

林林野々 林林野々

WILLIAM

世联行系列丛书之：

痕迹与城市



王世杰

吴晓波



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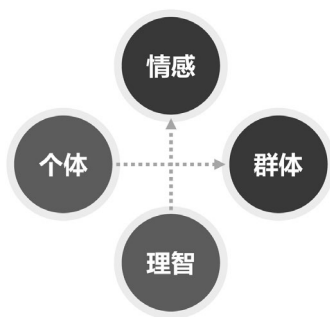
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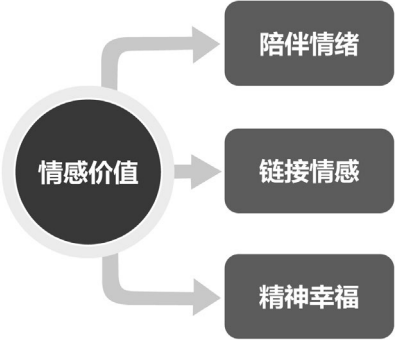
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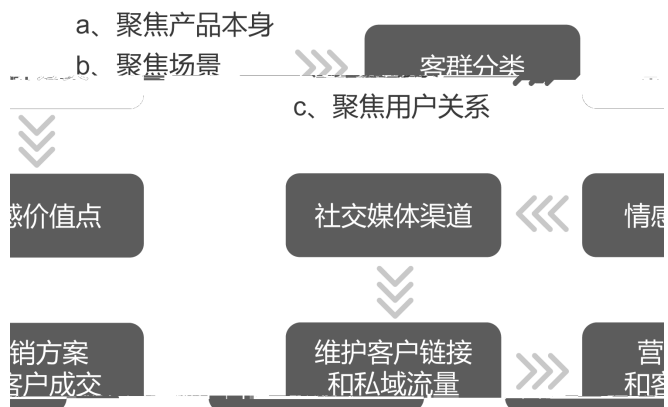


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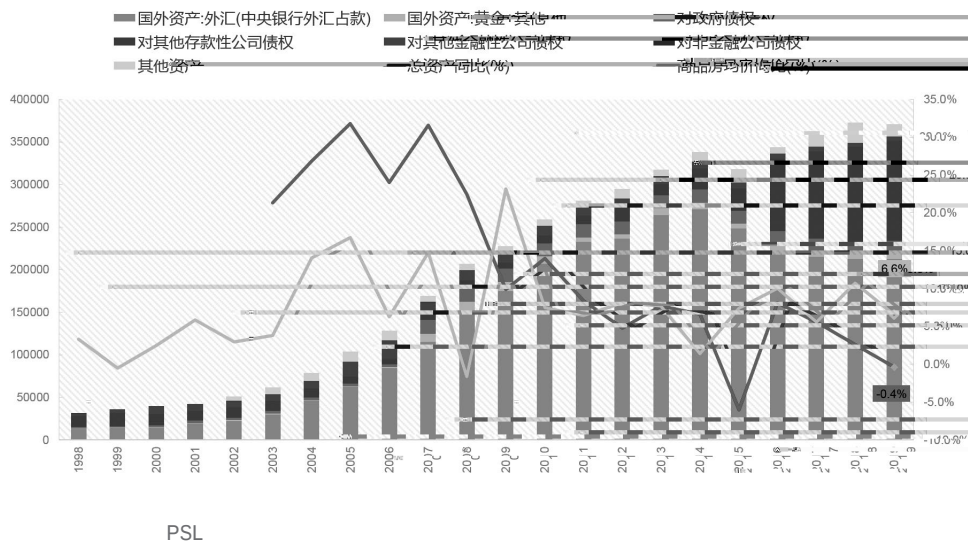
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信用是
怎么来的

土地

开发商

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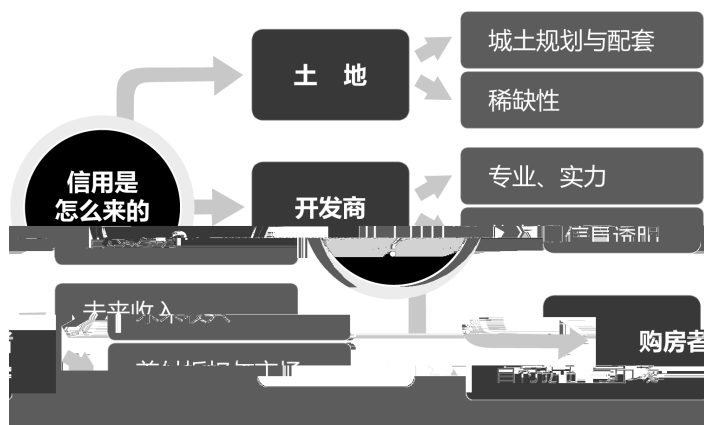
未来收入

城土规划与配套

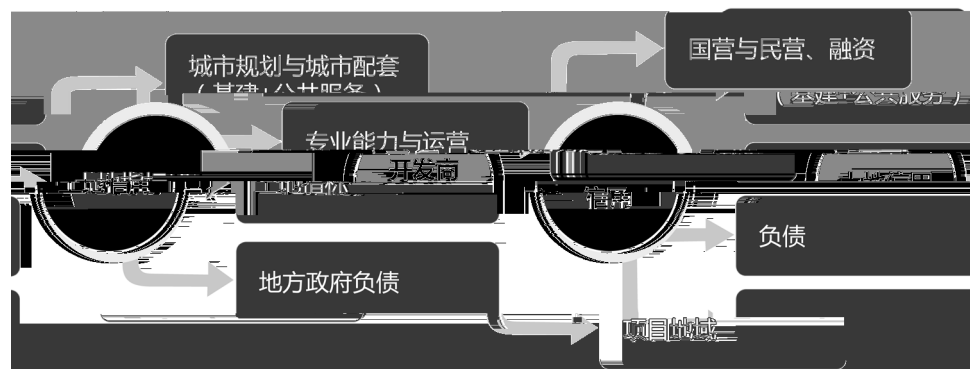
稀缺性

专业、实力

信誉背书



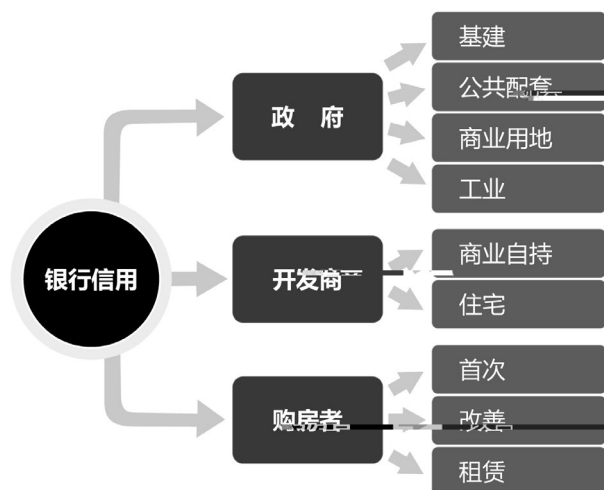
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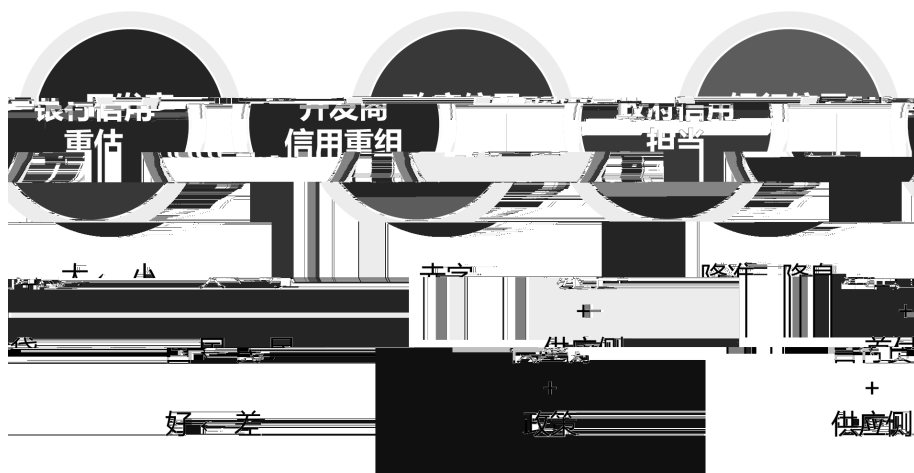
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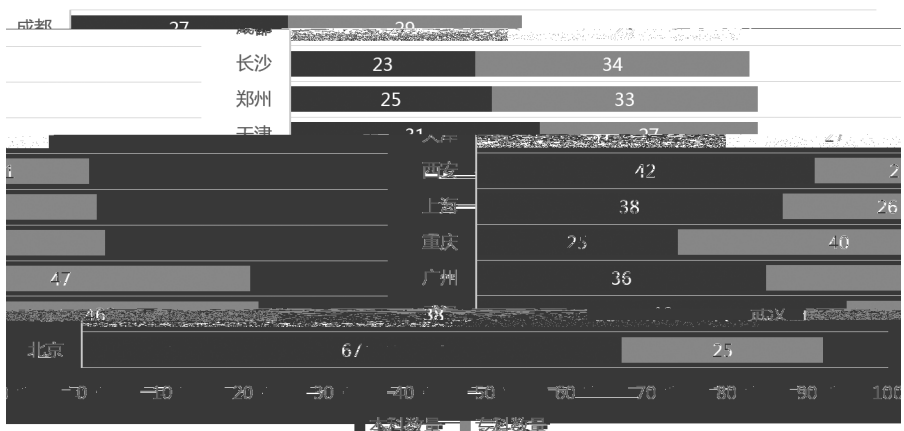
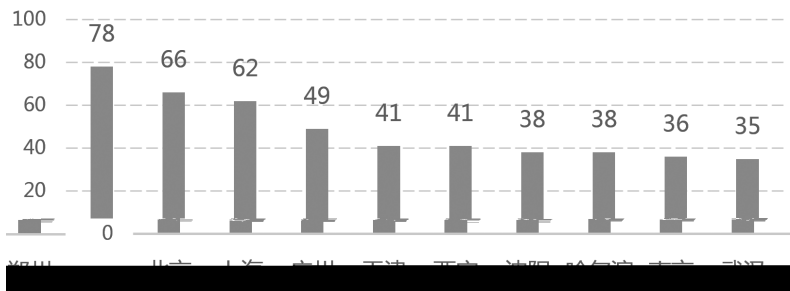
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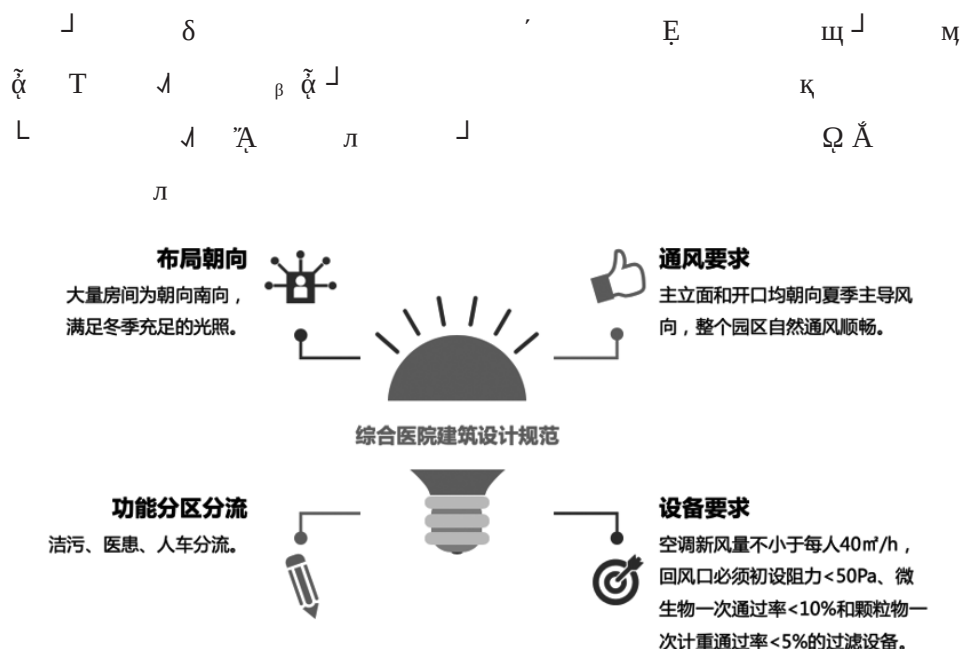
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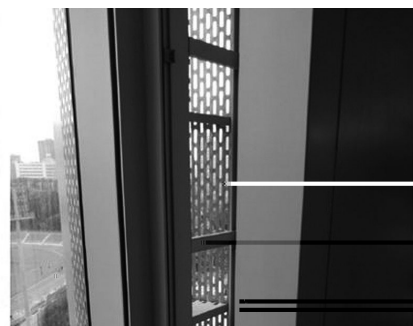


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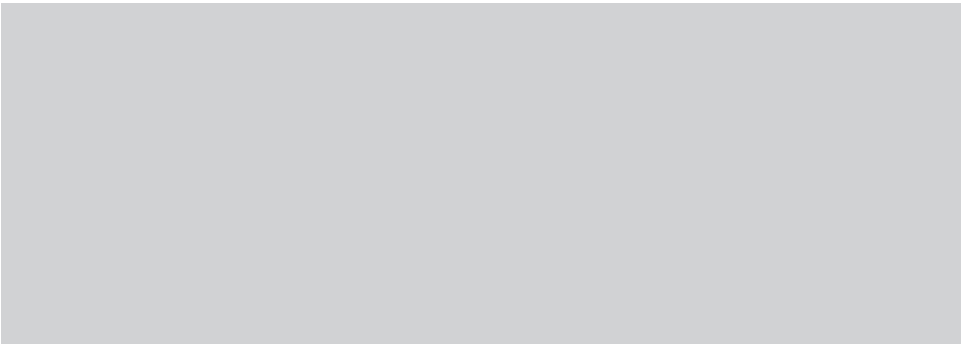
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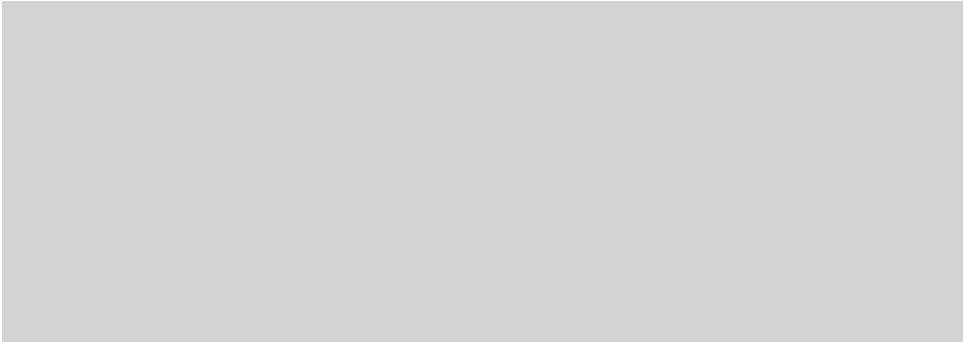
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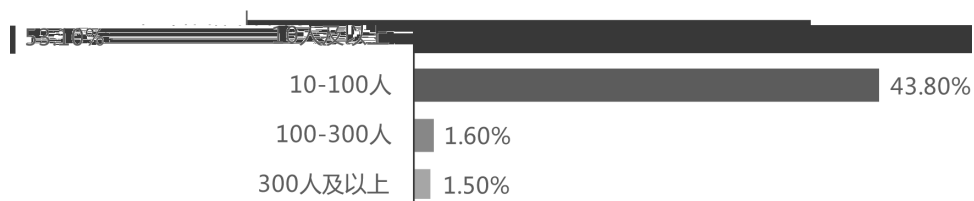


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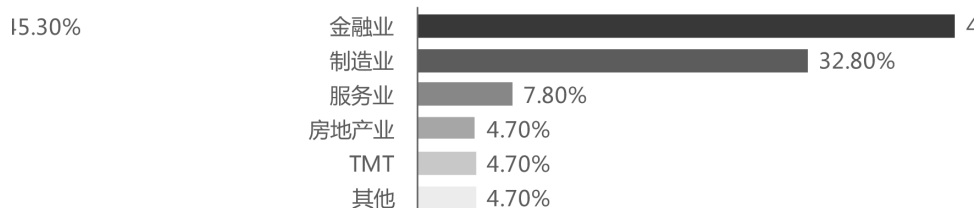
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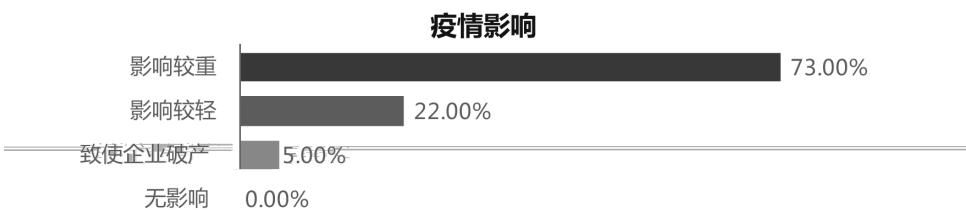
企业规模



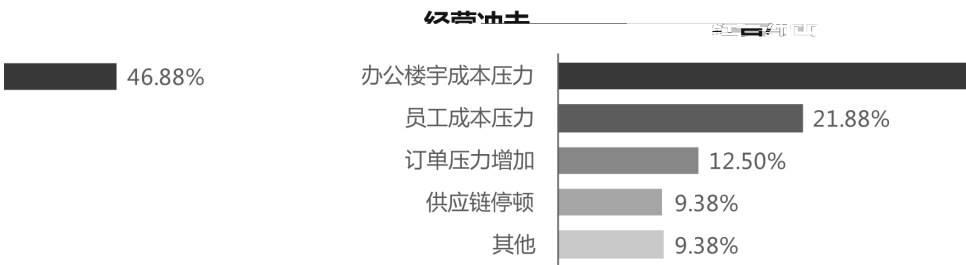
行业类别



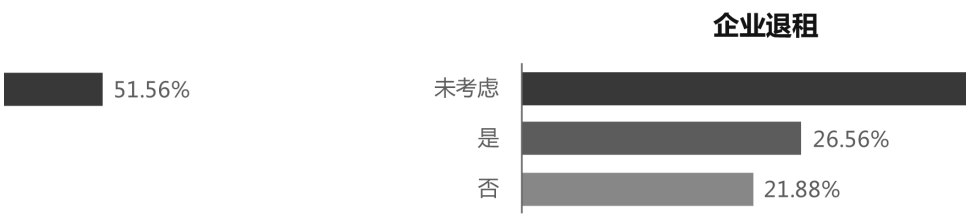
1. 疫情影响 70% 影响较重 22.00% 影响较轻 5.00% 无影响 0.00%



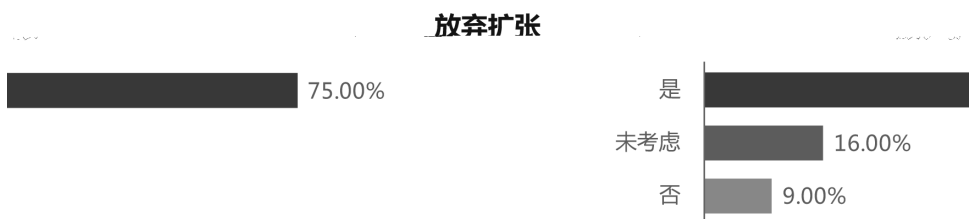
2. 经营成本压力 46.88% 办公楼宇成本压力 21.88% 员工成本压力 12.50% 订单压力增加 9.38% 供应链停顿 9.38% 其他



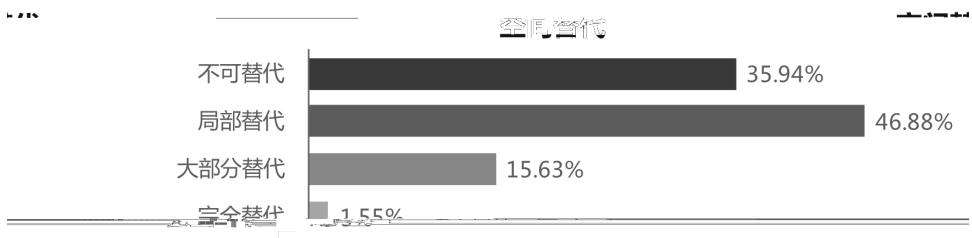
3. 企业退租 51.56% 未考虑 26.56% 是 21.88% 否



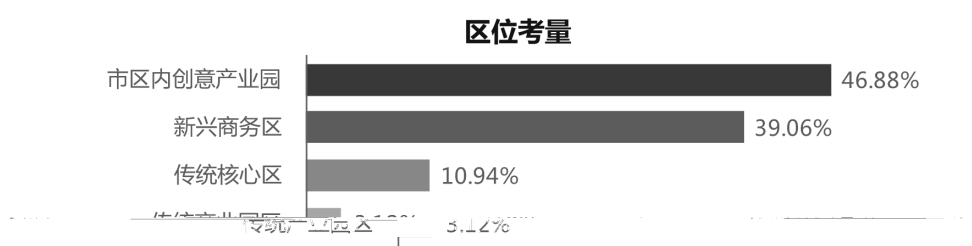
4. 是否考虑在现有基础上进行扩张？ 75% 是



5. 如果进行扩张，主要考虑哪些方面？ 80% 是

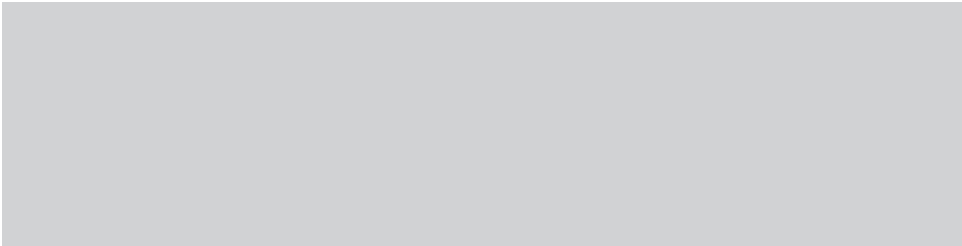
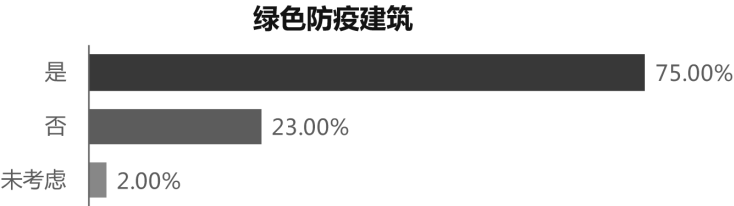


6. 如果进行扩张，主要考虑哪些方面？ 80% 是



7. 是否考虑将绿色防疫建筑作为重点工程？

75% 是 23% 否 2% 未考虑



8. 是否考虑将绿色防疫建筑作为重点工程？

20% 是 75% 否 5% 未考虑

1. 是否考虑将绿色防疫建筑作为重点工程？

5% 是 95% 否

2. 是否考虑将绿色防疫建筑作为重点工程？

10% 是 90% 否

3. 是否考虑将绿色防疫建筑作为重点工程？

15% 是 85% 否

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“外资机构投资者一直以来都是中国商业地产的重要参与者，而且是国内商业地产投资走

迅速，无论是开发商背景

外资对中国经济基本面向好的判断，但内资机构近年来同样发展迅

速，无论是开发商背景

“在商业地产领域，外资机构近年来同样发展迅速，无论是开发商背景

速，无论是开发商背景

“在商业地产领域，外资机构近年来同样发展迅速，无论是开发商背景

速，无论是开发商背景

“在商业地产领域，外资机构近年来同样发展迅速，无论是开发商背景

”

在显现，例如大型科技企业，我认为需要关注这个趋势。

“个人认为写字楼投资回报率相对稳定，外资投资比内资投资生在资金成本低，但当前一线和新一线的写字楼空置率较高，所以纯投资行为不能长久，应更注重物业的运营、政策接洽等软实力的提升。”

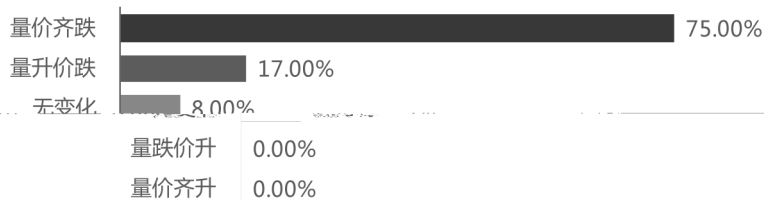
“相较之下，外资优势明显，在于汇率、中美贸易战，以及资本运作。目前是外资收购国内资产的好时机，本身成熟的认为疫情为短期影响，会企图“抄底”。” 外资机构普遍

“外资的进入并非风险，我觉得是个机会，后五是国内的写字楼的运营，商和国外的资金的结合。提升资产价值，这是一个未来的一个机会，对于国内的公司来说，他不纯粹是一种挑战，怎么样去结合就是他的机会，当然机会和风险是并存的。”

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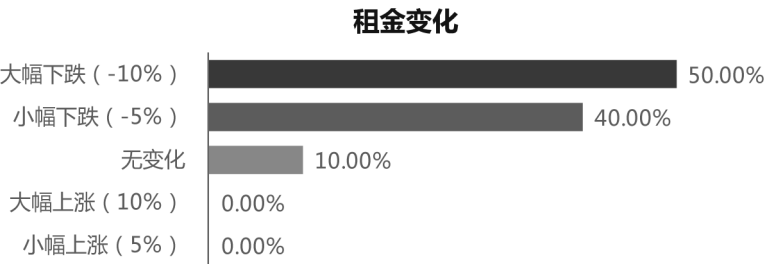
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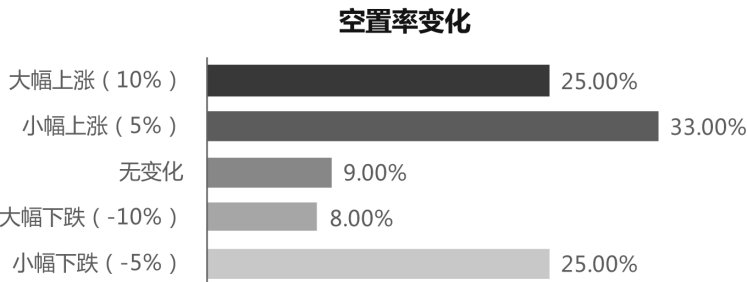


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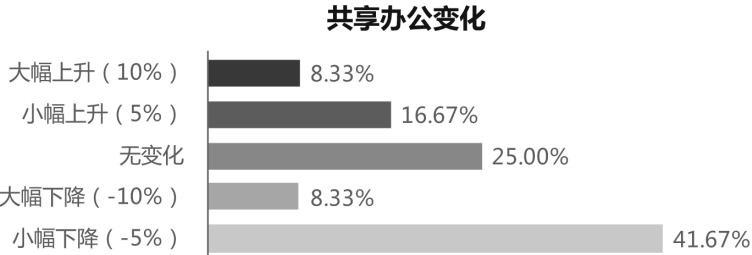
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答案文本	查看答卷
经济滞后严重	查看答卷
需求减少 ^{需求减少}	查看答卷
减租需求明显，升级搬迁需求被抑制	查看答卷
企业生存艰难	查看答卷
没有客户看房	查看答卷
冷清	查看答卷
没人租	查看答卷
资金流短缺	查看答卷
中小企业房租，工资，社保成本。酒店，公寓影响最大	查看答卷
真正实现soho办公这个长久以来的概念	查看答卷

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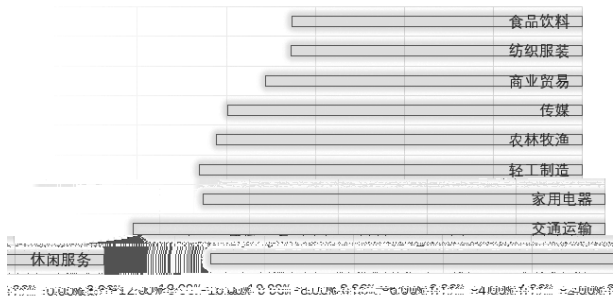
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非典期间休闲服务市场跌幅居前



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魅KTV月经营固定成本汇总

序号	项目	支出	%
1	人力支出成本		
	工资	2,355,114.91	43%
	社保、公积金	1,076,560.06	20%
	人力支出小计	3,431,674.97	62%
2	租赁成本		
31%	10家直营店租赁成本	1,684,406.98	
2%	总部办公室租赁费	134,497.53	
33%	租金小计	1,818,904.51	
4%	3.门店保安费用	231,715.75	
1%	4.门店宽带/通信费	33,115.84	
	合计	5,515,411.07	
	说明: 仅包括总部和10家直营店, 不包含加盟店		

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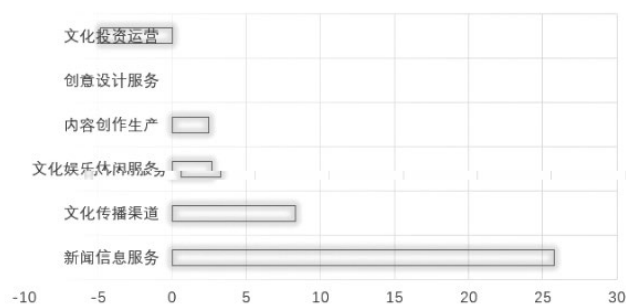
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2019北京全年文化细分产业收入增速



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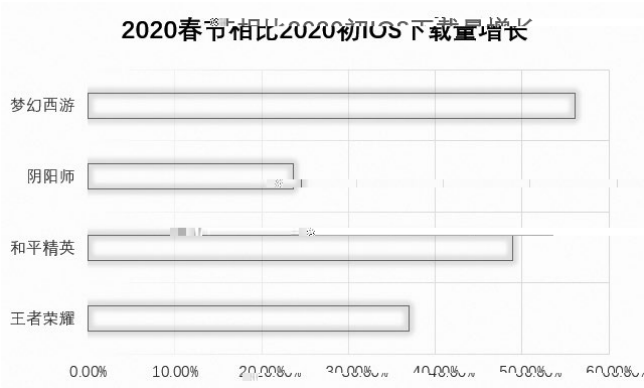
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A black and white photograph showing the corner of a modern building. The building features large glass windows and a light-colored, textured facade. A large, leafy tree is positioned in front of the building, partially obscuring the view. The sky is bright and overcast.

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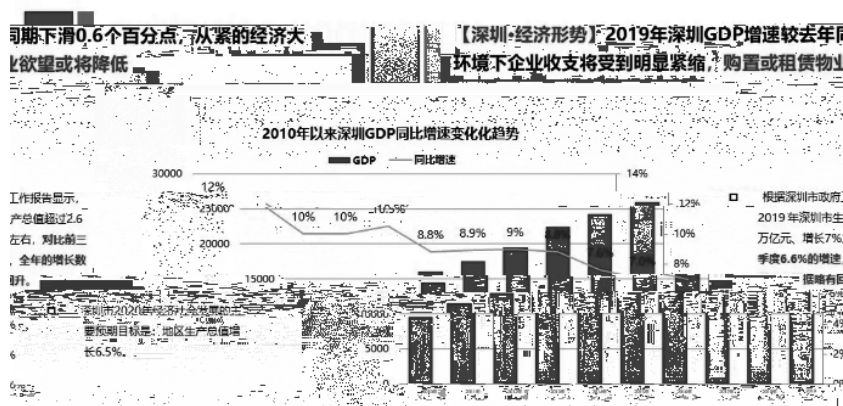
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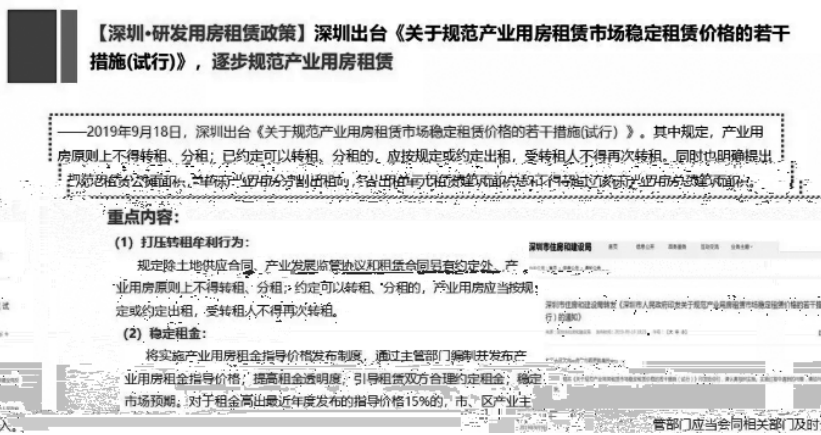
2019 GDP 下降 0.6% 且
2020 年 受 到 疫 情 影 响
下 半 年 的 增 长 速 度 将 会 更 低



2019 年 的 经 济 增 长 速 度 为 5.2%，较 2018 年 的 5.7% 下 滑 0.5 个 百 分 点。

2020-2021 年 的 经 济 增 长 速 度 将 会 更 低。

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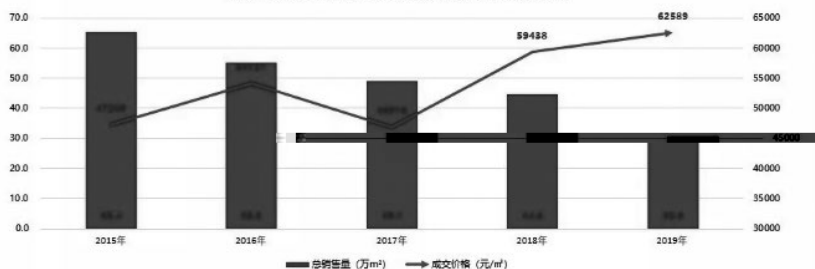
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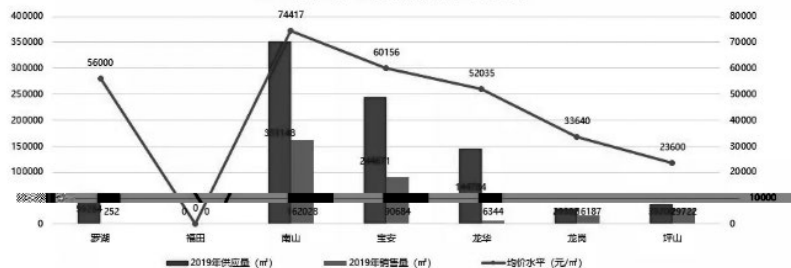
【商业办公·价量表现】2019年深圳商业写字楼二级销售市场总成交量约38.6万㎡，环比上年成交约44.6万㎡下跌31.4%；成交均价约6.3万元/㎡，环比上年成交5.9万元/㎡上涨约6.8%

2015-2019年深圳写字楼二级销售市场历年成交量走势



【商业办公·各区供销关系及成交均价】南山、宝安供销两旺，南山以1.7万㎡成交均价约6.3万元/㎡，高出全市水平17.4%

2019年各区商业写字楼供销关系与成交均价



【工改办公·2019年大宗交易】据不完全统计，2019年工改写字楼项目大宗交易有7宗，成交

客户以金融、商业行业为主，主导商务办公的小户型产品以及非核心区的低价产品居多，受到疫情影响，市场观望情绪浓厚。

2019年工改项目大宗交易				
交易项目	交易日期	购买客户	交易面积 (㎡)	成交单价 (元/㎡)
前海湾汇大厦	2019年03月	北京客户，金融+开发行业	3200	29000-36000
前海湾汇大厦	2019年04月	龙华区客户，实业行业	1600	29000-36000
前海湾汇大厦	2019年05月	宝安区客户，房地产行业	11000	55000
前海湾汇大厦	2019年06月	山东客户，商业行业	10000	55000
前海湾汇大厦	2019年10月	客户：商业、金融、地产行业	50000	55000
前海湾汇大厦	2019年11月	客户：商业、金融、地产行业	7894	28000
前海湾汇大厦	2019年11月	客户：商业、金融、地产行业	10000	18500-22000



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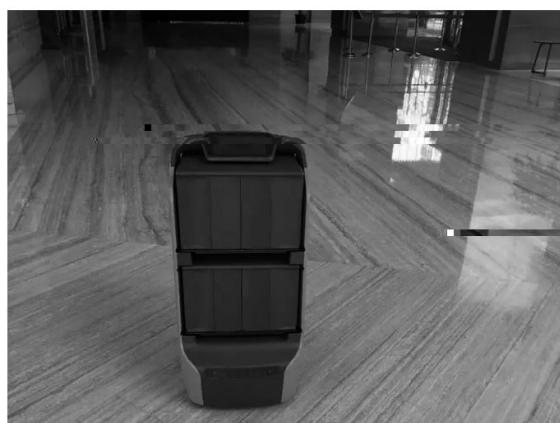
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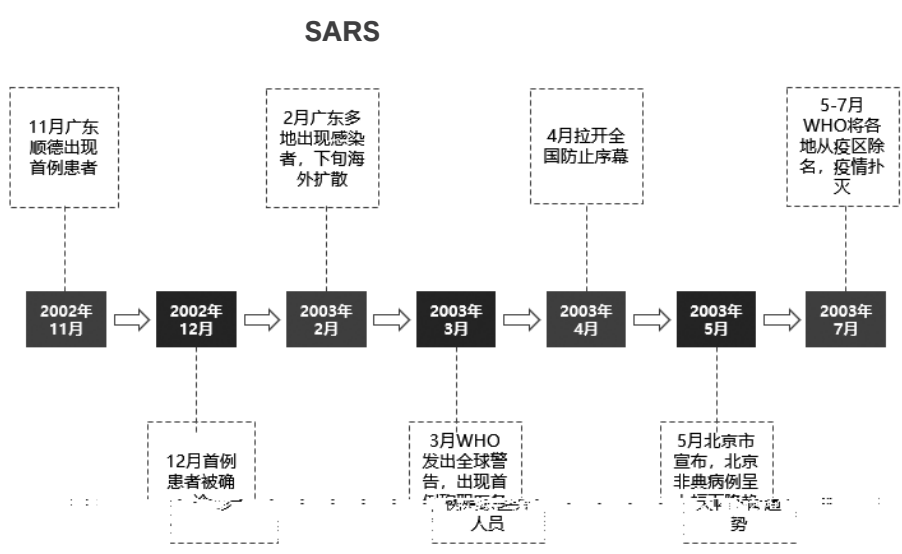


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2003 SARS 的 传播 途径 和 流行 特点

2003 SARS

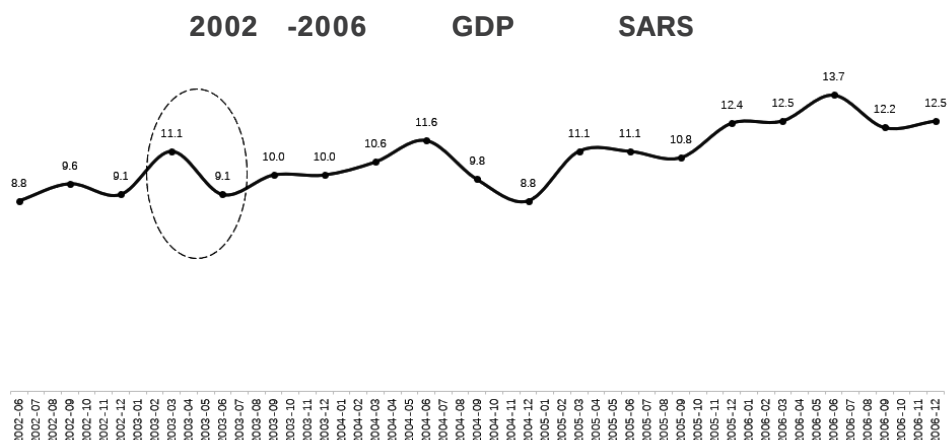
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2. 2003 SARS

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 GDP 11.1% 9.1% Ж П
 2003 GDP 10.0% 10.0% 2001-2005
 GDP 8.3% 9.1% 10.0% 10.1% 11.4%



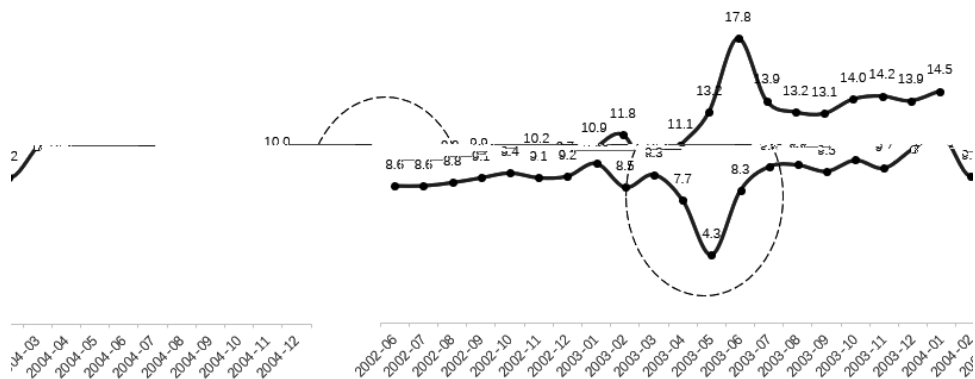
3. 2003 SARS

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2002 - 2004

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2002 - 2004



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16.9	16.4	22.1	粮油、食品、饮料、烟酒类		38.4	11.1	20.7	21.1	20.5	19.5	22.8	21.2	16.6
14.3	12.5	14.6	肉禽蛋类		35.1	6.9	34.2	17.6	12.7	11.9	4.9	10.4	11.4
17.8	22.1	41.5	饮料类		55.1	11.5	16.8	20.0	14.5	9.6	22.7	22.7	20.0
8.9	5.1	8.7	烟酒类		43.5	6.0	20.3	10.9	14.1	10.3	22.0	15.5	
17.9	18.0	17.8	21.2	服装鞋帽针纺织品类		26.5	0.6	3.2	6.7	-3.5	16.4	21.8	16.6
15.7	16.9	19.5	25.7	服装类		30.1	2.4	6.7	7.2	-7.6	13.6	22.6	14.1
18.3	25.5	21.1	17.9	31.9	金银珠宝类		26.3	4.1	0.8	-0.9	-15.8	4.3	11.1
5.5	11.9	12.4	14.1	16.5	日用品类		20.5	3.2	8.4	22.8	12.0	17.7	14.0
43.5	44.0	32.7	25.0	32.7	41.1	体育、娱乐用品类		23.5	14.0	12.2	10.6	7.8	27.1
19.9	10.9	7.8	10.7	7.1	17.5	书报杂志类		27.2	47.9	11.1	3.0	9.5	12.9
14.5	30.7	24.0	21.5	15.2	28.3	家用电器和音像器材类		25.6	2.2	14.3	20.3	10.3	14.6



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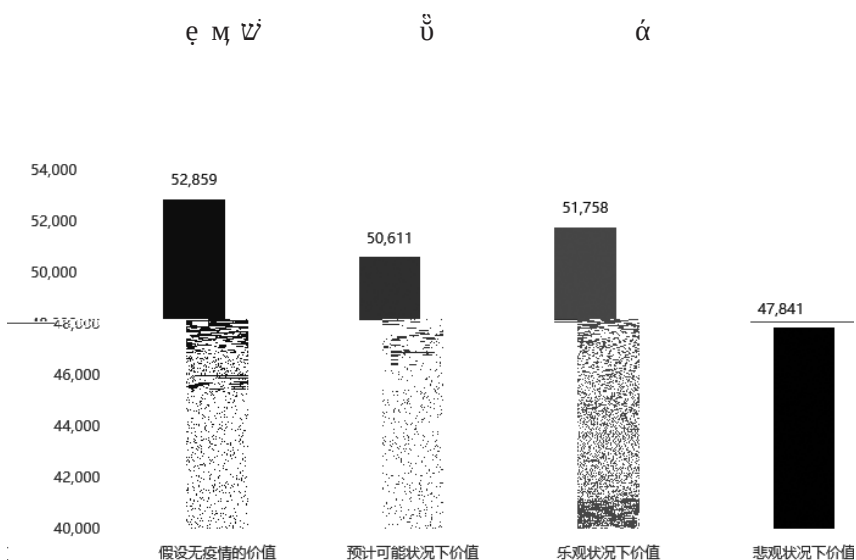
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预计可能状况下	免租期	收租期	恢复期	正常期第一年
日租金	——	9.0	9	10
持续时间	1个月	5个月	6个月	37年
空置率	——	20%	15%	10%
报酬率	7.0%	7.0%	7.0%	6.50%
净收益增长率	0	0	0	3%

2

51,758 /

2.1%

乐观状况下	免租期	收租期	恢复期	正常期第一年
日租金	——	9.5	9.5	10
持续时间	1个月	2个月	3个月	37.5年
空置率	——	15%	12.5%	10%
报酬率	0.0%	0.0%	0.0%	6.50%
净收益增长率	0	0	0	3%

3

47,841 /

9.5%

悲观状况下	免租期	收租期	恢复期	正常期第一年
日租金	——	8.5	8.5	10
持续时间	1个月	11个月	12个月	36年
空置率	——	30%	20.0%	10%
报酬率	7.5%	7.5%	7.0%	6.50%
净收益增长率	0	0	0	3%

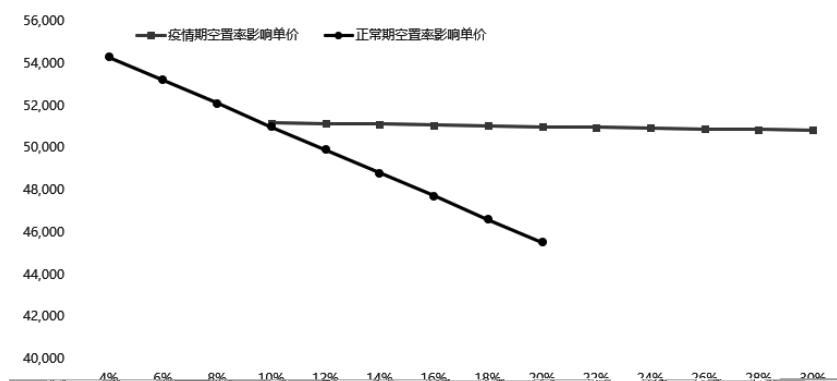
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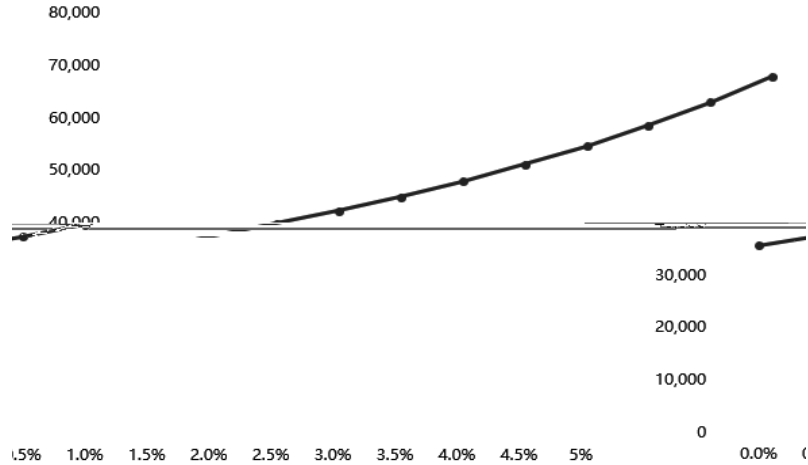
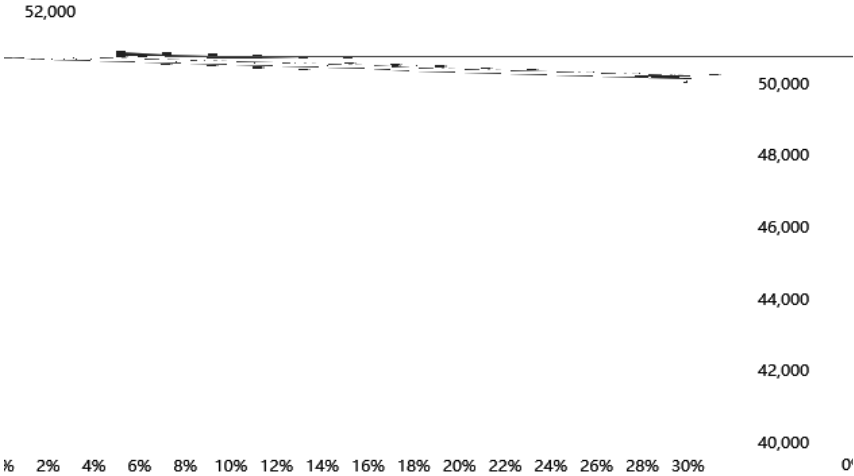
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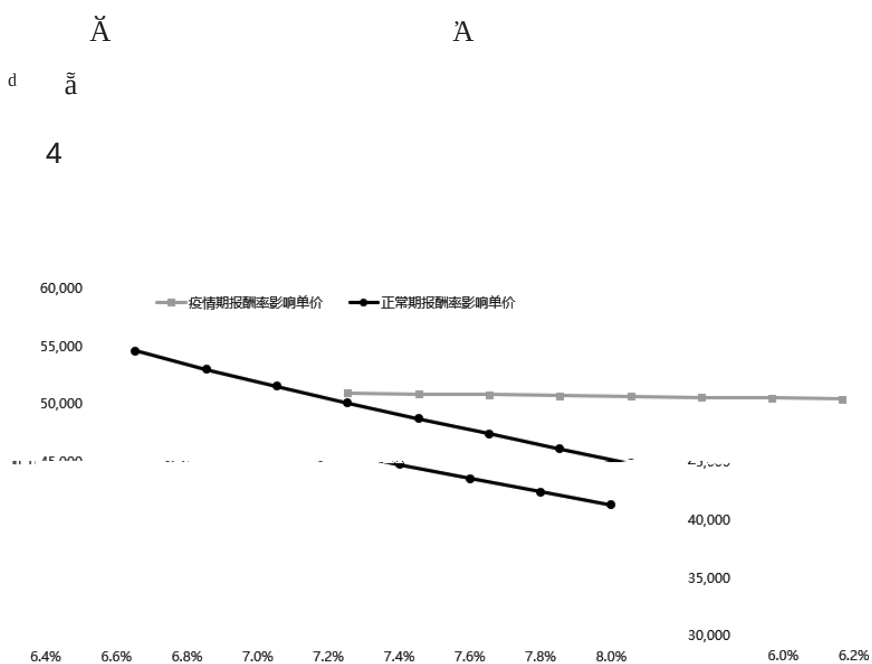
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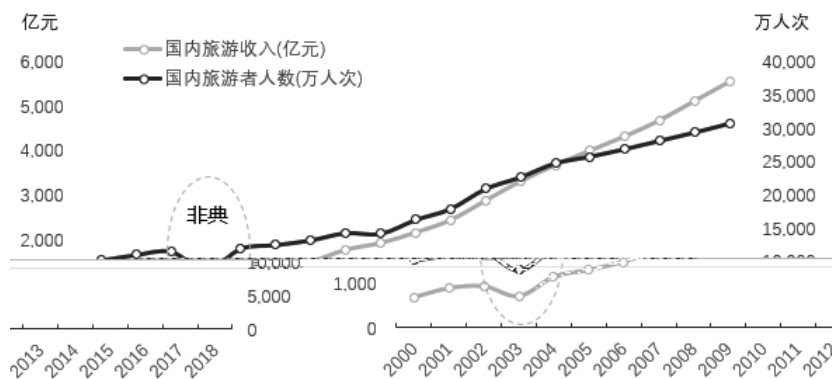
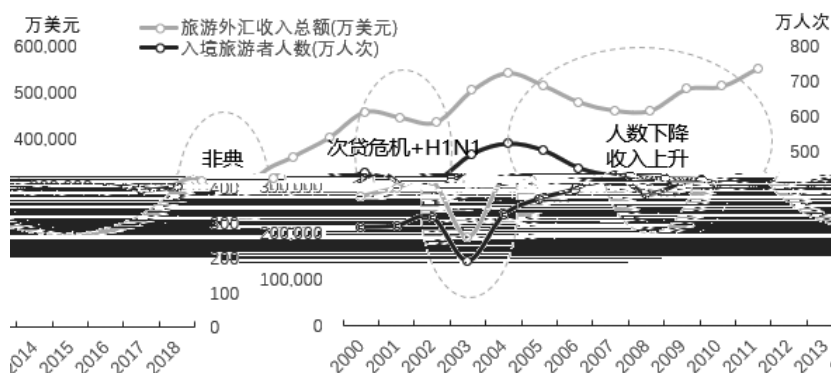
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1. 2003 SARS

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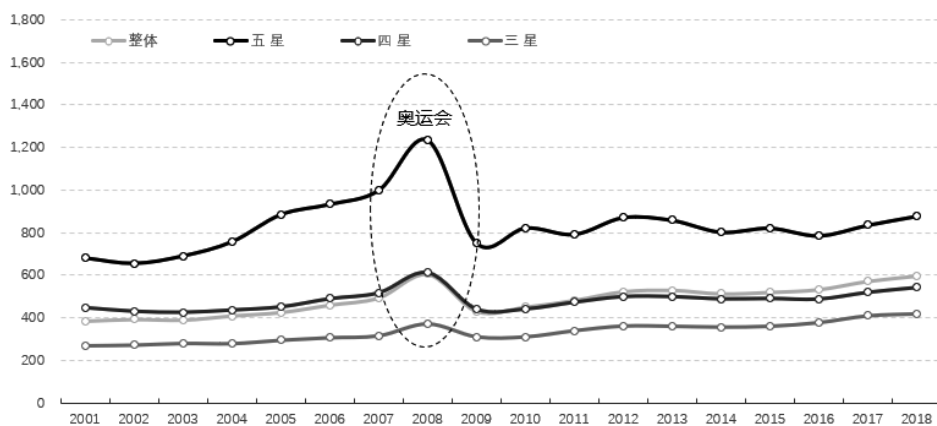


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2001	2018	Ч	Г	а	н	ý	18	ǎ
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2002	68%	2003	52%	16%	2002	71%		
2003	56%	15%	2002	61%	2003	52%	9%	
		Л	Э	а	н	н	δ	Т
2004	Г	ǎ	Е	ǔ				

2001 -2018

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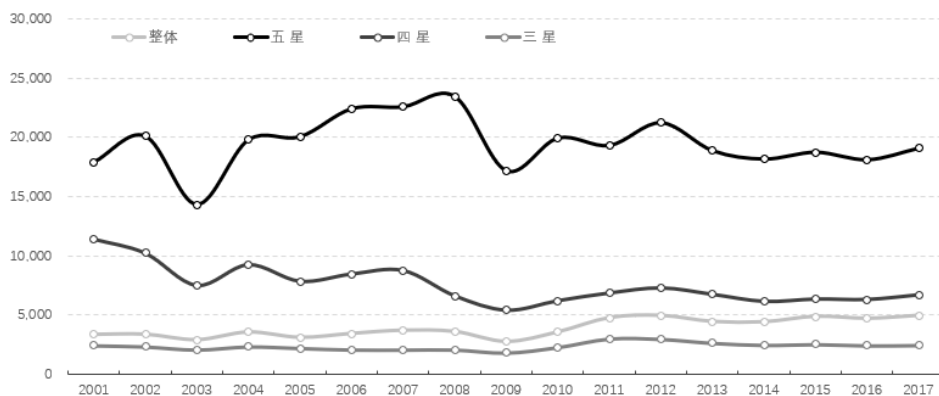


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“ 2003 27% 11% 14% 29% ”

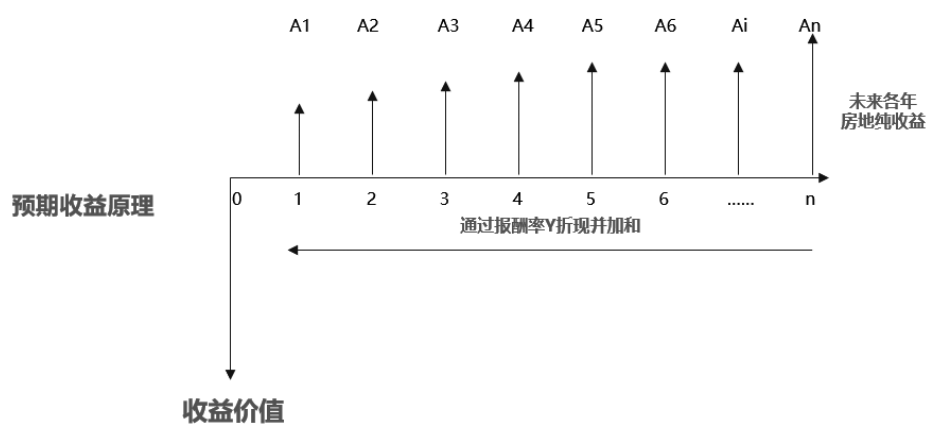
2001 -2017

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 P
 $OR \tilde{a} \quad H$
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 $h \tilde{a} R2$
 $R2 = R1 @ Q1 \sqcup Q2$
 $\in X \quad R1 \tilde{a}$
 $Q1 \tilde{a} \blacksquare$
 $Q2 \tilde{a} \blacksquare$
 $l \in \tilde{a} R3$
 $R3 = R1 @ Q1 \sqcup Q3$
 $\in X \quad R1 \tilde{a}$
 $Q1 \tilde{a} \blacksquare$
 $Q3 \in \tilde{a} \blacksquare$
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 $R3 \in \tilde{a}$

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$$V = \sum_{i=1}^n \frac{A_i}{(1 + Y_i)^i}$$

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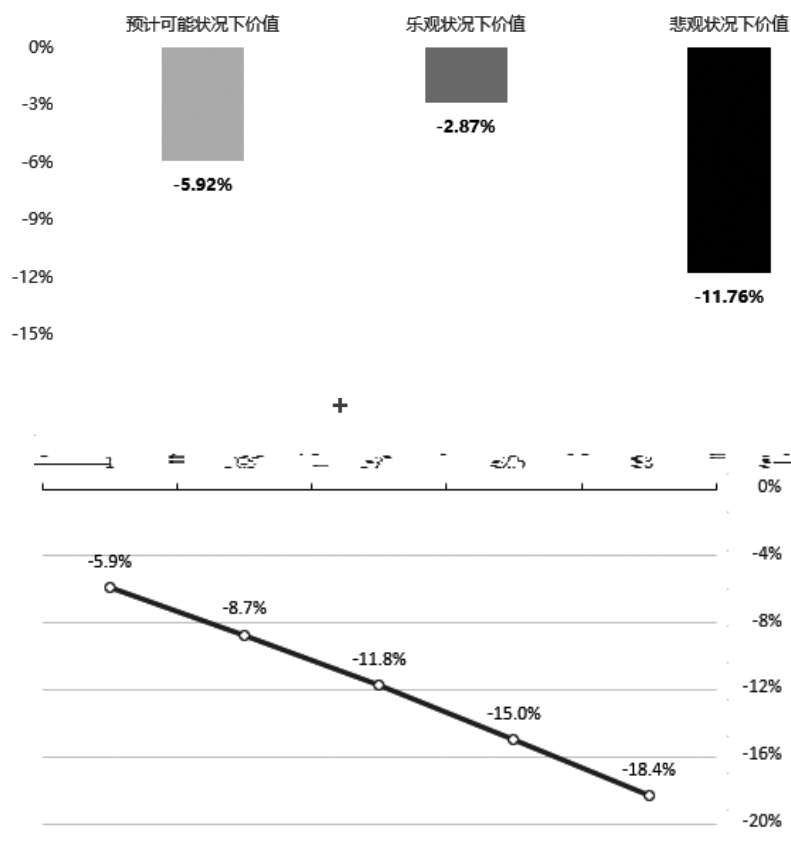


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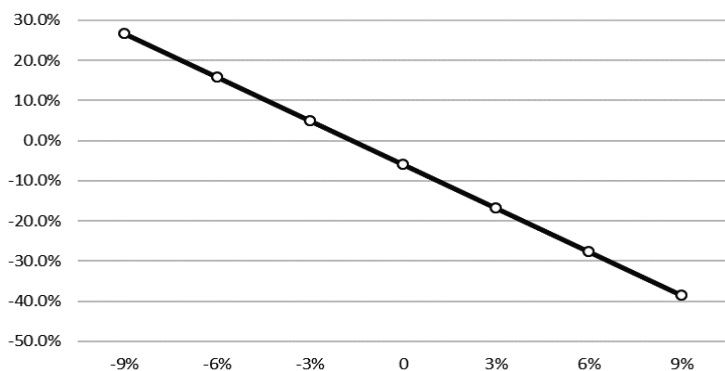
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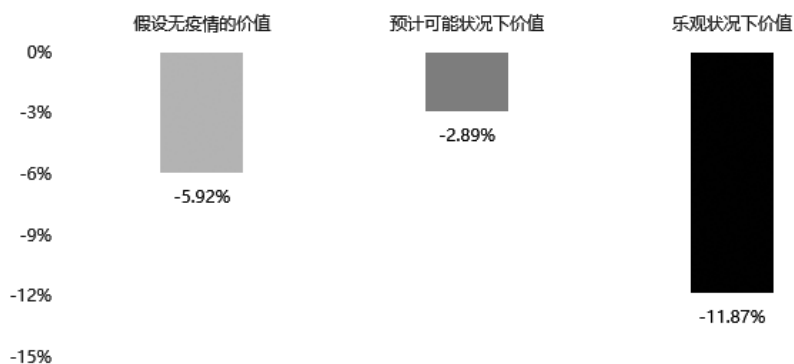
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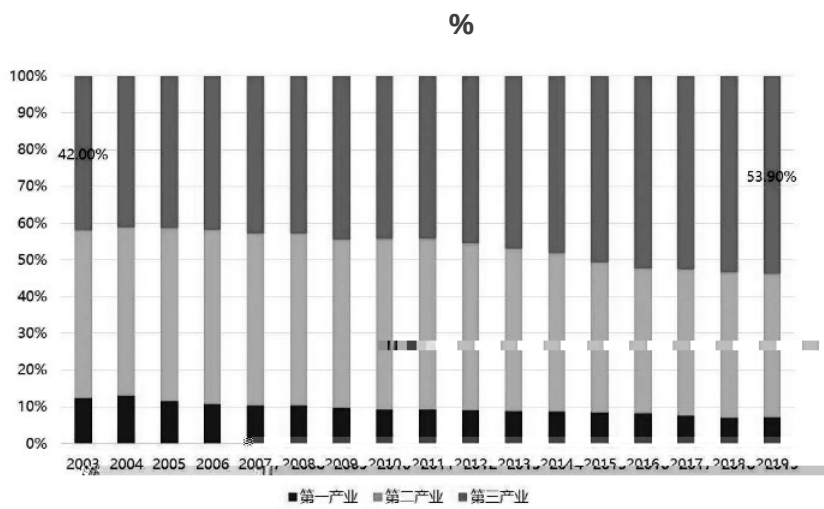
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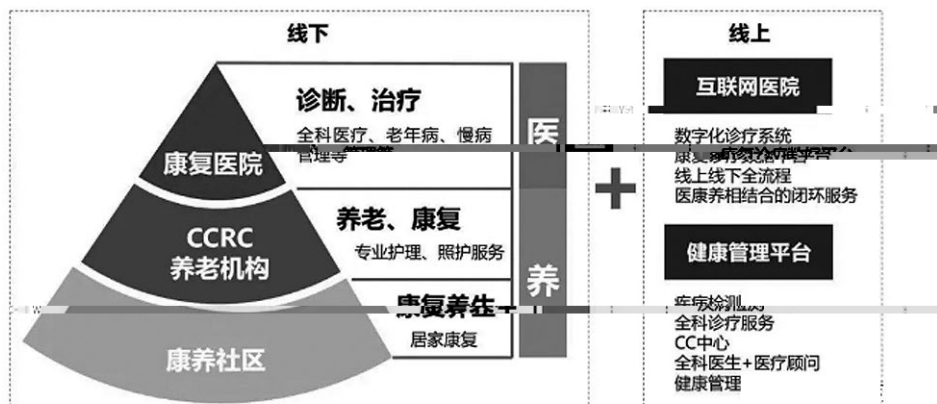
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医养结合

覆盖全生命周期的医疗服务
与专业的康养服务相结合



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AI 自动测温		
药物研发	——	
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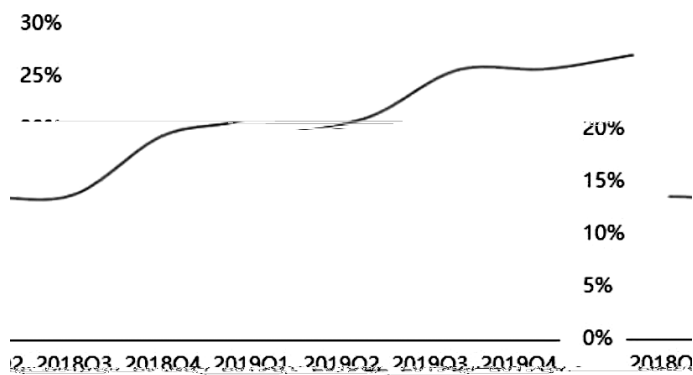
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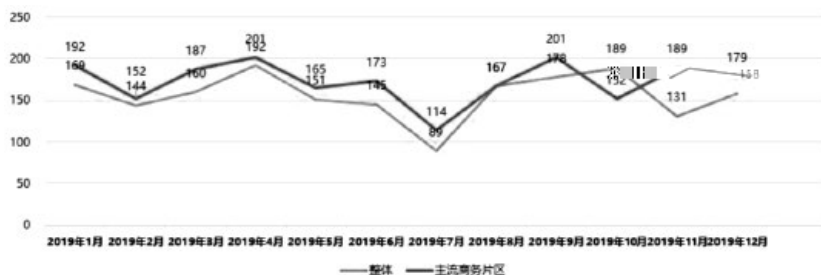
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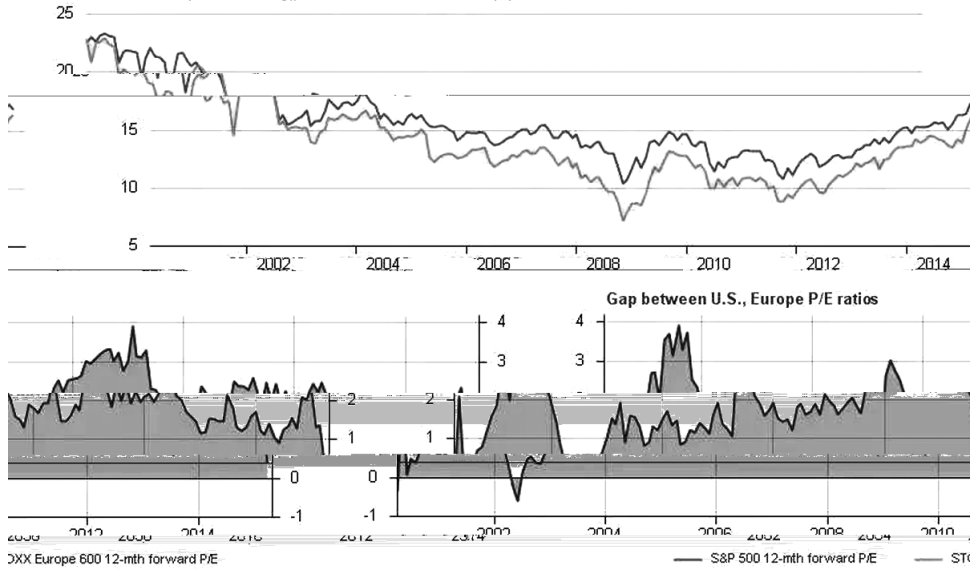
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Europe vs U.S. equity valuations

Price-to-earnings ratios of S&P 500, STOXX Europe 600



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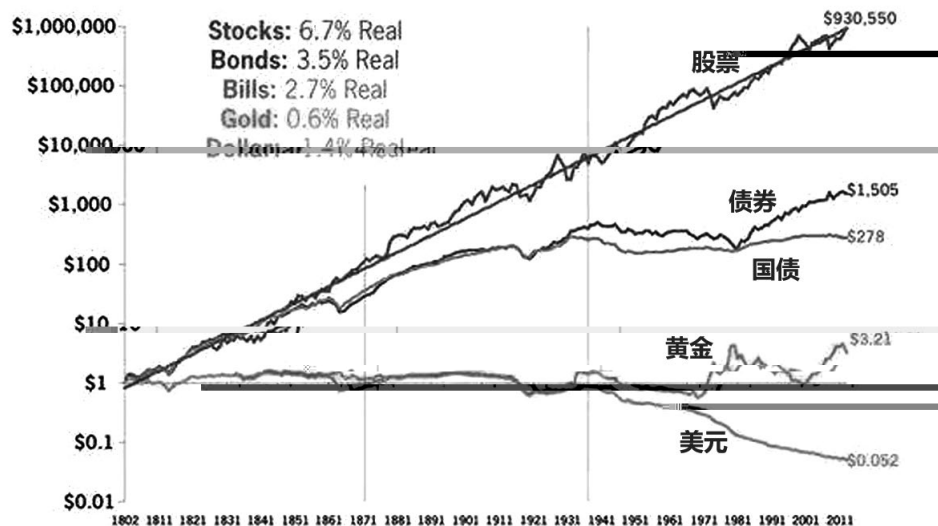
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Total Real Return Indexes

January 1802 – December 2013

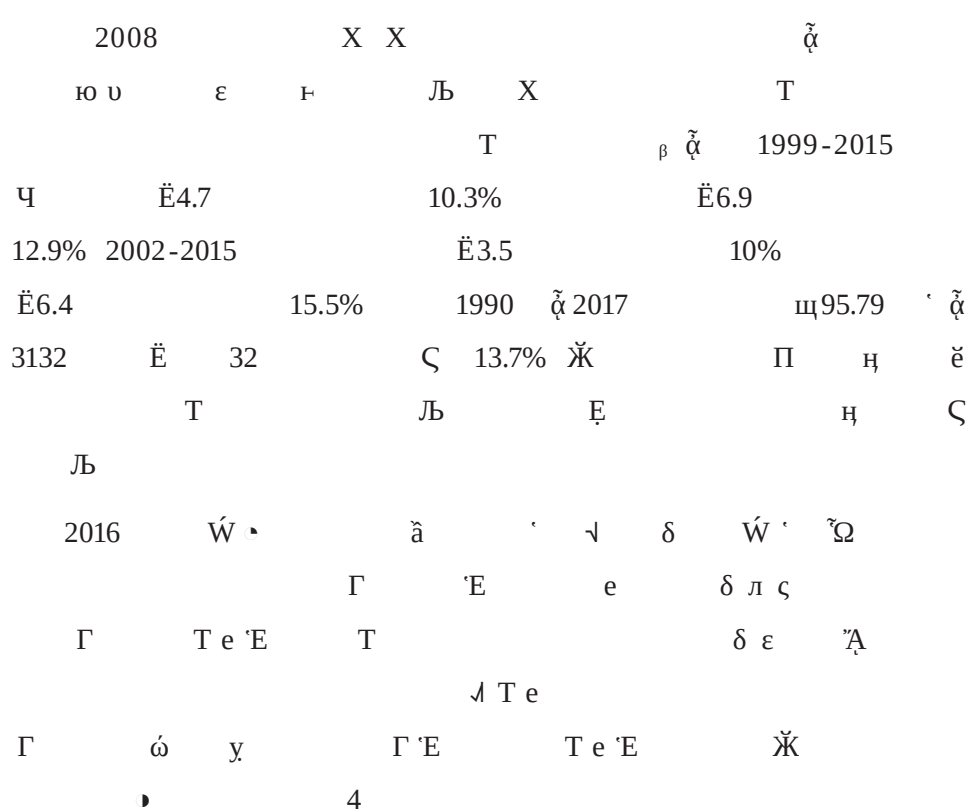
Past performance is not indicative of future results.



Siegel, Jeremy, Future for Investors (2005), With Updates to 2011

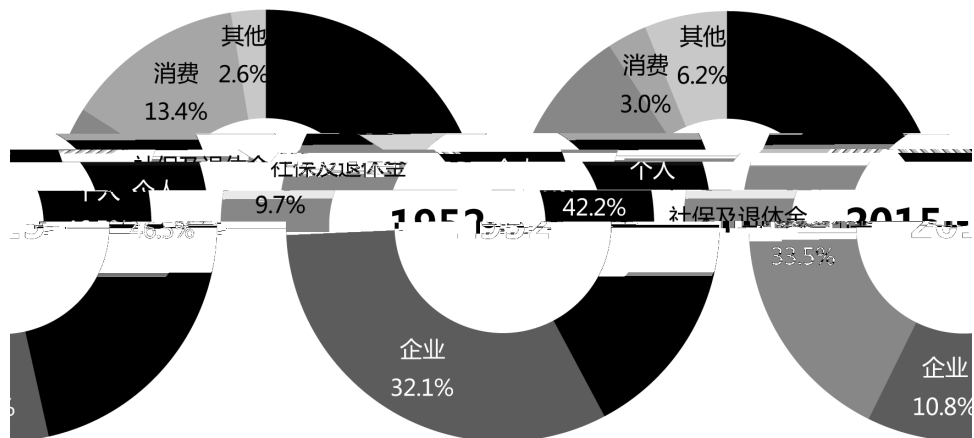
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世界五大经济体的经济规模与货币供应



4.

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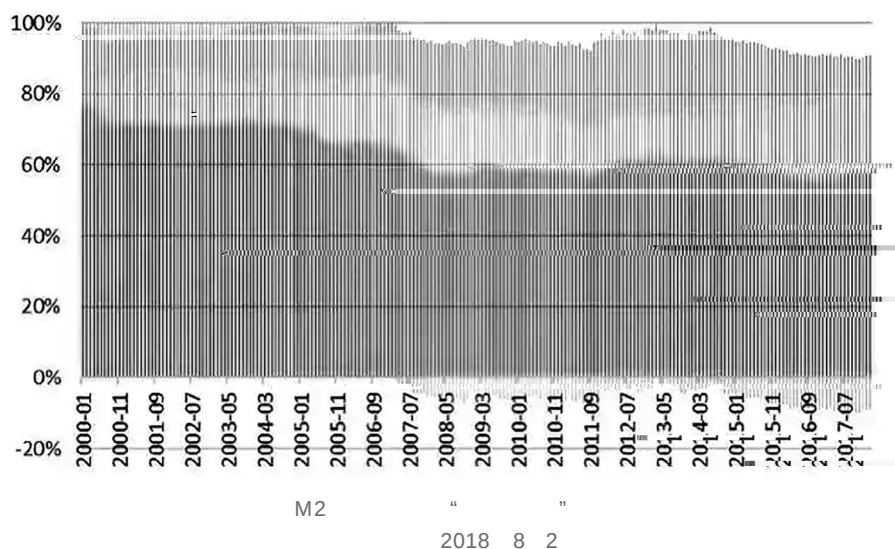
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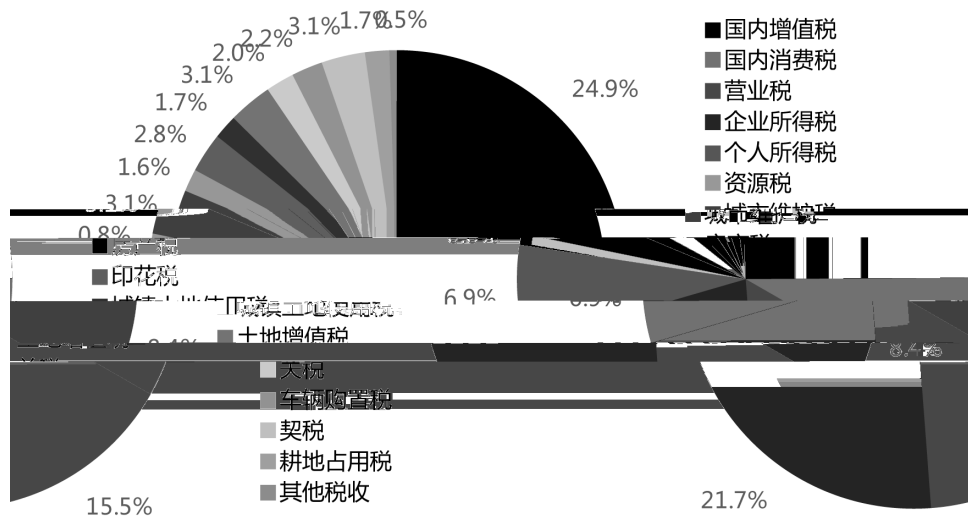
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