籌劃組織了本次業主開放日活動，採用線上報名形式向朗詩新都府業主發出邀請，同時為避免大規模聚集的健康風險，本次活動採用了分批預約、限流參與的方式，最大程度保障了廣大業主的安全。現場每一個環節都做到井井有條，讓業主的歸家之旅，在安全的環境下有序進行。宜興新都府項目交付後滿意度調研達到97分，保障了優異的客戶滿意度。

On 22 June 2020, Yixing Landsea Xindu Mansion housing project held an open house event as scheduled, unveiling the mystery of the houses for homeowners. In order to allow homeowners who are concerned about the project to see the 'home's outline' as early as possible and to make further refinement and adjustment for the incoming official delivery of the first batch of homes, Landsea Green Management organized this open house event through online registration, and sent invitations to homeowners of Landsea Xindu Mansion. Meanwhile, to avoid the health risks associated with large-scale gathering, the event was organized with the system of batch reservation and limited participation, ensuring the safety of homeowners to the greatest extent possible. Every aspect of the event was well-organized, ensuring that homeowners' journey home was conducted in a safe and orderly manner. Yixing Landsea Xindu Mansion ensured excellent customer satisfaction, with a score of 97 in the post-delivery satisfaction survey.



西安未來街區「總經理面對面」活動
“General Manager Meet-up” Event of Xi'an Future Block



宜興朗詩新都府業主開放日
Open House Day of Yixing Landsea Xindu Mansion



健全投訴應對機制

Improving Complaint Handling Mechanism

朗詩擁有完善的客戶投訴機制，我們認真傾聽客戶的意見與建議，嚴格落實相關糾正與改進措施，在投訴處理完成後進行回訪，確保客戶需求得到滿足。

Landsea has a sound customer complaint mechanism. We listen carefully to our customers' opinions and suggestions, strictly implement relevant corrective and improvement measures, and conduct follow-up visits after the complaint handling process to ensure that customer needs are met.

第一步 Step 1

接聽客戶投訴，傾聽訴求，並安撫情緒，詳細記錄投訴信息（業主信息、細節描述、佐證資料等）

Answer customer calls, listen to their complaints, appease their emotions, and record their complaints (owner information, detailed description, supporting documents, etc.) in detail.

第二步 Step 2

投訴任務分類，1小時內指派受理責任人，抄送項目客服

Classify complaints, assign the responsible personnel for acceptance within 1 hour, and loop in the project customer services.

第三步 Step 3

相關責任人收到投訴信息後，1個工作日內，核實投訴信息並應與客戶積極溝通處理

After receiving the complaint information, the responsible personnel will verify the complaint information, and actively communicate with the customer, making sure to respond within 24 hours.

第四步 Step 4

客服專員在每隔24小時後跟進處理進展，保證投訴及時處理

After receiving the complaint information, the responsible personnel will verify the complaint information, and actively communicate with the customer, making sure to respond within 24 hours.

第五步 Step 5

投訴超過7日未關閉，投訴任務責任人書面反饋處理進展，通知客服負責人和項目總，並視情況上報公司總經理室

If the complaint is not resolved within 7 days, the person responsible for complaint handling shall inform the customer service in charge and the general project manager of the progress in writing, and report to the general manager's office as appropriate.

第六步 Step 6

投訴任務處理完成後，由任務受理責任人將信息反饋至客服專員，24小時內回訪

After complaints are resolved, the person responsible for complaint handling will forward back the information to the customer service specialist and call back customers within 24 hours.

- 保護客戶隱私

Customer Privacy Protection

朗詩高度重視客戶隱私保護，嚴格遵守《中華人民共和國消費者權益保護法》《中華人民共和國網絡安全法》等相關法律法規，並制訂了《保密制度》《保密協議》等內部商業秘密保護制度。在日常經營中，我們要求員工嚴格遵守各項規定，確保客戶數據以安全的方式妥善保管，避免客戶隱私洩露，全力保障客戶個人隱私及信息安全。公司不斷審查客戶信息的管理，以確保過程中的保密性。

Landsea attaches great importance to customer privacy protection. We strictly abide by the *Law of the People's Republic of China on the Protection of Consumer Rights and Interests*, the *Cybersecurity Law of the People's Republic of China* and other relevant laws and regulations and has formulated internal business secret protection systems such as the *Confidentiality System* and the *Confidentiality Agreement*. In our daily operations, our employees are required to strictly abide by various regulations to ensure that customer data is securely and properly kept, and to avoid any leakage of customer privacy, in order to fully protect the personal privacy and information security of our customers. The Company constantly reviews the management of customer information to ensure the confidentiality in the process.

提供全流程高質量服務

Providing High-quality Services throughout the Whole Process

朗詩想客戶之所需，在售前、交付、售後階段，通過豐富、多元的活動以及高效的工作流程，為客戶提供全流程的高質量服務。

At Landsea, we think from the customer's perspective. At the pre-sales, delivery and after-sales stages, we provide customers with high-quality services throughout the whole process through a variety of diversified activities and efficient workflows.

- 售前服務

Pre-sale Services

對於已簽約購房、處於交房等待期的准業主，朗詩定期組織開展業主開放日、綠色科技體驗等多樣化的項目體驗活動，加深准業主對朗詩項目品質的認識，也有助於朗詩收集客戶前期訴求、意見與回饋，交付讓業主更滿意的優質產品。

For those prospective homeowners who are urging for delivery, Landsea regularly organizes a variety of project-experience activities such as Open House Day and trips to experience green technology. These activities not only deepen the prospective homeowners' understanding of the quality of Landsea's projects, but also help Landsea to comprehend customers' requests, opinions and feedback, thus delivering high-quality products to exceed the satisfaction of homeowners.

- 交付服務

Delivery Services

對於交付服務，朗詩科學規劃一站式交付流程，提前與業主進行溝通確認，移動與現場驗房手段並行，圓滿完成2022年各項目的交付活動。

In terms of delivery services, Landsea planned scientifically a one-stop delivery process, communicated and confirmed with homeowners in advance, and implemented both remote and on-site inspection processes to successfully complete the delivery activities of all projects in 2022.

案例：朗詩深圳公司組織准業主綠色科技體驗之旅並高效交付項目

Exhibit: Landsea Shenzhen Organized a Green Technology Experience Trip for Prospective Homeowners and Efficiently Delivered Project

本匯報期內，為了增強客戶對科技住宅產品的了解與信心，朗詩深圳公司開展綠色科技體驗之旅，邀約60名來自中山的准業主參觀了朗詩太湖研發基地、布魯克被動房、朗詩新郡等成熟社區。活動結束後多，多名業主自發為項目代言發聲，踴躍轉發活動推文，讓更多的業主對未來新家有了鮮活的期許。

During the reporting period, in order to strengthen customers' understanding and confidence in technological residential products, Landsea Shenzhen organized a green technology experience trip, inviting 60 potential homeowners from Zhongshan to visit the research and development base of Langshi Taihu Lake, the Bruck Passive House and Landsea New County. After the event, a number of homeowners spontaneously commented on the project's endorsement, and actively shared the event's posts, giving more homeowners a vivid expectation for the future homes.

作為朗詩集團的自由方舟首個大交付項目，深圳公司於交付前對中山尚郡項目組織2次內部巡查，並在交付前1周進行模擬交付，確保交付順利進行。

As the first large delivery project of Landsea Group's Free Ark, Landsea Shenzhen conducted two internal inspections of the Zhongshan Shang County project before delivery, and carried out a simulation delivery one week before the actual delivery to ensure a smooth delivery process.



准業主參觀朗詩太湖研發基地合影
A Group Photo of Potential Homeowners' Visit to the Research and Development Base of Langshi Taihu Lake

售後服務

After-sales Services

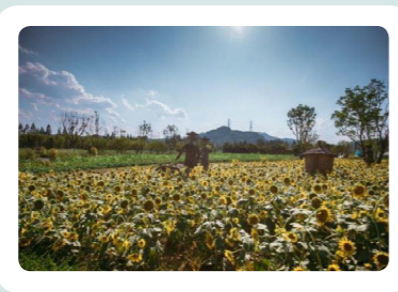
對於已交付的項目，朗詩持續追蹤業主滿意度與實際居住體驗，通過組織豐富的社區活動，為業主建設有溫度的綠色人文社區。

For the delivered projects, Landsea continues to track homeowners' satisfaction and actual living experience, and organizing a wide range of community activities, Landsea strives to building a warm, green and people-oriented community for homeowners.

案例：臨安農旅為項目創造人文價值
Exhibit: Lin'an agritourism creates cultural value for the project

2022年，朗詩特別開展臨安農旅活動，注重打造親子家庭和康養客群體驗為主的農旅氛圍，將觀光、農耕、研學、居住結合，傳遞朗詩·溪澗雅廬項目山居生活和自然旅居兩大核心價值。同時，該活動重視人文形象的塑造，利用「官窯、茶聖、錢王愛情故事」，打造宋文化藝術館，在形象和人文感知上豐富文化內涵，為項目注入文化靈魂。此外，臨安農旅活動擁有豐富的業態互動類型，將客戶逗留視為業態規劃的核心，項目打造露營、遊玩、餐飲和書吧等串聯的互動產品，讓客戶體現實現多業態閉環。

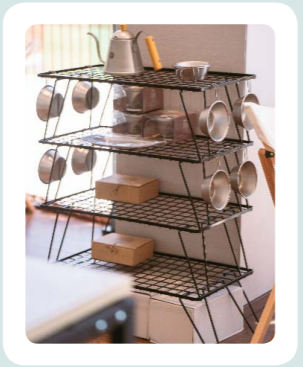
In 2022, Landsea launched a special agritourism activity in Lin'an, focusing on creating a family-friendly and wellness-oriented agritourism atmosphere for customer base. The activity integrates sightseeing, farming, study, and living to convey the two core values of mountain living and natural tourism of the Landsea • Xijian Yalu project. At the same time, the activity emphasizes shaping the expression of humanity and culture, and creates the Song Dynasty Culture and Art Museum using the "Guan ware, Sage of Tea, and Qian Wang's Romance", which enriches the cultural association with the cultural expression and perception, and integrates cultural values into the project. In addition, Lin'an Agritourism activity offers rich interactions, with customer experience at the core of its business planning. The project creates interactive products such as camping, amusement, dining, and book bar, to realize closed-loop multiple business formats.



臨安農旅傳遞山居生活與自然旅居的核心價值
Lin'an Agritourism conveys the core values of mountain living and natural tourism



割稻活動
Harvesting activity



銀器製作
Silverware making activity



松子書局
THE PINENUTS

2.2 為夥伴打造可持續供應鏈
2.2 Sustainable Supply Chain for Partners

供應商合規管理
Supplier Compliance Management

朗詩綠色管理自2016年制定「招標文件」，將環境合規要求納入其中，對供應鏈上游企業進行環境合規檢索。在「招標文件」中明確要求投標企業在供應商環境信息網站「蔚藍地圖」上提供企業的環境監管信息依據，對於供應商環境違規情況，我們要求供應商到「蔚藍地圖」網站提交公開說明，並督促和要求不合格企業採取及時整改措施。

Since 2016, Landsea Green Management has incorporated environmental compliance requirements into its "Request for Proposal", and has been assessing upstream suppliers' environmental compliance. The "Request for Proposal" explicitly specifies that bidding companies should provide their supporting documents for their environmental regulatory information on the "Blue Map", a environmental information website for suppliers. Where breaches of the relevant environmental regulations are identified, we require the suppliers to submit public explanations on the "Blue Map", and urge and request unqualified companies to take timely corrective measures.

2022年，朗詩綠色管理重點關注214家供應商，環境違規共記錄74家，針對環境監督記錄公開披露反饋說明的企業有9家，通過GCA審核撤除記錄的企業有31家。對於無任何改進舉措的供應商，朗詩將取消其中標資格。

In 2022, Landsea Green Management focused on tracking 214 suppliers, with a total of 74 suppliers having records of environmental violations, among which, 9 companies publicly disclosed feedback on their environmental supervision records, and 31 companies had their records removed through GCA review. Landsea will cancel the qualification of any bid winner who makes no rectifications.

目標 Goals	舉措 Measures	2022年進展 Progress in 2022
供應鏈管理目標 Supply chain management goals	<ul style="list-style-type: none"> 供應商環境合規審查率維持100% Maintain supplier environment compliance assessment rate at 100% 	<ul style="list-style-type: none"> 要求供應商在「蔚藍地圖」網站提供企業的環境監管信息，並督促和要求不合格企業採取及時整改措施 Suppliers are required to provide their environmental regulatory information on the "Blue Map", and unqualified companies are urged and requested to take timely corrective measures
		<ul style="list-style-type: none"> 供應商環境合規審查率維持100% Maintain supplier environment compliance assessment rate at 100%

綠色採購實踐

Green Procurement Practice

朗詩綠色管理嚴格遵守《中華人民共和國招投標法》及《中華人民共和國政府採購法》等國家法律法規，並制定了《採購管理辦法》《朗詩陽光採購政策》及《供應商審核制度》等內部供應鏈管理制度，堅持「不綠色，不採購」的原則，將可持續發展因素融入供應商篩選與考核中。通過貫徹綠色採購，我們希望打造覆蓋全生命週期的綠色生活體系，構建「健康、綠色、可持續」的完整價值鏈。

In strict compliance with national laws and regulations such as the *Tendering and Bidding Law of the People's Republic of China* and the *Government Procurement Law of the People's Republic of China*, Landsea Green Management has established internal supply chain management systems such as the *Procurement Management Measures*, *Landsea Transparent Procurement Policy*, and *Supplier Review System*. We adhere to the principle of "only purchasing green materials" and incorporate sustainable development factors into our supplier selection and evaluation. Through the implementation of green procurement, we wish to create a green living system covering the entire life cycle and build a complete value chain that is "healthy, green, and sustainable".

我們十分重視供應商的品質，以及對可持續發展理念的理解與重視。對供應商的合規管理體現在進行入庫審核、資質審核、業績審核，並通過天眼查等軟件，審核供應商信用，確保供應商合法、守信、綠色。

We recognize great importance to the quality of our suppliers, as well as their understanding and emphasis on sustainable development concepts. Our supplier compliance management is reflected in our review of their warehousing, qualifications, and performance. We also use software such as Tianyancha to review the creditability of our suppliers, and ensure that they are legal, trustworthy, and green.

• 陽光採購政策：

Transparent procurement policy:

公開透明 Openness and transparency	<ul style="list-style-type: none"> • 高效利用網招平台進行線上招標，過程受控 • 操作日誌及時跟蹤，為信息透明打下基礎 • 簽署廉潔協議，踐行契約精神 • Bidding through online platforms with monitored processes • Timely tracking of operation logs to lay a foundation for information transparency • Signing integrity agreements and practicing contract spirit
科學高效 Scientific and efficient	<ul style="list-style-type: none"> • 招標小組實行獨立運作，明確其職責 • A bidding team with independent operation and clear responsibilities
評估公正 Fair evaluation	<ul style="list-style-type: none"> • 客觀公正的雙向評估 • Two-way evaluation built upon the principles of objectiveness and fairness
保護環境和社會責任 Environmental protection and corporate social responsibility (CSR)	<ul style="list-style-type: none"> • 負責任的採購，推動供應鏈企業環境合規，保護森林資源 • Responsible procurement to ensure supply chain companies' compliance with environmental standards and forest protection

• 綠色採購可持續承諾

Green procurement and sustainability commitment

作為世界自然基金會(WWF)「全球森林貿易網絡」的成員之一，我們支援可持續的森林經營和負責任的林產品貿易，並積極發佈木製品採購承諾。

As a member of the "Global Forest & Trade Network" of WWF, Landsea supports sustainable forest operations and responsible trade in forest products when it comes to legal procurement channels for wood products and has actively published its "Wood Products Procurement Commitment".

木製品採購承諾

Wood Products Procurement Commitment

1. 不採購來自高保護價值森林的木材，如：亞馬遜生物多樣性保護區、西雙版納自然保護區、其他生態保護區的木材，除非該森林已經獲得FSC認證；
Do not purchase wood from highly-conserved areas, such as the Amazon biodiversity conservation zone, the Xishuangbanna nature reserve, and other ecological reserves, except for those certified by FSC;
2. 不採購《瀕危野生動植物國際貿易公約》所列樹種，除非供應商能夠提供瀕危管理機構出具的允許銷售的恰當許可；
Do not purchase trees listed in the *Convention on International Trade in Endangered Species of Wild Fauna and Flora*, unless appropriate permits for sale issued from endangered species protection agencies can be provided by suppliers;
3. 不採購來自戰亂或林權有爭議地區木材的應用；
Do not purchase wood from war zones or regions under forest right disputes;
4. 不採購將林業用地轉換為非林業用地來源的木材；
Do not purchase wood produced on non-forest land converted from forest land;
5. 不採購轉基因木材；
Do not purchase genetically modified wood;
6. 不採購將天然林轉變成人工林來源的木材；
Do not purchase wood produced from artificial forests converted from natural forests;
7. 逐步增加合法木材及獲得FSC認證木材的應用。
Increasingly using wood procured from legal channels and those with FSC certifications.

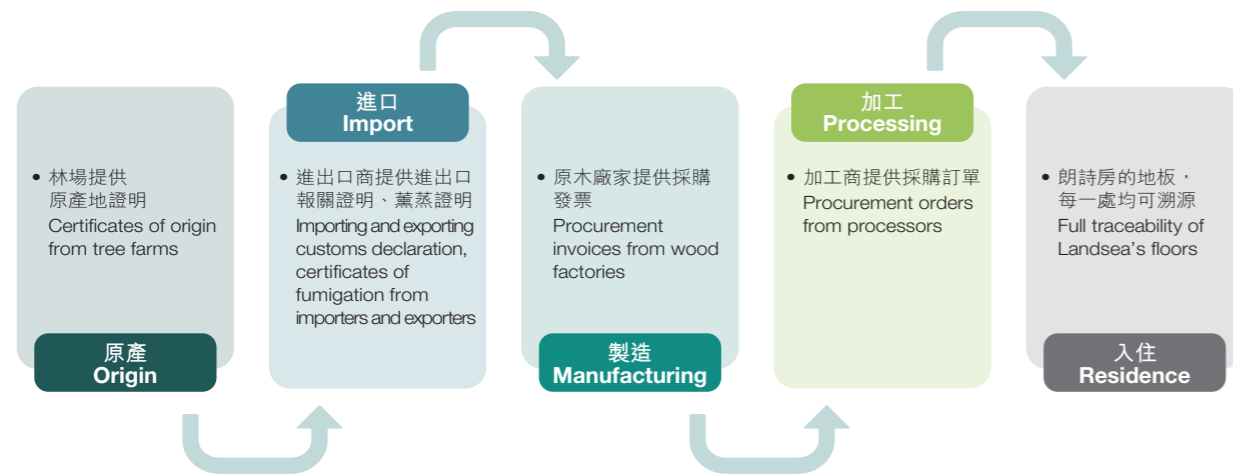
* 詳見朗詩官方網站
Refer to Landsea's official website for details

• 材料合規可追溯

Material compliance and traceability

朗詩綠色管理對產品使用木材的來源、採購、進出口、製造加工等各環節進行把控，確保每一環節的合法性和可追溯性。2022年，朗詩木材已知源的比例繼續保持100%（數據來自供應商審核機構SGS）。

Landsea Green Management exercises compliance control over materials used in its products from the source of wood, procurement, and import and export, to manufacturing and processing, so as to ensure the legality and traceability of each step. In 2022, the ratio of Landsea's wood from known sources is 100% (data source: SGS, a supplier audit institution).



案例：「不綠色，不採購」
Exhibit: "Only purchasing green materials"

我們聯合環保專家、行業協會、企業、NGO和技術機構發起「不綠色，不採購」倡議，共同制定綠色採購的行動方案和環境標準，評審供應商的環境表現，並推選環境表現良好的供應商進入推薦採購「白名單」。帶動地產企業通過綠色採購推動上游供應商的環境整改和提升，對整體行業供應鏈的污染減排做出了有效貢獻。

We have initiated the "Only purchasing green materials" initiative, in partnership with environmental experts, industry associations, companies, NGOs, and technical institutions, to jointly develop action plans and environmental standards for green procurement, evaluate the environmental performance of suppliers, and select environmentally responsible suppliers for inclusion in the "White List" of recommended procurement. This has motivated real estate companies to push for environmental improvement and enhancement among upstream suppliers through green procurement trials, making effective contributions to reducing pollution and emissions throughout the industry's supply chain.



「不綠色，不採購」倡議
"Only purchasing green materials" Initiative

• 綠色供應鏈培訓

Green supply chain training

為進一步貫徹供應鏈可持續發展理念，我們持續開展培訓工作，特邀請內外部講師，2022年共計完成10次培訓，約350人次參與。

To further implement the sustainable development concept in the supply chain, we continue to carry out training programs. Internal and external lecturers were invited to deliver a total of 10 training sessions in 2022, with approximately 350 participants.

日期 Date	培訓內容 Training Contents
3月10日 10 March	中城聯採網招系統培訓 CURA Centralized Procurement System Training
3月23日 23 March	中城聯採環境合規要求培訓 CURA Environmental Compliance Requirements Training
3月25日 25 March	CATI 評價指南 CATI Evaluation Guidelines
4月26日 26 April	鋁合金無鉻鈍化控制 Chromium-free Passivation for Aluminum Alloys
4月26日 26 April	水性塗料APEO控制 APEO Control in Water-based Coatings
4月26日 26 April	LED光源健康與環保控制 Health and Environmental Protection Control of LED Light Source
5月12日 12 May	木材來源合法化/甲醛控制 Legalization of Timber Sources/Formaldehyde Control
5月12日 12 May	石木塑新型牆地材料 New Wall and Flooring Materials Made of Stone, Wood and Plastic
8月18日 18 August	綠色建材全週期低碳發展分享 Full-cycle Low-carbon Development of Green Building Materials
11月30日 30 November	雙碳政策下供應鏈碳中和之路 Supply Chain Carbon Neutrality under Dual Carbon Policy

從2020年到2022年，我們每年都會聯合中城聯採開展招標策劃會，並為有關採購經理人和供應商提供各品類的綠鏈標準講解和操作指南，幫助他們更好的理解了綠色採購的規則和操作流程，為推動綠色採購執行打下基礎。目前已成功培訓超過590人，同時推動了多家供應商進行整改並公開說明，達到環境合規，推動了超370億的綠色採購額。

From 2020 to 2022, we have collaborated with CURA to hold bidding planning meetings annually and provide green supply chain standard interpretations and operation guidelines for procurement managers and suppliers of various categories to help them better understand the rules and procedures of green procurement and lay the foundation for promoting the implementation of green procurement. At present, we have successfully trained over 590 people and promoted multiple suppliers to rectify their behavior and provide public explanations, achieving environmental compliance and promoting over RMB 37 billion in green procurement.

拓寬綠色價值鏈影響

Expanding the Impact of the Green Value Chain

朗詩綠色管理以標準化要求輻射全價值鏈合作夥伴，嚴格管控從原材料開採、生產加工製造到終端消費環節，依靠採購槓桿撬動房地產行業上下游供應鏈綠色轉型，督促供應鏈企業守法合規、節能減排，履行環保職責，共同打造綠色價值鏈，邁向低碳可持續發展。

Landsea Green Management standardizes its requirements for its partners throughout the entire value chain, by exercising strict control over the entire process from raw material extraction, and production processing and manufacturing to end-user consumption. The leverage procurement will be utilized to drive the green transformation of the upstream and downstream supply chain in the real estate industry, while companies in the supply chain are encouraged to comply with laws and regulations, conserve energy, reduce emissions, and fulfill environmental responsibilities. These joint efforts aim to create a green value chain, leading the entire industry to the low-carbon sustainable development.

• 推動供應鏈綠色合規

Our efforts to promote green compliance in the supply chain

「綠鏈行動」六週年

Landsea's Sixth Anniversary of "Green Supply Chain Action"

自2016年起，朗詩控股¹聯合多家機構與企業共同發起「中國房地產行業綠色供應鏈行動」，推行「不綠色，不採購」，以推動全產業鏈實現節能減排、綠色升級並走向可持續發展。2022年，我們繼續與多家企業合作，尋找在環境合規方面履約優秀的企業形成「白名單」，深入挖掘在節能環保、低碳轉型方面的優秀企業形成「綠名單」。

Since 2016, Landsea Holdings¹ has joined forces with various institutions and enterprises to launch the "China Real Estate Industry Green Supply Chain Action", which promotes the implementation of "only purchasing green materials" throughout the entire industry to achieve energy conservation, emission reduction, green upgrading, and sustainable development. In 2022, we continued to collaborate with a number of enterprises to identify outstanding enterprises that perform well in environmental compliance to create a "white list," while extensively exploring outstanding enterprises in energy conservation, environmental protection, low-carbon transformation to form a "green list".

截至2022年底，綠鏈行動已開發並公佈：

As at the end of 2022, the Green Supply Chain Action has developed and published:

- 13個品類的白名單
a White list for 13 categories
- 10個品類的綠名單
a Green list for 10 categories

1. 「朗詩控股」指朗詩集團股份有限公司，於中國成立之公司及由本公司董事局主席田先生控制。

1. "Landsea Holdings": Landsea Group Co., Ltd. is a company established in the People's Republic of China (PRC) which is controlled by Mr. Tian, Chairman of the Board.

「白名單」

"White List"

截至2022年11月底，「白名單」品類擴充至13個，新增空氣源熱泵品質與環保控制、岩棉品質與環保控制、石木塑(石晶SPC)牆地材三個品類。正在開發6個新品類「白名單」，包括密封膠、陶瓷、石膏板、改性瀝青防水卷材、預拌砂漿和中空玻璃。為了能更方便的搜索環境合規「白名單」供應商，已搭建和完善新的檢索平台，收錄38個建材品類的企業信息，並實時更新。目前加入環境合規「白名單」的企業已逾百萬家，其他12個品類「白名單」企業共277家。By the end of November 2022, the "White List" has expanded to 13 categories, adding air-source energy heat pump quality and environmental control, rock wool quality and environmental control, and stone-wood-plastic (SPC) wall and floor materials. We are also developing six new categories for the "White List", including sealant, ceramics, gypsum board, modified asphalt waterproofing membranes, pre-mixed mortar, and hollow glass. To facilitate the search for environmentally compliant "White List" suppliers, we have established and improved a new search platform that includes information from 38 building materials categories and is updated in real-time. Currently, over one million enterprises have joined the environmentally compliant "White List", with 277 enterprises listed in the other 12 categories.

「綠名單」

"Green List"

在「白名單」的基礎上，主要參考現有的國家與地方標準，把節能減排方面表現優秀的企業納入「綠名單」，並採取優先採購，從資源、能源、環境和其他四個方面要求供應鏈企業提供環境合規的產品以影響價值鏈前端的排放。目前已製定鋼鐵、水泥、玻璃、燒結牆體、鋁合金、塗料、石材、岩棉、空氣源熱泵9類行業導則，並正在開發密封膠、陶瓷、石膏板、SPC石晶牆地板、改性瀝青防水卷材、預拌砂漿、門窗、LED等10個新品類「綠名單」。截至2022年11月，已經有逾40家企業成為「綠名單」供應商。已完善「綠名單」品類線上申報審核和檢索平台，更方便企業進行申報，進入「綠名單」的企業亦會在檢索平台上實時更新。項目亦持續開展針對潛在綠名單供應商賦能並編寫成為案例，已經成功對保溫材料、塗料、岩棉、空氣源熱泵、塗料、鋁合金等品類共10家企業進行賦能並推出案例，協助企業更好地提升產品各方面屬性、提升綠色低碳的生產水平和進行碳披露，以符合綠色供應鏈採購綠名單的要求。

On the basis of the "White List" and with reference to the existing national and local standards, we have included enterprises with excellent performance in energy conservation and emission reduction on the 'green list' for prioritized procurement, and required supply chain enterprises to provide environmental compliance products from four aspects, namely resources, energy, environment, and others, to affect the emissions at the front end of the value chain. Currently, we have developed guidelines for nine industries, including steel, cement, glass, sintered wall, aluminum alloy, coatings, stone, rock wool, and air-source energy heat pumps, and are developing guidelines for 10 new product categories, including sealant, ceramics, gypsum board, SPC crystal wall and floor tiles, modified asphalt waterproofing membranes, pre-mixed mortar, doors and windows, and LED lighting, to be included in the "Green List". As of November 2022, over 40 companies have become "Green List" suppliers. We have also improved the online application, review, and search platform for "Green List" categories to make it easier for companies to apply, and the platform will be updated in real-time with the latest "Green List" suppliers. We continue to empower potential "Green List" suppliers by compiling case studies, and have successfully empowered and launched case studies for 10 companies in categories such as insulation materials, coatings, rock wool, air-source energy heat pumps, coatings, and aluminum alloy, helping them improve product attributes, upgrade their green and low-carbon production levels, and disclose their carbon emissions to meet the requirements of the "Green List" for green supply chain procurement.

截至2022年底：

As at the end of 2022:

- 「白名單」，新增43家，已達4,105家。
The number of “White List” enterprises increased by 43 to 4,105.
- 「綠名單」，新增21家，已達583家。
The number of “Green List” enterprises increased by 21 to 583.

「黑名單」機制發佈

“Black List” Mechanism

2020年10月27日，綠鏈行動在「白名單」的基礎上，正式發佈「黑名單」機制。屢次違規及溝通後拒絕整改的供應商企業將被納入到「黑名單」中，綠鏈行動房地產企業將拒絕採購。「黑名單」的詳細評價機制文件已經在綠色供應鏈行動官方平台更新。

On 27 October 2020, the Green Supply Chain Action officially released the “Black List” mechanism based on the “White List”. Suppliers who refuse to rectify after repeated violations and communication will be included in the “Black List”, and real estate enterprises under the Green Supply Chain Action will refuse to purchase from them. The detailed evaluation mechanism for the “Black List” has been updated on the official platform of the Green Supply Chain Action.

案例：合作中城聯採，架起供需雙方橋樑

Exhibit: Building a Bridge between Suppliers and Buyers in collaboration with CURA

2010年，中城聯採成立，旨在為成員企業搭建公益性的聯合採購共贏平台。朗詩綠色管理作為中城聯採第十二批次的輪值單位，繼續連任第七屆中城聯採綠色採購主席單位，與中城聯採共同推出了2022年綠色採購品類的「白名單」與「綠名單」，積極推動綠鏈行動成果落地，促進房地產行業的可持續發展。根據技術方專業建議，將居住友好性指標納入我們的採購標準，也考慮為公眾和客戶提供更加有性價比的產品，推動產業結構和產品升級。

Established in 2010, CURA is a joint procurement platform that aims to create win-win outcomes and promote public welfare for its member companies. As CURA’s 12 batches of rotating units, Landsea Green Management was re-elected as the seventh director unit of CURA. Landsea Green Management and CURA jointly released the “White List” and “Green List” of green procurement category in 2022 and actively promoted the implementation of the achievements of the Green Supply Chain Action to advance the sustainable development of the real estate industry. Based on the professional recommendations of technical experts, we have included the residential friendliness index in our procurement standards and are also considering providing more cost-effective products to the public and customers, so as to promote industry structure and product upgrading.

為了能夠幫助供應商和客戶在更廣範圍的減排，我們代表行業與供應商進行鏈接聯動溝通。在深入挖掘具有綠色身份、綠色指數的供應商形成「綠名單」後，我們對優秀企業進行走訪，代表企業聯盟與供應商進行雙向溝通，將房地產行業的需求與展望及市場趨勢分析賦能至供應端，同時將供應商的想法、能力等反饋至行業，通過創建一個互通無阻的交流渠道，拓展更有針對性的上游開發，打造更符合當下需求的產品，實現客戶心中的理想人居。

To help suppliers and customers reduce emissions on a wider scale, we communicated with suppliers on behalf of the industry regarding the idea of establishing connection and coordination. After developing a “Green List” of suppliers with a green identity and green index, we visited outstanding enterprises and engaged in two-way communication with suppliers on behalf of the industry alliance. This empowered the supply side with the demands, prospects, and market trend analysis of the real estate industry, while conveying the ideas and capabilities of suppliers back to the industry. By creating an unobstructed communication channel, we are able to pursue upstream development in a more targeted manner, create products that better meet current demands, and turn our customers’ ideal residence into reality.

供應鏈獲獎情況：

Supply Chain Awards:

朗詩連續4年獲得年度精瑞人居獎認可

Landsea Winning the Elite Habitat Award for Four Consecutive Years

「精瑞人居綠鏈企業獎」旨在獎勵和表彰在推動綠色供應鏈方面表現優秀的房地產企業，促進房地產行業向綠色可持續方向轉型升級。朗詩綠色管理憑藉數年低碳轉型經驗與綠色實力，拿下第19屆精瑞人居獎，連續四年被授予「綠色供應鏈企業優秀獎」。

The “Award of Excellence for Green Supply Chain Enterprises” of the Elite Habitat Award aims to reward and recognize real estate enterprises with outstanding performance in promoting green supply chains, and to promote the transformation and upgrading of the real estate industry towards green sustainability. With years of experience in low-carbon transformation and green strength, Landsea Green Management won the 19th Elite Habitat Award and was awarded the Award of Excellence under the category of “Green Supply Chain Enterprise” for four consecutive years.

連續六年蟬聯地產企業綠鏈指數TOP 1

Top 1 in the Real Estate Sector in terms of the “Green Supply Chain CITI” index for six Consecutive Years

房企綠鏈指數發佈主體為綠鏈行動委員會，測評機構為公眾環境研究中心(IPE)，支持單位為中城聯盟、中房協、全聯房地產商會、阿拉善SEE、中國建築節能協會。在最新發佈的「綠色供應鏈CITI指數」排名，朗詩綠色管理再次奪冠，連續六年穩登綠色房地產行業的領先位。

The Green Chain Index for real estate enterprises is published by the Green Chain Action Committee, evaluated by the Institute of Public and Environmental Affairs (IPE), and supported by the CURA, China Real Estate Chamber of Commerce, Society of Entrepreneurs and Ecology (SSE), and China Association of Building Energy Efficiency. According to the newly released rankings of the “Green Supply Chain CITI Index”, Landsea Green Management has once again taken the top spot, maintaining its leading position in China’s green real estate industry for six consecutive years.

- 綠鏈助力
Support from Green Supply Chain Action

為積極宣傳綠鏈行動，持續推動房地產企業踐行「不綠色，不採購」，並帶動上游供應商實現產業鏈的綠色升級，我們和供應商企業、以及中城聯採供應商企業於騰訊公益 — 99公益日共同發起「一起捐」，並通過該綠色供應鏈項目共獲得愛心捐款20餘萬元。

To actively promote the Green Supply Chain Action, where real estate companies are constantly encouraged to practice “only purchasing green materials”, driving upstream suppliers to achieve green upgrading of the industry chain, we, acting in concert with our suppliers and CURA suppliers, initiated charitable donations on Tencent Public Welfare • 99 Giving Day, raising more than RMB 200,000 through the green supply chain project.

- 綠鏈宣傳
Promotion of Green Supply Chain

2022年11月，阿拉善SEE基金會聯合鳳凰衛視、世界自然基金會(WWF)，落基山研究所(RMI)、大道應對氣候變化促進中心(C Team)舉辦「綠色發展破路中國」零碳使命國際氣候峰會，並在與C Team合辦的「從建材到物業的綠色發展」分論壇上對綠鏈綠名單碳減排影響力報告成果進行分享。同時於2022年12月，我們對新一期更新的綠鏈「白名單」、「綠名單」、房企排名等工作成果進行公開發佈。

In November 2022, Society of Entrepreneurs and Ecology (SSE) hosted the Zero Carbon Mission International Climate Summit with the theme of “Pathway to the Low-carbon Development” in partnership with Phoenix TV, the World Wildlife Fund (WWF), Rocky Mountain Institute (RMI), and C Team, and shared the results of the Green Supply Chain Green List Carbon Reduction Impact Report at the sub-forum of “Green Development from Building Materials to Properties” co-organized with C Team. In December 2022, we publicly released the updated Green Supply Chain “White List”, “Green List”, and the rankings of real estate enterprises.

2.3 為員工營造「以人為本」的陽光職場 2.3 Creating a “People-oriented” Positive Workplace for Employees

關鍵績效

Key Performance

- 員工總數：1,659人
Total number of employees: 1,659 persons
- 女性員工：591人
Female employees: 591 persons
- 中級管理層以上女性員工佔比：18%
Proportion of female employees above middle management is: 18%

規範僱傭保障員工權益

Regulating Employment to Safeguard Employee Rights

朗詩高度重視員工權益保障，積極營造健康、陽光的職場環境，嚴格遵守《中華人民共和國公司法》《中華人民共和國勞動法》等法律法規，通過一系列政策及措施保證規範嚴格僱傭、保障員工權益與福利，並根據國家與地方法律法規規定，對《考勤休假管理制度》以及《員工手冊》進行修訂。「人本」是朗詩的價值原點，通過建立穩健的人才管理體系、實施人性化的員工管理措施、搭建多元化溝通渠道積極與團隊交流，我們持續為員工創造健康溫暖的職場環境。

Landsea attaches great importance to the protection of employees' rights and interests, actively creates a healthy and positive workplace environment, strictly complies with the *Company Law of the People's Republic of China*, the *Labor Law of the People's Republic of China* and other laws and regulations, and adopts a series of policies and measures to ensure strict regulation over employment and protection of the rights and benefits of employees. The *Attendance and Leave Management System* and the *Employee Manual* were amended in accordance with the requirements of national and local laws and regulations. The “people-oriented” concept represents the origin of Landsea's value proposition. Through the establishment of a solid talent management system, the implementation of humanistic employee management measures, and diversified communication channels to actively communicated with the team, we continue to create a healthy and warm workplace for our employees.



員工僱傭層面 Aspect of Employment	相關政策及措施 Relevant Policies and Measures
招聘、解僱與晉升 Recruitment, Dismissal and Promotion	<ul style="list-style-type: none"> 制定《社會招聘作業指引》《入職管理作業指引》《職級管理制度》及其他制度以管理招聘、解僱與晉升 堅持公平招聘，依法與全體員工簽訂勞動合同 嚴格把控招聘環節，核查員工年齡及相關信息，杜絕和禁止僱傭童工及任何形式的強制勞工。然而，如果發現此類事件，將通過向有關當局報告強迫勞動情況，並解僱童工來處理此類事件。 提供專業序列路徑和管理序列路徑兩種職業發展路徑 Formulate the <i>Social Recruitment Guide</i>, <i>Guide of Management Methods of New Recruits' Onboarding</i>, <i>Rank Management System</i> and other systems to govern the recruitment, dismissal and promotion Adhere to fair recruitment principles and signing labor contracts with all employees in accordance with the law Exercise strict control over the recruitment process, by verifying the age and related information of prospective employees, while preventing and prohibiting the employment of child labor and any form of forced labor. However, if such incidents are discovered, such practice will be eliminated by having the forced labour reported to the relevant authorities and the child labour dismissed. Provide two career development paths — the professional development path and management development path
薪酬與福利 Remuneration and Benefits	<ul style="list-style-type: none"> 提供養老、醫療、失業、工傷、生育保險、住房公積金 執行法定節假日、婚喪假、產假、哺乳假，並提供高溫補貼等 根據工作崗位、能力、業績和市場水平提供業內富有競爭力的薪酬 提供優秀員工旅遊、額外帶薪年假、各類喜喪儀禮、節日禮金等額外福利 為員工購買補充商業醫療保險，提供家屬醫療險渠道供員工自願投保 Provide pension, medical, unemployment, work-related injury, maternity insurance and housing provident fund Provide statutory holidays, wedding and funeral leave, maternity leave, breastfeeding leave, and high temperature subsidies, etc. Provide competitive remuneration in the industry based on the job position, capability, performance and market level Provide extra benefits such as travelling for outstanding employees, extra paid annual leave, various types of gifts, etc. Purchase supplementary commercial medical insurance for employees and provide optional selection for family medical insurance

員工僱傭層面 Aspect of Employment	相關政策及措施 Relevant Policies and Measures
工時與假期 Working Hours and Holidays	<ul style="list-style-type: none"> 制定《考勤休假管理制度》，符合國家與地方法律法規規定 Formulate the <i>Attendance and Leave Management System</i> to comply with national and local laws and regulations
平等、健康、多元化、反歧視 Equality, Health, Diversity, Anti-discrimination	<ul style="list-style-type: none"> 堅持公平、透明、公開的人才甄選原則 拒絕性別、年齡上的歧視，創造機遇均等的工作環境 保證員工健康與安全、鼓勵舉報非法或不道德行為 員工個人發展基於員工的能力和所取得的成績 朗詩開通溝通郵箱：sustainability@landsea.cn Adhering to the principle of fair, transparent and open talent selection Eliminate any discrimination regarding the gender and age, create a working environment with equal opportunities. Ensuring the health and safety of employees by encouraging the reporting of illegal or unethical behaviors Personal development of employees is based on their capabilities and achievements Landsea's mailbox to listen to employees' voice: sustainability@landsea.cn
保障女性員工權益 Protecting the Rights and Interests of Female Employees	<ul style="list-style-type: none"> 在招聘過程中拒絕性別歧視，不詢問隱私問題 嚴格按照國家管理規定的相關要求，保障女職工的健康 給予女性員工法定假期外更多的休息時間和節日福利 給予女性員工平等的職位發展通道和培訓、深造機會 開展防騷擾培訓，並參與女性領導力會議 Prohibit gender discrimination in the recruitment process and do not ask questions involving personal privacy Protect the health of female employees in strict compliance with the relevant requirements of national management regulations Provide them with more vacations and holiday benefits beyond statutory holidays Provide equal career development channels, training and further education opportunities for female employees Carry out anti-harassment training and participate in female leadership meetings

關愛員工健康與安全

Care for Employee Health and Safety

2022年，我們堅持以實現「零事故、零傷亡」作為本年度安全生產目標，堅持「以人為本」的原則，關注每位員工的安全和健康。我們嚴格貫徹「預防為主，防治結合」的方針，執行國家有關職業病防治的法律法規，在工作過程中通過《員工手冊》《工程質量安全管理辦法》努力保護並關愛員工的職業健康與安全。

In 2022, we continued to pursue the “zero accidents and casualties” initiative as our production safety goal for the year under the “people-oriented” principle and paid attention to the safety and health of every employee. Besides strictly pursuing the policy of “prevention in the first place and integrating prevention with control”, we implemented the national laws and regulations on occupational disease prevention and control, and protected the occupational health and safety of employees in the working process according to the *Employee Manual* and the *Control of Engineering Quality Safety*.

案例：夏季關懷

Exhibit: Employee Care Package in Summer

炎熱的暑伏天氣炙烤在施工一線的工友們。朗詩各公司工程與行政團隊奔赴項目現場，將防暑降溫物資分發給一線員工，叮囑大家注意高溫天氣帶來的危險，注意防暑降溫，勞逸結合，用更好的狀態和心情堅守崗位，鼓舞一線員工的幹勁，用關懷和文化將清涼送至他們心中。

During the hot summer, the construction workers on the front line were baked by the scorching sun. The engineering and administrative teams of Landsea went to the project sites to bring heatstroke prevention materials to frontline workers, and reminded them of the danger of high temperature, heatstroke prevention, and work-rest balance, so that they can maintain their positions in a better state of mind and body. We have greatly bolstered the morale and enthusiasm of front-line workers by the activity of beverage giveaway.



夏季清涼補給
Refreshments in Summer



夏季關懷
Employee Care Package in Summer

案例：安全生產
Exhibit: Safety Production

6月全國各地進入夏季汛期，為加強極端天氣安全生產管理，防範各類安全生產事故發生，保證作業人員生命健康安全和企業財產不受損失，朗詩綠色管理開展安全救援演習和消防安全演習。

In June, various regions across the country entered the summer flood season. In order to strengthen production safety management during extreme weather, prevent various production safety accidents, and keep the safety and health of the operators and the Company's property against damage, Landsea Green Management carried out emergence rescue and fire drills.

朗詩各城市公司積極開展安全活動，充分將安全管理要求傳達落實到各項目組。本著早部署、早發動、早準備、勤檢查的原則，認真分析施工安全的薄弱環節和存在的突出問題，強化落實夏季施工安全生產責任制，積極做好工作部署和防範應對工作。

Landsea's various city companies actively carried out workplace safety activities and fully conveyed safety management requirements to project teams. Adhering to the principles of early deployment, early mobilization, early preparation, and regular inspection, they analyzed the weak links in construction safety and noticeable issues, strengthened the implementation of the summer construction safety production responsibility system, and actively prepared preventive measures.

針對現場施工階段及安全隱患重點，各項目公司積極開展應急演練工作，通過一系列高效適用的消防演練、急救演練等，提高了一線工作人員的安全意識，也提升了現場應急處理能力。各公司工程團隊組成工作組，督促整改各項作業安全隱患。通過深入排查整治安全生產風險和隱患，營造安全穩定的發展環境，強化底線思維和紅線意識，確保安全生產無漏洞。

For the construction stage and key safety hazards on-site, each project company actively carried out emergency drills. Through a series of efficient and practical fire and emergency rescue drills, frontline workers strengthened their safety awareness, and their on-site emergency management capabilities were also enhanced. Each company's engineering team formed a working group to supervise the correction of various operating safety hazards. Through in-depth investigation and rectification of production safety risks and hazards, they created a safe and stable development environment, strengthened their bottom-line thinking and awareness of red lines, and ensured that there was no loophole in production safety.



安全救援演習
Emergency rescue drill



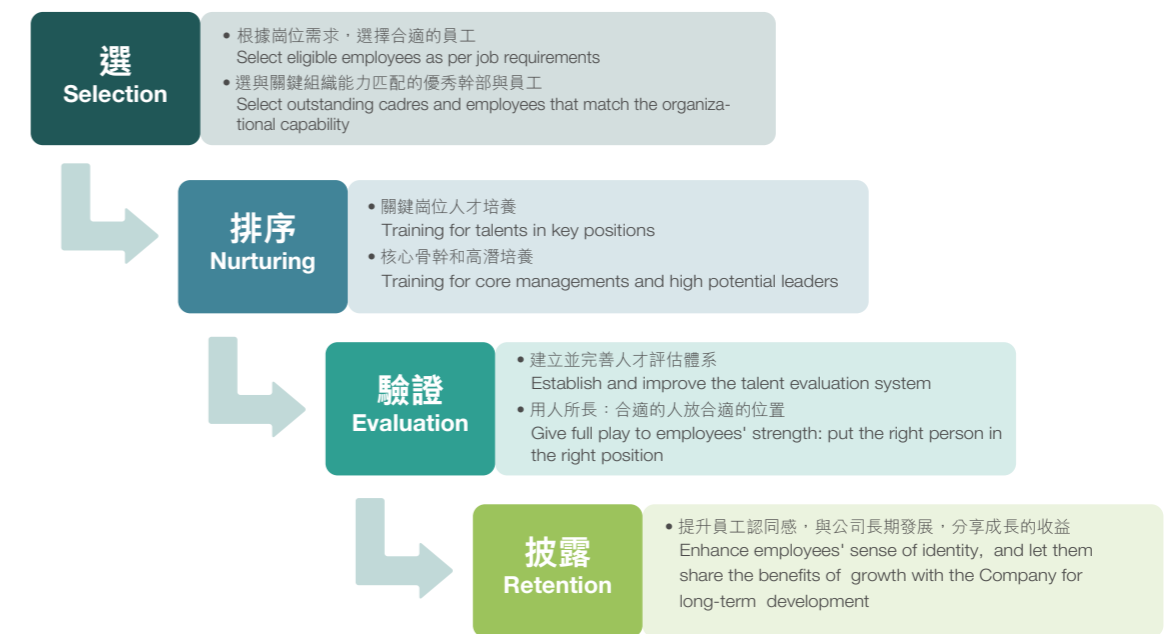
消防安全演習
Fire drill

人才發展與成長
Talent Development and Growth

- 公平透明的晉升路徑

A Fair and Transparent Career Development Path

圍繞「選、育、用、留」四個方面，朗詩努力創建獨有的人力資源體系，完善核心梯隊的組織建設並牢固能力基礎。Focusing on the four aspects of "Selection, Nurturing, Evaluation, Retention", Landsea strives for a unique human resources system to improve the organizational foundation of the core echelon team and consolidate the capacity foundation.



「選、育、用、留」晉升路徑
"Selection, Nurturing, Evaluation, Retention" Career Development Paths

每一位員工對公司做出的無私貢獻都會被朗詩發現且珍惜，因而促進員工們在公司的指導和幫助下，結合自身的能力特點和個人意願規劃專屬的職業發展計劃，員工可通過專業序列和管理序列兩種晉升通道，提出個人發展需求、實現個人職業發展目標。

Landsea identifies and treasures the selfless contributions made by every employee to the Company. Therefore, under the guidance and assistance of the Company, our employees are encouraged to formulate exclusive career development plans based on their own capabilities and personal wishes, and employees are provided with professional and management development paths to meet the personal development needs and achieve their individual career development goals.

**專業序列
Professional Development Path**

- 適用於投資、運營、工程、暖通、前期、客服、設計、營銷、成本、採購、財務、人力資源、法務等專業崗位。相關崗位通過知識、技能、經驗的累積提升其工作價值。
Applicable to professional positions such as investment, operation, engineering, HVAC, preliminary work, customer service, design, marketing, cost, procurement, finance, human resources and legal affairs. Employees in relevant positions improve their work value through an accumulation of knowledge, skills and experience.

**提升能效
Management Development Path**

- 相關崗位負責管理團隊、設定業務方向和協調相關資源，其工作績效主要通過團隊成果來體現。
Employees in relevant positions are responsible for managing the team, setting business direction and coordinating relevant resources, and their work performance is reflected in the results of the team.

• 可持續的多元培訓

Sustainable Diversity Training

在朗詩這所「學校」裡，我們秉持簡單、陽光的企業文化，為員工提供多元的、有針對性的培訓，包括關鍵崗位專項培訓、專業提升系列培訓等，以滿足員工成長過程中的多樣化需求。

Adhering to a concise and positive corporate culture, Landsea, as a “school”, provides employees with diversified and targeted training, including special training for key positions and a series of professional improvement training, to meet the diverse needs of employees’ development.

人才發展與培養體系 Talent Development and Training System	<p>梯隊賦能文化融合管理賦能：</p> <p>Echelon empowerment, cultural integration, management empowerment:</p> <ul style="list-style-type: none"> 高層：多元能力、專業能力、管理能力、經營能力 Senior management: diversification, professional ability, management ability, and operation ability 中層管理：資深中層提升培訓、新任中層勝任培訓 Middle-level management: senior middle-level management promotion training, new middle-level management competency training 新員工：【新力量】社招培訓 New recruits: [New Power] Social recruitment training
	<p>人才發展項目關鍵崗位培養：</p> <p>Key positions training in talent development project:</p> <ul style="list-style-type: none"> 管培生：【原動力】專項培養 Management trainees: [Source Power] Special training 項目總：【虎賁營】專項培訓 Management trainees: [Source Power] Special training
	<p>專業力／產品力產品精選專業提升：</p> <p>Professional strength/product strength/product improvement and professional improvement:</p> <ul style="list-style-type: none"> 產品：【暖通俱樂部】 【拾級而上設計俱樂部】 Products: [Heating and Ventilation Club] [Step Up Design Club] 營銷：【營銷訓練營】 Marketing: [Marketing Training Camp] 工程：【魯班營】 Project: [Luban Camp]
	<p>「文化中心」：</p> <p>“Cultural Center”:</p> <ul style="list-style-type: none"> 老田面對面、亮劍學習、拆書幫、文化融合訓練等培訓／活動 Training/activities such as face-to-face Laotian learning, Liangjian learning, book-opening gang, cultural integration training, etc.
	<p>「素質提升」：</p> <p>“Competency improvement”:</p> <ul style="list-style-type: none"> 職場技能、行業趨勢、素質提升等通用課程 Training on workplace skills, industry trends and quality improvement

朗詩設置梯隊賦能、人才發展項目、專業力與產品力項目，為員工設計各類的培訓課程，幫助各崗位員工相應提升市場與客戶研究能力、投融資能力、營銷能力、前期能力、合作管理能力、運營能力等，滿足人才隊伍建設的需求。本報告年度，朗詩開展了各類定制化專業培訓項目，包括開展專業序列員工競聘述職，通過工作經驗和資質等基本資格以及知識、技能、能力等專業水平進行崗位標桿人物的評選，同時提供給員工各類貼合公司現狀和業務的培訓課程，有效提升各個團隊的專業素質。

Landsea sets up projects related to echelon empowerment talent development, professional capabilities, and product capabilities, and designs diversified training courses for employees in various positions to improve their capability in market and customer research, investment and financing marketing, early-stage, cooperation management, and operations to meet the needs of talent team building. During the reporting year, Landsea launched various customized professional training programs, including job competitions and duty performance reports for the professional development path, as well as benchmark employees selected for positions based on work experience, qualifications, knowledge, skills, abilities, and other expertise. Meanwhile, we provide employees with various training courses that fit the Company’s current conditions and business needs, effectively enhancing the professional quality of each team.

目標 Goals	舉措 Measures	2022年進展 Progress in 2022
<p>培訓目標 Training goal</p> <ul style="list-style-type: none"> 人均培訓時長提高至行業先鋒水平 Enhance the average training hours per employee to the industry-leading level 	<ul style="list-style-type: none"> 提供多元的、有針對性的培訓，包括關鍵崗位專項培訓、專業提升系列培訓、領導力培訓等 Provide diversified and targeted training, including specialized training for key positions, professional development series training, leadership training, etc. 	<ul style="list-style-type: none"> 人均受訓時長達到21小時 Average training hours per employee: 21 hours

2022年員工培訓情況披露

Highlights of Employee Training in 2022



案例：拓展培訓

Exhibit: Expansion Training

為了順應新環境下業務拓展工作要求，全面提升團隊拓展能力，加強中心與一線公司、一線公司間、拓展條線與其他條線的互動交流，2022年共開展了6批次培訓，起到了交流互動、能力補充的作用。

In response to the business expansion requirements in a new environment, we comprehensively enhanced the team expansion capabilities by strengthening the interaction and communication between the center and front-line companies, between front-line companies, and between the expansion business line and other business lines, and a total of six rounds of training were conducted in 2022, which played a role in promoting communication, interaction, and skill enhancement.



拓展思路及業務培訓
Expansion Strategy and Business Training



城市公司拓展實務分享
City Company Expansion Sharing Event



項目案例經驗復盤
Project Exhibit Experience Review

案例：文化戰略學習

Exhibit: Cultural Strategy Learning

開展文化戰略學習課程，給各個員工一個機會了解和探討公司業務的服務內容和拓展渠道，深入學習核心優勢，通過文化戰略學習，使得員工相應提升各項能力，以保證人才隊伍的建設。

We arranged cultural strategy learning courses to provide all employees with an opportunity to understand and explore the Company's service contents and expansion channels, as well as to deepen their learning of core strengths. Our cultural strategy learning correspondingly improved employees' capabilities, ensuring the construction of a talented workforce.



「健康堡壘」培訓現場
"Health Fortress" Training Site

案例：營銷實戰集訓

Exhibit: Marketing Practical Training

淬煉自我，勇攀高峰，人生不躺平，拼搏決心更勝，朗詩綠色管理營銷體系「夏練三伏」實戰集訓成功開展。此次集訓旨在通過實戰分享以及各項集訓學習讓相關部門團隊的員工提升營銷能力，有效提升專業素養。

By rising to challenges, conquering new heights, and never settling with an unwavering resolution, Landsea Green Management's marketing system "Summer Training" practical training was successfully launched, aiming to improve the marketing skills and professional knowledge of our employees on relevant department teams through seminars focused on sharing practical experiences and various training programs.

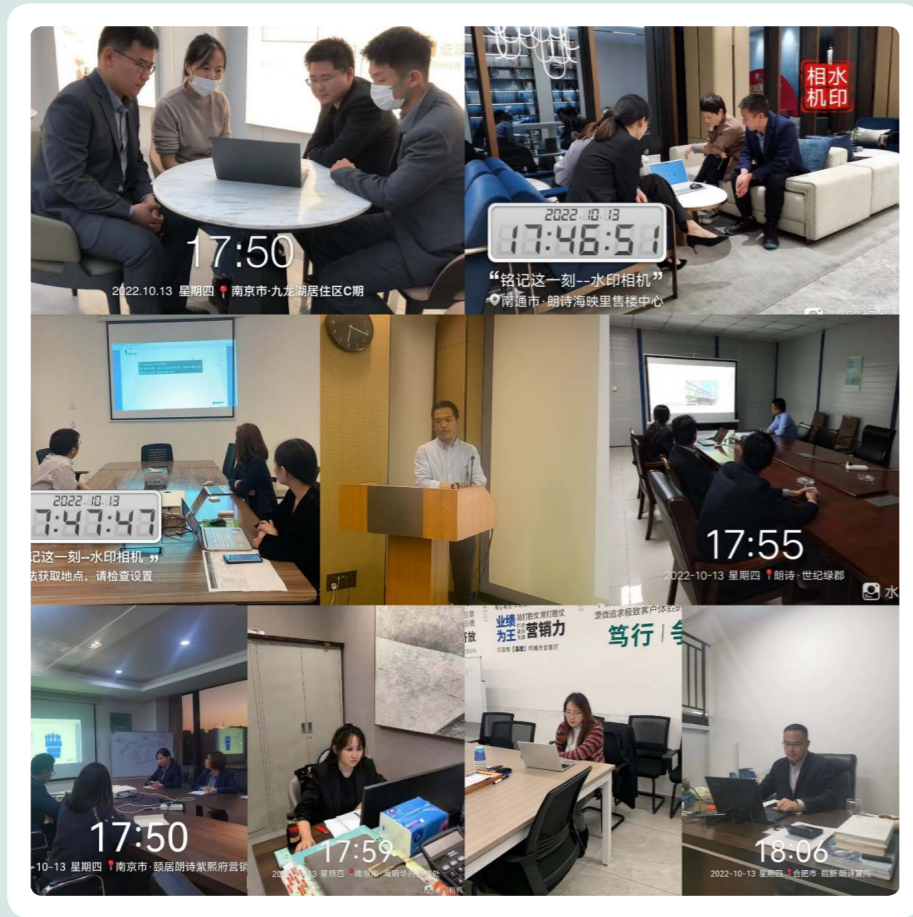


營銷實戰集訓現場
Practical Marketing Experience Training Site

案例：「項目鐵三角」培訓計劃
Exhibit: "Project Iron Delta" Training Program

南京公司特別制定「項目鐵三角培訓」計劃，針對項目總經理、營銷經理、工程經理開展，旨在提升管理層的能力，開展各項線上培訓課如《業務領導者的人才管理課》《地產項目大運營管理》等。

Our Nanjing subsidiary has specifically developed a "Project Iron Delta" training program that is tailored to project general managers, marketing managers, and engineering managers, which aims to enhance the management capabilities through various online training courses, such as *Talent Management for Business Leaders* and *Large-scale Operations Management of Real Estate Projects*.



項目鐵三角培訓合集
"Project Iron Delta" Training A Culture of Perseverance

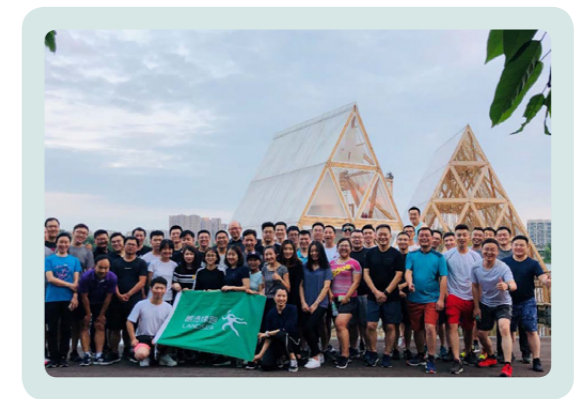
堅韌不拔的攀登者文化
A Culture of Perseverance

攀登者文化已融於朗詩血脈基因之中，展現朗詩人堅韌奮鬥的精神與文化。2022年，我們充分考慮疫情防控要求，在確保安全的情況下，組織開展跑團活動。這是朗詩人身體力行推廣的綠色生活方式，更是朗詩「志存高遠，腳踏實地，百折不撓」的價值觀體現。

The culture of climbing is embedded in the DNA of Landsea, demonstrating the spirit and culture of resilience and hard work of the Landsea's employees. In 2022, we organized a safe running group event after fully considering the pandemic control requirements. As a green lifestyle promoted by Landsea's employees, it also reflected in Landsea's values of "high ambition, down-to-earth, and perseverance".



朗詩北京跑團活動
Landsea Running Group Event in Beijing



朗詩成都跑團活動
Landsea Running Group Event in Chengdu



朗詩杭州跑團活動
Landsea Running Group Event in Hangzhou

2.4 為社會貢獻溫暖和諧

2.4 Contributing Warm Strength and Harmony to Society

落實袍澤計劃

Implementation of Paoze Plan

朗詩始終將社會責任銘記於心，積極開展各項實際行動，而慈善活動為我們社區貢獻的主要領域，如袍澤計劃、共抗疫情、公益實踐等，持續為社區創造價值。

Landsea always keeps its social responsibility in mind and actively take practical actions, and philanthropic activities is the focus area of our contribution to community, such as the “Paoze Project”, “Join us to Fight the COVID-19 Pandemic”, and other public welfare practices, continuously creating value for the community.

2021年朗詩於成立二十週年之際，設立「袍澤基金」，幫扶救助困難員工及家屬。2022年3月，已設立一年的袍澤基金，為杭州因肺部癌細胞病情住院治療的員工啟動救助程序，撥款7萬元，減輕員工及其家人因高額治療搶救費用而帶來的經濟壓力。我們希望通過袍澤基金，將朗詩人的關懷延伸至各個角落，為需要幫助的人群貢獻更多的朗詩力量。

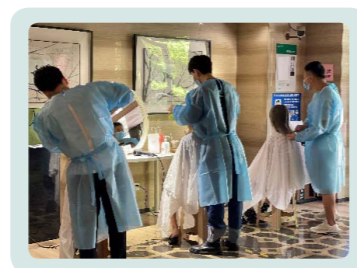
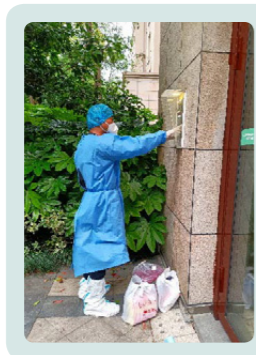
In 2021, on the occasion of its 20th anniversary, Landsea established the “Paoze Fund” to provide assistance to our employees and their families in need. In March 2022, after one year of establishment, the Paoze Fund began to provide a grant of RMB70,000 to an employee in Hangzhou who was hospitalized for lung cancer treatment, reducing the economic pressure on the employee and his family due to the high medical expenses. We hope that the Paoze Fund will extend Landsea’s care to every corner, contributing more to those in need.

共抗新冠疫情

Collectively Fight the COVID-19 Pandemic

在2022年新冠疫情肆虐期間，我們積極開展防疫工作，第一時間召開防疫會議、佈置工作任務並且加強疫情知識宣傳，及時通報疫情信息，贈送防疫物資，開展送菜到家等暖心服務，同時配合社區排查重點對象並做好居家隔離人員的服務工作。

During the outbreak of the COVID-19 pandemic in 2022, we actively carried out epidemic prevention work, including epidemic prevention meetings to assign pandemic control tasks and strengthen public awareness of epidemic prevention knowledge, timely reports of epidemic information, donation of epidemic materials, as well as heartwarming services such as home deliveries. At the same time, we cooperated with community administration offices to identify key targets and provided services for individuals undergoing home isolation.



防疫工作
Epidemic Prevention Work

動物認領保護

Animal adoption and protection

全球環境持續受到人為活動的影響，自然資源的可持續發展和生態環境的適宜人居是人類賴以生存的前提，保護自然生態系統的平衡和野生動物棲息地永續，亦是在保護人類自己。為保護與宣傳野生動物關愛的重要性，朗詩綠色管理以認養長頸鹿「聖誕」的方式支持南京紅山森林動物園，為保護地球生態系統添一份力。

As the global environment continues to be impacted by human activities, and the sustainability of natural resources and the suitability of ecological environments for human habitation are prerequisites for human survival, the balance of natural ecosystems and the sustainable wildlife habitats is also crucial for protecting humanity itself. To promote the importance of wildlife conservation and care, Landsea Green Management supported the Nanjing Hongshan Forest Zoo by adopting a giraffe named “Christmas”. This is one of the ways we contribute to the protection of the earth’s ecosystem.



企業認養動物認證
Corporate Animal Adoption Certification

目標 Goals	舉措 Measures	進展 Progress
社區公益目標 Community welfare goals	<ul style="list-style-type: none"> 公益項目覆蓋受益人數與範圍提升 Increase number and scope of beneficiaries from public welfare programs 努力拓展更多社會公司項目，包括對弱勢群體的捐助，以及保護生態環境中的其他生物 Strive to expand more social projects, including donations to vulnerability groups, as well as protection for other species in the ecosystem. 	<ul style="list-style-type: none"> 社區公益投入達到1,142,410元 Community welfare investment reaches RMB 1,142,410

03

治理篇 Governance

韌性朗詩，
篤行更負責任的合規運營
Resilient Landsea is Committed to More
Responsible Compliance Operations

ESG目標管理
ESG Target Management

風險管理
Risk Management

責任經營驅動朗詩前行
Responsible Operation Drives Landsea Forward



本章節回應的重要性議題：

Materiality issues addressed in this chapter include:



本章節回應的聯合國可持續發展目標 (SDGs)

UN sustainable development goals (SDG) addressed in this chapter include



3.1 ESG 目標管理 3.1 ESG Target Management

朗詩綠色管理深明滴水穿石的道理，每一個微小的進步都將匯聚成邁向綠色發展的一大步。我們以終點為起點，以可持續發展目標為導向，基於我們完善的可持續發展閉環管理體系與清晰的管治架構，帶動 ESG 相關績效的管理與提升。我們在制定 ESG 目標時參照國內外先進標準指引，以為原則，同時引入各利益相關方重點關注的議題以及朗詩歷年業務實際情況，制定兼具領先性與科學性目標管理及績效評估體系，可持續的提升公司 ESG 績效表現，不斷成長為具有韌性的綠色企業。

Landsea Green Management is convinced that “constant efforts yields success”, so small steps will lead to the sustainable development over time. Taking the end as the beginning, we use the Sustainable Development Goals (SDGs) as a guide and our well-established closed-loop management system and explicit governance structure to drive ESG performance management and improvement. By reference to domestic and international advanced standards and guidelines in setting ESG goals, we incorporated issues of concern to our stakeholders and Landsea’s actual business practices to establish a leading and scientific system for goal management and performance evaluation. This enables us to continuously improve our ESG performance and grow into a resilient green enterprise.

ESG 目標制定與進展 ESG Goal-Setting and Progress



朗詩 ESG 目標制定策略
Landsea’s ESG Goal-setting Strategy

領先性 Leading	科學性 Scientific
<ul style="list-style-type: none"> 持續支援聯合國可持續發展目標，以自身實踐貢獻可持續發展目標 對標聯交所新版《ESG 報告指引》目標設定要求 積極考慮資本市場投資人及 ESG 評級機構對房地產與建築行業 ESG 目標訂立的重點關切 持續關注各利益相關方對 ESG 目標設定的期望，並針對性回應 Keep supporting SDGs through our actions Benchmarking against the target setting requirements of Index Table of ESG Reporting Guide of SEHK Actively consider the key concerns of investors in the capital market and ESG rating agencies on the ESG objectives of the real estate and construction industry Continuously pay attention to the expectations of various stakeholders on the setting of ESG objectives, and respond accordingly 	<ul style="list-style-type: none"> 綜合分析朗詩及同行優秀企業過往表現與數據基礎，依照科學的方法論訂立 ESG 目標 制定《2025 年 ESG 管理目標提升規劃》並穩步推進目標實施 搭建架構清晰的 ESG 指標及績效管理體系，通過數據化手段定期、量化追蹤、評估與分析 ESG 績效表現 Comprehensive analysis of the historical performance and data of Landsea and its peers to set ESG targets based on scientific methodology Formulate the 2025 Plan on ESG Management Goals and steadily promote the implementation of the goals Establish a clear ESG indicator and performance management system, and regularly and quantitatively track, evaluate and analyze ESG performance through data-based means

ESG 績效持續追蹤 Continuous Tracking for ESG Performance

朗詩綠色管理已搭建ESG指標及績效管理體系，是有效推進《2025年ESG管理目標提升規劃》的執行與落實的有力工具：
Landsea Green Management has established an ESG indicators and performance management system, which is an effective tool for promoting the operation and implementation of the 2025 Plan on ESG Management Goals:

標準對標 Standard Benchmarking

- 朗詩全面對標香港聯交所ESG指引及其他相關國際標準和指南，深入學習各項指標的定義、計算方式、口徑、參數等內容。在標準更新後，及時追蹤其變化，以提升披露的水平。
Landsea comprehensively follows ESG Reporting Guide of SEHK and other relevant international standards and guidelines, and deeply learns the definition, calculation methods, specifications, parameters and other contents of various indicators. After the standard is updated, the changes are tracked in a timely manner to improve the level of disclosure.

規範管理 Standardized Management

- 朗詩制定了《ESG績效管理系統及指標說明手冊》，規範了ESG指標管理，為加強管理、提升績效提供了制度保障。
Landsea has formulated the Instruction Manual of the ESG Performance Management System and Indicators to standardize the management of ESG indicators and provide institutional guarantee for strengthening management and improving performance.

職責落實 Enforcement of Duties

- 朗詩將落實各項ESG指標的職責分類到對應的職能部門，使每個部門可以有效利用其資源與專業能力，有效促進ESG績效的提升。
Landsea classifies the responsibilities of ESG indicators into corresponding functional departments, so that each department can effectively utilize its resources and professional capabilities, and effectively promote the improvement of ESG performance.

數字化比較 Digital Comparison

- 朗詩充分利用ESG資料信息化管理平台，對朗詩的ESG績效進行橫向與縱向的比較，對比公司內部歷年同期的ESG指標績效表現，識別與同行的差距，通過量化指標分析ESG績效管理的進步與不足，進一步挖掘未來提升方向。
Landsea makes full use of the ESG data information management platform to conduct horizontal and vertical comparison of Landsea's ESG performance, compare the performance of the Company's internal ESG indicators for the same period of previous years, identify the gap with peers, and analyze the progress and shortcomings of ESG performance management through quantitative indicators to further explore the direction of future improvement.

朗詩ESG指標及績效管理體系
Landsea ESG Indicators and Performance Management System

朗詩部分ESG績效指標三年追蹤表現 Selected Landsea ESG Key Performance in Three Consecutive Years

指標 Indicators	單位 Unit	2020	2021	2022
單位面積耗水量 Water consumption per unit area	立方米/平方米 m ³ /m ²	0.67	0.39	0.42
溫室氣體排放總量 Total GHG emissions	噸二氧化碳當量 Ton of carbon dioxide equivalent	1,701.08	1,638.99	1,358.51
辦公產生有害廢棄物總量 Total office hazardous waste discharged	噸 Ton	0.30	0.25	0.16
按公司的供應商評估制度執行環境、勞工、道德等方面表現評估的供應商數 Number of suppliers receiving environmental, labor, and ethical performance assessment according to the Company's supplier evaluation system	家 Unit	205	953	945



3.2 風險管理 3.2 Risk Management

風險管理架構 Risk Management Framework

朗詩綠色管理高度重視風險管理工作，構建了以董事會為主導的風險管理體系，以保障公司資產及股東權益。我們持續完善公司在企業風險及ESG相關風險的識別、監控和防範等職能，搭建了科學、完備的風險管理架構，設立了三道防線風險管理模型，定期開展內部風險識別、分析工作，將風險管理工作落實到一線管理團隊，確保公司各項業務風險可控。

Landsea Green Management highly values risk management, and therefore has established a risk management system led by the board of directors to protect the Company's assets and shareholder interests. We continue to improve the identification, monitoring and prevention of corporate and ESG-related risks, and establish a scientific and complete risk management framework, as well as a risk management model encompassing three lines of defense. Through our regular internal risk identification and analysis, we implement risk management in the front-line management team to ensure that all business risks are controllable.

- 朗詩風險管理架構：

Landsea Risk Management Structure:



- 風險管理體系

Risk management system

朗詩綠色管理的風險管理系統能夠有效識別管理經營過程中的各項企業風險。我們定期進行風險識別、風險分析和處理，以確保公司的正常運轉、項目順利開發，同時將分析得出的可持續發展因素納入企業戰略規劃等。2022年，我們結合以往的管理經驗與總結，融入了更多ESG相關風險，我們的分析匯總各類風險因子、風險路徑，劃分風險等級，並進一步明確各項風險的主要監控措施及風險對策。

Landsea Green Management's risk management system can effectively identify various corporate risks in the management and operation process. We regularly conduct risk identification, analysis, and management to ensure the Company's normal operations and smooth project development, sustainable development factors of which are analyzed and incorporated into our strategic planning. In 2022, we integrated more ESG-related risks into our risk analysis by taking into account our previous management experiences and conclusions, which summarized various risk factors and paths, and divided risks into different levels. We further clarified the main monitoring measures and risk mitigation strategies for each risk.

風險識別與應對：

Risk identification and response:



未來風險管理工作計劃 Future Plant for Risk Management

在2023年，我們根據企業管治守則並參考行業最佳實務，持續更新風險清單，嚴格貫徹執行風險管理相關工作，進一步優化風險管理體系，穩健推進以下工作：

In 2023, according to the Corporate Governance Code and with reference to industry best practices, we continued to update the risk list, strictly followed the relevant risk management work, and further improved the risk management system, with the following work progress steadily advanced:

- 強化朗詩綠色管理與各子公司、各分公司之間的風險溝通，提高風險意識，定期安排相關培訓，加強對公司成員風險管理意識及合規文化的培養。

To strengthen risk communication between Landsea Green Management and its subsidiaries and branches, enhance risk awareness, arrange regular training sessions, and strengthen the risk management awareness and cultivation of compliance culture amongst employees at the company level.
- 積極開展線上新型業務，利用數字化、信息化手段使得風險控制和爭議處理過程與結果動態化、可視化，不斷提升系統識別及風險預警能力。

To actively develop new online businesses, and make use of digital and information measures to achieve the dynamic and visual process and results of risk control and dispute handling, while continuing to enhance the system identification and risk warning capabilities.
- 積極回應國家大政方針，發展綠色科技地產，通過對多種業務模式的反思、總結及多種盈利模式探索、創新來沖淡企業風險，側面達到風險管控的目的。

To actively respond to the general policy of the PRC government, develop green technology real estate, and mitigate corporate risks through reflection and summary of various business models and exploration and innovation of various profit models, so as to achieve the purpose of risk management and control.
- 進一步加強對地產市場ESG風險和氣候變化風險識別、評估及監控，開展更廣泛的ESG風險應對防範措施，並持續跟蹤回顧ESG風險事項應對及管控措施的實施效果。

To further strengthen the identification, assessment, and monitoring of ESG-related and climate change risks in the real estate market, with more extensive ESG risk prevention and control measures taken, and continue to track and review the effectiveness of ESG risk response and control measures.

案例：《風險清單一本通》

Exhibit: Risk Assessment Handbook

為全面加強廉正文化及職能業務底座建設，並為廉正文化、職能業務提供風險提示與行為指引，本年度，朗詩綠色管理審計監察部配合朗詩控股共同開發了《風險清單一本通》1.0版本，並將定期予以更新、迭代。

To comprehensively strengthen the development of a culture of integrity and functional business foundation, and to provide risk warning and behavior guidance for the same, Landsea Green Management's Auditing and Inspection Office collaborated with Landsea Holdings to develop the Version 1.0 *Risk Assessment Handbook* during the year, which will be regularly updated and iterated.

《風險清單一本通》由審計監察部通過梳理內部資料並與各職能條線、業務部門深入探討制定而成，將公司識別出的企業風險及ESG相關風險進行部門化分類，與部門的經營過程充分融合，與部門共創共建，以提升公司部門在經營管理過程中對風險的主動識別能力，並指導審計過程中的實操運用。

The *Risk Assessment Handbook* is developed by the Auditing and Inspection Office through the internal data analysis and extensive discussions with various functional departments and business units. The corporate and ESG-related risks identified by the Company are classified into departmental categories, and fully integrated into the department's business processes. The creation and development of such a handbook is a joint effort with each department so as to enhance the department's proactive identification of risks in the business management process, and guide the practical application during the audit process.

《風險清單一本通》是經營、管理中風險自我識別及審計監察工作的參照基石，使違規事項的懲處依據實現內容清單化、責任明確化、行動指引化。

The *Risk Assessment Handbook* serves as a cornerstone reference for risk self-identification and audit and inspection work in business and management, enabling penalties to be content-listed, responsibility to be clearly defined, and actions to be guided in case of any violation.



3.3 責任經營驅動朗詩前行 3.3 Responsible Operation Drives Landsea Forward

合規經營 Compliance Operation

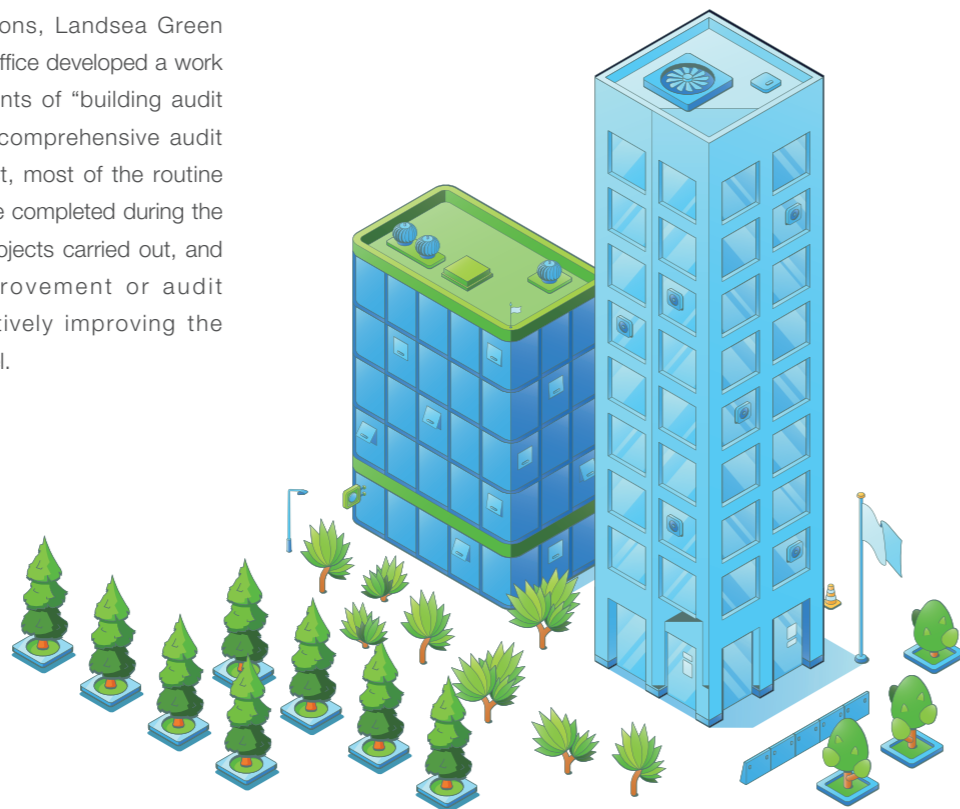
朗詩綠色管理深知合規經營管理的重要性。我們通過對道德行為的約束、制定嚴格的內部政策、搭建可監察的審計系統，積極履行一個綠色領先房地產企業應該承擔的社會責任。多年來，我們致力於保障員工及業務夥伴權益，穩定為股東創造價值，確保環境管理、社會責任與市場營銷等方面均保證依法合規經營，同時向客戶提供高質量的產品和服務。

Landsea Green Management recognizes the importance of compliance and management in business operations. We actively fulfill the social responsibility as a leading green real estate company by imposing moral constraints, implementing strict internal policies, and establishing an observable audit system. Over the years, we have been committed to safeguarding the rights and interests of employees and business partners, stabilizing value creation for shareholders, ensuring compliance in environmental management, social responsibility, and marketing in accordance with the law, while providing customers with high-quality products and services.

2022年，朗詩綠色管理的主要供應商在商業道德、環境保護、人權及勞工措施上均未出現重大違法違規經營事件。In 2022, Landsea Green Management did not receive any significant violations of laws and regulations regarding business ethics, environmental protection, human rights and labor measures from major suppliers.

2022年根據管理委員會要求，結合公司經營現狀，朗詩綠色管理審計監察部秉承「審計範圍全覆蓋、審計業務與製度文化並建」的要求製定工作計劃。受到疫情封控影響，本年度完成了大部分經營組織的例行審計覆蓋，共計開展各類審計項目6項，累計提交內控改進建議或審計建議上百條，有效提升公司合規管理水平。

In 2022, in accordance with the requirements of the Management Committee and in combination with the Company's current operating conditions, Landsea Green Management's Auditing and Inspection Office developed a work plan in compliance with the requirements of "building audit business, system and culture with a comprehensive audit coverage". Due to the pandemic impact, most of the routine audits of the operating organizations were completed during the year, with a total of six types of audit projects carried out, and hundreds of internal control improvement or audit recommendations submitted, effectively improving the Company's compliance management level.



環境保護 Environmental Protection	《中華人民共和國環境保護法》《中華人民共和國大氣污染防治法》《中華人民共和國固體廢棄物污染防治法》《中華人民共和國水污染防治法》《中華人民共和國循環經濟促進法》等 <i>Environmental Protection Law of the People's Republic of China; Atmospheric Pollution Prevention and Control Law of the People's Republic of China; Law of the People's Republic of China on the Prevention and Control of Environment Pollution Caused by Solid Wastes; Water Pollution Prevention and Control Law of the People's Republic of China; Circular Economy Promotion Law of the People's Republic of China, etc.</i>
僱傭與勞工 Employment and Labor	《中華人民共和國勞動法》《中華人民共和國勞動合同法》《中華人民共和國未成年人保護法》《中華人民共和國社會保險法》《中華人民共和國就業促進法》等 <i>Labor Law of the People's Republic of China; Labor Contract Law of the People's Republic of China; Law of the People's Republic of China on the Protection of Minors; Social Insurance Law of the People's Republic of China; Employment Promotion Law of the People's Republic of China, etc.</i>
職業健康與安全 Occupational Health and Safety	《中華人民共和國勞動法》《中華人民共和國勞動合同法》《中華人民共和國職業病防治法》等 <i>Labor Law of the People's Republic of China; Labor Contract Law of the People's Republic of China; Law of the People's Republic of China on the Prevention and Control of Occupational Disease, etc.</i>
產品責任 Product Responsibility	《中華人民共和國城市房地產管理法》《中華人民共和國建築法》《中華人民共和國廣告法》《中華人民共和國反不正當競爭法》《中華人民共和國民法典》《中華人民共和國商標法》《中華人民共和國著作權法》等 <i>Urban Real Estate Administration Law of the People's Republic of China; Construction Law of the People's Republic of China; Advertising Law of the People's Republic of China; Anti-Unfair Competition Law of the People's Republic of China; General Provisions of the Civil Law of the People's Republic of China; Trademark Law of the People's Republic of China; Copyright Law of the People's Republic of China, etc.</i>
反貪污 Anti-Corruption	《中華人民共和國反不正當競爭法》《中華人民共和國反壟斷法》《中華人民共和國反貪污受賄法》《關於禁止商業賄賂行為的暫行規定》《中華人民共和國刑法》《中華人民共和國反洗錢法》等 <i>Anti-Unfair Competition Law of the People's Republic of China, the Anti-Monopoly Law of the People's Republic of China, the Anti-Corruption and Bribery Law of the People's Republic of China, the Provisional Regulations on Prohibiting Commercial Bribery, and the Criminal Law of the People's Republic of China, etc.</i>

商業道德
Business Ethics

朗詩綠色管理始終堅持廉潔從業治理，對腐敗、賄賂、欺詐、洗錢等違反商業道德的行為採取零容忍原則，嚴格遵守《中華人民共和國反不正當競爭法》《中華人民共和國反壟斷法》《中華人民共和國反貪污受賄法》《關於禁止商業賄賂行為的暫行規定》及《中華人民共和國刑法》《中華人民共和國反洗錢法》等法律法規，制定了《朗詩集團審計監察制度》《反腐敗條例》《廉潔從業規範手冊》等反腐敗相關制度、條例，嚴格遵守「不行賄受賄、不做假賬、不偷稅漏稅、不欺騙客戶」四不鐵律。Landsea Homes的運營地在美國，同樣關注商業道德規範管理，嚴格參照《反海外腐敗法》及朗詩控股反腐敗相關制度，制訂了《商業行為與道德守則》，並要求所有高管、管理層和員工按標準執行。

Landsea Green Management always adheres to the principles of clean governance, and zero tolerance to corruption, bribery, fraud, money laundering, and other misconduct against business ethnics, and is in strict compliance with laws and regulations such as the *Anti-Unfair Competition Law of the People's Republic of China*, the *Anti-Monopoly Law of the People's Republic of China*, the *Anti-Corruption and Bribery Law of the People's Republic of China*, the *Provisional Regulations on Prohibiting Commercial Bribery*, the *Criminal Law of the People's Republic of China* and the *Anti-money Laundering Law of the People's Republic of China*. We have established relevant anti-corruption systems and regulations such as the *Audit and Supervision System of Landsea Group*, the *Anti-corruption Regulations*, and the *Standard Guide of Honest Practice*, and strictly adhere to the four principles of "the rules against bribery, false accounts, tax evasion, and customer fraud". Landsea Homes operates in the U.S. and pays close attention to the management of business ethics standards. Furthermore, it has formulated the company's *Code of Business Conduct and Ethics* with reference to the *Foreign Corrupt Practices Act* and Landsea Holdings anti-corruption related systems, and requires all senior management, management and employees to comply with the standards.

• 反貪污舉措

Anti-corruption Measures

朗詩綠色管理專門設立直屬審計監察部處理貪腐事件，定期對各事業部、區域公司進行例行監察，對高風險領域開展專項審計。本年度我們還新增了監察室，重點對人力資源風險進行監督，通過健全的審計體系，能夠及時識別內部控制漏洞並進行跟蹤改善。同時，我們也聘請外部機構對公司內控進行審計，營造陽光工作環境。

Landsea Green Management has set up a dedicated auditing and inspection office to address corruption cases, and conduct routine supervision of various business units and regional companies, as well as special audits in high-risk areas. During the year, we also established a monitoring office to focus on supervising human resources risks. Our sound audit system can timely identify internal control vulnerabilities and follow up on improvements. At the same time, we also engaged external institutions to audit the Company's internal controls, creating a transparent workplace.

本年度我們出台了《司法協同統一管理的規定》《廉正資金、物品規範管理規定》等相關法規，將舉報及其關聯工作納入制度化統籌管理範疇。公司與全體員工簽訂《廉潔承諾書》，遏制貪腐行為；與供應商簽訂了3,200餘份《廉潔協議》，與供應商攜手相伴共同責任發展。鑒於朗詩綠色管理愈發完善的體制建設，並將監審前置後，2022年全年均未查處到任何違規供應商。同時，公司定期在內部系統中發佈廉正公告，並設立專門的廉正帳戶存放員工在公務或社交活動中，因為各種原因而未能拒收的禮金。

During the year, we issued relevant regulations such as the *Regulations on the Unified Management of Judicial Cooperation* and the *Regulations on the Normative Management of Honest Funds and Goods*, which include reporting and related work into the systematic and integrated management scope. The Company entered into integrity agreements with all employees to curb corruption. More than 3,200 integrity agreements were concluded with suppliers to jointly assume the responsibility of integrity development. Due to Landsea's increasingly improved system for green management, with the audit procedures prioritized, no violations by suppliers were found throughout the year in 2022. Meanwhile, the Company regularly published integrity announcements in the internal system with a dedicated integrity account to deposit honorariums that cannot be refused by employees for various reasons during official or social activities.

朗詩綠色管理積極參與中國企業陽光誠信建設，我們加入了陽光誠信聯盟及企業反舞弊聯盟，與行業夥伴共同推廣廉潔自律、奉公守法的經營理念，打造誠信陽光的商業環境與秩序，為構建誠信社會貢獻力量。此外，我們也在公司內部成立了職業道德委員會，推廣朗詩綠色管理廉潔文化，營造陽光、誠信的職場氛圍。

Landsea Green Management actively participates in constructing China's enterprise trust and integrity, and works with industry partners to advocate the business philosophy of integrity, self-discipline, law-abiding practices, by joining the Trust and Integrity Enterprise Alliance and the Enterprise Anti-fraud Alliance. These efforts aim to create an honest and transparent business environment and order, contributing to the construction of an integrity-based society. In addition, we have established a professional ethics committee within the Company to promote the integrity culture in Landsea Green Management and create a transparent and honest work atmosphere.



2022年違規違紀情況披露
2022 Disciplinary Matter Disclosure



舉報機制

Whistle-blowing mechanism

朗詩綠色管理確立了以公司「陽光」核心價值觀為名的廉正文化標籤，實施「陽光朗詩」廉正品牌化建設。我們依托公司廉政文化，更新了內部舉報管理制度，出台了專門的舉報流程規範，確保所有舉報入庫留痕、節點分明、流轉清晰、時效可控。公司設有舉報電話、舉報郵箱、微信公眾號等多種舉報渠道，舉報一旦查證屬實將按照既定制度判予處罰，嚴重者將移送司法機關。本年度，依托「陽光朗詩」廉正工作信息化平台，我們開發了「廉正面對面」功能，以「我有話說、我要舉報」端口為舉報新形式，在電腦端、手機端同步上線，進一步拓展了舉報渠道。我們將持續創新、優化微信公眾號、公司BBS社區等信息化平台，打造直接、高效、具有主動意識的廉潔工具。

Landsea Green Management has established an integrity culture promoting the core value of “Transparency”, which will develop the “Transparent Landsea” as an integrity brand. Driven by our corporate integrity culture, we have updated the internal whistle-blowing management system, and introduced specialized reporting process standards to ensure that all reports are recorded, with clear milestones and timelines, and with clear and controllable circulation. The Company has set up multiple whistle-blowing channels such as telephone number, email address, and WeChat public account. Once a report is corroborated, penalties will be imposed according to established procedures, and serious offenders will be turned in to judicial authorities. During the year, relying on the “Transparent Landsea” integrity work platform, we have developed the “Face-to-Face Integrity” function, which uses the “I Wish to Speak up as a Whistle-blower” portal as a new whistle-blowing form, which is synchronized online on computers and mobile phones so that whistle-blowing channels are broadened. We will continue to innovate and optimize our WeChat public accounts, company BBS forum, and other information-based platforms to create direct, efficient, and proactive integrity tools.

「陽光朗詩」廉正工作信息化平台具備以下渠道

The “Transparent Landsea” integrity work platform includes the following channels:

- 陽光文化教育：廉潔教育活動、淺談「微腐敗」、清風車站
- 廉政知識庫：包含內部規章制度、外部法律法規、風險清單、輕資產審計框架、案例分享、廉政材料模板
- 業務端口：利益衝突申報、廉情調查、廉政考試、司法協同機要管理、黨建工作、工作台
- 廉政舉報途徑：
 - 郵件直通車：ygl@landsea.cn
 - 我要上繳：廉政賬戶
 - 我有話說：025-84221045
 - 微信公眾號：陽光朗詩 (LANDSEA_YGLS)
 - 舉報地址：江蘇省南京市建邺路108號朗詩控股審計監察部
- Transparency culture and education: integrity education activities, discussions on “petty corruption”, and integrity workshops
- Integrity knowledge database: containing internal regulations and rules, external laws and regulations, risk lists, light asset audit frameworks, case sharing, and integrity material templates
- Business portal: conflict of interest declaration, integrity investigations, integrity exams, judicial collaborative confidential management, party building work, and workstations
- Integrity whistle-blowing channels:
 - Direct email: ygl@landsea.cn
 - “I want to submit honorariums”: Integrity account
 - “I Wish to Speak up as a Whistle-blower”: 025-84221045
 - WeChat public account: Transparent Landsea (LANDSEA_YGLS)
 - Reporting address: Auditing and Inspection Office, Landsea Holding, No. 108 Jianye Road, Nanjing, Jiangsu Province.

廉潔從業

Integrity practices

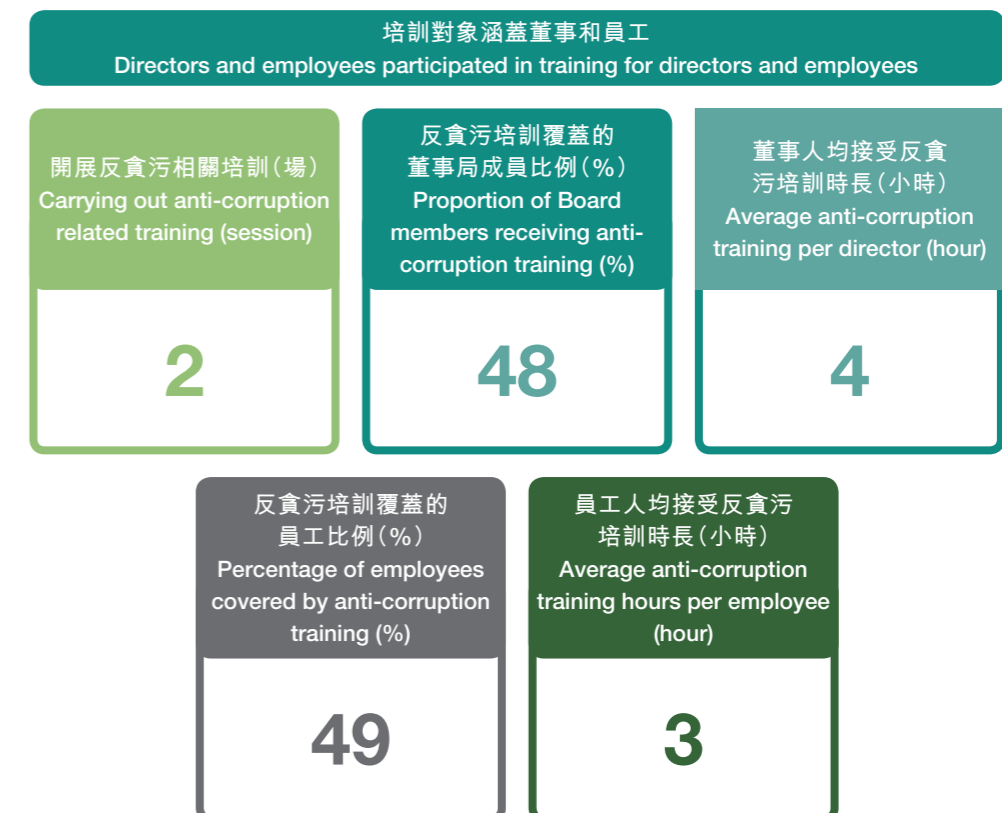
朗詩綠色管理堅持以「懲教結合」的態度對待腐敗問題，在對員工行為准則進行約束和規定的同時進行廉正宣貫和案例分享。本年度我們更新了廉正宣貫的形式，不同於以往坐等式的被動工作方式，現在更多以「走出去」為宣傳辦法，使廉正思想深入人心，獲得內外部一致好評。

Landsea Green Management always adheres to the principle of “combining punishment and education” to fight corruption issues, and carries out integrity publicity and case sharing in addition to the employee code of conduct governing and regulating employee actions. During the year, the Company has adopted new means of integrity publicity, by substituting a passive approach for a more active strategy of “going out” to deepen the understanding of these values among the internal and external stakeholders. This new approach has received positive feedback from the stakeholders.

此外，我們制定了便於員工自我廉潔管理、主動預防的「員工利益衝突申報制度」，並以信息化方法予以了實施，申報覆蓋率達100%。同時我們積極打造微信公眾號、公司BBS論壇、信息化平台等宣傳渠道，擴大反貪污宣傳陣地，捍衛綠色正道。

In addition, we have established the “Employee Conflict of Interest Reporting System” which facilitates employees’ integrity management and proactive prevention. Installed with information technology, this system achieves a 100% coverage rate. Meanwhile, we actively create publicity channels such as WeChat public accounts, company BBS forum, and information platforms to expand our anti-corruption campaign and defend the green path.

2022年廉潔培訓情況披露 Disclosure of Integrity Training in 2022



目標 Goal	舉措 Measures	2022年完成情況 Progress of completion in 2022
ESG管治目標 ESG Governance Goal	<ul style="list-style-type: none"> 反貪污培訓覆蓋率 100% 構建更加艱巨責任的管治方針 Maintain 100% coverage of anti-corruption training Establish a more stringent governance policy 	<ul style="list-style-type: none"> 全面發揮董事局在 ESG 事宜中的決策與監督作用 通過信息化手段管理廉潔從業 Fully leverage the decision-making and supervisory role of the Board of Directors in ESG matters Manage ethical conduct in the workplace using information technology

2022年完成情況
Progress of completion
in 2022

- 反貪污培訓覆蓋的董事局成員比例：48%
- 反貪污培訓覆蓋的員工比例：49%
- 「陽光朗詩」廉正工作信息化平台
- Proportion of Board members receiving anti-corruption training: 48%
- Proportion of employees receiving anti-corruption training: 49%
- “Transparent Landsea” integrity work platform

知識產權管理

Intellectual Property Management

朗詩綠色管理一貫重視對知識產權的保護和管理，嚴格遵守《中華人民共和國民法典》《中華人民共和國商標法》《中華人民共和國專利法》《中華人民共和國著作權法》及《中華人民共和國反不正當競爭法》等相關法律法規，不斷優化知識產權風險防範機制，通過培訓、教育、檢查等多種方式開展知識產權宣傳普及工作，加強對專利、商標、著作權等知識產權的管理，營造互利共贏、公平透明的營商環境。

Landsea Green Management has attached great importance to the protection and management of intellectual property and strictly abided by the *Civil Code of the People's Republic of China*, the *Trademark Law of the People's Republic of China*, the *Patent Law of the People's Republic of China*, the *Copyright Law of the People's Republic of China*, the *Anti-Unfair Competition Law of the People's Republic of China* and other relevant laws and regulations. While continuing to optimize the intellectual property risk prevention mechanisms, we have carried out intellectual property publicity through training, education, inspection, and other channels, strengthened the management of intellectual property rights such as patents, trademarks and copyrights to build a mutually beneficial, fair, and transparent business environment.

- 重視商標的保護：朗詩在中國大陸地區、香港和北美等地均申請註冊相關商標，其中包括防禦性商標的註冊
Emphasis on trademark protection: Landsea has applied for the registration of relevant trademarks in Mainland China, Hong Kong and North America, including the registration of defensive trademarks.
- 重視自身品牌的保護：朗詩在許可項目使用品牌的過程中，對於品牌許可使用條件、範圍、限制及要求形成了標準化的制度
Attaching importance to the protection of its own brand: Landsea has established a standardized system for the conditions, scope, restrictions and requirements of brand licensing in the process of using the brand in the licensed projects.
- 重視自主專利權：基於開發綠色科技產品的定位，朗詩積極研發新產品並申請自主專利權，於2020年正式推出「自由方舟」產品
Attaching importance to patent rights: Based on the positioning of developing green technology products, Landsea actively develops new products and applies for independent patent rights. In 2020, the “Free Ark” product will be officially launched.

截至2022年底，朗詩綠色管理及其控股股東朗詩集團股份有限公司共註冊470件商標：

As at the end of 2022, Landsea Green Management and its Controlling Shareholder, Landsea Group, had registered a total of 470 trademarks:



朗詩綠色管理在維護自身知識產權的同時，也同樣尊重他人知識產權。朗詩高度重視軟件正版化，每年均根據業務經營情況及對未來發展的預期購買多款辦公軟件，目前已經購買了微軟操作系統、Office、AutoCAD、Adobe系列等超過250套正版辦公軟件。

Landsea Green Management values its intellectual property while respecting the intellectual property of others. Landsea places great emphasis on legitimizing software by purchasing a variety of office software each year based on business requirements and future development expectations. Currently, Landsea has purchased over 250 sets of licensed office software, including Microsoft operating systems, Office, AutoCAD, and Adobe series.

關鍵績效表 Key Performance Table

• 環境績效¹ Environmental Performance¹

指標 Indicator	單位 Unit	2020	2021	2022
資源使用 Resource Utilization				
辦公耗電量 Office power consumption	兆瓦時 MWh	1,873.79	1,666.49	2,095.65
辦公耗水量 ² Office water consumption ²	立方米 m ³	16,892.05	9,052.83	6,068.86
天然氣消耗量 Natural gas consumption	立方米 m ³	5,942.09	10,600.79	11,098.19
自有車輛汽油用量 Gasoline consumption of own vehicles	升 liter	76,203.00	76,566.00	55,584.00
自有車輛柴油用量 Diesel consumption of own vehicles	升 liter	0.00	2,388.00	2,390.00
單位面積耗電量 Power consumption per unit area	千瓦時/平方米 kWh/m ²	74.37	71.50	145.41
單位面積耗水量 Water consumption per unit area	立方米/平方米 m ³ /m ²	0.67	0.39	0.42
單位面積天然氣消耗量 ³ Natural gas consumption per unit area ³	立方米/平方米 m ³ /m ²	0.24	0.45	0.77
水資源循環利用量佔耗水量的比 Ratio of water resources recycling to water consumption	%	12.63	0.84	0.01

指標 Indicator	單位 Unit	2020	2021	2022
排放物 Emissions				
溫室氣體排放總量 ⁴ Total GHG emissions ⁴	噸二氧化碳當量 Ton of carbon dioxide equivalent	1,701.08	1,638.99	1,358.51
範圍一溫室氣體排放量 ⁵ Scope 1 GHG emissions ⁵	噸二氧化碳當量 Ton of carbon dioxide equivalent	219.20	230.45	178.28
範圍二溫室氣體排放量 ⁶ Scope 2 GHG emissions ⁶	噸二氧化碳當量 Ton of carbon dioxide equivalent	1,481.88	1,408.54	1,180.22
單位面積溫室氣體排放量 GHG emissions per unit area	噸二氧化碳當量/ 平方米 Ton of carbon dioxide equivalent/m ²	0.068	0.070	0.082
資源使用 Resource Utilization				
辦公產生有害廢棄物總量 ⁷ Total office hazardous waste discharged ⁷	噸 ton	0.30	0.25	0.16
辦公產生無害廢棄物總量 Total office non-hazardous waste discharged	噸 ton	27.72	21.06	22.07
無害廢棄物回收及再利用的量 Total non-hazardous waste recycled and reused	噸 ton	1.27	1.13	1.16
無害廢棄物棄置量 Total non-hazardous waste treated	噸 ton	26.45	19.93	20.92
單位面積有害廢棄物產生量 Total hazardous waste discharged per unit area	千克/平方米 kg/m ²	0.012	0.106	0.011
單位面積無害廢棄物產生量 Total non-hazardous waste discharged per unit area	千克/平方米 kg/m ²	1.10	0.90	1.05

註：
Note:

- [1]. 環境績效數據歷年披露範圍：2022、2021、2020年環境數據與報告組織範圍一致。
The environmental performance data to be disclosed each year: The environmental data of 2022, 2021 and 2020 were consistent with the reporting organization scope.
- [2]. 公司辦公用水來源主要為市政用水，沒有求取適用水源方面的問題。
The Company's main source of office water was municipal water, and there was no problem in obtaining applicable water sources.
- [3]. 2022年單位面積天然氣消耗量較2021年有較大幅度上升，主要是由於公司辦公面積減小，實際天然氣消耗量僅上浮4.7%。
Compared with that in 2021, the natural gas consumption per unit area had a relatively high increase in 2022 was mainly due to an increase of only 4.7% in actual natural gas consumption as a result of smaller office area.
- [4]. 溫室氣體排放量包括範圍一和範圍二的溫室氣體排放。
GHG emissions include greenhouse gas emissions in Scope 1 and Scope 2.
- [5]. 範圍一的溫室氣體排放來自公司天然氣、自有車輛汽油、柴油消耗。其中，2022、2021、2020年天然氣、汽油、柴油排放係數採用聯交所《如何準備環境、社會及管治報告 - 附錄二：環境關鍵績效指標匯報指引》(2020年3月版)推薦參考資料《溫室氣體議定書》(GHG Protocol)的係數；Scope 1 greenhouse gas emissions come from the Company's consumption of natural gas, gasoline and diesel by its own vehicles. The emissions factor for natural gas, gasoline, and diesel in 2022, 2021, and 2020 adopted the coefficient in the *GHG Protocol*, the recommended reference in *How to Prepare Environmental, Social and Governance Reports - Appendix 2: Guidelines on Reporting Environmental Key Performance Indicators* (March 2020 version) by the Stock Exchange;
- [6]. 範圍二的溫室氣體排放來自公司外購電力產生的溫室氣體排放。其中，2022年排放係數參考中國生態環境部《關於做好2023-2025年發電行業企業溫室氣體排放報告管理有關工作的通知》中2022年全國電網平均排放因子0.5703 kg CO₂/kWh；美國地產的電力排放係數採用美國環境保護署(United States Environmental Protection Agency : <https://www.epa.gov/energy/greenhouse-gasesequivalencies-calculator-calculations-and-references> (2023年4月))電力排放係數4.33 × 10⁻⁴ metric tons CO₂/kWh；2021年排放係數參考中國生態環境部《關於做好2022年企業溫室氣體排放報告管理相關重點工作的通知》中2021年全國電網平均排放因子0.5810 kg CO₂/kWh；美國地產的電力排放係數採用國際能源署《能源數據手冊》電力排放係數；2020年中國地區電力排放係數採用《如何準備環境、社會及管治報告 - 附錄二：環境關鍵績效指標匯報指引》(2020年3月版)各區域電力排放係數，美國地產的電力排放係數採用國際能源署《能源數據手冊》電力排放係數；
Scope 2 greenhouse gas emissions come from those generated by the Company's purchased electricity. In particular, the 2022 emission factor referred to the 2022 national grid average emission factor of 0.5703 kg CO₂/kWh as set out in the *Notice on the Management of Greenhouse Gas Emissions Reporting by Enterprises in the Power Generation Industry from 2023 to 2025* issued by the Ministry of Ecology and Environment of the People's Republic of China, and the electricity emission factors of 4.33 × 10⁻⁴ metric tons CO₂/kWh of United States Environmental Protection Agency published on <https://www.epa.gov/energy/greenhouse-gasesequivalencies-calculator-calculations-and-references> (April 2023) were adopted for Landsea Homes. The 2021 emission factor referred to the 2021 national grid average emission factor of 0.5810 kg CO₂/kWh as set out in the *Notice on the Key Work Related to the Management of Corporate Greenhouse Gas Emissions Reporting in 2022* issued by the Ministry of Ecology and Environment of the People's Republic of China, and the electricity emission factors in the *International Energy Agency's Energy Data Manual* were adopted for Landsea Homes. In 2020, China's regional electricity emission factors were adopted based on the factors in *How to Prepare Environmental, Social and Governance Reports - Appendix 2: Guidelines on Reporting Environmental Key Performance Indicators* (March 2020 version), and the electricity emission factors in the *International Energy Agency's Energy Data Manual* were adopted for Landsea Homes.
- [7]. 有害廢棄物包括廢電腦、廢墨盒和廢棄電池。廢電腦作為電子產品回收處理，廢墨盒由租賃公司回收處理，廢棄電池由物業公司分類回收後處理。無害廢棄物主要是廢紙，部分廢棄物被回收，其他由物業處理。
Hazardous waste includes disposed computers, disposed ink cartridges and disposed batteries. Disposed computers are recycled as electronic products, disposed ink cartridges are recycled by leasing companies, and disposed batteries are sorted out and recycled by property management companies. Non-hazardous waste is mainly wastepaper, some of which recycled while others disposed by property management companies.

● 社會績效 Social Performance

指標 Indicator	單位 Unit	2020	2021	2022
員工僱傭 Employment				
員工總數 Number of employees	人 person	1,614	2,146	1,659
男性員工 Number of male employees	人 person	999	831	1,068
女性員工 Number of female employees	人 person	615	1,315	591
全職勞動合同工 Number of full-time contract workers	人 person	1,469	1,887	1,515
全職勞務派遣工 Number of full-time dispatched workers	人 person	144	258	142
兼職員工 Number of part-time employees	人 person	1	1	2
其他僱傭形式員工 Number of other forms of employment	人 person	0	0	0
50歲以上的員工 Number of employees aged over 50	人 person	93	61	172
30歲至50歲的員工 Number of employees aged 30 to 50	人 person	1,123	1,436	1,149
30歲以下的員工 Number of employees aged under 30	人 person	398	649	338
在中國大陸工作的員工 Number of employees working in Mainland China	人 person	1,373	1,784	1,207
在港澳台及海外工作的員工 Number of employees working in Hong Kong, Macau, Taiwan and overseas	人 person	241	362	452

指標 Indicator	單位 Unit	2020	2021	2022
中級管理層以上女性員工佔比 Proportion of female employees above middle management	%	23	15	18
員工流失率 ¹ Employee turnover rate ¹	%	23	28	42
男性員工流失率 Male employee turnover rate	%	25	28	40
女性員工流失率 Female employee turnover rate	%	19	28	45
50歲以上員工流失率 Turnover rate of employees over 50	%	27	20	15
30至50歲員工流失率 Turnover rate of employees aged 30 to 50	%	20	26	40
30歲以下員工流失率 Turnover rate of employees under 30	%	31	33	62
在中國大陸工作的員工流失率 Turnover rate of employees working in Mainland China	%	21	29	54
在港澳台及海外工作的員工流失率 Turnover rate of employees working in Hong Kong, Macau, Taiwan and overseas	%	0	22	10
違反員工僱傭及勞工法律法規所受處罰的次數 Number of penalties for violations of employment and labor laws and regulations	次 number	0	0	0
健康與安全 Health and Safety				
因工作關係而死亡的員工人數 Number of deaths due to work-related injuries	人 person	0	0	0
因工傷損失的工作日數 Workday loss due to workplace injury	日 day	0	0	7

指標 Indicator	單位 Unit	2020	2021	2022
員工培訓 Employee training				
員工培訓覆蓋率 ² Percentage of employees trained ²	%	100	100	62
其中，培訓覆蓋的女性員工的比例 Percentage of female employees trained	%	64	39	63
其中，培訓覆蓋的男性員工的比例 Percentage of male employees trained	%	36	61	62
培訓覆蓋的高級管理層員工的比例 Percentage of senior management trained	%	7	5	62
培訓覆蓋的中級管理層員工的比例 Percentage of middle management trained	%	15	17	50
培訓覆蓋的基層員工的比例 Percentage of junior management trained	%	78	78	67
員工接受培訓平均小時數 Average training hours completed per employee	小時 hour	29	21	21
女員工接受培訓平均小時數 Average training hours completed by female employees	小時 hour	26	22	23
男員工接受培訓平均小時數 Average training hours completed by male employees	小時 hour	30	19	41
高級管理層接受培訓平均小時數 Average training hours completed by senior management	小時 hour	26	23	52
中級管理層接受培訓平均小時數 Average training hours completed by middle management	小時 hour	38	21	36
基層員工接受培訓平均小時數 Average training hours completed by junior management	小時 hour	27	21	32

註：
Note:

- [1]. 根據香港聯合交易所發佈的《如何編備環境、社會及管治報告附錄三：社會關鍵績效指標匯報指引》(2020年3月)，員工流失率計算方式為：各類別員工流失率=該類別員工離職人數/該類別時期末員工人數。
According to the *How to Prepare an ESG Report Appendix 3: Reporting Guidance on Social KPIs* released by the Stock Exchange of Hong Kong Limited (SEHK) (March 2020), the calculation method of the employee turnover rate was as follows: Turnover rate of various types of employees = Number of the specific type of employees resigned/Number of the specific type of employees at the end of this period.
- [2]. 根據香港聯合交易所發佈的《如何編備環境、社會及管治報告附錄三：社會關鍵績效指標匯報指引》(2020年3月)，員工培訓覆蓋率計算方式為：各類別員工培訓覆蓋率=接受培訓的該類別員工人數/接受培訓的員工總人數。
According to the *How to Prepare an ESG Report Appendix 3: Reporting Guidance on Social KPIs* released by the Stock Exchange of Hong Kong Limited (SEHK) (March 2020), the calculation method of percentage of employees trained was as follows: Percentage of various types of employees trained = Number of the specific type of employees trained/Total number of employees trained.

- 產品責任¹

Product Responsibility¹

指標 Indicator	單位 Unit	2020	2021	2022
在客戶隱私方面發生違法違規事件的總數 Total number of reported non-compliance incidents on customer privacy	件 piece	0	0	0
在市場推廣方面發生違法違規事件的總數 Total number of reported non-compliance incidents on marketing	件 piece	0	0	0
所提供的產品和服務在健康與安全、標籤方面發生違法違規事件的總數 Total number of reported non-compliance incidents on health and safety, and labeling of the products and services provided	件 piece	0	0	0
經證實的侵犯客戶隱私權及遺失客戶資料的投訴次數 Total number of complaints received due to violation of customer privacy and loss of customer data	件 piece	0	0	0
接獲關於產品及服務的投訴數目 ² Total number of complaints received on products and services ²	件 piece	531	664	853
投訴處理率 Complaint resolution rate	%	100	99	94

註：

Note:

- [1]. 2022、2021年產品責任數據包含中國地產事業部、青杉資本；2020年產品責任資料包括中國地產事業部、美國地產及青杉資本
The product liability data in 2022 and 2021 included China Real Estate Division and Landsea Green Fir Capital. The data in 2020 included China Real Estate Division, Landsea Homes and Landsea Green Fir Capital.
- [2]. 公司於2022年加強數據管理精讀和指標要求，故在本年度報告中對2021年接獲關於產品及服務的投訴數目進行追溯與更新。
In 2022, the Company strengthened its thorough data management and indicator requirements, so the number of complaints received in 2021 in this annual report regarding products and services was traced and updated.

- 運營慣例¹

Operating Practice¹

指標 Indicator	單位 Unit	2020	2021	2022
反貪污 Anti-corruption				
報告期內對公司或其員工提出並已審結的貪污訴訟案件數 Number of concluded legal cases regarding corrupt practices brought against the Company or its employees during the reporting period	件 piece	1	0	0
反貪污培訓覆蓋的董事局成員比例 Proportion of Board members receiving anti-corruption training	%	60	50	48
董事人均接受反貪污培訓小時數 Average hours of anti-corruption training received by each Board member	小時 hour	4.5	4	3
反貪污培訓覆蓋的員工比例 Proportion of employees receiving anti-corruption training	%	100	70	49
員工人均接受反貪污培訓小時數 Average hours of anti-corruption training received by each employee	小時 hour	2	2	4

指標 Indicator	單位 Unit	2020	2021	2022
供應商管理 Supplier Management				
供應商總數 ² Total suppliers ²	家 Unit	3,012	2,841	2,118
其中，大陸地區的供應商數 By geographical region: Mainland China	家 Unit	1,457	1,227	2,084
海外及港澳台地區的供應商數 By geographical region: Hong Kong, Macao and Taiwan and other countries or regions	家 Unit	1,555	1,614	34
按公司的供應商評估制度執行環境、 勞工、道德等方面表現評估的 供應商數 Number of suppliers receiving environmental, labor, and ethical performance assessment according to the Company's supplier evaluation system	家 Unit	205	953	945
通過環境、勞工、道德等方面評估的 供應商數量 The number of suppliers assessed in terms of environment, labor, ethics, etc.	家 Unit	192	832	945

註：
Note:

- [1]. 供應鏈數據包括中國地產事業部、美國地產及青杉資本。
The supply chain data included China Real Estate Division, Landsea Homes, and Landsea Green Fir Capital.
- [2]. 供應商類別包括工程集採、設計、營銷、辦公運營等。
The supplier categories included engineering collective procurement, design, marketing, and office operation.

● 社區與公益¹
Community and Charity¹

指標 Indicator	單位 Unit	2020	2021	2022
社區公益投入金額 Total community philanthropic investment	元 RMB	815,000	315,827	1,142,410
員工志願服務人次 Number of volunteer services hours	人次 Per volunteer	188	104	20
志願者活動小時數 Number of volunteers	小時 hour	382	438	160

註：
Note:

- [1]. 社區與公益數據包括中國地產事業部總部及美國地產。
The Community and Charity data included those of the Headquarters of China Real Estate Division and Landsea Homes.

聯交所《環境、社會及管治報告指引》索引表 Index Table of ESG Reporting Guide of SEHK

層面、一般披露及 關鍵績效指標 Aspects, General Disclosures, and KPIs	描述 Description	披露章節 Disclosure Section(s)
主要範疇A.環境 Subject Area A. Environmental		
層面A1：排放物 Aspect A1: Emissions		
一般披露A1 General Disclosure A1	有關廢氣及溫室氣體排放、向水及土地的排污、有害及無害廢棄物的產生等的： (a) 政策；及 (b) 遵守對發行人有重大影響的相關法律及規例的資料。 Information on: (a) the policies; and (b) compliance with relevant laws and regulations that have a significant impact on the issuer relating to air and greenhouse gas emissions, discharges into water and land, and generation of hazardous and non-hazardous waste.	污染控制與廢棄物管理 合規經營 Pollution Control and Waste Management Compliance Operation
KPI A1.1	排放物種類及相關排放數據。 The types of emissions and respective emissions data.	環境績效 Environmental Performance
KPI A1.2	直接(範圍1)及能源間接(範圍2)溫室氣體總排放量(以噸計算)及(如適用)密度(如以每產量單位、每項設施計算)。 Direct (Scope 1) and energy indirect (Scope 2) greenhouse gas emissions (in tonnes) and, where appropriate, intensity (e.g. per unit of production volume, per facility).	環境績效 Environmental Performance
KPI A1.3	所產生有害廢棄物總量(以噸計算)及(如適用)密度(如以每產量單位、每項設施計算)。 Total hazardous waste produced (in tonnes) and, where appropriate, intensity (e.g. per unit of production volume, per facility).	環境績效 Environmental Performance
KPI A1.4	所產生無害廢棄物總量(以噸計算)及(如適用)密度(如以每產量單位、每項設施計算)。 Total non-hazardous waste produced (in tonnes) and, where appropriate, intensity (e.g. per unit of production volume, per facility).	環境績效 Environmental Performance
KPI A1.5	描述所訂立的排放量目標及為達到這些目標所採取的步驟。 Description of emissions target(s) set and steps taken to achieve them.	指標和目標 Indicators and Targets
KPI A1.6	描述處理有害及無害廢棄物的方法，及描述所訂立的減廢目標及為達到這些目標所採取的步驟。 Description of how hazardous and non-hazardous wastes are handled, and a description of reduction target(s) set and steps taken to achieve them.	污染控制與廢棄物管理 生態環境保護 Pollution Control and Waste Management Ecological Environment Protection

層面、一般披露及 關鍵績效指標 Aspects, General Disclosures, and KPIs	描述 Description	披露章節 Disclosure Section(s)
層面A2：資源使用 Aspect A2: Use of Resources		
一般披露A2 General Disclosure A2	有效使用資源(包括能源、水及其他原材料)的政策。 Policies on the efficient use of resources, including energy, water and other raw materials.	能源使用與消耗 水資源管理 Energy Use and Consumption Water Resource Management
KPI A2.1	按類型劃分的直接及/或間接能源(如電、氣或油)總耗量(以千個千瓦時計算)及密度(如以每產量單位、每項設施計算)。 Direct and/or indirect energy consumption by type (e.g. electricity, gas or oil) in total (kWh in '000s) and intensity (e.g. per unit of production volume, per facility).	環境績效 Environmental Performance
KPI A2.2	總耗水量及密度(如以每產量單位、每項設施計算)。 Water consumption in total and intensity (e.g. per unit of production volume, per facility).	環境績效 Environmental Performance
KPI A2.3	描述所訂立的能源使用效益目標及為達到這些目標所採取的步驟。 Description of energy use efficiency target(s) set and steps taken to achieve them.	能源使用與消耗 Energy Use and Consumption
KPI A2.4	描述求取適用水源上可有任何問題，以及所訂立的用水效益目標及為達到這些目標所採取的步驟。 Description of whether there is any issue in sourcing water that is fit for purpose, water efficiency target(s) set and steps taken to achieve them.	水資源管理 Water Resource Management
KPI A2.5	製成品所用包裝材料的總量(以噸計)及(如適用)每生產單位佔量。 Total packaging material used for finished products (in tonnes) and, if applicable, with reference to per unit produced.	由於朗詩運營過程中使用的包裝材料很少，因此有關製成品包裝材料的關鍵績效指標A2.5不適用於朗詩。 Since there are very few packaging materials used in the Landsea's operation, the key performance indicator A2.5 relating to packaging materials for finished products is therefore not applicable to Landsea.

層面、一般披露及 關鍵績效指標 Aspects, General Disclosures, and KPIs	描述 Description	披露章節 Disclosure Section(s)
層面 A3：環境及天然資源 Aspect A3: The Environment and Natural Resources		
一般披露 A3 General Disclosure A3	減低發行人對環境及天然資源造成重大影響的政策。 Policies on minimizing the issuer's significant impacts on the environment and natural resources.	全生命週期綠色項目開發 Green House Development throughout Its Lifecycle
KPI A3.1	描述業務活動對環境及天然資源的重大影響及已採取管理有關影響的行動。 Description of the significant impacts of activities on the environment and natural resources and the actions taken to manage them.	環境管理體系 2022年，朗詩未對環境及天然資源產生重大影響 Environment Management System In 2022, Landsea has not made significant impacts on the environment and natural resources
層面 A4：氣候變化 Aspect A4: Climate Change		
一般披露 General Disclosure A4	識別及應對已經及可能會對發行人產生影響的重大氣候相關事宜的政策。 Policies on identification and mitigation of significant climate-related issues which have impacted, and those which may impact, the issuer.	氣候變化風險與機遇分析 Risk and Opportunity Analysis of Climate Change
KPI A4.1	描述已經及可能會對發行人產生影響的重大氣候相關事宜，及應對行動。 Description of the significant climate-related issues which have impacted, and those which may impact, the issuer, and the actions taken to manage them.	氣候變化風險與機遇分析 Risk and Opportunity Analysis of Climate Change

層面、一般披露及 關鍵績效指標 Aspects, General Disclosures, and KPIs	描述 Description	披露章節 Disclosure Section(s)
主要範疇 B. 社會 Subject Area B. Social		
僱傭及勞工常規 Employment and Labor Practices		
層面 B1：僱傭 Aspect B1: Employment		
一般披露 B1 General Disclosure B1	有關薪酬及解僱、招聘及晉升、工作時數、假期、平等機會、多元化、反歧視以及其他待遇及福利的： (a) 政策；及 (b) 遵守對發行人有重大影響的相關法律及規例的資料。 Information on: (a) the policies; and (b) compliance with relevant laws and regulations that have a significant impact on the issuer relating to compensation and dismissal, recruitment and promotion, working hours, rest periods, equal opportunity, diversity, anti-discrimination, and other benefits and welfare.	規範僱傭保障員工權益 合規經營 Regulating Employment to Safeguard Employee Rights Compliance Operation
KPI B1.1	按性別、僱傭類型（如全職或兼職）、年齡組別及地區劃分的僱員總數。 Total workforce by gender, employment type (for example, full- or part-time), age group and geographical region.	社會績效 Social Performance
KPI B1.2	按性別、年齡組別及地區劃分的僱員流失比率。 Employee turnover rate by gender, age group and geographical region.	社會績效 Social Performance
層面 B2：健康與安全 Aspect B2: Health and Safety		
一般披露 B2 General Disclosure B2	有關提供安全工作環境及保障僱員避免職業性危害的： (a) 政策；及 (b) 遵守對發行人有重大影響的相關法律及規例的資料。 Information on: (a) the policies; and (b) compliance with relevant laws and regulations that have a significant impact on the issuer relating to providing a safe working environment and protecting employees from occupational hazards.	關愛員工健康與安全 合規經營 Care for Employee Health and Safety Compliance Operation
KPI B2.1	過去三年（包括匯報年度）每年因工亡故的人數及比率。 Number and rate of work-related fatalities occurred in each of the past three years including the reporting year.	社會績效 Social Performance
KPI B2.2	因工傷損失工作日數。 Lost days due to work injury.	社會績效 Social Performance
KPI B2.3	描述所採納的職業健康與安全措施，以及相關執行及監察方法。 Description of occupational health and safety measures adopted, and how they are implemented and monitored.	綠色施工 關愛員工健康與安全 Green Construction Care for Employee Health and Safety

層面、一般披露及 關鍵績效指標 Aspects, General Disclosures, and KPIs	描述 Description	披露章節 Disclosure Section(s)
層面 B3：發展及培訓 Aspect B3: Development and Training		
一般披露 B3 General Disclosure B3	有關提升僱員履行工作職責的知識及技能的政策。描述培訓活動。 Policies on improving employees' knowledge and skills for discharging duties at work. Description of training activities.	人才發展與成長 Talent Development and Growth
KPI B3.1	按性別及僱員類別(如高級管理層、中級管理層)劃分的受訓僱員百分比。 The percentage of employees trained by gender and employee category (e.g. senior management, middle management).	社會績效 Social Performance
KPI B3.2	按性別及僱員類別劃分，每名僱員完成受訓的平均時數。 The average training hours completed per employee by gender and employee category.	社會績效 Social Performance
層面 B4：勞工準則 Aspect B4: Labor Standards		
一般披露 B4 General Disclosure B4	有關防止童工或強制勞工的： (a) 政策；及 (b) 遵守對發行人有重大影響的相關法律及規例的資料。 Information on: (a) the policies; and (b) compliance with relevant laws and regulations that have a significant impact on the issuer relating to preventing child and forced labor.	規範僱傭保障員工權益 合規經營 Regulating Employment to Safeguard Employee Rights Compliance Operation
KPI B4.1	描述檢討招聘慣例的措施以避免童工及強制勞工。 Description of measures to review employment practices to avoid child and forced labor.	規範僱傭保障員工權益 Regulating Employment to Safeguard Employee Rights
KPI B4.2	描述在發現違規情況時消除有關情況所採取的步驟。 Description of steps taken to eliminate such practices when discovered.	規範僱傭保障員工權益 2022年，無違規情況 Regulating Employment to Safeguard Employee Rights In 2022, no violation

層面、一般披露及 關鍵績效指標 Aspects, General Disclosures, and KPIs	描述 Description	披露章節 Disclosure Section(s)
運營慣例 Operating Practices		
層面 B5：供應鏈管理 Aspect B5: Supply Chain Management		
一般披露 B5 General Disclosure B5	管理供應鏈的環境及社會風險政策。 Policies on managing environmental and social risks of the supply chain.	綠色採購實踐 拓寬綠色價值鏈影響 Green Procurement Practice Expanding the Impact of the Green Value Chain
KPI B5.1	按地區劃分的供應商數目。 Number of suppliers by geographical region.	運營慣例 Operating Practice
KPI B5.2	描述有關聘用供應商的慣例，向其執行有關慣例的供應商數目，以及相關執行及監察方法。 Description of practices relating to engaging suppliers, number of suppliers where the practices are being implemented, and how they are implemented and monitored.	供應商合規管理 綠色採購實踐 拓寬綠色價值鏈影響 Supplier Compliance Management Green Procurement Practice Expanding the Impact of the Green Value Chain
KPI B5.3	描述有關識別供應鏈每個環節的環境及社會風險的慣例，以及相關執行及監察方法。 Description of practices used to identify environmental and social risks along the supply chain, and how they are implemented and monitored.	供應商合規管理 氣候變化風險 綠色採購實踐 Supplier Compliance Management Climate Change Risk Green Procurement Practice
KPI B5.4	描述在揀選供應商時促使多用環保產品及服務的慣例，以及相關執行及監察方法。 Description of practices used to promote environmentally preferable products and services when selecting suppliers, and how they are implemented and monitored.	綠色採購實踐 拓寬綠色價值鏈影響 Green Procurement Practice Expanding the Impact of the Green Value Chain

層面、一般披露及
關鍵績效指標

Aspects, General Disclosures, and KPIs	Description	披露章節 Disclosure Section(s)
層面 B6：產品責任 Aspect B6: Product Responsibility		
一般披露 B6 Aspect B6: Product Responsibility	有關所提供產品和服務的健康與安全、廣告、標籤及私隱事宜以及補救方法的： (a) 政策；及 (b) 遵守對發行人有重大影響的相關法律及規例的資料。 Information on: (a) the policies; and (b) compliance with relevant laws and regulations that have a significant impact on the issuer relating to health and safety, advertising, labelling and privacy matters relating to products and services provided and methods of redress.	綠色營銷 保障客戶滿意度 商業道德 全生命週期綠色項目開發 合規經營 Green Marketing Ensuring Customer Satisfaction Business Ethics Green House Development throughout Its Lifecycle Compliance Operation
KPI B6.1	已售或已運送產品總數中因安全與健康理由而須回收的百分比。 Percentage of total products sold or shipped subject to recalls for safety and health reasons.	由於房地產行業實際業務性質，此關鍵績效指標不適用於朗詩業務。 Due to the nature of the actual business operations in the real estate industry, such KPI is not applicable to Landsea's business operations.
KPI B6.2	接獲關於產品及服務的投訴數目以及應對方法。 Number of products and service related complaints received and how they are dealt with.	產品責任 保障客戶滿意度 Product Responsibility Ensuring Customer Satisfaction
KPI B6.3	描述與維護及保障知識產權有關的慣例。 Description of practices relating to observing and protecting intellectual property rights.	知識產權管理 Intellectual Property Management
KPI B6.4	描述質量檢定過程及產品回收程序。 Description of quality assurance process and recall procedures.	綠色建築 產品回收對房地產行業實際業務及產品特性不適用，回收程序對朗詩業務並無實質性影響。 Green Construction As product recalls are not applicable to the actual business and product characteristics of the real estate industry, the recall process has no material impact on Landsea's business operations.
KPI B6.5	描述消費者資料保障及私隱政策，以及相關執行及監察方法。 Description of consumer data protection and privacy policies, and how they are implemented and monitored.	保障客戶滿意度 Ensuring Customer Satisfaction

層面、一般披露及
關鍵績效指標

Aspects, General Disclosures, and KPIs	Description	披露章節 Disclosure Section(s)
層面 B7：反貪污 Aspect B7: Anti-corruption		
一般披露 B7 General Disclosure B7	有關防止賄賂、勒索、欺詐及洗黑錢的： (a) 政策；及 (b) 遵守對發行人有重大影響的相關法律及規例的資料。 Information on: (a) the policies; and (b) compliance with relevant laws and regulations that have a significant impact on the issuer relating to bribery, extortion, fraud and money laundering.	合規經營 商業道德 Compliance Operation Business Ethics
KPI B7.1	於匯報期內對發行人或其僱員提出並已審結的貪污訴訟案件的數目及訴訟結果。 Number of concluded legal cases regarding corrupt practices brought against the issuer or its employees during the reporting period and the outcomes of the cases.	運營管理 Operating Practice
KPI B7.2	描述防範措施及舉報程序，以及相關執行及監察方法。 Description of preventive measures and whistle-blowing procedures, and how they are implemented and monitored.	商業道德 Business Ethics
KPI B7.3	描述向董事及員工提供的反貪污培訓。 Description of anti-corruption training provided to directors and staff.	商業道德 運營管理 Business Ethics Operating Practice
社區 Community		
層面 B8：社區投資 Community		
一般披露 B8 General Disclosure B8	有關以社區參與來了解營運所在社區需要和確保其業務活動會考慮社區利益的政策。 Policies on community engagement to understand the needs of the communities where the issuer operates and to ensure its activities take into consideration the communities' interests.	為社會貢獻溫暖和諧 Contributing Warm Strength and Harmony to Society
KPI B8.1	專注貢獻範疇(如教育、環境事宜、勞工需求、健康、文化、體育)。 Focus areas of contribution (e.g. education, environmental concerns, labor needs, health, culture, sport).	為社會貢獻溫暖和諧 Contributing Warm Strength and Harmony to Society
KPI B8.2	在專注範疇所動用資源(如金錢或時間)。 Resources contributed (e.g. money or time) to the focus area.	社區與公益 Community and Charity

《可持續發展報告標準》索引表 GRI Standards Index Table

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 2: 組織及其報告做法 The organization and its reporting practices	2-1 組織詳細情況 Organizational details	企業概況 Corporate Profile
	2-2 納入組織可持續發展報告的實體 Entities included in the organization's sustainability reporting	報告編制說明 Notes on the Report Preparation
	2-3 報告期、報告頻率和連絡人 Reporting period, frequency and contact point	報告編制說明 Notes on the Report Preparation
	2-4 信息重述 Restatements of information	本匯報期內，無信息重述 No restatements of information during the reporting period
	2-5 外部鑒證 External assurance	獨立鑒證報告 Independent assurance reports
GRI 2: 活動和工作 Activities and workers	2-6 活動、價值鏈和其他業務關係 Activities, value chain and other business relationships	企業概況 Corporate Profile
	2-7 員工 Employees	社會績效 Social Performance
	2-8 員工之外的工作者 Workers who are not employees	不適用 Not applicable
GRI 2: 管治 Governance	2-9 管治架構和組成 Governance structure and composition	完善的可持續發展管理體系 A Sound Sustainable Development Management System
	2-10 最高管治機構的提名和遴選 Nomination and selection of the highest governance body	完善的可持續發展管理體系 A Sound Sustainable Development Management System
	2-11 最高管治機構的主席 Chair of the highest governance body	完善的可持續發展管理體系 A Sound Sustainable Development Management System
	2-12 在管理影響方面，最高管治機構的監督作用 Role of the highest governance body in overseeing the management of impacts	完善的可持續發展管理體系 A Sound Sustainable Development Management System

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
	2-13 為管理影響的責任授權 Delegation of responsibility for managing impacts	完善的可持續發展管理體系 A Sound Sustainable Development Management System
	2-14 最高管治機構在可持續發展報告中的作用 Role of the highest governance body in sustainability reporting	完善的可持續發展管理體系 A Sound Sustainable Development Management System
	2-15 利益衝突 Conflicts of interest	風險管理架構 合規經營 Risk Management Framework Compliance Operation
	2-16 重要關切問題的溝通 Communication of critical concerns	利益相關方溝通 Communication with Stakeholders
	2-17 最高管治機構的共同知識 Collective knowledge of the highest governance body	人才發展與成長 Talent Development and Growth
	2-18 對最高管治機構的績效評估 Evaluation of the performance of the highest governance body	人才發展與成長 Talent Development and Growth
	2-19 薪酬政策 Remuneration policies	規範僱傭保障員工權益 Regulating Employment to Safeguard Employee Rights
	2-20 確定薪酬的程序 Process to determine remuneration	規範僱傭保障員工權益 Regulating Employment to Safeguard Employee Rights
	2-21 年度總薪酬比率 Annual total compensation ratio	社會績效 Social Performance

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 2: 戰略、政策和實踐 Strategy, policies and practices	2-22 關於可持續發展戰略的聲明 Statement on sustainable development strategy	ESG 目標管理 ESG Target Management
	2-23 政策承諾 Policy commitments	供應商合規管理 合規經營 規範僱傭保障員工權益 Supplier Compliance Management Compliance Operation Regulating Employment to Safeguard Employee Rights
	2-24 融合政策承諾 Embedding policy commitments	綠色採購實踐 規範僱傭保障員工權益 商業道德 Green Procurement Practice Regulating Employment to Safeguard Employee Rights Business Ethics
	2-25 補救負面影響的程序 Processes to remediate negative impacts	供應商合規管理 綠色採購實踐 Supplier Compliance Management Green Procurement Practice
	2-26 尋求建議和提出關切的機制 Mechanisms for seeking advice and raising concerns	商業道德 Business Ethics
	2-27 遵守法律法規 Compliance with laws and regulations	合規經營 供應商合規管理 未發生重大違規事件 Compliance Operation Supplier Compliance Management No material non-compliance incidents
	2-28 協會的成員資格 Membership associations	拓寬綠色價值鏈影響 Expanding the Impact of the Green Value Chain

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 2: 利益相關方參與 Stakeholder engagement	2-29 利益相關方參與的方法 Approach to stakeholder engagement	利益相關方溝通 Communication with Stakeholders
	2-30 集體談判協議 Collective bargaining agreements	不適用 Not applicable
GRI 3: 實質性議題的披露項 Disclosures on material topics	3-1 確定實質性議題的過程 Process to determine material topics	實質性議題分析 Analysis of Material Issues
	3-2 實質性議題清單 List of material topics	實質性議題分析 Analysis of Material Issues
	3-3 實質性議題的管理 Management of material topics	實質性議題分析 Analysis of Material Issues
GRI 201: 經濟效益 Economic Performance	201-1 直接產生和分配的經濟價值 Direct economic value generated and distributed	企業概況 Corporate Profile
	201-2 氣候變化帶來的財務影響以及其他風險和機遇 Financial implications and other risks and opportunities due to climate change	氣候變化風險與機遇分析 Risk and Opportunity Analysis of Climate Change
	201-3 義務性固定福利計劃和其他退休計劃 Defined benefit plan obligations and other retirement plans	規範僱傭保障員工權益 Regulating Employment to Safeguard Employee Rights
	201-4 政府給予的財政補貼 Financial assistance received from government	不適用 Not applicable
GRI 205: 反腐敗 Anti-corruption	205-1 已進行腐敗風險評估的運營點 Operations assessed for risks related to corruption	商業道德 Business Ethics
	205-2 反腐敗政策和程序的傳達及培訓 Communication and training about anti-corruption policies and procedures	商業道德 Business Ethics
	205-3 經確認的腐敗事件和採取的行動 Confirmed incidents of corruption and actions taken	商業道德 Business Ethics
GRI 206: 不當競爭行為 Anti-competitive Behavior	206-1 針對不當競爭行為、反托拉斯和反壟斷實踐的法律訴訟 Legal actions for anti-competitive behavior, anti-trust, and monopoly practices	未發生 Not occurred

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 301: 物料 Materials	301-2 所用循環利用的進料 Recycled input materials used	環境績效 Environmental Performance
GRI 302: 能源 Energy	302-1 組織內部的能源消耗量 Energy consumption within the organization	環境績效 Environmental Performance
	302-2 組織外部的能源消耗量 Energy consumption outside of the organization	不適用 Not applicable
	302-3 能源強度 Energy intensity	環境績效 Environmental Performance
	302-4 降低能源消耗量 Reduction of energy consumption	能源使用與消耗 Energy Use and Consumption
	302-5 降低產品和服務的能源需求 Reductions in energy requirements of products and services	全生命週期綠色項目開發 Green House Development throughout Its Lifecycle
GRI 303: 水資源與污水 Water and Effluents	303-1 組織與水(作為共有資源)的相互影響 Interactions with water as a shared resource	水資源管理 Water Resource Management
	303-2 管理與排水相關的影響 Management of water discharge-related impacts	水資源管理 Water Resource Management
	303-5 耗水 Water consumption	環境績效 Environmental Performance
GRI 305: 排放 Emissions	305-1 直接(範疇1)溫室氣體排放 Direct (Scope 1) GHG emissions	環境績效 Environmental Performance
	305-2 能源間接(範疇2)溫室氣體排放 Energy indirect (Scope 2) GHG emissions	環境績效 Environmental Performance
	305-4 溫室氣體排放強度 GHG emissions intensity	環境績效 Environmental Performance
	305-5 溫室氣體減排量 Reduction of GHG emissions	環境績效 Environmental Performance

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 306: 廢棄物 Waste	306-1 廢棄物的產生及廢棄物的相關重大影響 Waste generation and significant waste-related impacts	污染控制與廢棄物管理 Pollution Control and Waste Management
	306-2 廢棄物相關重大影響的管理 Management of significant waste-related impacts	污染控制與廢棄物管理 Pollution Control and Waste Management
	306-3 產生的廢棄物 Waste generated	污染控制與廢棄物管理 Pollution Control and Waste Management
	306-4 從處置中轉移的廢棄物 Waste diverted from disposal	污染控制與廢棄物管理 Pollution Control and Waste Management
GRI 308: 供應商環境評估 Supplier Environmental Assessment	308-1 使用環境標準篩選的新供應商 New suppliers that were screened using environmental criteria	供應商合規管理 Supplier Compliance Management
	308-2 供應鏈的負面環境影響以及採取的行動 Negative environmental impacts in the supply chain and actions taken	綠色採購實踐 Green Procurement Practice
GRI 401: 僱傭 Employment	401-1 新進員工和員工流動率 New employee hires and employee turnover	社會績效 Social Performance
	401-2 提供給全職員工(不包括臨時或兼職員工)的福利 Benefits provided to full-time employees that are not provided to temporary or part-time employees	規範僱傭保障員工權益 Regulating Employment to Safeguard Employee Rights
	401-3 育兒假 Parental leave	規範僱傭保障員工權益 Regulating Employment to Safeguard Employee Rights

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 403: 職業健康與安全 Occupational Health and Safety	403-1 職業健康安全管理體系 Occupational health and safety management system	關愛員工健康與安全 Care for Employee Health and Safety
	403-2 危害識別、風險評估和事件調查 Hazard identification, risk assessment, and incident investigation	風險管理 Risk Management
	403-3 職業健康服務 Occupational health services	關愛員工健康與安全 Care for Employee Health and Safety
	403-4 職業健康安全事務：工作者的參與、協商與溝通 Worker participation, consultation, and communication on occupational health and safety	關愛員工健康與安全 Care for Employee Health and Safety
	403-5 工作者職業健康安全培訓 Worker training on occupational health and safety	關愛員工健康與安全 Care for Employee Health and Safety
	403-6 促進工作者健康 Promotion of worker health	關愛員工健康與安全 Care for Employee Health and Safety
	403-7 預防和減輕與商業關係直接相關的職業健康安全影響 Prevention and mitigation of occupational health and safety impacts directly linked by business relationships	關愛員工健康與安全 Care for Employee Health and Safety
	403-8 職業健康安全管理體系覆蓋的工作者 Workers covered by an occupational health and safety management system	關愛員工健康與安全 Care for Employee Health and Safety
	403-9 工傷 Work-related injuries	社會績效 Social Performance
	403-10 工作相關的健康問題 Work-related ill health	社會績效 Social Performance
GRI 404: 培訓與教育 Training and Education	404-1 每名員工每年接受培訓的平均小時數 Average hours of training per year per employee	社會績效 Social Performance
	404-2 員工技能提升方案和過渡協助方案 Programs for upgrading employee skills and transition assistance programs	人才發展與成長 Talent Development and Growth
	404-3 定期接受績效和職業發展考核的員工百分比 Percentage of employees receiving regular performance and career development reviews	社會績效 Social Performance

GRI 標準 GRI Standards	披露項 Disclosed Items	報告披露章節 Disclosure Section(s)
GRI 408: 童工 Child Labor	408-1 具有重大童工事件風險的運營點和供應商 Operations and suppliers at significant risk for incidents of child labor	供應商合規管理 Supplier Compliance Management
	GRI 409: 強迫或強制勞動 Forced or Compulsory Labor	409-1 具有強迫或強制勞動事件重大風險的運營點和供應商 Operations and suppliers at significant risk for incidents of forced or compulsory labor
GRI 413: 當地社區 Local Communities	413-1 有當地社區參與、影響評估和發展計劃的運營點 Operations with local community engagement, impact assessments, and development programs	為社會貢獻溫暖和諧 Contributing Warm Strength and Harmony to Society
	413-2 對當地社區有實際或潛在重大負面影響的運營點 Operations with significant actual and potential negative impacts on local communities	無對當地社區有實際或潛在重大負面影響的運營點 No operations with significant actual and potential negative impacts on local communities
GRI 414: 供應商社會評估 Supplier Social Assessment	414-1 使用社會標準篩選的新供應商 New suppliers that were screened using social criteria	供應商合規管理 Supplier Compliance Management
	414-2 供應鏈對社會的負面影響以及採取的行動 Negative social impacts in the supply chain and actions taken	社會績效 Social Performance
GRI 416: 客戶健康與安全 Customer Health and Safety	416-1 對產品和服務類別的健康與安全影響的評估 Assessment of the health and safety impacts of product and service categories	為客戶打造高品質服務 全生命週期綠色項目開發 Delivering High-quality Services to Customers Green House Development throughout Its Lifecycle
	416-2 涉及產品和服務的健康與安全影響的違規事件 Incidents of non-compliance concerning the health and safety impacts of products and services	未發生重大違規事件 No material non-compliance incidents
GRI 417: 營銷與標識 Marketing and Labeling	417-1 對產品和服務信息與標識的要求 Requirements for product and service information and labeling	提供全流程高質量服務 Providing High-quality Services throughout the Whole Process
	417-2 涉及產品和服務信息與標識的違規事件 Incidents of non-compliance concerning product and service information and labeling	未發生重大違規事件 No material non-compliance incidents
	417-3 涉及市場營銷的違規事件 Incidents of non-compliance concerning marketing communications	未發生重大違規事件 No material non-compliance incidents

報告編制說明 Notes on the Report Preparation

• 報告依據 Report Basis

本報告依據香港聯合交易所有限公司證券上市規則附錄二十七之《環境、社會及管治報告指引》撰寫，並參考了全球可持續發展標準委員會(GSSB)發佈的《GRI可持續發展報告標準》(「GRI標準」)。

The report is written based on the *Environmental, Social, and Governance Reporting Guidelines*, Appendix 27 to the Securities Listing Rules of the Stock Exchange of Hong Kong Limited, and cites some of the indicators in the *GRI Sustainability Reporting Standards* (“GRI Standards”) issued by the Global Sustainability Standards Board (GSSB).

重要性：朗詩通過重要性議題評估流程確認ESG相關事宜對內部及外部利益相關方的影響程度，董事會對ESG議題進行決策，環境、社會及管治委員會指導並檢視重要性議題的識別和排序：

Materiality: Landsea determines the impact of ESG-related issues on internal and external stakeholders through the materiality assessment process. The Board makes decisions on ESG issues, and the Environmental, Social and Governance Committee guides and reviews the identification and ranking of material issues;

量化：本報告有匯報排放量／能源消耗所用的標準、方法、假設、計算工具，以及轉換因素的來源；本報告中有關歷史數據的關鍵績效指標可予計量，部分目標可量化，ESG政策及管理系統的效益可被評估與驗證：

Quantitative: This report has the standards, methods, assumptions, calculation tools, and source of conversion factors used to report emissions/energy consumption; Key performance indicators related to historical data in this report are measurable, with some targets quantifiable, and the effectiveness of ESG policies and management systems can be evaluated and validated;

一致性：本報告的統計數據及披露方法與不同報告期間的相同指標一致；統計數據及披露方法的任何變動均於報告附註中詳述，以便利益相關方進行有意義分析

Consistency: This report is consistent with the statistics and disclosure methods of the same indicator in different reporting periods; any changes in statistics and disclosure methods are fully explained in the notes to the report so that stakeholders can make meaningful analysis

平衡性：本報告除了披露正面績效之外，也披露了部分負面指標，並避免可能會不恰當地影響報告讀者決策或判斷的選擇、遺漏或呈報格式。

Balance: In addition to disclosing positive performance, this report also discloses some negative indicators and avoids selections, omissions, or presentation formats that may inappropriately influence a decision or judgment by the report reader.

• 報告時間範圍 Reporting Time Range

本報告匯報期為2022年1月1日至2022年12月31日。為形成連續年度的可比數據，同時披露更加詳實的情況，部分內容涉及其他年份。

This report covers the period from 1 January 2022 to 31 December 2022. In order to provide comparable data for consecutive years and disclose more comprehensive information, some of the contents may involve other years.

• 報告組織範圍 Reporting Organization Scope

本報告組織範圍為朗詩綠色管理有限公司(簡稱「朗詩」、「朗詩綠色管理」、「我們」或「公司」)，及朗詩綠色管理(股票代碼：106.HK)年報中財務報表範圍內的子公司。2022年較2021年報告組織範圍未發生變動。

The reporting organization scope includes Landsea Green Management Limited (referred to as “Landsea”, “Landsea Green Management”, “we” or the “Company”) and its subsidiaries within the scope of its consolidated financial statements in the annual report of Landsea Green Management (stock code: 106.HK). The reporting organization scope of 2022 did not change compared with that of 2021.

「朗詩控股」指朗詩集團股份有限公司，旗下包括朗詩綠色管理、朗詩綠色生活、朗詩綠色科技等。

“Landsea Holdings” refers to Landsea Group Co., Ltd., which is comprised of Landsea Green Management, Landsea Green Life, and Landsea Green Technology and etc..

• 報告發佈周期 The Release Cycle of the Report

本報告為年度報告，上一份報告發佈日期為2022年5月。

The report is an annual report and the last one was published in May 2022.

• 獲取方式 Access

本報告在證券交易所指定的信息披露平台上以電子形式發佈。本報告可於本公司官方網站「社會責任」一欄瀏覽及下載：<http://www.landsea.hk/c/csr.php>。

This report is released in electronic form on such platforms as the information disclosure platform designated by the stock exchange. The report is available for browsing or downloading at the Company’s official website in the section headed “CSR”: <http://www.landsea.hk/c/csr.php>.

• 意見反饋 Feedback

我們期待各利益相關方寶貴的建議與意見，若您對此ESG報告有任何疑問，歡迎發送郵件至電子郵箱：sustainability@landsea.cn。

We look forward to receiving valuable suggestions and advices from all stakeholders. If you have any suggestions on the report, please send an email to: sustainability@landsea.cn.

獨立審驗聲明

致朗詩綠色管理有限公司董事局：

中國節能皓信(香港)諮詢有限公司(「中國節能皓信(香港)」及「我們」)接受朗詩綠色管理有限公司(「朗詩綠色管理」)的委託，對朗詩綠色管理《2022年度環境、社會及管治報告》(「《ESG報告》」)中披露的有關可持續發展的信息及數據執行獨立有限審驗工作(「審驗工作」)。

中國節能皓信(香港)根據香港聯合交易所有限公司(「香港聯交所」)發佈的《環境、社會及管治報告指引》(「《ESG報告指引》」)，對朗詩綠色管理《ESG報告》關於重要性、量化、平衡以及一致性匯報原則的遵守情況進行審驗，同時，亦按照《ESG報告指引》中選定《ESG報告》的特定績效信息，對其可靠性及質量開展有限的審驗工作。

如本審驗聲明的中文版與英文版之間有任何歧義或不相符之處，則請以中文版為準。

一、獨立性與能力

中國節能皓信(香港)沒有參與收集和計算《ESG報告》內的數據或編撰《ESG報告》。中國節能皓信(香港)進行的審驗工作獨立於朗詩綠色管理。除了審驗合約訂明的合適服務，中國節能皓信(香港)與朗詩綠色管理沒有其他聯繫。

中國節能皓信(香港)的審驗團隊由行業內經驗豐富的專業人士組成。相關人士接受過如全球報告倡議組織發佈的《GRI可持續發展報告標準》、《AA1000AS v3》、香港聯交所《ESG報告指引》、ISO 14001、ISO 9001等可持續發展相關標準的專業培訓。

中國節能皓信(香港)的審驗團隊擁有進行審驗工作的豐富經驗，並且對上述審驗及報告標準具有充分的理解和實踐能力，同時依據中國節能皓信(香港)的內部審驗規定開展可持續發展事宜的審驗工作。

二、朗詩綠色管理的責任

朗詩綠色管理的責任是依照香港聯交所發佈的《ESG報告指引》編制其《ESG報告》。朗詩綠色管理亦負責並實施相關內部控制程序，以使《ESG報告》不存在由於欺詐或錯誤導致的重大錯誤陳述。

三、審驗機構的責任

中國節能皓信(香港)的責任是根據內部審驗手冊及香港聯交所發佈的《ESG報告指引》向朗詩綠色管理董事局出具獨立審驗聲明。此獨立審驗聲明僅作為對下列朗詩綠色管理《ESG報告》中所界定範圍內的相關事項進行審驗之結論，而不作為其他之用途。

中國節能皓信(香港)確保參與審驗工作的人員符合專業資格、培訓和經驗要求，並具有實施審驗的能力。所有核實和認證審核的結果均由資深人員進行內部評審以確保我們所使用的方法是嚴謹和透明的。

Independent Assurance Statement

To the Board of Directors of Landsea Green Management Limited,

CECEPAC (HK) Advisory Company Limited (“CECEPAC (HK)” or “We”) has been engaged by Landsea Green Management Limited (“Landsea Green Management”) to conduct an independent limited assurance engagement (“Assurance Engagement”) on the information and data related to sustainability development in *Landsea Green Management's 2022 Environmental, Social and Governance Report* (“ESG Report”).

CECEPAC (HK) has been engaged to assure Landsea Green Management's adherence to the reporting principles of Materiality, Quantitative, Balance and Consistency set out in *Environmental, Social and Governance Reporting Guide* (“ESG Reporting Guide”) published by the Stock Exchange of Hong Kong Limited (“SEHK”). Meanwhile, CECEPAC (HK) has also been engaged to provide limited assurance on the reliability and quality of specified performance information disclosed in the *ESG Report* that have been selected in accordance with the *ESG Reporting Guide*.

If there is any inconsistency or ambiguity between the English version and the Chinese version of this assurance statement, the Chinese version shall prevail.

I. Independence and Competence

CECEPAC (HK) was not involved in collecting and calculating data, or in the development of the *ESG Report*. CECEPAC (HK)'s activities of Assurance Engagement are independent from Landsea Green Management. There is no relationship between Landsea Green Management and CECEPAC (HK) beyond the contractual agreement for providing proper assurance service.

The assurance team of CECEPAC (HK) is composed of experienced personnel in the industry who have received professional training in sustainability-related standards such as *GRI Sustainability Reporting Standards* issued by Global Reporting Initiative, *AA1000AS v3*, the *ESG Reporting Guide* of the SEHK, ISO 14001, and ISO 9001, etc.

The assurance team of CECEPAC (HK) has rich experience in conducting Assurance Engagement and has a full understanding and practical ability of the aforementioned assurance and reporting standards, and carries out Assurance Engagement on sustainable development issues in accordance with the internal assurance protocol of CECEPAC (HK).

II. Landsea Green Management's Responsibilities

Landsea Green Management is responsible for the preparation of the *ESG Report* in accordance with the SEHK's *ESG Reporting Guide*. Landsea Green Management is also responsible for implementing internal control procedures and ensuring that contents of the *ESG Report* are free from material misstatement, whether due to fraud or error.

III. Assurance Provider's Responsibilities

CECEPAC (HK) is responsible for issuing an independent assurance statement according to internal assurance protocol and the SEHK's *ESG Reporting Guide* to the Board of Directors of Landsea Green Management. This independent assurance statement applies solely to the *ESG Report* in the specified scope, expresses a conclusion on the assurance work, and does not serve any other intents or purposes.

CECEPAC (HK) ensures that all personnel involved in Assurance Engagement meet professional qualification, training and experience requirements, and are proficient in conducting assurance engagements. The results of all assurance and certification audit are internally reviewed by senior staff to ensure that methodologies used in the process are sufficiently stringent and transparent.

四、審驗範圍

- 審驗的組織範圍限於《ESG報告》涵蓋的朗詩綠色管理及其財務報告合併報表範圍內附屬公司的數據和信息，不包括朗詩綠色管理的供應商、承包商以及其他第三方的數據和信息；
- 採用有限度審驗，根據香港聯交所發佈的《ESG報告指引》以評估朗詩綠色管理《ESG報告》對於香港聯交所《ESG報告指引》中的強制披露規定以及「不遵守就解釋」條文的披露符合程度；
- 朗詩綠色管理與中國節能皓信(香港)達成了一致協議，選定了《ESG報告》中的特定績效信息作為部分審驗內容，選定的特定績效信息如下：
 - 女性員工總數
 - 按地區劃分的供應商總數
 - 接獲關於產品及服務的投訴數目
- 審驗的時間範圍僅限於2022年1月1日至2022年12月31日的資料，對於《ESG報告》中所包括的任何其他時間範圍內的資料均不在本次審驗工作範圍內，因此我們不就此等信息發表任何結論；以及
- 審驗範圍乃基於並局限於朗詩綠色管理所提供的信息及數據。對於本獨立審驗聲明所載內容或相關事項之任何疑問，將由朗詩綠色管理一併回覆。

五、審驗方法

中國節能皓信(香港)僅對朗詩綠色管理總部開展審驗工作，工作內容包括：

- 評估朗詩綠色管理的利益相關方參與過程的合適性；
- 與朗詩綠色管理《ESG報告》編制及提供有關特定績效信息的人員進行線上訪談¹；
- 審驗《ESG報告》的編制是否按照《ESG報告指引》闡明的匯報原則進行；
- 評估《ESG報告》對《ESG報告指引》中強制披露規定及「不遵守就解釋」條文的符合程度；
- 對選定的特定績效信息有關數據可靠性及質量的證據進行隨機抽樣檢查；
- 對選定的特定績效信息進行重新計算驗證；以及
- 我們認為必要的其他工作。

審驗工作基於朗詩綠色管理提供予中國節能皓信(香港)的相關信息所作成之結論，朗詩綠色管理確保其所提供的信息是完整及準確的。

¹ 中國節能皓信(香港)與朗詩綠色管理雙方對訪談形式協商一致，訪談以電話會議的形式開展。

IV. Scope of the Assurance Engagement

- The scope of the Assurance Engagement is limited to the *ESG Report* only, and the data and information only involve Landsea Green Management and its subsidiaries within the scope of its consolidated financial statements. The scope of the Assurance Engagement does not include Landsea Green Management's suppliers, contractors, and data or information provided by other third parties;
- Limited assurance was adopted to evaluate the extent of adherence of Landsea Green Management's *ESG Report* to the mandatory disclosure requirements and "comply or explain" provisions set out in the *ESG Reporting Guide* published by SEHK;
- Landsea Green Management and CECEPAC (HK) reached an agreement to select the specified performance information in the *ESG Report* as part of the content for Assurance Engagement. The selected specified performance information is as follows:
 - Number of female employees
 - Total suppliers by geographical region
 - Total number of complaints received on products and services
- CECEPAC (HK)'s assurance work was with respect to information disclosed from 1 January 2022 to 31 December 2022 only. Any information that falls outside this period that is disclosed in the *ESG Report* is not included within the scope of the Assurance Engagement. Therefore, we do not express any conclusions on this information; and
- The scope of the assurance is confined to the information and data provided by Landsea Green Management. Any queries regarding the content or related matters within this Independent Assurance Statement should be addressed to Landsea Green Management only.

V. Methodology of the Assurance Engagement

CECEPAC (HK)'s Assurance Engagement was conducted at the Headquarter of Landsea Green Management and the assurance work included:

- Evaluating the appropriateness of Landsea Green Management's stakeholder engagement participation process;
- Conducting online interviews¹ with Landsea Green Management's sustainability management and other personnel involved in the preparation and provision of the content and information in the *ESG Report*;
- Verifying that whether the *ESG Report* has been prepared in accordance with the reporting principles set out in the *ESG Reporting Guide*;
- Evaluating the conformity of the *ESG Report* in accordance with the mandatory disclosure requirements and "comply or explain" provisions set out in the *ESG Reporting Guide*;
- Conducting random sampling of evidence pertaining to data reliability and quality for selected specified performance information;
- Recalculating and verifying selected specified performance information; and
- Performing other procedures we deemed necessary.

Assurance Engagement was performed and the conclusions within were based upon information and data provided by Landsea Green Management to CECEPAC (HK), and on assumptions that the information provided was complete and accurate.

¹ CECEPAC(HK) and Landsea Green Management has agreed on the format of interview, and the interviews were conducted online.

六、局限性

由於非財務資料未有國際公認和通用於評估和計量的標準，故此不同但均為可接受的信息和計量技術應用或會影響與其他機構的可比性。

七、結論

針對香港聯交所發佈的《ESG 報告指引》中包括的重要性、量化、平衡、一致性匯報原則，特定績效信息，以及對《ESG 報告指引》中強制披露規定及「不遵守就解釋」條文的符合程度的審驗發現及結論如下：

重要性

朗詩綠色管理識別了主要利益相關方，透過不同的方式持續與主要利益相關方溝通，並了解其期望與關注重點。朗詩綠色管理以 ESG 報告標準及指引、行業政策分析、同行對標等作為參考準則，識別與朗詩綠色管理相關的 ESG 議題，並邀請主要利益相關方參與調研，對 ESG 議題的實質性作出排序。識別實質性議題的過程、利益相關方參與以及實質性議題的識別結果均已披露在《ESG 報告》中。我們的專業意見認為，朗詩綠色管理遵循重要性原則。

量化

朗詩綠色管理在《ESG 報告》中已披露相關績效信息計算所採用的標準、方法和假設等內容，計算工具的資料以及所使用的轉換因子的來源。同時，朗詩綠色管理在《ESG 報告》中亦提出在環境、社會及管治範疇下的目標，以及披露相關目標的進展，以幫助評估及驗證朗詩綠色管理在環境、社會及管治政策及管理系統的效益。我們的專業意見認為，朗詩綠色管理遵循量化原則。

平衡

朗詩綠色管理在《ESG 報告》中兼顧披露其產生的正面及負面影響，以客觀的角度不偏不倚地呈報企業在可持續發展方面的表現，避免可能會不恰當地影響報告讀者決策或判斷的選擇、遺漏和呈報格式。我們的專業意見認為，朗詩綠色管理遵循平衡原則。

一致性

朗詩綠色管理在《ESG 報告》中已披露並使用一致的披露統計方法對相關數據進行統計與計算。當出現關鍵績效指標存在變更的情況或出現其他影響有意義比較的因素時，亦已在《ESG 報告》中註明，以令環境、社會及管治數據可作有意義的比較。我們的專業意見認為，朗詩綠色管理遵循一致性原則。

VI. Limitations

The absence of a significant body of established practice on which to draw to evaluate and measure non-financial information allows for different, but acceptable, measures and measurement techniques and can affect comparability between entities.

VII. Conclusions

The findings and conclusions of the assurance with respect to reporting principles of materiality, quantitative, balance and consistency included in the *ESG Reporting Guide* issued by the SEHK, specific performance information and the extent of compliance with the mandatory disclosure requirements and the “comply or explain” provision of the *ESG Reporting Guide* are as follows:

Materiality

Landsea Green Management has identified key stakeholders and continuously communicated with key stakeholders through various channels to understand their expectations and concerns. Using ESG reporting standards and guidelines, industry policy analysis, and peer benchmarking as reference criteria to identify relevant ESG issues, Landsea Green Management invited key stakeholders to participate in surveys to rank the materiality of ESG issues. The process of identifying material issues, stakeholder engagement and the results of material issue identification have been disclosed in the ESG Report. In our professional opinion, Landsea Green Management adheres to the Principle of Materiality.

Quantitative

Landsea Green Management has disclosed in the *ESG Report* the content of the criteria, methods and assumptions used in the calculation of the relevant performance information, information on the calculation tools and the source of the conversion factors used. Meanwhile, in the *ESG Report*, Landsea Green Management has set out its objectives in the environmental, social and governance aspects, and disclosed the progress of the relevant objectives to help assess and verify the effectiveness of environmental, social and governance policies and its management systems. In our professional opinion, Landsea Green Management adheres to the Principle of Quantitative.

Balance

Landsea Green Management has disclosed both positive and negative impacts in the *ESG Report*, presenting an objective and unbiased view of its sustainability performance, avoiding selections, omissions, and presentation formats that might inappropriately influence the decisions or judgments of the report readers. In our professional opinion, Landsea Green Management adheres to the Principle of Balance.

Consistency

Landsea Green Management has used consistent disclosure statistics to compile and calculate the relevant data and disclosed them in the *ESG Report*. Where changes to key performance indicators or other factors affecting meaningful comparisons have been identified in the *ESG Report*, these have been noted so that the environmental, social and governance data can be meaningfully compared. In our professional opinion, Landsea Green Management adheres to the Principle of Consistency.

特定績效信息

基於中國節能皓信(香港)執行的程序及取得的證據，對於《ESG報告》中選定的三項特定績效信息，我們沒有發現任何事項使我們懷疑其可靠性及質量或未能符合列於報告中的編制基礎。

香港聯交所《ESG報告指引》

《ESG報告》之環境及社會範疇的一般披露和關鍵績效指標，在所有重大方面，乃按照香港聯交所《ESG報告指引》中的「不遵守就解釋」條文進行披露。管治架構、匯報原則和匯報範圍亦按照《ESG報告指引》中的強制披露規定進行披露。朗詩綠色管理披露了重要性評估過程和結果；客觀地描述其業務所帶來的影響；對有關環境及社會的數據進行了統計及披露。有關《ESG報告》的審驗發現及意見已於此獨立審驗聲明發出前被朗詩綠色管理採納或解釋。

八、建議

我們建議朗詩綠色管理可考慮在未來進一步加強以下工作：

- 持續擴展利益相關方參與及溝通的範疇及渠道，與更多利益相關方群體進行交流，深入挖掘和積極回應利益相關方的期望。



宋菁

中國節能皓信(香港)諮詢有限公司總經理



2023年4月27日
中國香港特別行政區

Specified Performance Information

Based on the procedures that CECEPAC (HK) has performed and the evidence we have obtained, no specific issue has come to our attention that causes us to believe that the disclosure of the three selected specified performance information in the *ESG Report* is unreliable and unqualified or not been prepared in all material respects in accordance with the basis of reporting.

SEHK's ESG Reporting Guide

Disclosure for general disclosures and key performance indicators of environmental and social subject areas in the *ESG Report*, in all material aspects, have been provided in accordance with the "comply or explain" provisions of the *ESG Reporting Guide* issued by SEHK. The governance structure, reporting principles and reporting boundary have been disclosed in accordance with the mandatory disclosure requirements of the *ESG Reporting Guide*. Landsea Green Management has disclosed the process of the materiality assessment; impacts caused by its business are objectively disclosed; relevant environmental and social data are calculated and disclosed. Our assurance findings and comments for the *ESG Report* have been either adopted or responded by Landsea Green Management before the issuance of this independent assurance statement.

VIII. Recommendation

We recommend that Landsea Green Management considers strengthening the below item in the future:

- Continue to expand the scope and channels of stakeholder engagement and communication, communicate with more stakeholder groups, and explore and respond positively to stakeholder expectations.



Joy Song

General Manager, CECEPAC (HK)



27 April 2023
Hong Kong SAR, China