

## 01107.HK) Stock information

IPO Date	12 July 2013
Closing price (30 April 2021)	HKD0.780
52-week range	HKD0.770 - 1.200
Total number of shares	2.795 billion shares
Market cap	HKD2180.1million
* Data are through:	31 May 2021

## 2020 Annual Results

Revenue	RMB15,740.5million
Gross profit	RMB3,784.5 million
Profit for the year	RMB1,117.0 million
Basic EPS	RMB0.264
Diluted EPS	RMB0.264

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## Contents

- I. Company Profile
- II. Sales Performance in May
- III. Land Acquisition in May
- IV. New Launches in May
- V. Awards Received in May
- VI. News in May
- VII. Investor Relations Event Calendar

## I. Company Profile

Modern Land (China) Co., Limited (hereinafter referred to as the "Company" or "Modern Land", together with its subsidiaries as the "Group") is a company listed on the Main Board of The Stock Exchange of Hong Kong Limited (the "Stock Exchange") from 12 July 2013 with Class 1 qualification in real estate development in the People's Republic of China (the "PRC" or "China"). The Company was rated as one of top 100 China real estate enterprises for five consecutive years, and received the highest standard green rating certification from S&P and a "Green Finance Pre-issuance Stage Certification" from The Hong Kong Quality Assurance Agency in 2018, becoming the first mainland real estate stock company winning such honour. The Company was established on 11 January 2000 and has always been adhering to the development concept of "Technology Buildings and Quality Living", sticking to the development philosophy of "Natural Simplicity, Harmonious Health, Simple Focus, and Endless Vitality" and focusing on the theme of "Action of Loving My Hometown" to bring home owners the sincere and real life experience and achieve positive economic and social benefits. The Company pours itself to a homeland of "Green Technology + Comfort & Energy-saving + Mobile Interconnecting Whole-life Cycle Communities", successfully establishing "MOMA" as the iconic brand of green technology real estate operators in China. MOMA consists of four text graphics "M" "O" "M" "A". Two "M" symbolise our home, "O" represents the origin of the universe and "A" stands for human. The left and right half of the pattern symbolise architecture and life respectively, which in turn provides a vivid interpretation for the concept of the Company of "Technology Buildings and Quality Life".

## II. Sales Performance in May

### Contracted Sales in May at Around RMB 4,148.64 million

Modern Land (01107.HK) announced that in May, its contracted sales amounted to RMB 4,148.64 million, representing an increase of 23.87% YoY, of which approximately RMB 4,102.54 million was attributable to properties and approximately RMB 46.10 million to car parking spaces. GFA for properties under contracted sales was approximately 374,101 square metres ("sq.m.") and the average selling price per sq.m. was approximately RMB 10,966.

For the first five months of the year, contracted sales amounted to approximately RMB 17,031.19 million, representing an increase of 62.73 % YoY, of which approximately RMB 16,889.78 million was attributable to properties and approximately RMB 141.41 million to car parking spaces. GFA for properties under contracted sales was approximately 1,651,996 sq.m. and the average selling price per sq.m. was approximately RMB 10,224.

### III. Land Acquisition in May

In May, we acquired 2 parcels of land located in Jingzhou City and Suzhou City.

- ① The project is located approximately 1300 meters west of the Jingbei High-speed Railway, belongs to the Jingbei segment and is in the major development area of the city with high customer recognition.
- ② The land parcel, located in Shajiabang plate, is a modern dynamic and comprehensive town in the south, and an important part of the South New City. The project is adjacent to the Southeast Development Zone and enjoys convenient transportation.

### IV. New Launches in May

#### [Changsha] Shi Dai MOMA • Yun PARK

the Shi Dai MOMA • Yun PARK project attracted a large number of investors through the exploration and speculation of out-of-print areas. In combination with the advertisement and event marketing of the new specie login of online X Zai, it won wide attention and recognition from the Changsha citizens, deepening the impression of the project. Offline trendy activities were launched to create a good sales atmosphere. Meanwhile, leveraging on the surrounding mature apartments, famous hotels, rental rates and return rates, the investment value of the project has been enhanced. We achieved good results in the launch of new projects. Shi Dai MOMA • Yun PARK, occupying golden location, subway, business circle and with golden quality, represents the leading king apartment in Changsha.





#### IV. New Launches in May

MOMA

##### [Changzhou Jintan] Qianheng Modern Fu MOMA

Qianheng Modern Fu MOMA project were launched in May, the target of the project was over-fulfilled and remarkable results were achieved in Jintan market. Since the opening of the sales office, the project has maintained strong customer retention through online and offline promotion, and realized the initial target while improving the project' s reputation. At the same time, through the exploration and hype of the block' s appreciation potential, even facilitated by the land auction event on March 12, the plate market was in a booming situation. Under the favorable sales atmosphere created by the combination of online promotion and offline activities, the target of intended 1,000 groups of potential customers before the first launch was achieved.



## V. Awards Received in May

Time of Awards	Category of Awards	Awards	Awarding Institution
May	Individual	Wang Qiang, senior vice president of Modern Land - 2021 Golden Financial Officer of Listed China Real Estate Enterprises	The 4th China Real Estate Finance Forum of 2021
	Company	The 59th of 2021 Top 100 Listed China Real Estate Enterprises	The 4th China Real Estate Finance Forum of 2021
	Company	Top 10 Enterprises Leading by Excellent Technology	The 18th LanChou Real Estate Award of 2021
	Company	Model Enterprise with Brand Value	The 18th LanChou Real Estate Award of 2021
	Company	The 65th of Overall Strength of Listed China Real Estate Enterprises of 2021	Release Conference of Evaluation Results of Listed China Real Estate and Property Enterprises of 2021
	Company	Top 5 Innovative Capabilities of Listed China Real Estate Enterprises of 2021	Release Conference of Evaluation Results of Listed China Real Estate and Property Enterprises of 2021
	Project	Swan Lake MOMA (Hefei) -Three Star Green Building Label — Operation	Anhui Province Energy Conservation Building and Technology Association
	Project	Swan Lake MOMA (Hefei) -Three Star Green Building Label — Design	Anhui Province Energy Conservation Building and Technology Association

\* The above awards were received by Modern Land and its s associated companies

## VI. News in May

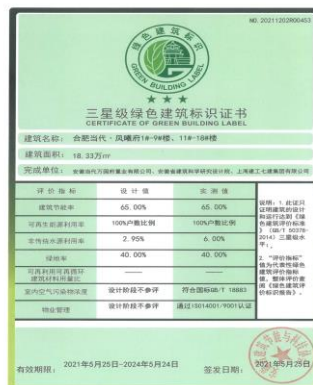
### **MOMA** Modern Land was awarded as the Top 100 Listed Real Estate Enterprises

On 27 May, "Release Conference of Evaluation Results of Listed China Real Estate and Property Enterprises of 2021" was held in Shenzhen. With its steadily improving comprehensive strength and differentiated core competitiveness, Modern Land was recognized by authorities and ranked 65th in the "Overall Strength of Listed China Real Estate Enterprises of 2021" and was awarded the "Top 5 Innovative Capabilities of Listed China Real Estate Enterprises of 2021". Meanwhile, First Service Holding Limited, an affiliate of Modern Land, won the title of "Top 10 Listed China Property Service Enterprises in 2021", "Top 10 China Property Management Service Enterprises with Most Development Features of 2021" and "Top 10 China Property Management Service Enterprises with Most Long-term Investment Value of 2021".



### **MOMA** Swan Lake MOMA (Hefei) was awarded the "Three Star Green Building Label - Operation"

Recently, Swan Lake MOMA (Hefei) (filed name: Fengxi Fu) was awarded the "Three Star Green Building Label - Operation" as approved by Anhui Province Construction Energy Conservation and Technology Association. So far, Swan Lake MOMA (Hefei) has been awarded the "Three Star Green Building Label - Operation" and "Three Star Green Building Label - Design", the highest level in the national green building evaluation system, and made outstanding contribution to the enhancement of operational strength of star-rated green buildings in Anhui Province. This is also the sixth three-star green building label of Modern Land.





## VI. News in May

### **MO MA** The 2nd GCH Full Decoration Brand Day and Enterprise Standard “Top Runner” Forum was successfully held

On 10 May, the fifth “China Brand Day” under the theme of “Focusing on dual-cycle, leading new consumption” finally came. Modern Land was invited and participated the forum, and president Zhang Peng delivered a concluding speech.



### **MO MA** President Zhang Peng Attended the 12th Annual Conference of Huaben Entrepreneurs

On 16 May, the “2021 (12th) Annual Conference of Huaben Entrepreneurs” hosted by Huaben Innovation Site was held in Beijing. President Zhang Peng was invited to attend and delivered a keynote speech. More than 200 renowned entrepreneurs from real estate, finance, investment, culture and tourism, big health, education, technology and other industries, as well as top experts and scholars from China, participated in the brainstorming session, focusing on the three major directions of digitalization, intelligence and High-tech. In combination with the current macroeconomic situation, as well as the application and development of new elements such as the interconnection of everything, big data and new energy in the real estate field, the participants seek new opportunities for industry chain extension and provide entrepreneurs with strategic inspiration and reference for decision-making, so as to build the “foreseeable future” of China real estate.



## VI. News in May

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### **Modern Land was invited to the 17th International Conference on Green and Energy Efficient Building**

From 18 May to 19 May, the “2021 (17th) International Conference on Green and Energy Efficient Building & New Technologies and Products Expo” was held in Chengdu Western China International Expo City. At the opening ceremony on May 18, Chen Yin, executive director and chief technology officer of Modern Land, delivered the keynote speech on “Green Building Helps China to Achieve Carbon Neutrality and Significant Goal”. He stressed that practitioners in the real estate and construction industries are obliged to take the responsibility of carbon emission reduction, and the goal of “carbon neutrality” requires top-level design and standards to come first. The formulation of standards and regulations for renewable energy and buildings with near zero energy consumption will strongly promote the “carbon neutrality” of the construction industry. At present, Modern Land has tried to implement zero-energy-consumption architectural design and construction in all qualified projects, and tracked and monitored energy consumption and carbon emission in a long term for all completed projects.



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### **President gave lessons in Zhong Qing Business College: “Three Generations and Three Trends” in real estate industry**

On 21 May, the “Seminar for Transformation, Upgrade, Organizational and Reform of Growing Real Estate Enterprises” hosted by Zhong Qing Business College was officially opened in Beijing. Zhang Peng, executive director and president of Modern Land, Zhang Shihong, senior vice president of Modern Land and CEO of Modern Management, and Han Feiyu, senior vice president of Modern Land and general manager of R&D and Design Institute were invited to share the keynote speeches. More than 30 participants from major real estate enterprises attended the seminar.





## VI. News in May

### **2021 Carbon Peak Development Summit Forum of China Real Estate Industry held in Beijing Modern MOMA**

On the morning of 26 May, the “2021 Carbon Peak Development Summit Forum of China Real Estate Industry” hosted by China Real Estate Association was successfully held in Beijing Modern MOMA. President Zhang Peng pointed out in his keynote speech of “Leading the Goal of Carbon Neutrality and Three Generations and Three Trends of China Real Estate Industry” that under the background of three red lines, two red lines and dual concentration of land supply, real estate enterprises should develop three capabilities in the future to achieve sustainable development: the first is high growth capability under low leverage, the second is high quality capability under low cost, and the third is high profitability under low fault tolerance.



### **Yuan Yuzhuo, the executive deputy mayor of Jianli City and his delegation visited Modern Land**

On 21 May, a delegation led by Yuan Yuzhuo, the executive deputy mayor of Jianli Municipal Government, visited the headquarters of Modern Land for inspection and communication, and made communications and exchange of opinions on relevant cooperation matters in the future.





## VI. News in May

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### Modern Land entered into a strategic cooperation agreement with Wangku Group

On 19 May, Wang Haibo, the chairman of Wangku Group, led a delegation of senior management members to the headquarters of Modern Land for a visit and investigation. Meanwhile, Modern Land entered into a strategic cooperation agreement with Wangku Group, which is a further upgrade of the cooperation between Modern Land and Wangku Group after reaching the intention cooperation in respect of the Jingzhou project. Pursuant to the agreement, the parties will leverage on their respective advantages to provide mutual assistance and support. In the future, the parties will cooperate in projects in areas including but not limited to Zhejiang Province, Jiangsu Province, Jiangxi Province, Fujian Province, Hubei Province, Anhui Province, Shandong Province and Sichuan Province.



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### Strategic Cooperation between Modern Land and Guizhou Sida Group to jointly develop a series of projects

On 24 May, Zhao Dongzheng, the president of Guizhou Sida Group, led a delegation of senior management members to the headquarters of Modern Land for a visit. Meanwhile, Modern Land and Guizhou Sida Group have formally entered into a strategic cooperation agreement. Pursuant to the agreement, based on the principles of equality, mutual benefit and good faith, both parties will leverage on their respective advantages to achieve mutual benefits and win-win results in the process of investment, development and operation of the Guizhou target land parcels.



## VI. News in May



### Modern Land and ZYF Construction Group reached a strategic cooperation

On 27 May, Gong Changyi, the chairman of ZYF Construction Group, led a delegation of senior management to the headquarters of Modern Land for a visit and investigation. Meanwhile, Modern Land entered into a strategic cooperation agreement with ZYF Construction Group. Pursuant to the agreement, the parties will leverage on their respective advantages to cooperate on the Jiangsu target land parcels.



### Modern Land and Beijing Technology and Business University reached a strategic cooperation

On 28 May, Ge Hongling, the professor of Beijing Technology and Business University, Yu Mingzhe, the deputy director of the Financial Technology Department of the International Economics and Management School of Beijing Technology and Business University, and a group of postgraduate students in finance from Beijing Technology and Business University visited the headquarters of Modern Land Group for a visit and opinion exchange. Meanwhile, Modern Land entered into a cooperation agreement with Beijing Technology and Business University.





## VI. News in May

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### Love in time, maternal love in poetry

On 9 May, the event of “Love in Time, Maternal Love in Poetry - and the 3rd Birthday of Zhongjinghui Reader Club” was held to praise the great maternal love. More than 30 industry leaders gathered together including Zhang Peng, the 12th rotating chairman of Zhongjinghui, executive director and president of Modern Land, Chen Yunfeng, chairman of Youpu Network and secretary general of Zhongjinghui, Jia Tao, chairman of Reader, vice chairman of Moon Club and marketing director of Runzeyufu, Ke Lihong, the head of the disciplinary committee office of Grand Joy Holdings, the vice chairman of the Moon Club and the vice chairman of Reader, Zhou Yang, the famous voice actor and recitation and interpretation artist, and Liu Jie, the general manager of Modern Green Elderly Healthcare Industry Group.





## VII. Investor Relations Event Calendar

序號	日期	地點	投資者活動
1	28/5	Online	BofA Securities Asia Investor Conference
2	20/5	Online	The 4th China Real Estate Finance Forum
3	3/5	Online	UBS Investor Conference
4	19-20/4	Online	Credit Suisse Bond Investor Conference
5	15-16/4	Online	UBS Bond Investor Conference
6	12/4	Online	Haitong Securities Bond Investor Conference
7	23-25/3	Online	Bank of America Securities Investor Roadshows
8	22-23/3	Online	Deutsche Bank European Investor Roadshows
9	19/3	Online	Guotai Junan Asian Bond Investor Roadshow
10	18/3	Online	2020 Annual Results Announcement Conference
11	4/2	Online	Bank of America Non-deal Roadshows
12	2/2	Online	Credit Suisse Non-deal Roadshows
13	29/1	Online	CMB International Non-deal Roadshows
14	25/1	Online	Bank of America Securities Non-deal Roadshows
15	15/1	Online	Barclays Non-deal Roadshows