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## **LONGFOR GROUP HOLDINGS LIMITED**

**龍湖集團控股有限公司**

*(incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 960)**

### **ANNOUNCEMENT OF ANNUAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2024**

#### **FINANCIAL SUMMARY**

- Contracted sales amounted to RMB101.12 billion with the corresponding sale of gross floor area (GFA) of 7.124 million square meters.
- Revenue was RMB127.47 billion, of which the revenue from investment property operation and property service segments was RMB26.71 billion, representing a year-on-year increase of 7.4%.
- Profit attributable to owners of the Company was RMB10.40 billion. Excluding effects of fair value changes of investment properties and other derivative financial instruments, core net profit attributable to owners of the Company was RMB6.97 billion. The Group's investment property operation and property service segments maintained steady growth and were the key contributors to the Group's profits. Gross profit was RMB20.41 billion with gross profit margin of 16.0%. Core net profit margin was 6.4%, and core net profit margin attributable to owners of the Company was 5.5%.
- The net debt to equity ratio (net debt divided by total equity) was 51.7%. Cash in hand was RMB49.42 billion.
- Consolidated total borrowing was RMB176.32 billion, representing a year-on-year decrease of 8.5%. The average finance cost was 4.0% per annum and the average contract borrowing period was 10.27 years.
- Basic earnings per share attributable to owners of the Company was RMB1.58. Excluding effects of fair value changes of investment properties and other derivative financial instruments, core basic earnings per share attributable to owners of the Company was RMB1.06. The Board recommends a final dividend of RMB0.10 per share. Together with the interim dividend of RMB0.22 per share, the total dividend was RMB0.32 per share.

## ANNUAL RESULTS

The board of directors (the “Board”) of Longfor Group Holdings Limited (the “Company”) hereby announces the audited consolidated results of the Company and its subsidiaries (collectively, the “Group”) for the year ended December 31, 2024 with comparative figures for the preceding financial year as follows:

### CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE YEAR ENDED DECEMBER 31, 2024

		2024	2023
	<i>NOTES</i>	<i>RMB'000</i>	<i>RMB'000</i>
Revenue	2	<b>127,474,948</b>	180,736,575
Cost of sales		<b><u>(107,063,877)</u></b>	<u>(150,152,727)</u>
Gross profit		<b>20,411,071</b>	30,583,848
Other income	3	<b>1,080,056</b>	1,508,598
Other gains and losses	4	<b>738,477</b>	819,202
Lease liability charges		<b>(777,884)</b>	(792,734)
Fair value gain upon transfer to investment properties		–	13,254
Change in fair value of investment properties		<b>4,758,637</b>	1,998,986
Change in fair value of other derivative financial instruments		<b>456,906</b>	(40,919)
Selling and marketing expenses		<b>(4,233,593)</b>	(5,262,817)
Administrative expenses		<b>(4,463,910)</b>	(5,502,495)
Finance costs	5	<b>(84,836)</b>	(149,479)
Share of results of associates		<b>238,798</b>	134,835
Share of results of joint ventures		<b><u>606,802</u></b>	<u>1,419,023</u>
Profit before taxation		<b>18,730,524</b>	24,729,302
Income tax expense	6	<b><u>(6,605,449)</u></b>	<u>(7,596,752)</u>
Profit for the year	7	<b><u>12,125,075</u></b>	<u>17,132,550</u>
Profit attributable to:			
Owners of the Company		<b>10,401,171</b>	12,850,011
Non-controlling interests		<b><u>1,723,904</u></b>	<u>4,282,539</u>
		<b><u>12,125,075</u></b>	<u>17,132,550</u>

		2024	2023
	NOTES	RMB'000	RMB'000
Profit for the year		<u>12,125,075</u>	<u>17,132,550</u>
Other comprehensive expense:			
<i>Item that will not be reclassified to profit or loss:</i>			
Fair value losses on investments in equity instruments at fair value through other comprehensive income (“FVTOCI”)		<u>(707,333)</u>	<u>(1,417,318)</u>
<i>Items that may be reclassified subsequently to profit or loss:</i>			
Net fair value gains on hedging instruments		786,194	899,539
Losses on hedging instruments reclassified to profit or loss		<u>(538,742)</u>	<u>(929,886)</u>
		<u>247,452</u>	<u>(30,347)</u>
Total other comprehensive expense		<u>(459,881)</u>	<u>(1,447,665)</u>
Total comprehensive income for the year		<u>11,665,194</u>	<u>15,684,885</u>
Total comprehensive income attributable to:			
Owners of the Company		9,941,290	11,402,346
Non-controlling interests		<u>1,723,904</u>	<u>4,282,539</u>
		<u>11,665,194</u>	<u>15,684,885</u>
Earnings per share, in RMB			
Basic	9	<u>1.58</u>	<u>2.07</u>
Diluted	9	<u>1.57</u>	<u>2.06</u>

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**AT DECEMBER 31, 2024**

	<b>2024</b>	2023
<i>NOTES</i>	<i>RMB'000</i>	<i>RMB'000</i>
<b>NON-CURRENT ASSETS</b>		
Investment properties	<b>210,924,077</b>	199,751,631
Property, plant and equipment	<b>2,284,187</b>	2,200,305
Right-of-use assets	<b>599,452</b>	579,569
Goodwill	<b>3,834,757</b>	3,834,757
Intangible assets	<b>1,804,514</b>	2,009,314
Interests in associates	<b>14,459,115</b>	15,399,336
Interests in joint ventures	<b>18,313,904</b>	16,052,277
Equity instruments designated at FVTOCI	<b>5,446,521</b>	6,639,807
Derivative financial instruments	<b>434,163</b>	358,577
Deferred taxation assets	<b>12,534,350</b>	11,389,985
	<b><u>270,635,040</u></b>	<u>258,215,558</u>
<b>CURRENT ASSETS</b>		
Inventories of properties	<b>220,995,189</b>	254,779,161
Other inventories	<b>50,119</b>	61,519
Deposits paid for acquisition of properties held for development	<b>2,166,354</b>	4,488,522
Accounts and other receivables, deposits and prepayments	<i>10</i> <b>23,924,771</b>	28,645,379
Contract cost	<b>1,805,967</b>	1,680,381
Amounts due from non-controlling interests	<b>65,234,520</b>	61,589,422
Amounts due from associates	<b>3,514,750</b>	4,215,911
Amounts due from joint ventures	<b>12,715,315</b>	13,166,780
Taxation recoverable	<b>14,627,951</b>	13,039,789
Financial assets at fair value through profit or loss (“FVTPL”)	–	2,000
Derivative financial instruments	<b>555,741</b>	99,723
Pledged bank deposits	<b>1,464,493</b>	1,198,327
Bank balances and cash	<b>47,951,575</b>	59,224,403
	<b><u>395,006,745</u></b>	<u>442,191,317</u>

		2024	2023
	<i>NOTES</i>	<i>RMB'000</i>	<i>RMB'000</i>
<b>CURRENT LIABILITIES</b>			
Accounts and other payables and accrued charges	<i>11</i>	<b>59,902,852</b>	67,598,945
Contract liabilities		<b>91,847,431</b>	102,785,977
Amounts due to non-controlling interests		<b>16,916,556</b>	23,403,687
Amounts due to associates		<b>7,313,549</b>	9,173,004
Amounts due to joint ventures		<b>8,736,311</b>	7,692,958
Taxation payable		<b>24,166,248</b>	27,539,502
Financial liabilities at FVTPL		<b>56,229</b>	50,705
Lease liabilities – due within one year		<b>1,541,078</b>	1,666,987
Bank and other borrowings – due within one year		<b>30,244,198</b>	26,840,905
Derivative financial instruments		<b>13,579</b>	8,990
Other derivative financial instrument		<b>139,369</b>	227,767
		<u><b>240,877,400</b></u>	<u>266,989,427</u>
<b>NET CURRENT ASSETS</b>		<u><b>154,129,345</b></u>	<u>175,201,890</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u><b>424,764,385</b></u>	<u>433,417,448</u>
<b>CAPITAL AND RESERVES</b>			
Share capital		<b>601,435</b>	574,477
Reserves		<b>160,829,627</b>	151,392,232
Equity attributable to owners of the Company		<b>161,431,062</b>	151,966,709
Non-controlling interests		<b>84,045,749</b>	84,491,558
<b>TOTAL EQUITY</b>		<u><b>245,476,811</b></u>	<u>236,458,267</u>
<b>NON-CURRENT LIABILITIES</b>			
Deferred consideration payable		<b>1,268</b>	1,268
Financial liabilities at FVTPL		<b>18,200</b>	56,983
Lease liabilities – due after one year		<b>12,400,041</b>	13,165,227
Bank and other borrowings – due after one year		<b>136,561,264</b>	154,501,113
Senior notes – due after one year		<b>9,516,516</b>	11,303,543
Derivative financial instruments		<b>116,097</b>	375,278
Other derivative financial instruments		<b>108,038</b>	513,557
Deferred taxation liabilities		<b>20,566,150</b>	17,042,212
		<u><b>179,287,574</b></u>	<u>196,959,181</u>
		<u><b>424,764,385</b></u>	<u>433,417,448</u>

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2024

## 1. APPLICATION OF NEW AND AMENDMENTS TO IFRS ACCOUNTING STANDARDS

### Amendments to IFRS Accounting Standards that are mandatorily effective for the current year

In the current year, the Group has applied the following amendments to IFRS Accounting Standards issued by the International Accounting Standards Board (“IASB”) for the first time, which are mandatorily effective for the Group’s annual period beginning on January 1, 2024 for the preparation of the consolidated financial statements:

Amendments to IFRS 16	Lease Liability in a Sale and Leaseback
Amendments to IAS 1	Classification of Liabilities as Current or Non-current
Amendments to IAS 1	Non-current Liabilities with Covenants
Amendments to IAS 7 and IFRS 7	Supplier Finance Arrangements

Except as described below, the application of the amendments to IFRS Accounting Standards in the current year has had no material impact on the Group’s financial positions and performance for the current and prior years and/or on the disclosures set out in these consolidated financial statements.

- (a) *Impacts on application of Amendments to IAS 1 Classification of Liabilities as Current or Non-current (the “2020 Amendments”) and Amendments to IAS 1 Non-current Liabilities with Covenants (the “2022 Amendments”)*

The Group has applied the amendments for the first time in the current year.

The 2020 Amendments provide clarification and additional guidance on the assessment of right to defer settlement for at least twelve months from reporting date for classification of liabilities as current or non-current, which:

- specify that the classification of liabilities as current or non-current should be based on rights that are in existence at the end of the reporting period. Specifically, the classification should not be affected by management intentions or expectations to settle the liability within 12 months.
- clarify that the settlement of a liability can be a transfer of cash, goods or services, or the entity’s own equity instruments to the counterparty. If a liability has terms that could, at the option of the counterparty, result in its settlement by the transfer of the entity’s own equity instruments, these terms do not affect its classification as current or non-current only if the entity recognises the option separately as an equity instrument applying IAS 32 *Financial Instruments: Presentation*.

For rights to defer settlement for at least twelve months from reporting date which are conditional on the compliance with covenants, the 2022 Amendments specifically clarify that only covenants that an entity is required to comply with on or before the end of the reporting period affect the entity's right to defer settlement of a liability for at least twelve months after the reporting date, even if compliance with the covenant is assessed only after the reporting date. The 2022 Amendments also specify that covenants with which an entity must comply after the reporting date (i.e. future covenants) do not affect the classification of a liability as current or non-current at the reporting date. However, if the entity's right to defer settlement of a liability is subject to the entity complying with covenants within twelve months after the reporting period, an entity discloses information that enables users of financial statements to understand the risk of the liabilities becoming repayable within twelve months after the reporting period. This would include information about the covenants, the carrying amount of related liabilities and facts and circumstances, if any, that indicate that the entity may have difficulties complying with the covenants.

In accordance with the transition provision, the Group has applied the new accounting policy to the classification of liability as current or non-current retrospectively. The application of the amendments in the current year had no material impact on the consolidated financial statements.

## 2. SEGMENT INFORMATION

The Group determines its operating segments based on internal reports about components of the Group that are regularly reviewed by the chief operating decision maker ("CODM") (i.e., the executive directors of the Company) in order to allocate resources to the segment and to assess its performance.

The Group is organised into business units based on their types of activities, based on which information is prepared and reported to the Group's CODM for the purposes of resource allocation and assessment of performance. The Group's operating segments under IFRS 8 *Operating Segments* are identified as three main operations:

- Property development: this segment represents the development and sales of office and commercial premises and residential properties. The Group's activities in this regard are carried out in the PRC.
- Investment property operation: this segment represents the lease of investment properties, which are self-developed or under subleases by the Group to generate rental income and to gain from the appreciation in the properties' values in the long term. Currently the Group's investment property portfolio mainly comprises shopping malls and rental housing and are all located in the PRC.
- Property Service: this segment mainly represents the income generated from property management and entrusted construction and others. Currently the Group's activities in this regard are carried out in the PRC.

**(a) Segment results, assets and liabilities**

For the purposes of assessing segment performance and allocating resources between segments, the Company's executive directors monitor the revenue, results, assets and liabilities attributable to each operating segment on the following basis:

Segment assets include all tangible assets, intangible assets and current assets directly attributable to each segment with the exception of deposits paid for acquisition of properties held for development, interests in associates and joint ventures, equity instruments designated at FVTOCI, deferred taxation assets, taxation recoverable, derivative financial instruments, financial assets at FVTPL and other corporate assets. Other corporate assets are not allocated to the operating segments because they are head office assets or assets which are managed centrally by the Group. The investment properties included in segment assets are stated at cost when assessed by the CODM.

Segment liabilities include accounts payables and accrued expenditure on construction, lease liabilities, contract liabilities, deferred consideration payable and financial liabilities at FVTPL but exclude taxation payable, deferred taxation liabilities, bank and other borrowings, senior notes, derivative financial instruments, other derivative financial instruments and other corporate liabilities. Other corporate liabilities are not allocated to the operating segment because they are head office liabilities or liabilities which are managed on a group basis.

Revenue and expenses are allocated to the operating segments with reference to sales generated by those segments and the expenses incurred by those segments.

The measure used for reporting segment profit is adjusted earnings before interest, other income, other gains and losses, taxes, depreciation and amortisation, share of results of associates and joint ventures, change in fair value of investment properties and upon transfer to investment properties, change in fair value of other derivative financial instruments and finance costs ("Adjusted Earnings"), where "interest" includes investment income and "depreciation" includes impairment losses on non-current assets. To arrive at Adjusted Earnings of each segment, the segment earnings are further adjusted for items not specifically attributed to individual segments, such as directors' emoluments, auditor's remuneration and other head office or corporate administration costs.

For the measurement of segment assets and results, property, plant and equipment and certain right-of-use assets are allocated to segments while their corresponding depreciation and amortisation are not allocated to segments.

In addition to receiving segment information concerning segment profit, management is provided with segment information concerning revenue (including inter-segment sales) and additions to non-current segment assets used by the segments in their operations. Inter-segment sales are priced with reference to prices charged to external parties for similar service.



Information regarding the Group's operating and reportable segments is set out below.

	Year ended December 31, 2024			Total RMB'000
	Property development RMB'000 (Note 1)	Investment property operation RMB'000 (Note 2)	Property Service RMB'000 (Note 3)	
Revenue from external customers	100,766,610	13,522,270	13,186,068	127,474,948
Inter-segment revenue	—	—	6,194,632	6,194,632
Segment revenue	<u>100,766,610</u>	<u>13,522,270</u>	<u>19,380,700</u>	<u>133,669,580</u>
Segment profit (Adjusted Earnings)	<u>1,317,707</u>	<u>7,891,088</u>	<u>6,190,799</u>	<u>15,399,594</u>
	Year ended December 31, 2023			
	Property development RMB'000 (Note 1)	Investment property operation RMB'000 (Note 2)	Property Service RMB'000 (Note 3)	Total RMB'000
Revenue from external customers	155,857,211	12,935,821	11,943,543	180,736,575
Inter-segment revenue	—	—	6,193,627	6,193,627
Segment revenue	<u>155,857,211</u>	<u>12,935,821</u>	<u>18,137,170</u>	<u>186,930,202</u>
Segment profit (Adjusted Earnings)	<u>12,078,240</u>	<u>7,451,041</u>	<u>4,999,016</u>	<u>24,528,297</u>

*Notes:*

- Substantially all of the Group's revenue from property development is recognised at a point in time.
- All of the revenue from investment property operation is recognised over time.
- During the year ended December 31, 2024, the amount of revenue from property service recognised at a point in time and recognised overtime are RMB2,073,090,000 (December 31, 2023: RMB2,948,498,000) and RMB11,112,978,000 (December 31, 2023: RMB8,995,045,000) respectively.

*Other segment information*

In addition to receiving segment information concerning segment profit, the CODM is provided with information concerning the Group's consolidated amount of interests in associates and related share of results, interests in joint ventures and related share of results, change in fair value of investment properties and upon transfer to investment properties, change in fair value of other derivative financial instruments, other income, other gains and losses, finance costs from borrowings, depreciation and amortisation and impairment losses (if any) which are not allocated to operating segments.

**(b) Reconciliations of segment revenues, profit or loss, assets and liabilities**

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
<b>Revenue</b>		
Segment revenue	133,669,580	186,930,202
Elimination of inter-segment revenue	<u>(6,194,632)</u>	<u>(6,193,627)</u>
Consolidated revenue	<u>127,474,948</u>	<u>180,736,575</u>
<b>Profit</b>		
Segment profit	15,399,594	24,528,297
Other income	1,080,056	1,508,598
Other gains and losses	738,477	819,202
Fair value gain upon transfer to investment properties	–	13,254
Change in fair value of investment properties	4,758,637	1,998,986
Change in fair value of other derivative financial instruments	456,906	(40,919)
Finance costs	(84,836)	(149,479)
Share of results of associates	238,798	134,835
Share of results of joint ventures	606,802	1,419,023
Depreciation and amortisation	(184,191)	(302,276)
Unallocated expenses	<u>(4,279,719)</u>	<u>(5,200,219)</u>
Consolidated profit before taxation	<u>18,730,524</u>	<u>24,729,302</u>
<b>Assets</b>		
Segment assets	417,312,053	449,483,963
Cumulative change in fair value of investment properties	48,493,665	43,668,837
Interests in associates	14,459,115	15,399,336
Interests in joint ventures	18,313,904	16,052,277
Equity instruments designated at FVTOCI	5,446,521	6,639,807
Deposits paid for acquisition of properties held for development	2,166,354	4,488,522
Deferred taxation assets	12,534,350	11,389,985
Derivative financial instruments	989,904	458,300
Taxation recoverable	14,627,951	13,039,789
Financial assets at FVTPL	–	2,000
Unallocated head office and other assets	<u>131,297,968</u>	<u>139,784,059</u>
Consolidated total assets	<u>665,641,785</u>	<u>700,406,875</u>
<b>Liabilities</b>		
Segment liabilities	146,542,970	160,540,953
Taxation payable	24,166,248	27,539,502
Deferred taxation liabilities	20,566,150	17,042,212
Bank and other borrowings	166,805,462	181,342,018
Senior notes	9,516,516	11,303,543
Derivative financial instruments	129,676	384,268
Other derivative financial instruments	247,407	741,324
Unallocated head office and other liabilities	<u>52,190,545</u>	<u>65,054,788</u>
Consolidated total liabilities	<u>420,164,974</u>	<u>463,948,608</u>

(c) **Revenue from major product and services**

The following is an analysis of the Group's revenue from its properties sold, properties self-developed or under subleases for investment and services provided:

	<b>2024</b>	2023
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
Property development segment	<b>100,766,610</b>	155,857,211
Property service	<b>13,186,068</b>	11,943,543
Revenue from contract with customers	<b>113,952,678</b>	167,800,754
Rental income	<b>13,522,270</b>	12,935,821
Total revenue	<b><u>127,474,948</u></b>	<u>180,736,575</u>

(d) **Leases**

	<b>2024</b>	2023
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
For operating leases:		
Lease payments that are fixed (including those under subleases)	<b>12,815,752</b>	12,386,428
Variable lease payments that do not depend on an index or a rate	<b>706,518</b>	549,393
Total revenue arising from leases	<b><u>13,522,270</u></b>	<u>12,935,821</u>

(e) **Geographical information**

The following table sets out information about the Group's revenue from external customers by cities in the PRC, based on the location at which the properties are sold, properties are invested or under subleases and services are provided. Information about its non-current assets is analysed by geographical location of assets.

	Revenue from external customers		Non-current assets	
	2024 RMB'000	2023 RMB'000	2024 RMB'000	2023 RMB'000
Xizheng	16,660,168	16,297,229	4,218,817	3,832,219
Husu	16,139,743	18,468,646	39,227,236	37,700,332
Chengdu	16,049,369	20,298,566	29,855,186	27,896,930
Chongqing	14,870,298	17,981,985	43,492,918	41,108,607
Hening	11,725,184	17,601,093	18,623,539	16,829,520
Jinbei	10,939,268	15,073,662	7,144,846	6,126,686
Huanan	10,519,940	11,138,124	13,746,328	10,256,234
Beijing	10,380,101	11,669,112	31,369,838	27,807,257
Zhejiang	9,886,495	30,498,036	34,237,543	30,147,813
Shandong	7,731,056	9,179,939	6,480,220	5,962,797
Other cities in the PRC	2,573,326	12,530,183	23,823,535	32,158,794
	<u>127,474,948</u>	<u>180,736,575</u>	<u>252,220,006</u>	<u>239,827,189</u>

*Note:* Non-current assets excluded financial instruments and deferred taxation assets.

No revenue from transaction with a single external customer amounts to 10% or more of the Group's revenue.

3. **OTHER INCOME**

	2024 RMB'000	2023 RMB'000
Interest income	556,502	874,358
Government subsidies ( <i>Note a</i> )	144,898	171,438
Penalty income ( <i>Note b</i> )	121,280	105,251
Consultancy income ( <i>Note c</i> )	255,071	276,052
Sundry income	2,305	81,499
Total	<u>1,080,056</u>	<u>1,508,598</u>

*Notes:*

- (a) The amount represents the grants received from the relevant PRC government to encourage the investments in specific regions and rental housing market development. The subsidies are unconditional and granted on a discretionary basis to the Group during the year.
- (b) It represents penalty received from property buyers who did not execute sales and purchase agreements on property sales and from tenants who early terminated tenancy agreements.
- (c) The amount represents the consultancy services provided to the Group's joint ventures and associates and independent third parties in relation to the property development projects.

**4. OTHER GAINS AND LOSSES**

	<b>2024</b>	2023
	<b>RMB'000</b>	RMB'000
Gain (loss) on disposal and written-off of property, plant and equipment	<b>12,735</b>	(119,008)
Net exchange loss ( <i>Note</i> )	<b>(538,753)</b>	(933,783)
Reclassification of fair value gains of hedging instruments from hedging reserve	<b>538,742</b>	929,886
Gain on repurchase of senior notes and bonds	<b>858,493</b>	889,734
Remeasurement gain on previously held interest in an associate and net gain on disposal of subsidiaries	<b>144,634</b>	109,343
Others	<b>(277,374)</b>	(56,970)
	<b><u>738,477</u></b>	<b><u>819,202</u></b>

*Note:* It represents exchange difference arising from the translation of bank balances, bank borrowings and senior notes denominated in foreign currencies of Hong Kong Dollar ("HKD") or United States Dollar ("USD").

## 5. FINANCE COSTS

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Interest on bank and other borrowings	(7,041,168)	(8,288,757)
Interest expense on senior notes	<u>(449,844)</u>	<u>(538,459)</u>
	(7,491,012)	(8,827,216)
Less: Amount capitalised to properties under development for sales and investment properties under development	<u>7,406,176</u>	<u>8,677,737</u>
	<u><u>(84,836)</u></u>	<u><u>(149,479)</u></u>

Borrowing costs capitalised arose on the general borrowing pool of the Group and were calculated by applying a capitalisation rate of 4.00% (2023: 4.24%) per annum for the year ended December 31, 2024, to expenditure on the qualifying assets.

## 6. INCOME TAX EXPENSE

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Current tax		
EIT	(2,426,160)	(4,105,477)
Hong Kong Profits Tax	(57,782)	(96,056)
Withholding tax on distributed earnings	(386,824)	(404,891)
LAT	<u>(2,625,085)</u>	<u>(2,626,249)</u>
	(5,495,851)	(7,232,673)
Overprovision in prior years:		
EIT ( <i>Note a</i> )	136,111	175,175
LAT ( <i>Note b</i> )	<u>1,063,522</u>	<u>1,490,584</u>
	1,199,633	1,665,759
Deferred taxation		
Current year	<u>(2,309,231)</u>	<u>(2,029,838)</u>
	<u><u>(6,605,449)</u></u>	<u><u>(7,596,752)</u></u>

*Notes:*

- (a) The assessment and computation of EIT payable in respect of certain subsidiaries which held completed property projects were finalised which differed from the management's estimation on EIT in prior years, resulting in an overprovision of EIT in respect of prior years. During the years ended December 31, 2024 and 2023, preferential tax rate has been granted to certain PRC subsidiaries for calculation of EIT in prior years, resulting to an overprovision of EIT in respect of prior years.
- (b) The actual appreciation amount of certain property projects had been finalised and the development plan for certain property projects had been revised in which the revised estimated or final appreciation amount was different with the appreciation amount made in prior years, resulting in an overprovision of LAT in respect of prior years.

Hong Kong Profits Tax is calculated at 16.5% of the estimated assessable profits.

Under the Law of the PRC on EIT (the "EIT Law") and Implementation Regulation of the EIT Law, the tax rate of the PRC subsidiaries is 25% for both years.

Certain of the Company's subsidiaries operating in the PRC are eligible for exemption from PRC EIT for both years.

## 7. PROFIT FOR THE YEAR

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Profit for the year has been arrived at after charging (crediting):		
Auditor's remuneration	8,408	8,508
Cost of property inventories included in cost of sales	94,639,941	138,569,781
Depreciation of property, plant and equipment	118,380	221,084
Depreciation of right-of-use assets	33,109	49,089
Amortisation of intangible assets	204,860	204,167
Write-down of inventories of properties to net realisable value	992,477	1,013,782
Staff costs		
Directors' emoluments (including equity-settled share-based payments)	139,076	171,458
Other staff costs		
Retirement benefit contributions	354,509	447,022
Equity-settled share-based payments	475,943	165,701
Other staff costs	<u>2,873,825</u>	<u>4,650,061</u>
Total staff costs	3,843,353	5,434,242
Less: Amount capitalised to properties under development for sales and investment properties under development	<u>(422,649)</u>	<u>(798,627)</u>
	<u>3,420,704</u>	<u>4,635,615</u>
Minimum lease income from investment properties	(12,815,752)	(12,386,428)
Contingent rental income	(706,518)	(549,393)
Less: direct expenses that generated rental income	<u>3,420,493</u>	<u>3,038,481</u>
	<u><u>(10,101,777)</u></u>	<u><u>(9,897,340)</u></u>



## 8. DIVIDENDS

	<b>2024</b>	2023
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
Dividends recognised as distribution during the year:		
Interim dividend recognised in respect of 2024 of RMB0.22 (2023: RMB0.32) per share	<b>1,515,396</b>	2,109,362
Final dividend paid in respect of 2023 of RMB0.23 (2023: in respect of 2022 of RMB0.80) per share	<b><u>1,559,579</u></b>	<u>5,073,364</u>
	<b><u><u>3,074,975</u></u></b>	<u><u>7,182,726</u></u>

In respect of the final dividend for the year ended December 31, 2023, RMB531,797,000 has been paid in cash and the remaining portion has been settled by way of 114,933,082 new fully paid shares of the Company on August 22, 2024.

The interim dividend for the period ended June 30, 2024 will be settled partially in cash and partially in shares of the Company on April 8, 2025.

Subsequent to the end of the reporting period, a final dividend of RMB688,816,000, representing RMB0.10 per share, based on the number of shares in issue as at December 31, 2024, in respect of the year ended December 31, 2024 (2023: final dividend of RMB1,516,104,000, representing RMB0.23 per share, in respect of the year ended December 31, 2023) has been proposed by the directors of the Company and is subject to approval by the shareholders in the forthcoming Annual General Meeting.

## 9. EARNINGS PER SHARE

The calculation of the basic and diluted earnings per share attributable to the owners of the Company is based on the following data:

	<b>2024</b>	2023
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
Earnings attributable to the owners of the Company for the purposes of calculation of basic and diluted earnings per share	<b><u>10,401,171</u></b>	<u>12,850,011</u>
<b>Number of shares</b>	<b>2024</b>	2023
	<b><i>'000</i></b>	<i>'000</i>
Weighted average number of ordinary shares for the purpose of calculation of basic earnings per share	<b>6,595,311</b>	6,221,419
Effect of dilutive potential ordinary shares in respect of – Share options and share awards	<b><u>13,951</u></b>	<u>12,984</u>
Weighted average number of ordinary shares for the purpose of calculation of diluted earnings per share	<b><u>6,609,262</u></b>	<u>6,234,403</u>

The weighted average number of ordinary shares adopted in the calculation of basic and diluted earnings per share for both years have been arrived at after deducting the shares held in trust for the Company by two independent trustees under the share award scheme of the Company.

During the year ended December 31, 2024, certain share award schemes are not included in the calculation of diluted earnings per share.

## 10. ACCOUNTS AND OTHER RECEIVABLES, DEPOSITS AND PREPAYMENTS

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Trade receivables ( <i>Note a</i> )		
– Contract with customers	4,704,800	4,497,620
– Rental	<u>94,330</u>	<u>98,041</u>
	4,799,130	4,595,661
Other receivables, net of allowance for doubtful debts ( <i>Note b</i> )	6,380,180	6,683,449
Advances to contractors	2,154,044	3,086,071
Prepaid value added tax and other taxes	10,572,425	14,270,154
Prepayments and utilities deposits	<u>18,992</u>	<u>10,044</u>
	<u><u>23,924,771</u></u>	<u><u>28,645,379</u></u>

### Notes:

- (a) Trade receivables are mainly arisen from sales of properties, investment property operation and rendering of services. Considerations in respect of sales of properties are paid by customers in accordance with the terms of the related sales and purchase agreements. For investment property operation, rental income are paid by tenants within two months from invoice date in accordance with the terms in the tenancy agreements. Service income is received in accordance with the terms of the relevant service agreements.

As at January 1, 2023, trade receivables from contract with customers amounted to RMB5,165,101,000.

The following is an aged analysis of trade receivables presented based on dates of delivery of goods and dates of demand notes.

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Within 60 days	3,346,340	3,183,144
61 – 180 days	882,905	878,144
181 – 365 days	359,562	341,124
1 – 2 years	168,043	155,347
2 – 3 years	30,960	28,069
Over 3 years	<u>11,320</u>	<u>9,833</u>
	<u><u>4,799,130</u></u>	<u><u>4,595,661</u></u>

As at December 31, 2024, included in the Group's trade receivables balance are debtors with aggregate carrying amount of RMB2,790,464,000 (2023: RMB2,632,608,000) which are past due as at the reporting date. Out of the past due balances, RMB569,886,000 (2023: RMB534,373,000) had been past due 90 days or more and are not considered as in default as those balances are mainly with those property owners with satisfactory payment records for property management fees and those banks with good credit quality and pending for completing their mortgage procedures.

- (b) Other receivables mainly comprise rental deposits, receivables of refund of the deposits for land auction, deposits for construction work, temporary payments and miscellaneous project-related deposits paid which are refundable within one year.

## 11. ACCOUNTS AND OTHER PAYABLES AND ACCRUED CHARGES

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Trade payables and accrued expenditure on construction ( <i>Note a</i> )	40,560,546	42,482,145
Dividend payables	1,514,840	2,109,362
Other payables and accrued charges ( <i>Note b</i> )	13,337,202	15,189,228
Value added tax payables	4,372,087	7,486,549
Consideration payable for business combination	119,445	332,929
	<u>59,904,120</u>	<u>67,600,213</u>
Less: consideration payable due after one year shown under non-current liabilities	<u>(1,268)</u>	<u>(1,268)</u>
Amount due within one year shown under current liabilities	<u>59,902,852</u>	<u>67,598,945</u>

### Notes:

- (a) Trade payables and accrued expenditure on construction comprise construction costs and other project-related expenses which are payable based on project progress certified by the Group. The Group has financial risk management policies in place to ensure that all payables are settled within the credit timeframe.

The following is an aged analysis of trade payables, based on the invoice date and issuance date of each bill, at the end of the reporting period:

	2024 <i>RMB'000</i>	2023 <i>RMB'000</i>
Within 60 days	7,400,145	7,273,996
61 – 180 days	6,273,556	6,428,339
181 – 365 days	5,469,068	5,546,300
1 – 2 years	4,559,787	4,575,440
2 – 3 years	989,784	1,024,799
Over 3 years	528,918	539,735
	<u>25,221,258</u>	<u>25,388,609</u>

- (b) Other payables and accrued charges comprise mainly tax received and payable to the government on behalf of customers, accrued salaries and accrued staff welfare.

## CHAIRMAN’S STATEMENT

I am pleased to present to our shareholders the full-year business review and outlook for the year ended 31 December 2024 of Longfor Group Holdings Limited (the “Company”, together with its subsidiaries, collectively the “Group”).

Since the fourth quarter of 2024, a series of economic stimulus policies have been introduced by the government, accelerating the pace of innovation-driven development and industrial upgrading. As a vital pillar of economic development, the real estate sector is currently undergoing significant adjustments and transformations. The Group has consistently maintained strategic focus, enhanced operational resilience, and steadily advanced high-quality development. In 2024, the Group achieved a total revenue of RMB127.5 billion, with the investment property operation and property service segments generating income of RMB26.7 billion, representing a year-on-year increase of 7.4%; the core net profit attributable to owners of the Company was approximately RMB7.0 billion while maintaining a stable dividend payout ratio.

Over the past two years, the Group has steadily reduced its total debt and optimized its debt structure, strengthening its financial stability. By the end of 2024, the Group’s interest-bearing debt had decreased by RMB16.3 billion from the beginning of the year to RMB176.3 billion, with the average finance cost reduced to 4.00% and the average contract borrowing period extended to 10.27 years, achieving a virtuous cycle of reducing both debt and finance cost. With focused efforts and synergies across each business segment, the Group achieved a positive operating cash flow including capital expenditures exceeding RMB6.0 billion for the year. This solid foundation of debt safety and cash flow sustainability is the key support as we navigate through industry cycles.

The new housing market is returning to the essence of living, with a clearer definition of what constitutes high-quality housing. Over the past two years, the Group has been deeply committed to high-tier cities, developing improved residential products such as Glory of Galaxy, Glory of Throne, and Inner Land to meet diverse living needs. Last year, we delivered approximately 100,000 quality housing units across 43 cities in China, achieving a satisfaction rate of 90%. As the market stabilizes after a period of decline, the Group will focus on reducing existing inventory while simultaneously replenishing land in a timely and precise manner, promoting the optimization and quality improvement of the land bank structure.

In 2024, the Group launched 11 new Paradise Walk projects in Nanjing, Hefei, Suzhou, Chongqing, and Changsha. Combined with existing projects, the commercial segment attained a 97% occupancy rate as of the end of 2024, resulting in steady growth in both operating profit and cash flow. Through scenario innovation and consumer pain points' resolution, the commercial investment team has created vibrant, high-quality consumer spaces in core cities, achieving same-store growth in both sales and footfall even amid challenging conditions. The Group's strategic investment and iterative improvements in commercial operational abilities serve not only as a stabilizer against industry fluctuations but also as a powerful engine for driving asset appreciation.

Longfor Smart Asset Management, our asset management segment, has established comprehensive asset management capabilities across the entire lifecycle and all formats through six business divisions: rental housing, industrial offices, serviced apartments, dynamic commercial, women's and children's hospitals and elderly care services. This contributed an income of RMB3.18 billion for the year. By continuously enhancing our asset management capabilities, the Group is able to operate "good space" which helps preserve and enhance asset value while driving the Group's operation business to deepen its presence in the existing market, forming a virtuous cycle of stable profit contribution and cash return.

Longfor Intelligent Living achieved an revenue of RMB11.42 billion, representing an increase of 8% year-on-year. It continuously expanded its service radius, with its five major business divisions – residential management, commercial property services, home decoration, selected products, and house rental and sales – serving over 3.25 million homeowners and managing an area of over 400 million square meters. Through enhancements to our intelligent technology systems, we effectively manage various scenarios related to safety, energy conservation, and space maintenance, making space usage more convenient, services more personalized, and management more efficient. Customer satisfaction rate has exceeded 90% for the 16th consecutive year.

Longfor Smart Construction provides one-stop, all-industry services covering multiple modules such as research and planning, design, construction management and fine engineering. With high-quality, cost-effective, and short-cycle construction capabilities, it enhances operational efficiency and aids value realization to clients. Longfor Intelligent Construction is revitalizing traditional industries through digital transformation and intelligent manufacturing.

The Group has fully integrated ESG governance into the core of its strategic decision-making, embedding the “For You” principles into its corporate development strategy. We actively practice low-carbon principals, ensuring that 100% of our new projects meet the national green star building standards. Additionally, we have developed a digital dual-carbon management platform covering the entire business chain to comprehensively advance the achievement of emission reduction targets. In terms of social responsibilities, the Group has donated over RMB2 billion<sup>1</sup> in public welfare, benefiting 2.34 million people nationwide, continuously delivering corporate citizenship values in areas such as rural revitalization and educational support. Looking ahead, the Group will enhance its corporate governance system to higher standard, care for the environment, give back to society and establish a solid foundation for high-quality and sustainable development.

The Group’s resilience in navigating industry cycles stems from its steadfast commitment to strategic focus, its respect for and adherence to risk management, and its deep focus on customer orientation. We believe that only by solidifying the foundation of our enterprise can we gradually bottom out during industry cycles, thereby achieving high-quality transformation and development.

Finally, on behalf of the Board, I would like to extend my sincere gratitude to our shareholders, customers, and the community for your continued support!

**Longfor Group Holdings Limited**

**Chen Xuping**  
*Chairman*

<sup>1</sup> *Including cumulative donations from the Group and its founder as well as Longfor Foundation.*

## MANAGEMENT DISCUSSION AND ANALYSIS

### PROPERTY DEVELOPMENT

In 2024, revenue from property development business of the Group was RMB100.77 billion. The Group delivered 7.619 million square meters of property in gross floor area (GFA) terms. The gross profit margin of the property development business was 6.1%. Recognized average selling price was RMB13,226 per square meter in 2024.

*Table 1: Breakdown of property development revenue of the Group in 2024*

\* Amount excluding tax

City	Revenue		Total GFA	
	2024	2023	2024	2023
	RMB million	RMB million	'000 Sqm	'000 Sqm
Xi'an	12,666	9,695	679	593
Chengdu	9,652	13,612	613	763
Hefei	6,570	11,452	509	688
Suzhou	5,473	2,621	238	146
Chongqing	4,997	9,330	554	892
Shanghai	4,949	5,658	146	155
Changsha	4,880	4,860	383	432
Tianjin	3,919	4,646	220	285
Jinan	3,824	2,526	316	258
Beijing	3,530	6,123	147	209
Quanzhou	3,181	331	235	41
Guangzhou	3,148	2,093	108	94
Nanjing	2,987	4,460	179	219
Guiyang	2,899	2,000	264	241
Changchun	2,535	2,048	336	222
Wuhan	2,174	5,021	141	470
Hangzhou	2,121	20,127	125	779
Qingdao	1,963	4,300	251	569
Kunming	1,863	2,829	214	198
Shenyang	1,588	5,131	205	532
Taizhou	1,512	1,121	93	74
Fuzhou	1,355	3,534	153	252
Wuxi	1,215	4,502	136	264
Hong Kong	1,148	2,110	4	7
Lanzhou	1,089	1,866	120	189



City	Revenue		Total GFA	
	2024	2023	2024	2023
	<i>RMB million</i>	<i>RMB million</i>	<i>'000 Sqm</i>	<i>'000 Sqm</i>
Xianyang	1,055	1,557	123	181
Zhanjiang	830	232	89	22
Tangshan	776	625	99	78
Yantai	695	726	177	107
Jiangmen	653	30	99	8
Xuzhou	604	–	51	–
Shijiazhuang	551	4,188	49	276
Shaoxing	517	975	27	73
Haikou	508	1,168	36	66
Zhengzhou	457	1,729	47	154
Huizhou	427	1,989	62	151
Taiyuan	334	456	43	58
Dalian	308	624	39	79
Wenzhou	272	150	52	10
Ganzhou	231	970	36	142
Baoding	201	132	33	21
Yancheng	182	565	11	29
Weihai	166	548	20	64
Ningbo	119	611	14	47
Jinzhong	103	173	14	23
Others	540	6,413	129	547
Total	<u>100,767</u>	<u>155,857</u>	<u>7,619</u>	<u>10,708</u>

In 2024, the Group achieved contracted sales of RMB101.12 billion with sales of total GFA of 7.124 million square meters. Average selling price of GFA sold was RMB14,194 per square meter. Contracted sales from Yangtze River Delta, Pan Bohai Rim, Western China, Southern China and Central China were RMB29.06 billion, RMB19.48 billion, RMB27.47 billion, RMB15.50 billion and RMB9.61 billion respectively, accounting for 28.7%, 19.3%, 27.2%, 15.3% and 9.5% of the contracted sales of the Group, respectively.

Table 2: Details of contracted sales of the Group in 2024

\* Amount including tax

City	Contracted sales		Total GFA	
	2024 RMB million	2023 RMB million	2024 '000 Sqm	2023 '000 Sqm
Chengdu	10,296	19,801	695	960
Hangzhou	7,156	4,514	288	332
Xi'an	6,748	14,189	432	779
Suzhou	6,448	9,699	313	393
Beijing	4,775	11,212	138	302
Shanghai	4,567	5,689	124	117
Wuhan	4,490	7,483	273	535
Changsha	4,152	6,044	336	468
Chongqing	4,080	7,474	491	804
Jinan	4,047	4,856	274	311
Guangzhou	3,525	3,165	122	119
Shenyang	2,471	3,201	213	304
Nanjing	2,267	4,991	122	211
Kunming	2,252	2,631	154	191
Guiyang	2,211	2,152	224	128
Shenzhen	2,117	714	61	25
Foshan	2,097	795	146	59
Tianjin	2,079	6,795	167	350
Quanzhou	2,044	4,034	143	269
Hefei	1,850	10,591	170	588
Changchun	1,798	3,417	250	370
Fuzhou	1,744	1,859	175	149
Wenzhou	1,277	1,501	76	125
Changzhou	1,263	1,524	98	114
Ningbo	1,233	4,157	45	194
Haikou	1,209	1,247	90	70
Lanzhou	1,203	1,432	168	157
Shijiazhuang	1,025	2,403	92	163
Jinhua	1,018	709	50	31
Hong Kong	915	2,594	3	9
Huizhou	851	1,814	95	140
Taiyuan	847	567	106	68
Qingdao	821	3,103	138	414
Zhengzhou	811	1,728	85	159

City	Contracted sales		Total GFA	
	2024 <i>RMB million</i>	2023 <i>RMB million</i>	2024 <i>'000 Sqm</i>	2023 <i>'000 Sqm</i>
Xianyang	601	1,470	73	142
Taizhou	576	1,745	56	112
Yantai	564	746	103	137
Wuxi	411	2,033	51	136
Huzhou	380	572	33	40
Zhongshan	366	325	37	24
Nantong	343	403	28	34
Jinzhong	329	430	49	51
Zhuhai	322	637	33	49
Tangshan	251	504	35	60
Yancheng	229	125	18	7
Baoding	224	44	37	10
Weihai	207	367	31	53
Zhanjiang	112	741	32	79
Xiamen	101	536	14	52
Others	413	4,725	137	402
Total	<u>101,116</u>	<u>173,488</u>	<u>7,124</u>	<u>10,796</u>

As at December 31, 2024, the Group had sold but unrecognized contracted sales of RMB128.2 billion (with GFA of approximately 10 million square meters).

## INVESTMENT PROPERTY OPERATION

The Group has been intensifying the management of its properties based on its coverage in first and second-tier cities in China. Currently, the investment property operation business of the Group are mainly commercial investments and assets management. For commercial investments, the Group has adhered to its strategy of asset light and asset heavy model while steadily facilitating its presence in core cities, those investments principally include two main product lines, namely urban shopping malls under the brand name of “Paradise Walk” and community shopping malls under the brand name of “Starry Street”. For assets management, it encompasses six major divisions, including rental housing branded as “Goyoo”, dynamic commercial pedestrian precinct branded as “Hybrid Space”, serviced apartment branded as “Hsiafei Mansion”, industrial office branded as “Blue Engine”, women’s and children’s hospital branded as “Youyou Baobei”, and elderly residence branded as “Chunshan Wanshu” with an aim to offering customers more diverse products and services. In particular, “Goyoo”, the rental housing, aiming to providing new generations with comprehensive rental housing services, has commenced operation in several high-magnitude cities such as Beijing, Shanghai, Guangzhou, Shenzhen, Chengdu, Hangzhou, Chongqing, Wuhan and Nanjing.

In 2024, the rental income, net of tax, of the Group’s investment property operation business was RMB13.52 billion<sup>#</sup>, representing an increase of 4.5% as compared to last year. The rental income from shopping malls, rental housing and others accounted for 78.8%<sup>#</sup>, 19.6% and 1.6% of the total rental income respectively. The gross profit margin of the investment property operation business was 75.0%, representing a decrease of 0.8% as compared to last year. As at December 31, 2024, the Group has shopping malls totaling 9.30 million square meters in GFA (12.43 million square meters in GFA including parking space) that had commenced operation with an occupancy rate of 96.8%. Additionally, 124,000 apartments by Goyoo had also commenced operation, boasting a leading position in the industry in terms of its scales with the occupancy rate of 95.3%. The occupancy rate of the portions of Goyoo which have commenced operation for more than six months was 95.6%.

<sup>#</sup> Excluding Beijing Chang’an Paradise Walk etc.

Table 3: Breakdown of rental income of shopping malls of the Group in 2024<sup>##</sup>

\* Amount excluding tax

	GFA Sqm	Rental income RMB’000	2024		2023		
			% of revenue	Occupancy rate	Rental income RMB’000	% of revenue	Occupancy rate
Chongqing North Paradise Walk	120,778	434,303	4.0%	94.9%	510,245	5.0%	96.3%
Chongqing West Paradise Walk	76,031	97,292	0.9%	97.5%	104,800	1.0%	94.1%
Chongqing Time Paradise Walk	465,590	729,870	6.6%	95.3%	734,790	7.1%	93.2%
Chengdu Three Thousand Paradise Walk	23,314	13,221	0.1%	96.9%	8,589	0.1%	77.7%
Chengdu North Paradise Walk	215,536	146,969	1.3%	94.9%	140,134	1.4%	90.6%
Chengdu Time Paradise Walk	125,172	119,420	1.1%	98.0%	111,781	1.1%	95.7%
Beijing Changying Paradise Walk	221,286	540,096	4.9%	97.6%	539,095	5.2%	98.0%

			2024		2023		
	GFA	Rental	% of	Occupancy	Rental	% of	Occupancy
	Sqm	income	revenue	rate	income	revenue	rate
		RMB'000			RMB'000		
Hangzhou Jinsha Paradise Walk	151,135	319,422	2.9%	98.6%	306,117	3.0%	99.2%
Chengdu Jinnan Paradise Walk	91,638	130,447	1.2%	98.7%	137,056	1.3%	97.0%
Beijing Daxing Paradise Walk	144,565	250,782	2.3%	98.2%	255,828	2.5%	98.5%
Shanghai Hongqiao Paradise Walk	151,295	131,949	1.2%	96.5%	144,139	1.4%	95.1%
Chongqing U-City Paradise Walk	111,927	147,350	1.3%	98.4%	157,619	1.5%	97.1%
Chongqing Hometown Paradise Walk	93,152	115,582	1.1%	98.6%	131,302	1.3%	98.6%
Hangzhou Binjiang Paradise Walk	180,694	432,110	3.9%	98.2%	408,581	4.0%	98.9%
Suzhou Shishan Paradise Walk	209,725	411,520	3.7%	98.9%	381,884	3.7%	97.6%
Shanghai Baoshan Paradise Walk	98,339	247,683	2.3%	98.4%	228,955	2.2%	99.1%
Changzhou Longcheng Paradise Walk	119,328	125,073	1.1%	97.6%	124,010	1.2%	94.9%
Beijing Fangshan Paradise Walk	103,688	192,535	1.8%	97.5%	206,730	2.0%	98.7%
Chengdu Xichen Paradise Walk	152,639	183,534	1.7%	99.0%	160,480	1.6%	96.6%
Chengdu Binjiang Paradise Walk	140,000	182,994	1.7%	98.8%	160,872	1.6%	98.6%
Hangzhou Xixi Paradise Walk	130,063	260,416	2.5%	98.6%	254,766	2.5%	98.2%
Hangzhou Zijing Paradise Walk	83,000	118,500	1.1%	97.1%	128,261	1.2%	94.6%
Shanghai Huajing Paradise Walk	42,253	62,032	0.6%	96.3%	62,682	0.6%	95.1%
Shanghai Minhang Paradise Walk	94,859	189,413	1.7%	98.0%	179,292	1.7%	99.5%
Hefei Yaohai Paradise Walk	98,320	92,426	0.8%	99.1%	82,816	0.8%	97.9%
Nanjing Liuhe Paradise Walk	108,000	53,586	0.5%	93.8%	60,683	0.6%	93.2%
Beijing Chang'an Paradise Walk	52,563	100,982	0.9%	95.6%	108,106	1.1%	99.7%
Nanjing Longwan Paradise Walk	120,367	145,295	1.3%	97.0%	150,993	1.5%	95.6%
Nanjing Jiangbei Paradise Walk	146,286	149,592	1.4%	96.6%	148,935	1.4%	95.6%
Xi'an Xiangti Paradise Walk	78,962	92,725	0.8%	98.6%	86,109	0.8%	96.9%
Chongqing Jinsha Paradise Walk	204,113	244,136	2.2%	95.7%	266,524	2.6%	94.2%
Chengdu Shangcheng Paradise Walk	114,227	112,408	1.0%	97.1%	110,550	1.1%	93.7%
Suzhou Star Lake Paradise Walk	112,537	108,268	1.0%	95.6%	114,466	1.1%	96.5%
Chongqing Lijia Paradise Walk	131,060	155,330	1.4%	95.7%	126,950	1.2%	94.1%
Ji'nan Olympic Sports Center Paradise Walk	77,571	86,676	0.8%	97.1%	92,668	0.9%	98.0%
Beijing Lize Paradise Walk	92,014	151,750	1.4%	98.6%	158,814	1.5%	98.4%
Changsha Yanghu Paradise Walk	101,629	66,948	0.6%	95.1%	67,738	0.7%	94.1%
Wuhan Imperial Paradise Walk	138,583	211,213	1.9%	98.4%	214,054	2.1%	98.5%
Chengdu Jincheng Paradise Walk	83,000	102,018	0.9%	99.5%	90,767	0.9%	100.0%
Nanjing Hexi Paradise Walk	112,123	110,161	1.0%	96.1%	123,897	1.2%	93.1%
Beijing Xiyue Paradise Walk	105,311	173,584	1.6%	98.5%	164,056	1.6%	99.1%
Hangzhou Jiangdong Paradise Walk	107,125	86,170	0.8%	97.2%	89,335	0.9%	97.0%
Suzhou Dongwu Paradise Walk	114,200	181,171	1.7%	98.6%	171,582	1.7%	98.6%
Hangzhou Dingqiao Paradise Walk	125,186	164,904	1.5%	97.1%	172,253	1.7%	95.2%
Chongqing Gongyuan Paradise Walk	138,034	90,695	0.8%	95.4%	91,235	0.9%	91.6%
Chongqing High-Tech Paradise Walk	125,158	133,701	1.2%	98.3%	124,233	1.2%	97.0%
Chengdu Shuxin Paradise Walk	114,721	117,148	1.1%	98.3%	103,129	1.0%	96.4%
Beijing Yizhuang Paradise Walk	107,101	225,166	2.1%	99.0%	215,114	2.1%	99.7%
Qingdao Jiaozhou Paradise Walk	86,935	69,341	0.6%	98.4%	63,476	0.6%	97.2%
Shenyang Hunnan Paradise Walk	86,812	66,113	0.6%	98.6%	56,195	0.5%	90.4%

			2024		2023		
	GFA	Rental	% of	Occupancy	Rental	% of	Occupancy
	Sqm	income	revenue	rate	income	revenue	rate
		RMB'000			RMB'000		
Shanghai Fengxian Paradise Walk	104,163	210,635	1.9%	99.3%	194,218	1.9%	99.0%
Shanghai Jinhui Paradise Walk	72,919	95,261	0.9%	97.1%	92,403	0.9%	99.4%
Hangzhou Wujiao Paradise Walk	53,884	34,386	0.3%	95.1%	39,787	0.4%	94.2%
Ningbo Yinzhou Paradise Walk	110,899	120,639	1.1%	95.8%	126,384	1.2%	96.2%
Wuhan Baisha Paradise Walk	141,399	147,910	1.3%	97.2%	149,679	1.5%	96.6%
Nanchang Qingshanhu Paradise Walk	95,463	68,000	0.6%	95.5%	74,755	0.7%	97.0%
Hangzhou Guofang Paradise Walk	73,896	67,839	0.6%	98.7%	57,513	0.6%	97.8%
Changsha Furong Paradise Walk	105,372	89,490	0.8%	97.6%	58,100	0.6%	98.2%
Suzhou Xujiang Paradise Walk	91,437	98,341	0.9%	94.8%	69,443	0.7%	95.7%
Ningbo Haishu Paradise Walk	92,344	75,320	0.7%	96.4%	47,890	0.5%	97.1%
Ji'nan Beichen Paradise Walk	93,121	77,711	0.7%	98.1%	12,278	0.1%	100.0%
Beijing Beiyuan Paradise Walk	93,262	124,092	1.1%	94.4%	53,107	0.5%	99.2%
Xi'an Qujiang Paradise Walk	63,206	80,020	0.7%	94.1%	75,473	0.7%	96.3%
Chengdu Dong'an Paradise Walk	105,991	73,922	0.7%	100.0%	–	–	–
Nanjing Yushan Paradise Walk	125,885	53,523	0.5%	98.4%	–	–	–
Chongqing Yunling Paradise Walk	127,378	55,292	0.5%	97.5%	–	–	–
Haikou Paradise Walk	222,032	60,080	0.5%	95.1%	–	–	–
Suzhou Xiangcheng Paradise Walk	143,200	55,725	0.5%	100.0%	–	–	–
Shaoxing Jinghu Paradise Walk	133,560	21,045	0.2%	96.2%	–	–	–
Hefei High-Tech Paradise Walk	121,020	31,079	0.3%	99.2%	–	–	–
Xi'an Weiyang Paradise Walk	113,947	19,317	0.2%	90.1%	–	–	–
Tianjin Meijiang Paradise Walk	128,067	52,496	0.5%	99.1%	–	–	–
Changsha Yueliangdao Paradise Walk	80,498	11,732	0.1%	98.6%	–	–	–
Chongqing Jiangxia Paradise Walk	76,134	29,080	0.3%	82.7%	–	–	–
<b>Paradise Walk Subtotal</b>	<b>8,797,022</b>	<b>10,626,955</b>	<b>96.8%</b>	<b>96.9%</b>	<b>9,883,716</b>	<b>96.2%</b>	<b>96.2%</b>
Chongqing Crystal Castle	9,969	11,057	0.1%	89.2%	18,070	0.2%	85.5%
Chongqing Chunsen Starry Street	54,618	40,766	0.4%	92.5%	39,682	0.4%	91.8%
Chongqing Fairy Castle	29,413	13,328	0.1%	100.0%	13,639	0.1%	100.0%
Beijing Summer Palace Starry Street	6,320	36,360	0.3%	100.0%	34,723	0.3%	100.0%
Xi'an Daxing Starry Street	44,227	62,552	0.6%	95.1%	58,844	0.6%	96.3%
Shanghai Minhang Starry Street	24,740	25,842	0.2%	99.2%	21,882	0.2%	96.8%
Chengdu Wuhou Starry Street	31,168	40,641	0.4%	100.0%	35,167	0.3%	99.2%
Chongqing Aijia Starry Street	52,500	55,730	0.5%	99.1%	55,317	0.5%	95.6%
Longfor Leshan Starry Street	38,190	18,588	0.2%	95.1%	13,519	0.1%	90.6%
Shijiazhuang Dongchuang Longfor	39,663	22,196	0.2%	96.6%	1,967	0.1%	93.3%
Chongqing MOCO	29,104	22,251	0.2%	90.7%	23,832	0.2%	91.3%
Others	145,966	N/A	0.0%	N/A	77,177	0.8%	N/A
<b>Starry Street and Others Subtotal</b>	<b>505,878</b>	<b>349,311</b>	<b>3.2%</b>	<b>96.3%</b>	<b>393,819</b>	<b>3.8%</b>	<b>95.3%</b>
<b>Total rental income of shopping malls</b>	<b>9,302,900</b>	<b>10,976,266</b>	<b>100.0%</b>	<b>96.8%</b>	<b>10,277,535</b>	<b>100.0%</b>	<b>96.2%</b>

## In 2024, the total sales volume for shopping malls were RMB73.5 billion. Annual average daily foot traffic was 3.28 million.

Major investment properties under construction of the Group are as follows:

*Table 4: Major investment properties under construction of the Group*

	<b>Estimated Commencement of Operation</b>	<b>Planned GFA <i>Sqm</i></b>
Chongqing Longxing Paradise Walk	2025	75,652
Xi'an Changle Paradise Walk	2025	103,029
Chongqing Nanping Paradise Walk	2025	111,192
Nanning Qingxiu Paradise Walk	2025	121,483
Hangzhou Shangcheng Paradise Walk	2025	135,945
Wuhan Xinrong Paradise Walk	2025	152,839
Ji'nan West Railway Station Paradise Walk	2025	157,514
Wuchang Binjiang Paradise Walk	2025	170,600
Chengdu Yidu Paradise Walk	2026 and thereafter	101,062
Hangzhou Binkang Paradise Walk	2026 and thereafter	101,331
Changsha Kaifu Paradise Walk	2026 and thereafter	111,591
Changsha Xinyao Paradise Walk	2026 and thereafter	127,940
Kunming Time Paradise Walk	2026 and thereafter	133,022
Hangzhou Yuncheng Paradise Walk	2026 and thereafter	135,046

Due to the rental increase of shopping malls in operation, continuous investments in shopping malls under construction and the development of rental housing and industrial office and other businesses, the valuation gain of investment properties of the Group amounted to RMB4.76 billion in 2024.

## **PROPERTY SERVICE**

The Group has continued to improve its service capability and service chain. Currently, the Group's property service business mainly comprises property management and entrusted construction business. Property management mainly includes five major divisions, namely residential management, commercial property services, home decoration, selected products, and house rental and sales, covering 13 business types, including residential, commercial, office, industrial parks, corporate headquarters, urban services, hospitals and public venues. Longfor Smart Construction's entrusted construction business integrates the Group's full-industry development experience and digital technology capabilities, leveraging on the synergies of the core businesses to offer customers with full-industry, full-cycle, digital "one-stop solutions", which mainly comprise five major product and service modules, including positioning planning, virtual construction, development management, urban regeneration and digital twin.

In 2024, the total income, net of tax, generated from the property service business of the Group was RMB13.19 billion, representing an increase of 10.4% as compared to last year. The gross profit margin of the property service business was 31.4%, representing an increase of 0.4% as compared to last year. As at December 31, 2024, the area under management was 410 million square meters. Longfor Smart Construction's entrusted construction business has spread to Beijing, Shanghai, Chengdu, Chongqing, Xi'an, Hangzhou and other core first- and second-tier cities, and it has continued to focus on deep cultivation and achieve high-quality and rapid development by relying on key-client strategy.

## **COST CONTROL**

In 2024, benefiting from the Group's continuous focus on organization and business efficiency improvement and high quality talents, the Group's share of administrative expenses to development contracted sales and investment property operation and property service income was 3.5%. To enhance the brand influence of the Group, the selling expenses as a percentage to development contracted sales and investment property operation and property service income was 3.3%.

## **SHARE OF RESULTS OF JOINT VENTURES**

In 2024, the contribution of joint ventures was mainly from projects such as the Group's 49.9%-owned Suzhou Oriental Tower Project. The attributable profit after tax of the Group in joint ventures was RMB607 million.



## **SHARE OF RESULTS OF ASSOCIATES**

In 2024, the contribution of associates was mainly from projects such as the Group's 25.0%-owned Putian Shouxi Project. The attributable profit after tax of the Group in associates was RMB239 million.

## **INCOME TAX EXPENSE**

Income tax expense includes PRC enterprise income tax and land appreciation tax. In 2024, the enterprise income tax expense and land appreciation tax of the Group were RMB5.05 billion and RMB1.56 billion, respectively. The total income tax expenses for the period amounted to RMB6.61 billion.

## **PROFITABILITY**

In 2024, the Group's core net profit margin was 6.4%, while that of last year was 8.7%; and core net profit margin attributable to owners of the Company was 5.5%, while that of last year was 6.3%. It was mainly due to the combined effects of revenue, expenses, share of results of joint ventures and associates and changes in tax expenses for the year.

## **LAND BANK REPLENISHMENT**

As at December 31, 2024, the Group's total land bank was 33.12 million square meters or 24.26 million square meters on an attributable basis. The average unit land cost was RMB4,304 per square meter. In terms of regional breakdown, the land bank in Pan Bohai Rim, western China, central China, Yangtze River Delta and southern China accounted for 34.6%, 27.6%, 15.0%, 13.9% and 8.9% of total land bank, respectively.

In 2024, the Group acquired new land bank with total GFA of 830,000 square meters or 390,000 square meters on an attributable basis. Average cost of acquisition on an attributable basis was RMB13,285 per square meter. In terms of regional breakdown, the newly acquired area in western China, Yangtze River Delta, Pan Bohai Rim, southern China and central China accounted for 39.4%, 34.7%, 13.7%, 8.8% and 3.4% of the total GFA of the newly acquired land bank, respectively.

Subsequent to the reporting period<sup>#</sup>, the Group acquired new land bank with a total GFA of 140,000 square meters or 98,000 square meters on an attributable basis. In terms of regional breakdown, the newly acquired areas all are located in Yangtze River Delta.

<sup>#</sup> As of March 7, 2025

The geographic spread of the land bank of the Group was as follows:

Table 5: Breakdown of the land bank of the Group

Region	City	Total GFA Sqm	% of Total	Attributable GFA Sqm	% of Total
Pan Bohai Rim	Yantai	5,732,643	17.3%	5,732,643	23.6%
	Qingdao	1,281,741	3.9%	885,633	3.6%
	Jinan	1,197,281	3.6%	1,057,104	4.4%
	Shenyang	1,032,403	3.1%	619,606	2.6%
	Changchun	584,044	1.8%	441,289	1.8%
	Baoding	520,668	1.6%	520,668	2.1%
	Tianjin	331,976	1.0%	242,460	1.0%
	Shijiazhuang	204,334	0.6%	138,919	0.6%
	Beijing	181,591	0.5%	51,265	0.2%
	Taiyuan	150,236	0.5%	150,236	0.6%
	Tangshan	110,171	0.3%	55,085	0.2%
	Jinzhong	83,532	0.3%	83,532	0.3%
	Weihai	52,234	0.2%	36,564	0.2%
		<b>Subtotal</b>	<b>11,462,854</b>	<b>34.7%</b>	<b>10,015,004</b>
Central China	Wuhan	1,804,569	5.4%	936,353	3.9%
	Ezhou	1,654,510	5.0%	579,079	2.4%
	Changsha	970,026	2.9%	804,856	3.3%
	Zhengzhou	456,724	1.4%	269,777	1.1%
	Ganzhou	69,648	0.2%	48,754	0.2%
	<b>Subtotal</b>	<b>4,955,477</b>	<b>14.9%</b>	<b>2,638,819</b>	<b>10.9%</b>
Western China	Chongqing	2,701,883	8.2%	2,059,424	8.5%
	Guiyang	1,845,942	5.6%	1,050,715	4.3%
	Chengdu	1,210,334	3.7%	892,548	3.7%
	Xianyang	829,952	2.5%	459,115	1.9%
	Xi'an	778,028	2.3%	628,510	2.6%
	Kunming	628,456	1.9%	426,585	1.8%
	Lanzhou	623,105	1.9%	498,055	2.1%
	Yuxi	515,923	1.6%	515,923	2.1%
	<b>Subtotal</b>	<b>9,133,623</b>	<b>27.7%</b>	<b>6,530,875</b>	<b>27.0%</b>

Region	City	Total GFA <i>Sqm</i>	% of Total	Attributable	
				GFA <i>Sqm</i>	% of Total
Yangtze River Delta	Hangzhou	1,280,409	3.9%	845,023	3.5%
	Nanjing	521,487	1.6%	432,333	1.8%
	Suzhou	483,341	1.5%	272,404	1.1%
	Wenzhou	467,754	1.4%	244,816	1.0%
	Hefei	359,398	1.1%	299,495	1.2%
	Ningbo	280,187	0.8%	140,094	0.6%
	Changzhou	271,735	0.8%	195,498	0.8%
	Shanghai	263,169	0.8%	177,993	0.7%
	Yancheng	246,650	0.7%	152,052	0.6%
	Wuxi	229,248	0.7%	168,444	0.7%
	Nantong	152,097	0.5%	97,834	0.4%
	Taizhou	48,970	0.1%	14,985	0.1%
		<b>Subtotal</b>	<b>4,604,445</b>	<b>13.9%</b>	<b>3,040,971</b>
Southern China	Xiamen	567,844	1.7%	227,138	0.9%
	Guangzhou	410,499	1.2%	365,927	1.5%
	Foshan	254,286	0.8%	196,114	0.8%
	Haikou	240,192	0.7%	240,192	1.0%
	Quanzhou	221,620	0.7%	134,961	0.6%
	Dongguan	205,435	0.6%	205,435	0.8%
	Fuzhou	195,631	0.6%	129,457	0.5%
	Zhaoqing	186,346	0.6%	130,442	0.5%
	Qingyuan	135,359	0.4%	69,033	0.3%
	Shenzhen	134,406	0.4%	86,200	0.4%
	Nanning	130,675	0.4%	64,031	0.3%
	Huizhou	125,267	0.4%	117,472	0.5%
	Zhanjiang	60,087	0.2%	30,644	0.1%
	Zhuhai	53,453	0.2%	26,726	0.1%
	Zhongshan	37,914	0.1%	15,166	0.1%
	<b>Subtotal</b>	<b>2,959,014</b>	<b>9.0%</b>	<b>2,038,938</b>	<b>8.4%</b>
	<b>Total</b>	<b>33,115,413</b>	<b>100.0%</b>	<b>24,264,607</b>	<b>100.0%</b>

Table 6: Land acquisitions in 2024

Region	Project Name	City	Attributable Interest %	Total GFA Sqm	Attributable GFA Sqm
Pan Bohai Rim	Changping Life Science Park Project	Beijing	32%	113,448	36,303
	<b>Subtotal</b>			<b>113,448</b>	<b>36,303</b>
Central China	Hongshan District University of Technology Plot	Wuhan	100%	27,275	27,275
	<b>Subtotal</b>			<b>27,275</b>	<b>27,275</b>
Western China	Hangtian 31 Mu Plot	Xi'an	60%	72,558	43,535
	Jinniu Renbei 14 Mu Plot	Chengdu	55%	32,021	17,611
	Southwest Sea Q Plot	Kunming	30%	221,718	66,515
	<b>Subtotal</b>			<b>326,297</b>	<b>127,661</b>
Yangtze River Delta	Fengxian New Town Plot	Shanghai	50%	97,671	48,836
	Puyan 48 Mu Plot	Hangzhou	50%	93,989	46,994
	Xiangcheng High-Speed Railway New Town Plot	Suzhou	51%	95,539	48,725
	<b>Subtotal</b>			<b>287,199</b>	<b>144,555</b>
Southern China	Foshan Amusement Park Plot	Foshan	70%	73,145	51,201
	<b>Subtotal</b>			<b>73,145</b>	<b>51,201</b>
	<b>Total</b>			<b>827,364</b>	<b>386,995</b>

The details of the land bank acquired by the Group subsequent to the reporting period<sup>#</sup> are as follows:

*Table 7: Land acquisitions subsequent to the period<sup>#</sup>*

<b>Region</b>	<b>Project Name</b>	<b>City</b>	<b>Attributable Interest %</b>	<b>Expected GFA Sqm</b>	<b>Attributable GFA Sqm</b>
Yangtze River Delta	Fengxian Paradise Walk North Plot	Shanghai	70%	65,537	45,876
	Hoston South Plot	Suzhou	70%	74,706	52,294
	<b>Total</b>			<b>140,243</b>	<b>98,170</b>

<sup>#</sup> As of March 7, 2025

## FINANCIAL POSITION

As at December 31, 2024, the Group's consolidated borrowings amounted to RMB176.32 billion. Cash in hand was RMB49.42 billion\*. Net debt to equity ratio (net debt divided by total equity) was 51.7%. Liabilities to asset ratio (ex. Pre-sale Deposits)\*\* was 57.2%. The credit rating of the Group was BB by Standard & Poor, Ba3 by Moody's, BB by Fitch, and AAA by CCXR, Shanghai Brilliance\*\*\*.

\* Of them, regulated pre-sale funds amounted to RMB16.75 billion

\*\*  $Liabilities\ to\ asset\ ratio\ (ex.\ Pre\text{-}sale\ Deposits) = (total\ liabilities - Pre\text{-}sale\ Deposits) / (total\ assets - Pre\text{-}sale\ Deposits)$

\*\*\* The ratings given by CCXR and Shanghai Brilliance were for the rating on Chongqing Longhu Development Co., Ltd., a major subsidiary of the Company in Mainland China.

Approximately 86.4% of the Group's total borrowings were denominated in RMB, while 13.6% were denominated in foreign currencies. The Group maintains its borrowings in foreign currencies in a low proportion with all exchange rate swap so as to control the risk in exchange losses.

Approximately RMB36.69 billion of the Group's consolidated borrowings were with fixed interest rates ranging from 3.0% to 4.8% per annum, depending on the term of the loans, and the other loans were quoted at floating rates. As of December 31, 2024, the fixed interest debt as a percentage of total debt was 21% (December 31, 2023: 32%).

The Group's average finance cost was 4.0% per annum. The average contract borrowing period was 10.27 years. The unsecured debt as a percentage of total debt was 37.9%. The debt due within one year was RMB30.24 billion, accounting for 17.2% of total debt. Excluding regulated pre-sale funds and restricted capital, cash to short-term debt multiple was 1.03X.

## **EMPLOYEES AND COMPENSATION POLICY**

The Group remunerates its employees based on their performance, work experience and the prevailing market wage level. The total compensation of employees consisted of base salary, cash bonus and share-based rewards. The distribution of cash bonus is assessed and determined based on a combination of factors, such as the Group's actual performance against its targets and the scores gained on the balanced scorecard of its subsidiaries.

## **REVIEW AND OUTLOOK**

In September 2024, the Political Bureau of the CPC Central Committee first highlighted the importance of "preventing further decline and back to recovery of property market," and emphasized the need to address the issues of reducing housing inventory and optimizing new housing offerings. The national new home sales reached RMB9.7 trillion, representing a year-on-year decline of 17%. Since the beginning of 2025, macroeconomic policies have become more proactive in stabilizing growth and expectations, and the industry policies have entered a phase of coordinated efforts on both supply and demand sides.

Based on the high-quality development model, the Group centers on three business segments of property development, investment property operation and property service and firmly pursue the synergies between five major business divisions such as property development, commercial investment, asset management, property management, and smart construction. Guided by customer needs, the Group continuously iterates and upgrades its organizational structure to enhance routine practices, operational efficiency and quality.

In terms of property development, the Group achieved contracted sales of RMB101.1 billion for the year, with sales in tier-1 and tier-2 cities accounting for over 90%. The consolidated cash collection rate exceeded 100%, continuing to maintain high-quality cash collection. In 2025, the Group will maintain its investment strategy in core cities, flexibly launch saleable resources with consideration of market situations, focus on inventory reduction, and continue enhancing its product offerings to create “high-quality housing” that are safe, comfortable, green, and intelligent.

In terms of commercial investment, the Group successfully launched 11 new shopping malls throughout the year, including 4 light-asset projects. By the end of the year, Longfor Commercial has 89<sup>1</sup> shopping malls in operation with an occupancy rate of 97%. Longfor Commercial continued to renovate and enhance its existing projects, improving the consumer experience and strengthening customer loyalty, leading to an annual rental income increase of 7% year-on-year to RMB10.98 billion. The Group plans to launch 11 new shopping malls in 2025, located in cities such as Hangzhou, Wuhan, and Chongqing, with both light and heavy assets developing steadily.

The Group’s asset management brand, “Longfor Smart Asset Management,” has leveraged its diverse business categories to establish a spatial asset chain encompassing housing, employment, entertainment, medical care, and elderly care, spanning six major businesses: rental housing, industrial office, serviced apartment, dynamic commercial pedestrian precinct, women’s & children’s hospital, and elderly care services. This diversification enables the Group to provide a wider array of services. For the year, Longfor Smart Asset Management achieved revenue of RMB3.18 billion, with rental income from the rental housing Goyoo increasing by 4% year-on-year to RMB2.65 billion. By the end of the year, the number of rooms in operation of Goyoo reached 124,000 units, with an occupancy rate of 95.3%.

In terms of property management, Longfor Intelligent Living enhanced its service quality while expanding its offerings to commercial business and urban spaces, in addition to its residential services. The Group achieved annual revenue of RMB11.42 billion and managed a property area of 410 million square meters by the end of the year. Furthermore, leveraging digital technology, the Group established an efficient intelligent space service system to refine service and optimize the experience for property owners.

Longfor Smart Construction strategically advances key client partnerships, leveraging its full business development experience, digital technology capabilities, and integrated segment synergy advantages to obtain high-quality projects and achieve high-quality and rapid development. Its business has spread to core tier-1 and tier-2 cities, such as Beijing, Hangzhou, and Chengdu.

<sup>1</sup> Number of shopping malls after the combination of separated phases of one single project.

Looking ahead, the Group will continue to prioritize high-quality development as its core strategy, adhering to solid finance management strategy and steadily reducing debt scale. The Group also aims to achieve endogenous growth across all business segments through positive operating cash flow, enhancing earnings contributions from non-development segments, which will strengthen its business foundation and promote more robust and sustainable development.

## **FINAL DIVIDEND**

The Board proposed the payment of a final dividend of RMB0.10 per share for the year ended December 31, 2024 to shareholders whose names appear on the register of members of the Company on Wednesday, August 20, 2025. The proposed final dividend shall be paid on Friday, September 26, 2025 after approval by shareholders of the Company at the forthcoming annual general meeting of the Company (the “AGM”). The proposed final dividend shall be declared in RMB and paid in Hong Kong dollars. The final dividend payable in Hong Kong dollars will be converted from RMB at the average middle rate of RMB to Hong Kong dollars as announced by the People’s Bank of China for the period from Tuesday, June 17, 2025 to Wednesday, June 18, 2025.

Eligible Shareholders will be given an option to elect to receive the final dividend all in cash or all in new Shares or partially in new Shares and partially in cash (the “Scrip Dividend Scheme”).

The Scrip Dividend Scheme is subject to (1) the approval of the proposed final dividend by the shareholders of the Company at the AGM; (2) the Stock Exchange granting the listing of and permission to deal in the new Shares to be issued pursuant thereto; and (3) where necessary, the whitewash waiver granted by the Executive Director of the Corporate Finance Division of the Securities and Futures Commission or any of his/her delegate.



A circular containing full details of the Scrip Dividend Scheme together with the relevant form of election will be sent to the shareholders of the Company on or around Wednesday, August 27, 2025. It is expected that the final dividend warrants and certificates for the new Shares (in case the eligible shareholders have elected to receive part or all their final dividend in the form of new Shares) will be dispatched to the shareholders of the Company on Friday, September 26, 2025.

## **ANNUAL GENERAL MEETING**

The AGM is to be held on Wednesday, June 18, 2025 and the notice of AGM will be published and dispatched to the shareholders of the Company within the prescribed time and in such manner as required by the Rules Governing the Listing of Securities (the “Listing Rules”) on The Stock Exchange of Hong Kong Limited (the “Stock Exchange”).

## **CLOSURE OF REGISTER OF MEMBERS**

The register of members of the Company will be closed from Friday, June 13, 2025 to Wednesday, June 18, 2025, both days inclusive, during which period no transfer of shares of the Company will be effected. In order to determine the identity of members who are entitled to attend and vote at the annual general meeting to be held on Wednesday, June 18, 2025 all share transfer documents accompanied by the relevant share certificates must be lodged with the Company’s branch share registrar in Hong Kong, Tricor Investor Services Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong not later than 4:30 p.m. on Thursday, June 12, 2025.

The register of members of the Company will be closed from Monday, August 18, 2025 to Wednesday, August 20, 2025 (both days inclusive) during which period no transfer of shares of the Company will be effected. To qualify for the proposed final dividend, all transfer documents accompanied by the relevant share certificates must be lodged with the Company’s branch share registrar in Hong Kong, Tricor Investor Services Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong not later than 4:30 p.m. on Friday, August 15, 2025.

## **AUDIT COMMITTEE**

The Audit Committee of the Company comprises of three independent non-executive Directors. The Audit Committee has reviewed the accounting principles and practices adopted by the Group and discussed risk management and internal control systems and financial reporting matters including the review of the Group’s audited consolidated results for the year ended December 31, 2024.

## **CORPORATE GOVERNANCE**

The Company recognises the importance of corporate transparency and accountability. We are committed in achieving a high standard of corporate governance and leading the Group to attain better results and enhance company value with effective corporate governance procedures. Throughout this year, the Company has adopted, applied and complied with the code provisions as set out in the Corporate Governance Code (the “Code”) contained in Appendix C1 to the Listing Rules, except with the following deviation:

Following the appointment of Mr. Chen Xuping as the Chairman of the Board with effect from October 28, 2022, Mr. Chen Xuping assumes the dual roles of the Chairman of the Board and the Chief Executive Officer of the Company. This deviates from code provision C.2.1 of the Code, which requires that the roles of chairman and the chief executive officer should be separate and should not be performed by the same individual. After evaluating the development of the Group and taking into account of the experience of Mr. Chen Xuping, the Board was of the opinion that it is in the best interest of the Company at the present stage for vesting the roles of the Chairman of the Board and the Chief Executive Officer of the Company in the same person as it helps to facilitate the execution of the Group’s development strategies. The Board will nevertheless review this structure from time to time for accommodating and facilitating the development of the Company.

## **COMPLIANCE WITH THE MODEL CODE OF THE LISTING RULES**

The Company has adopted a code of conduct regarding the Company’s securities transactions of directors (the “Securities Code”) on no less exacting the required standard set out in the Model Code for Securities Transactions by Directors of Listed Issuers (the “Model Code”) contained in Appendix C3 to the Listing Rules. All Directors confirmed that they have complied with the required standard set out in the Securities Code during the year ended December 31, 2024.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY’S LISTED SECURITIES**

During the year, the trustee of the Restricted Share Award Scheme purchased on the Stock Exchange a total of 20,441,659 shares at a total consideration of approximately RMB197,217,000 pursuant to the terms of the trust deed under the Restricted Share Award Scheme; in addition, a subsidiary of the Company purchased senior notes issued by the Company in an aggregate principal amount of USD274,500,000 on the open market.

Other than the aforesaid, neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company’s listed securities during the year.

**PUBLICATION OF FINAL RESULTS AND ANNUAL REPORT ON THE WEBSITES  
OF THE STOCK EXCHANGE AND THE COMPANY**

This results announcement is published on the websites of the Stock Exchange (www.hkex.com.hk) and the Company (www.longfor.com). The annual report of the Company for the year ended December 31, 2024 containing all the information required by the Listing Rules will be posted on the above websites in due course.

By Order of the Board  
**Longfor Group Holdings Limited**  
**Chen Xuping**  
*Chairman*

Hong Kong, March 28, 2025

*As at the date of this announcement, the Board comprises nine members: Mr. Chen Xuping, Mr. Zhao Yi, Mr. Zhang Xuzhong and Ms. Shen Ying who are executive directors; Ms. Sun Jiahui who is non-executive director; and Mr. Frederick Peter Churchouse, Mr. Chan Chi On, Derek, Mr. Xiang Bing and Mr. Leong Chong who are independent non-executive directors.*