



仁恒置地集团 YANLORD LAND GROUP LIMITED

4Q and FY 2019 Financial Results



仁恒
YANLORD





Yanlord 4Q and FY 2019 Business Review



Yanlord 4Q and FY 2019 Business Review



- Contracted pre-sales achieved by the Group including its joint ventures and associates from the sale of properties for FY 2019 rose **116.1%** to approximately **RMB55.704** billion from RMB25.774 billion achieved in FY 2018.
- Underlined by the significant increase in gross floor area (“GFA”) delivered to customers in 4Q 2019 and partially offset by the lower average selling price (“ASP”) per square metre (“sqm”) achieved by the Group in 4Q 2019 compared to 4Q 2018, revenue of the Group in 4Q 2019 jumped **247.2%** to RMB8.073 billion from RMB2.325 billion in 4Q 2018. Grounded in the revenue growth, gross profit rose 142.1% to RMB2.431 billion in 4Q 2019 from RMB1.004 billion in 4Q 2018. Consequently, profit attributable to owners of the Company rose **718.7%** to RMB2.103 billion in 4Q 2019 from RMB257 million in 4Q 2018.
- In line with the Group’s delivery schedule, revenue in FY 2019 was RMB18.666 billion with a gross profit margin of 41.2%. Profit attributable to owners of the Company in FY 2019 was RMB3.350 billion compared to RMB3.545 billion in FY 2018. Net attributable profit margins for 4Q 2019 and FY 2019 rose to **26.1%** and **17.9%** from 11.0% and 14.2% in 4Q 2018 and FY 2018 respectively.



Yanlord 4Q and FY 2019 Business Review



- As at 31 December 2019, the Group has received advances for pre-sales properties amounting to RMB11.610 billion. Accumulated pre-sales pending recognition as at 31 December 2019 stood at RMB14.067 billion.
- Buoyed by healthy pre-sales and cash collection, net debt to total equity gearing ratio of the Group declined to 80.1% as at 31 December 2019 from 96.8% as at 31 December 2018. Cash and cash equivalents as at 31 December 2019 of RMB13.818 billion will serve as a strong foundation for the Group's future developments.
- To further enhance shareholder value and drive the Company's long-term development strategy, the Board of Directors has proposed a final dividend of 6.80 Singapore cents (equivalent to approximately 34.31 Renminbi cents) per ordinary share representing a dividend payout ratio of approximately 19.8% of FY 2019 profit attributable to owners of the Company.





Key Financial Highlights



Statement of Profit or Loss – 4Q 2019 VS 4Q 2018



	4Q 2019	4Q 2018	% Change
GFA delivered (sqm)	272,244	37,613	623.8
ASP (RMB/ sqm)	25,888	51,257	(49.5)
Revenue (RMBm)	8,072.8	2,325.4	247.2
Cost of sales (RMBm)	(5,642.1)	(1,321.5)	326.9
Gross profit (RMBm)	2,430.6	1,003.9	142.1
Gross profit margin (%)	30.1	43.2	(13.1) ppt
Profit before income tax (RMBm)	4,122.5	854.7	382.3
Income tax (RMBm)	(1,283.2)	(517.7)	147.8
Profit for the period (RMBm)	2,839.2	336.9	742.6
Net profit margin (%)	35.2	14.5	20.7 ppt
Profit attributable to owners of the Company (RMBm)	2,103.3	256.9	718.7
Net attributable profit margin (%)	26.1	11.0	15.1 ppt
Basic earnings per share ¹ (RMB cents)	108.89	13.30	718.7

Note:

1. Based on adjusted weighted average number of shares on a fully diluted basis



Statement of Profit or Loss – FY 2019 VS FY 2018



	FY 2019	FY 2018	% Change
GFA delivered (sqm)	526,799	632,129	(16.7)
ASP (RMB/ sqm)	30,375	36,293	(16.3)
Revenue (RMBm)	18,666.4	24,888.0	(25.0)
Cost of sales (RMBm)	(10,982.7)	(13,432.7)	(18.2)
Gross profit (RMBm)	7,683.6	11,455.3	(32.9)
Gross profit margin (%)	41.2	46.0	(4.8) ppt
Profit before income tax (RMBm)	8,795.1	10,541.7	(16.6)
Income tax (RMBm)	(3,607.0)	(5,146.2)	(29.9)
Profit for the period (RMBm)	5,188.1	5,395.5	(3.8)
Net profit margin (%)	27.8	21.7	6.1 ppt
Profit attributable to owners of the Company (RMBm)	3,350.5	3,544.6	(5.5)
Net attributable profit margin (%)	17.9	14.2	3.7 ppt
Basic earnings per share¹ (RMB cents)	173.46	183.51	(5.5)

Note:

1. Based on adjusted weighted average number of shares on a fully diluted basis



Financials – Snapshot as at 31 December 2019



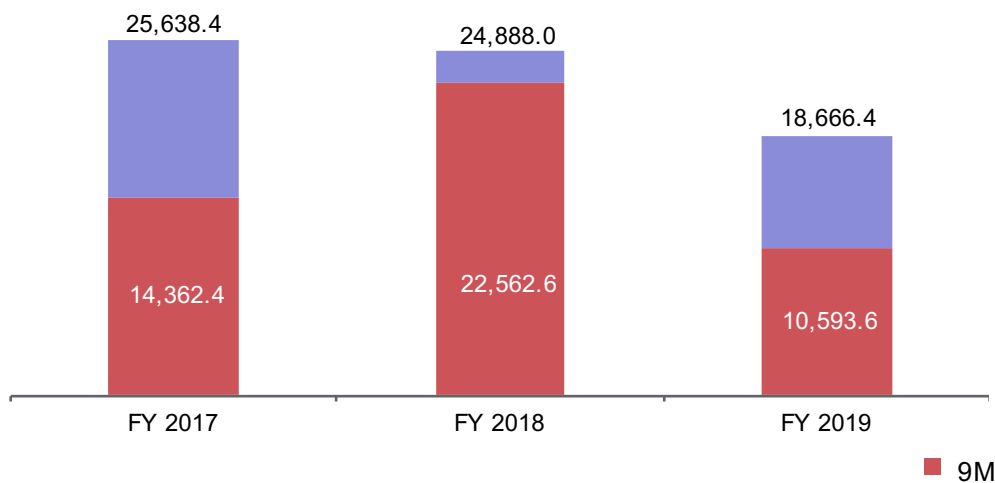
	As at 31 Dec 19	As at 31 Dec 18	% Change
Current assets (RMBm)	69,534.9	54,600.3	27.4
Non-current assets (RMBm)	60,360.4	52,080.4	15.9
Total assets (RMBm)	129,895.3	106,680.8	21.8
Current liabilities (RMBm)	53,159.3	36,391.1	46.1
Non-current liabilities (RMBm)	36,828.7	37,411.1	(1.6)
Total equity (Incl. NCI) (RMBm)	39,907.3	32,878.6	21.4
Cash and cash equivalents (RMBm)	13,817.6	10,317.4	33.9
Short-term debt (RMBm)	14,606.4	8,696.8	68.0
Senior notes (RMBm)	9,080.9	5,440.2	66.9
Long-term debt (RMBm)	22,083.1	27,998.2	(21.1)
Net debt (RMBm)	31,952.8	31,817.8	0.4
Net asset value per share (RMB)	14.62	12.96	12.8



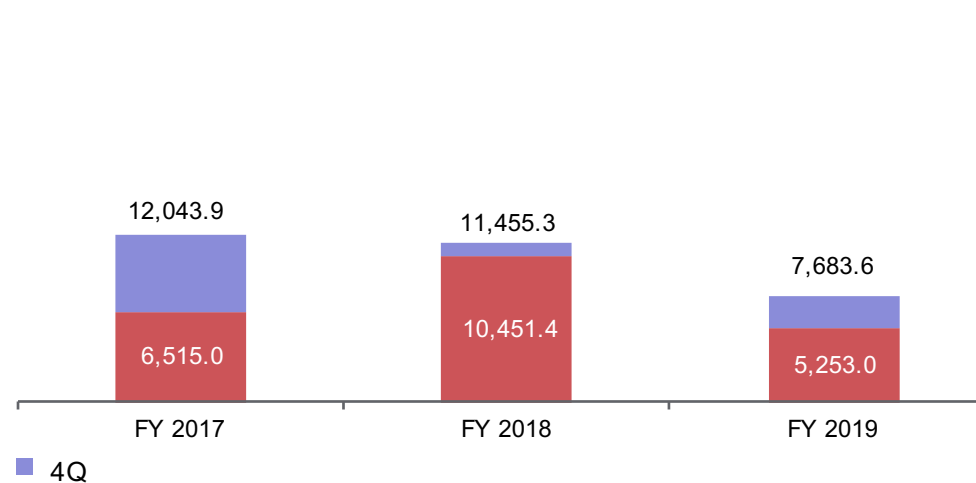
Profitability Analysis



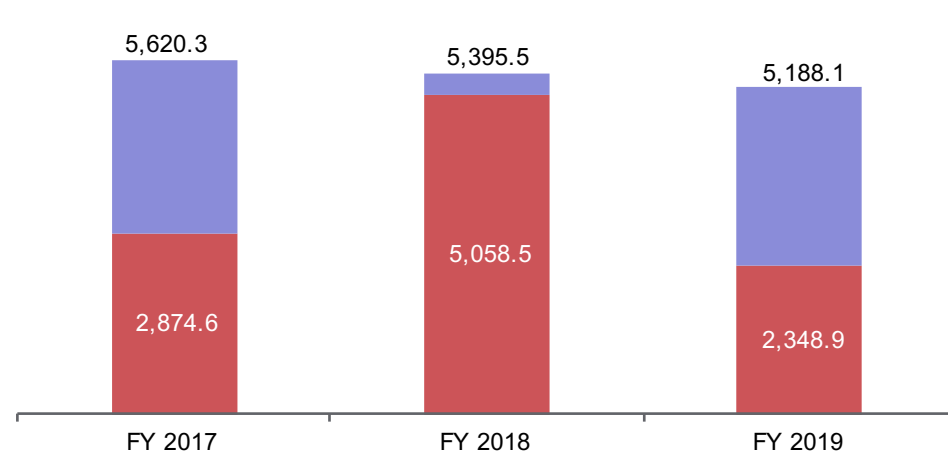
Revenue (RMBm)



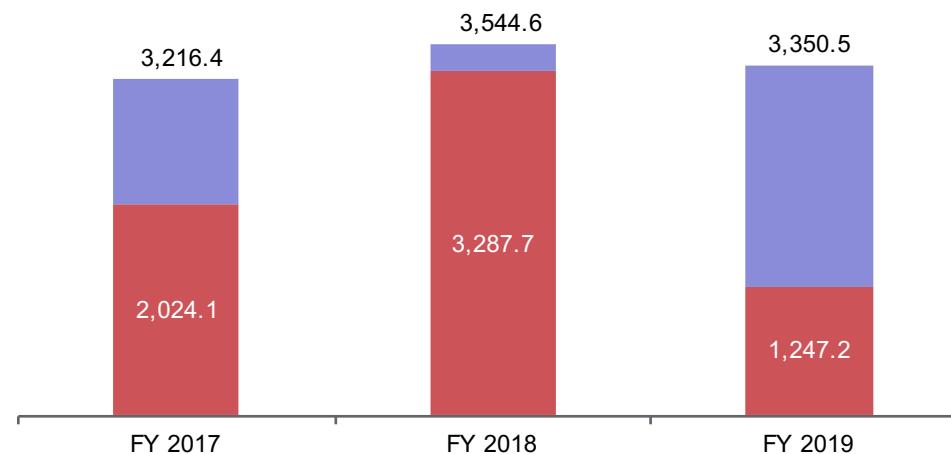
Gross profit (RMBm)



Profit for the period (RMBm)



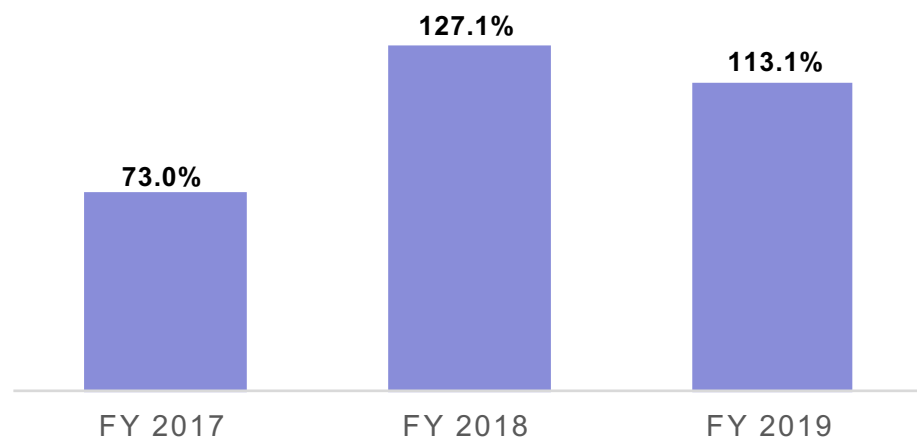
Profit attributable to owners of the Company (RMBm)



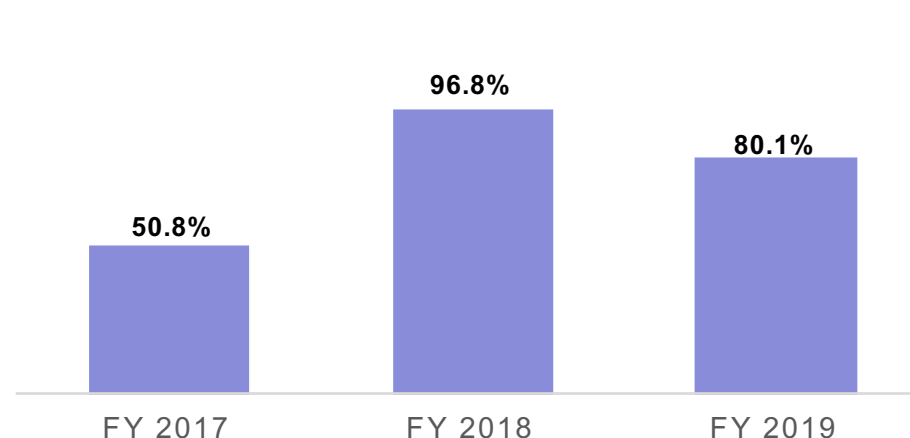
Strong Credit Metrics



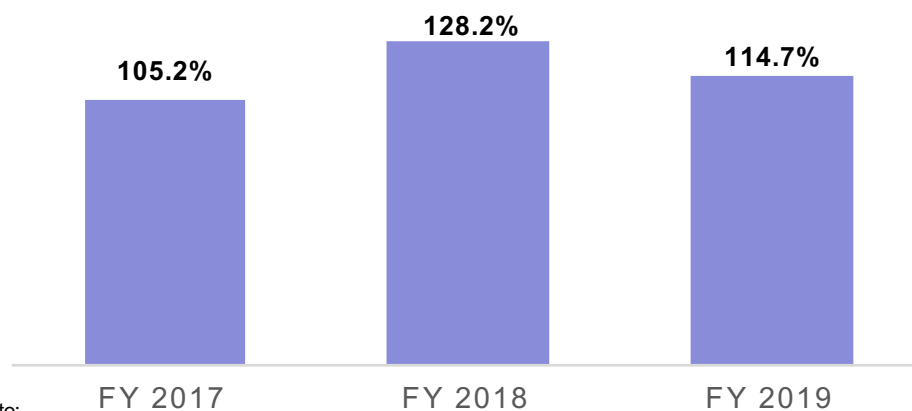
Net debt/ equity (Excl. NCI)



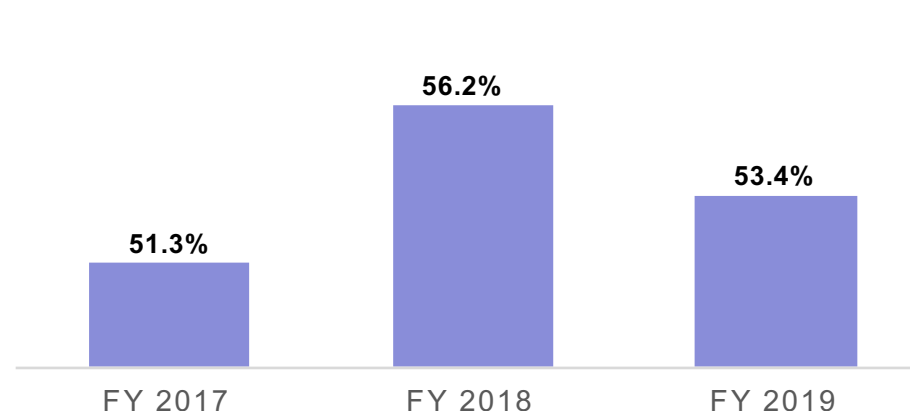
Net debt/ total equity (Incl. NCI)



Total debt/ total equity (Incl. NCI)



Total debt/ capitalisation¹



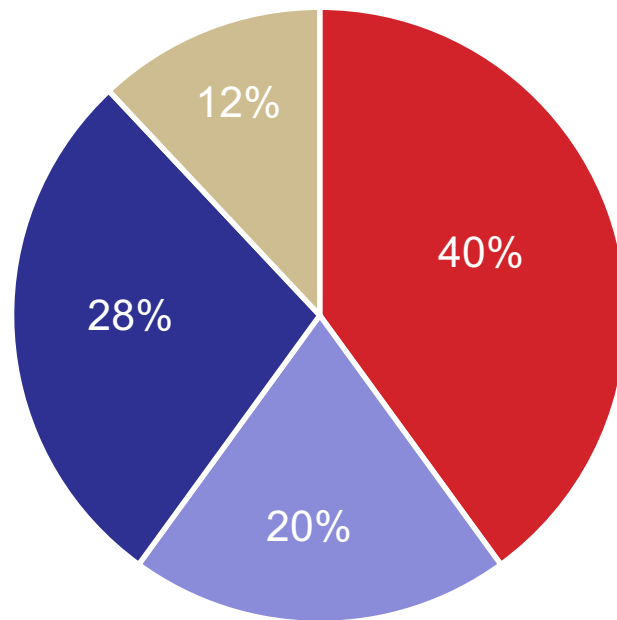
Note:
1. Capitalisation is equal to the sum of total equity and total debt (including non-controlling interests "NCI")



Debt Maturity & Currency Breakdown as at 31 December 2019

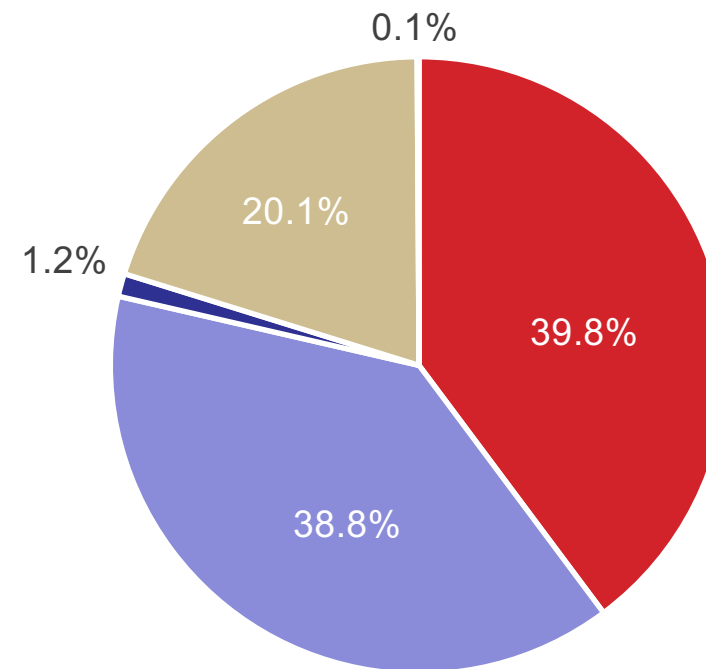


Debt Maturity for Bank and other borrowings



■ <1 Yr ■ 1-2 Yr ■ 2-5 Yr ■ >5 Yr

Currency Breakdown



■ RMB ■ USD ■ HKD ■ SGD ■ AUD





Business and Operation Overview



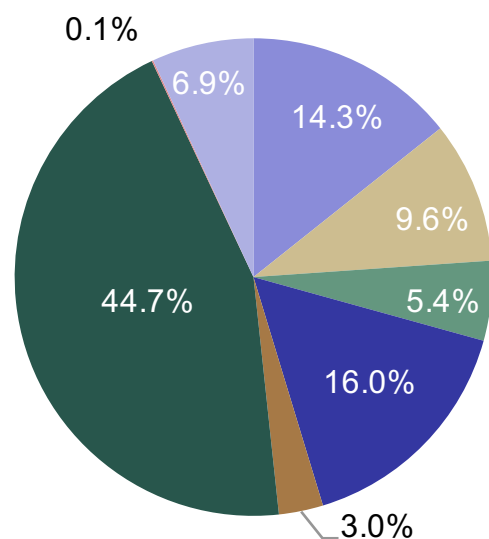
GFA/ Property Sale Contribution Analysis in FY 2019

By city, project and ASP

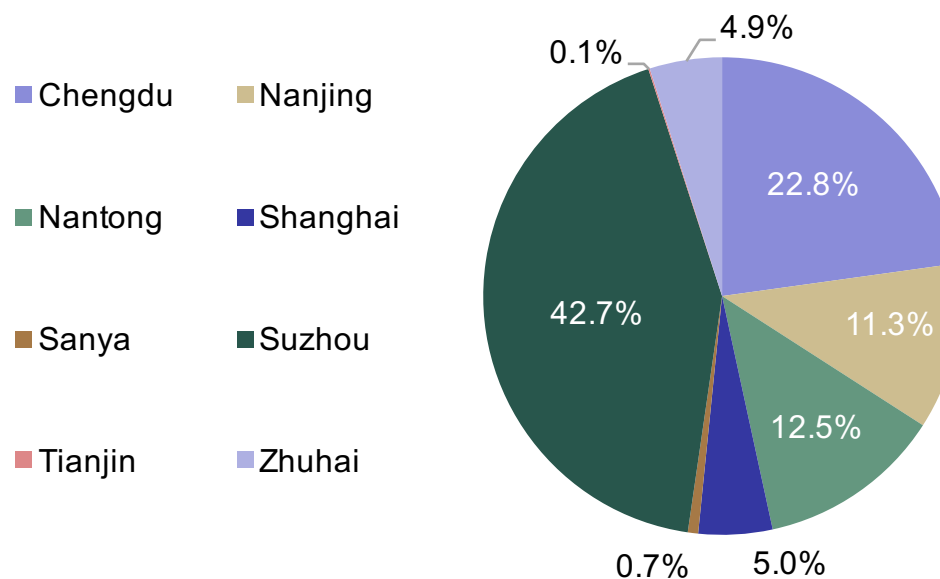


Major projects delivered in FY 2019	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Chengdu Yanlord Riverbay (Phase 3)	92,031	19,805	11.1
Nanjing Yanlord Phoenix Hill (Phase 1)	42,485	30,247	7.6
Nantong Four Seasons Gardens (Phase 2)	65,478	13,267	5.3
Shanghai Yanlord on the Park	19,860	100,018	12.8
Suzhou Riverbay Gardens (Phase 1)	122,844	32,850	24.4
Suzhou Riverbay Gardens (Phase 2)	99,098	32,424	19.6
Zhuhai Yanlord Marina Centre - Section B	12,129	54,793	4.1
Others	72,874	-	15.1

Property Sale Contribution by City



GFA Contribution by City



Diversified Geographic Coverage

Abundant land bank in PRC high-growth cities



*Projects being held under associate or joint venture

Western China since 2003

Chengdu

- Hengye International Plaza (39,999 sqm)
- Stream In Cloud (97,784 sqm)
- Yanlord Landmark (157,437 sqm)
- Yanlord Riverbay (37,068 sqm)

Bohai Rim since 2005

Tianjin

- The Mansion In Park (275,104 sqm) *
- Tianjin Hong Qiao Land (64,880 sqm) *
- Yanlord Majestive Mansion (260,925 sqm) *
- Yanlord Riverside Plaza (134,484 sqm)
- Yilu Gardens (245,590 sqm) *
- Yiwan Gardens (165,188 sqm) *

Jinan

- Yanlord Century Gardens (111,311 sqm) *
- Yanlord Century Plaza (45,838 sqm) *

Tangshan

- Tangshan Nanhu Eco-City Land Parcels (222,488 sqm) *

Pearl River Delta since 2005

Shenzhen

- Shenzhen Baoan District Shajing Redevelopment Project (210,860 sqm) *
- Shenzhen Longgang District Bantian Redevelopment Project (235,717 sqm)
- Yanlord Century Mansion (57,500 sqm)
- Yanlord Four Season Gardens, Yanlord Four Season New Gardens and Shenzhen Longgang District Redevelopment Project (472,720 sqm)
- Yanlord Landmark (13,680 sqm)
- Yanlord Reverie Apartments and Yanlord Reverie Plaza (335,122 sqm)

Zhuhai

- Yanlord Marina Centre (141,578 sqm)
- Yanlord Marina Peninsula Gardens (260,328 sqm)
- Yanlord North Shore Gardens (43,704 sqm)

Central China since 2017

Wuhan

- Yanlord on the Park (151,851 sqm)

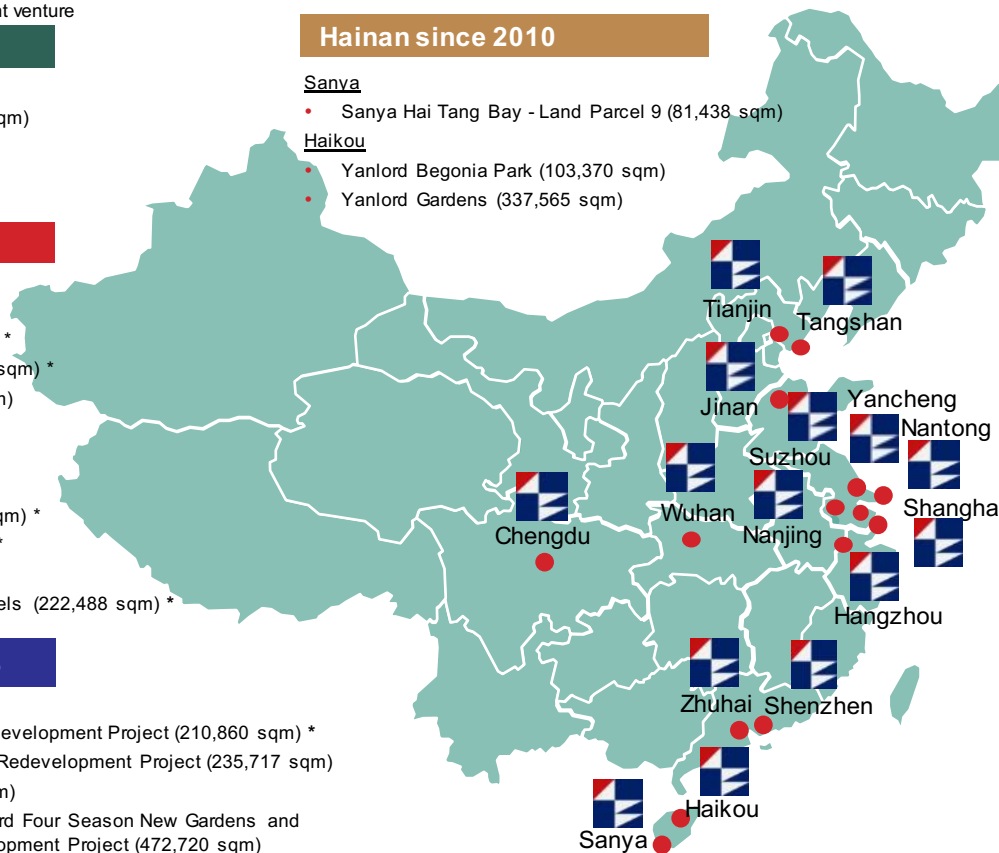
Hainan since 2010

Sanya

- Sanya Hai Tang Bay - Land Parcel 9 (81,438 sqm)

Haikou

- Yanlord Begonia Park (103,370 sqm)
- Yanlord Gardens (337,565 sqm)



Yangtze River Delta since 1993

Shanghai

- Shanghai Chongming District Chen Jia Zhen No.3 Land (79,478 sqm) *
- Shanghai Jingan District No.18-03 Land (67,147 sqm)
- Shanghai San Jia Gang Land Plot (18,340 sqm)
- Yanlord Sunland Gardens (20,110 sqm)
- Shanghai Yangpu District 81 and 83 Redevelopment Project (183,187 sqm) *

Nanjing

- Cloud Serenity Gardens (386,026 sqm) *
- Nanjing Eco Hi-Tech Island - Land Parcel G73 (97,378 sqm)
- Nanjing No. 2016G84 Land - Land Parcel B and G (283,006 sqm) *
- Nanjing No. 2017G01 Land (87,123 sqm) *
- Riverbay Century Gardens (271,019 sqm) *
- Yanlord International Apartments, Tower A (37,940 sqm)
- Yanlord Phoenix Hill (218,599 sqm)
- Yanlord Taoyuan Gardens (62,099 sqm) *

Suzhou

- Canal Times (52,584 sqm)
- Four Seasons Heming Gardens (191,307 sqm) *
- New Tang's Mansion (147,329 sqm) *
- Smriti Curtilage (101,741 sqm)
- Suzhou Industrial Park No. 2018-04 Land (135,458 sqm) *
- Suzhou No. 2019-WG-7 Land Parcels (187,132 sqm) *
- Riverbay Gardens (67,472 sqm)
- Riverside Gardens (88,369 sqm)

Nantong

- Yanlord Gardens (212,779 sqm) *

Hangzhou

- Hangzhou Bayfront Isle (294,898 sqm) *
- Hangzhou Intelligent City Project - Medical Land Parcels (450,933 sqm) *
- The Corals (123,518 sqm) *
- Yanlord Riverside Gardens (75,715 sqm) *

Yancheng

- Yanlord Riverside Gardens (276,504 sqm)

As of 31 December 2019:

GFA Completed (mil sqm)	1.035
GFA Under Development (mil sqm)	5.435
GFA for Future Development (mil sqm)	2.696
Total Land Bank (mil sqm)	9.166



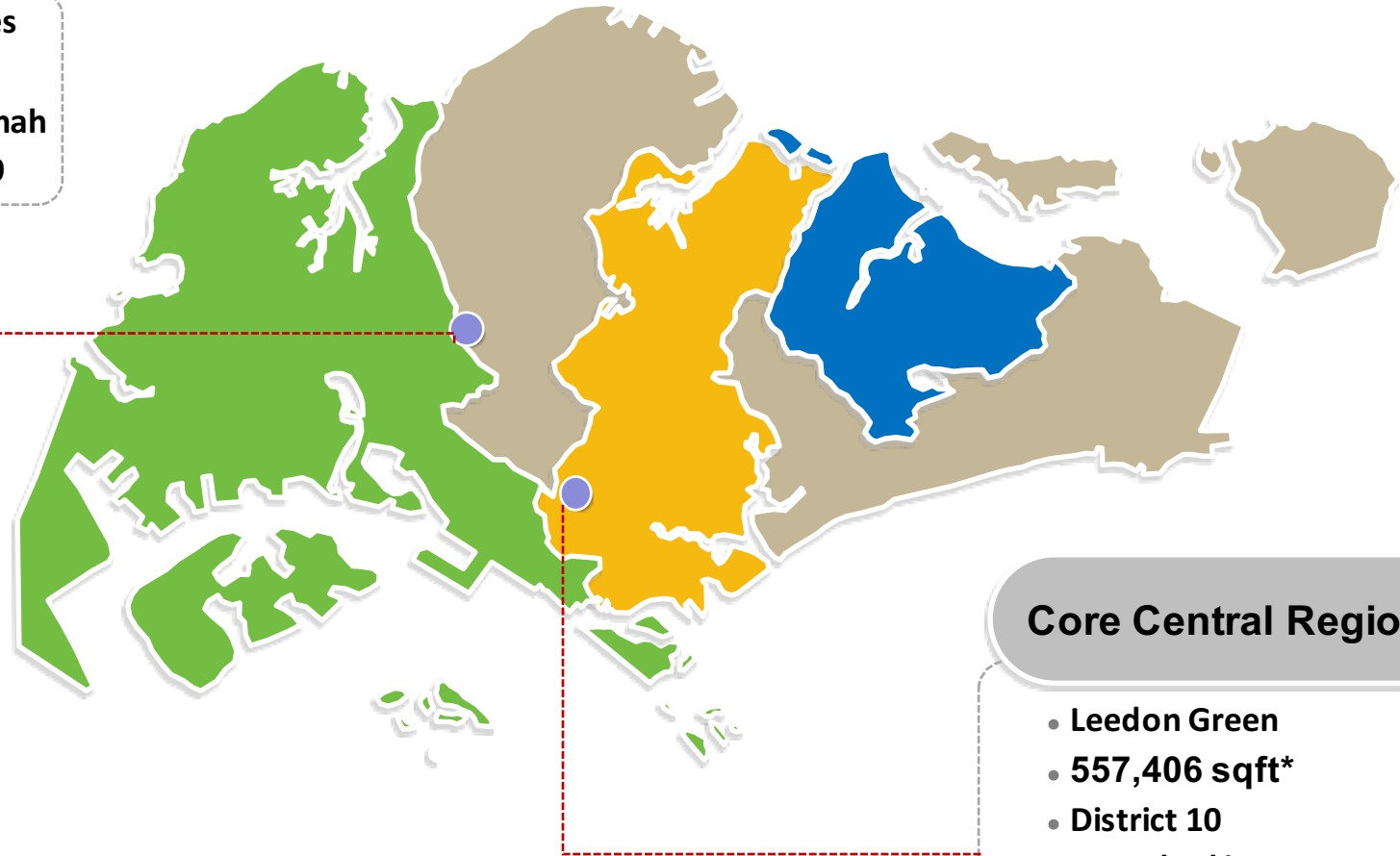
Geographic Coverage

Residential development in Singapore



Dairy Farm Area

- Dairy Farm Residences
- 444,129 sqft*
- Off Hillview/Bukit Timah
- Launched in Nov 2019



Core Central Region

- Leedon Green
- 557,406 sqft*
- District 10
- Launched in 1Q 2020

*approximate GFA based on plot ratio

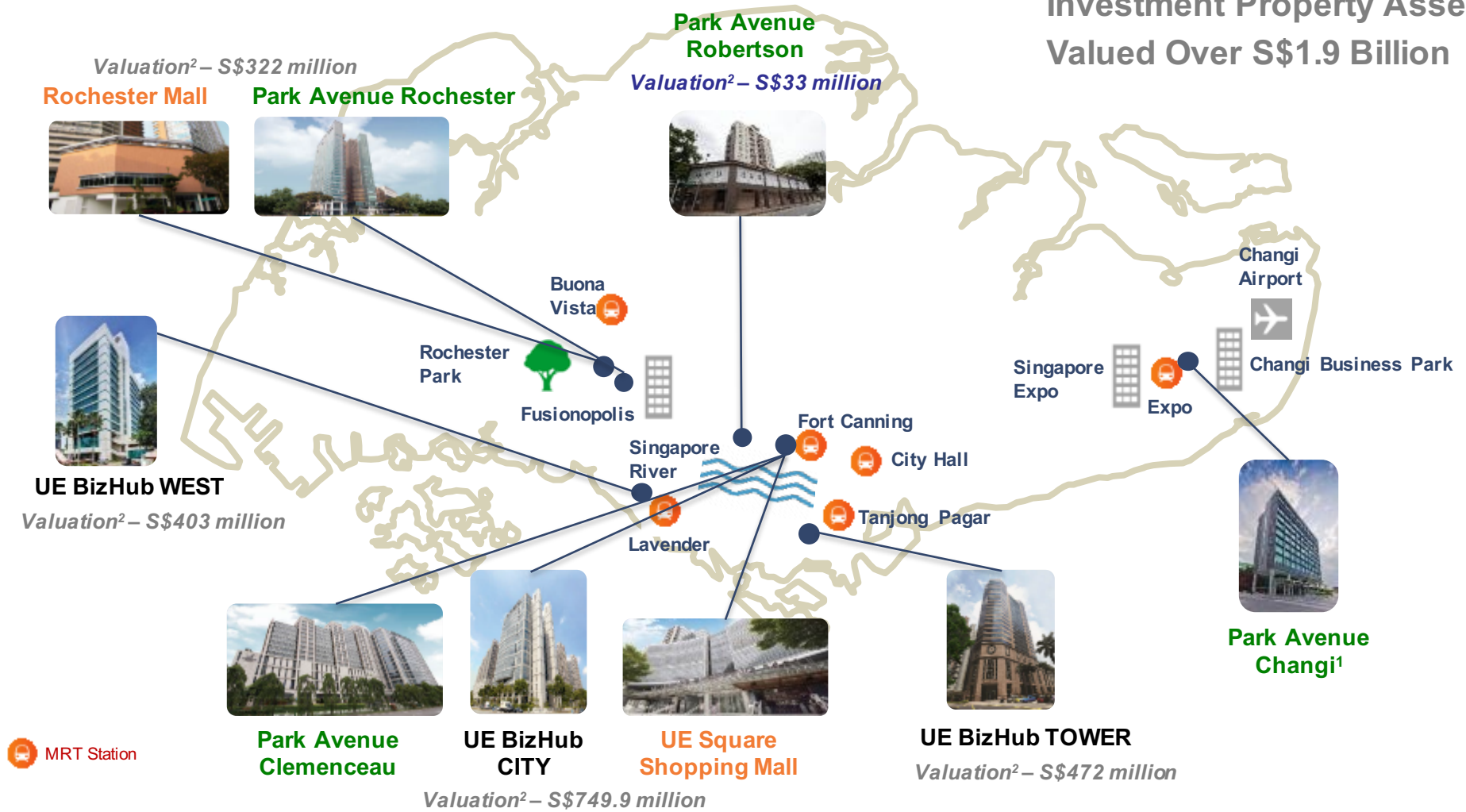


Geographic Coverage

Investment Property Portfolio in Singapore



Investment Property Assets
Valued Over S\$1.9 Billion



1. The Group divested *UE BizHub EAST* in November 2013 but continues to operate the business hotel and serviced offices business under *Park Avenue Changi*.
2. Valuation as at 31 December 2019.



Development Strategies

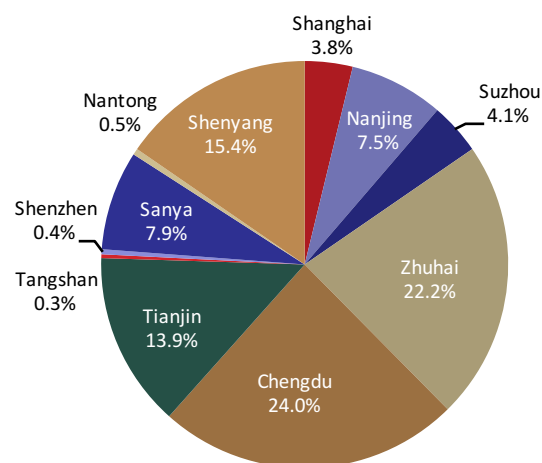
Growth of business across PRC high-growth cities



- Increase the market share in cities where Yanlord already has established a superior brand name
- Expand into new cities within the 6 regions where Yanlord is currently in
- Existing land bank sustainable for development in each of these cities for approx. 5 years
- Future projects will be more diversified in terms of development type and geographical reach

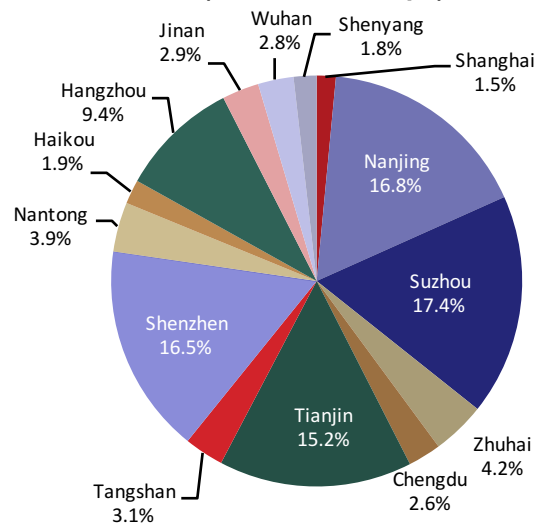
Completed projects²

(1.035 million sqm¹)



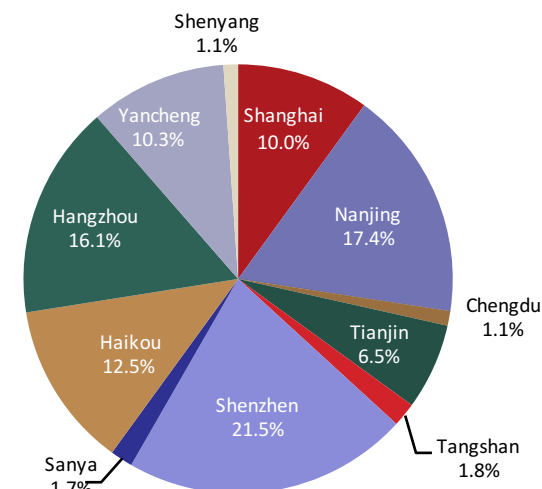
Projects under development²

(5.435 million sqm)



Land bank: Future development²

(2.696 million sqm)



Residential and Commercial	405,861 sqm
Investment	481,201 sqm
Fixed Assets	147,678 sqm

Residential and Commercial	5,260,149 sqm
Investment	174,943 sqm

Residential and Commercial	2,695,617 sqm
Investment	-

Note:

1. The group has completed 10.047 million sqm out of which 1.035 million sqm are GFA completed and retained as investment properties, fixed assets or yet to be sold/delivered to customers.
2. Contains projects being held under associates or joint ventures.



New Launches of Property for Sale in 1Q 2020



We expect to launch the following new projects and new batches of existing projects in 1Q 2020:

- **Hangzhou**
 - Yanlord Riverside Gardens
- **Jinan**
 - Yanlord Century Plaza
- **Nantong**
 - Yanlord Gardens (Phase 2)
- **Suzhou**
 - Canal Times
- **Zhuhai**
 - Yanlord Marina Peninsula Gardens (Phase 3)



Project Showcase

- Canal Times (Suzhou)



Project Showcase

- Yanlord Phoenix Hill (Nanjing)



Project Showcase

- Yanlord Riverside Gardens (Hangzhou)



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