

Investor Relations



PROACTIVE COMMUNICATION WITH SHAREHOLDERS

ESR believes in cultivating strong and sustainable relationships with its stakeholders. ESR's senior management, Group Investor Relations (IR) and Group Corporate Affairs teams place great importance on developing good relations with our shareholders, investors, analysts, fund managers, the media and members of the public through providing regular and relevant information on its corporate and business developments.

ESR's annual general meeting ("AGM") was convened virtually and limited to a smaller capacity in its physical meeting in Hong Kong in June 2022. Attended by ESR's Board of Directors and senior management, the AGM provided virtual interaction with shareholders.



AWARDS AND RECOGNITIONS

In recognition of our outstanding efforts in embracing the challenges of the past year with perspicacity and resourcefulness, ESR was accorded "Best in sector: Financials (including real estate)" and "Best IR during a corporate transaction" at the prestigious IR Magazine Greater China Awards 2022.

ENHANCING INVESTOR ENGAGEMENT

During the year, ESR's senior management and IR team actively engaged with shareholders and the investment community throughout Asia Pacific, Europe and United States. ESR's management and IR team have participated in 9 virtual conferences and connected with over 500 investors through conferences, non-deal roadshows and one-on-one investor updates.

The IR team organised various site visits for investors and analysts during the year at our properties and development projects sites across Australia, Japan and South Korea. Attendees gained a first-hand perspective with our local management teams in the various cities, and experienced exclusive insider's access to our properties.

INCLUSION IN KEY INDICES

With effect from 15 March 2021, ESR has been a constituent of the Hang Seng Composite Index, and was included in the Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect programmes.

ESR remains committed to upholding high standards of disclosure and transparency. To help investors and shareholders better understand our business, we provide updates on our financial performance and operations through press releases on various platforms. Official announcements are submitted to The Stock Exchange of Hong Kong. ESR has a dedicated IR webpage with our announcements, IR policies and materials relating to our financial results and annual reports. Investors and members of the public can also sign up online to receive email alerts on updates published on the website. ESR continues to actively engage investors through its interim and full-year results briefings, post-results luncheons, conferences, meetings and site visits, which enable us to gain a better understanding of investors' concerns and market perceptions through these engagements and dialogues.

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RESEARCH ANALYST COVERAGE

As at 31 December 2022, ESR is covered by 16 research coverage houses:

- Bank of America
- China International Capital Corporation
- CITIC Securities
- Citigroup Global Markets
- Credit Suisse
- DBS Vickers
- Deutsche Bank
- Goldman Sachs
- HSBC Research
- Hua Chuang Securities Co., Ltd
- J.P. Morgan
- Morningstar Research
- Morgan Stanley Research
- SWS Research
- UBS
- UOB Kay Hian

FINANCIAL CALENDAR

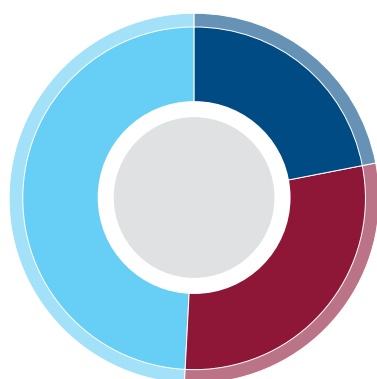
Results announcement for the financial year ended 31 December 2022	22 March 2023
Annual General Meeting	7 June 2023
Interim results announcement for the half-year ending 30 June 2023	August 2023

FY2022 INVESTOR RELATIONS CALENDAR

Period	Event	Date
1H 2022	UBS Greater China Conference	11 January
	J.P. Morgan China Opportunities Forum	12 January
	FY2021 Post-Results Non-deal Roadshow	25, 28, 29 March
	Non-deal Roadshow hosted by UBS	4 May
	ESG Non-deal Roadshow	2 June
	Goldman Sachs Asia Financials Virtual Corporate Day	10 June
	Credit Suisse Hong Kong/China Property Corporate Day	21 June
	Citi APAC Conference	23 June
	ESR Group & REITs Corporate Day	24 June
	UBS APAC Property Conference	28 June
2H 2022	1H 2022 Post-Results Non-deal Roadshow	26, 29, 30 August
	CITIC CLSA Flagship Investors' Forum	13 & 14 September
	Non-deal Roadshow hosted by J.P. Morgan	20 October
	Goldman Sachs China Conference	1 November
	Hong Kong Non-deal Roadshow	1-3 November
	Morgan Stanley Asia Pacific Summit	16 November

SHAREHOLDING BASE BY INVESTOR TYPE

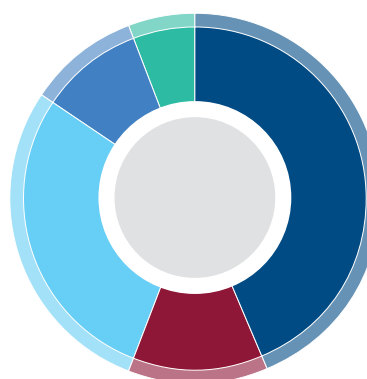
As of 31 December 2022



FOUNDERS / DIRECTORS	22.0%
STRATEGIC SHAREHOLDERS	28.9%
OTHER PUBLIC SHAREHOLDERS	49.1%

SHAREHOLDING BASE BY GEOGRAPHICAL DISTRIBUTION

As of 31 December 2022



HONG KONG / CHINA	43.8%
OTHER ASIA	12.3%
NORTH AMERICA	28.6%
UNITED KINGDOM & EUROPE	9.7%
REST OF WORLD & UNIDENTIFIED HOLDINGS	5.6%

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SHAREHOLDING AS OF 31 DECEMBER 2022

Size of registered shareholding	No. of shareholders	% of shareholders	No. of shares	% of issued share capital
500 or below	55	56.12%	11,456	0.00%
501–1,000	16	16.33%	13,200	0.00%
1,001–10,000	20	20.41%	81,000	0.00%
10,001–100,000	3	3.06%	85,400	0.00%
100,001–500,000	—	—	—	—
Above 500,000	4	4.08%	4,422,073,136	99.99%
Total	98	100.00%	4,422,264,192	100.00%

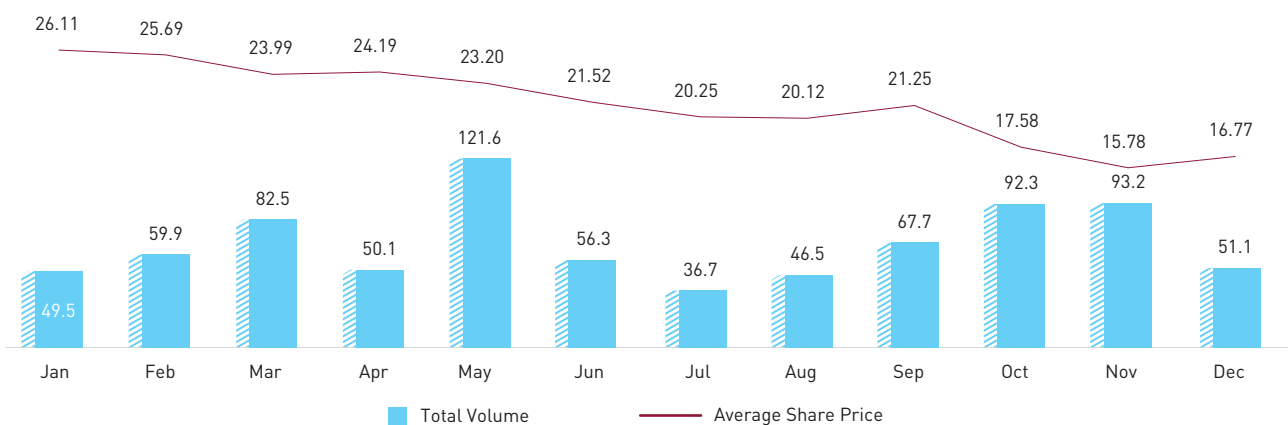
*90.78% of total issued shares or 4,402,549,792 shares were held through the Hong Kong Securities Clearing Company Limited as at 31 December 2022.

Public Float: No less than 25% of the total issued share capital of the company will be held by the public in compliance with the requirements under Rule 8.08(1) of the Listing Rules.

FY2022 SHARE PRICE PERFORMANCE

Share Price (HK\$) (Based on end of day closing price)	1 January to 31 December 2022
Opening	26.35
High	26.90
Low	13.40
Average	21.29
Last done at year end	16.38
Total volume (million shares)	807.6
Average daily trading volume (million shares)	3.3

FY2022 MONTHLY TRADING PERFORMANCE



STOCK CODES

The Stock Exchange of Hong Kong: 1821	Bloomberg: 1821.HK	Reuters: 1821.HK
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INVESTOR RELATIONS CONTACT

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CORPORATE COMMUNICATIONS CONTACT

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