YANLORD LAND GROUP LIMITED (Z25.SI) 仁恒置地集团有限公司 FY 2023 Annual General Meeting 29 April 2024







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- ESG Highlights & Achievements



Key Figures for FY 2023









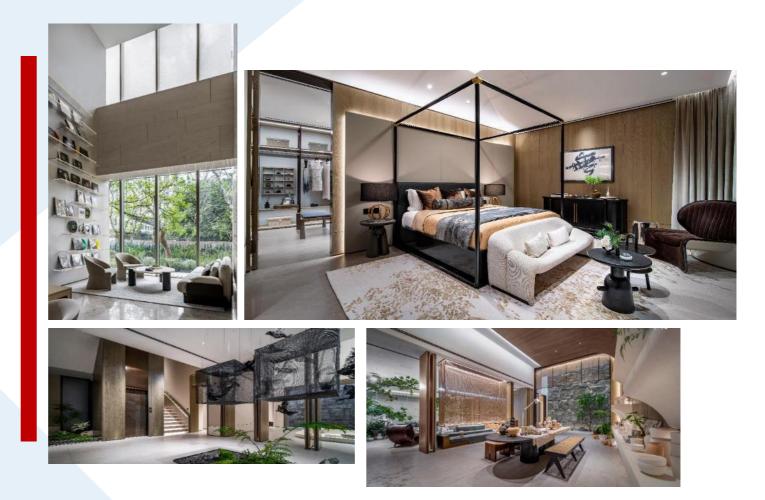
Key Figures for FY 2023



- □ For the financial year ended 31 December 2023 ("FY 2023"), the revenue of Yanlord Land Group Limited ("Company" and together with its subsidiaries, "Group" or "Yanlord") was RMB43.395 billion, an increase of 51.1% compared to the financial year ended 31 December 2022 ("FY 2022")
- For FY 2023, income from property development, property investment and hotel operations, property management and other non-properties businesses of the Group increased by 54.3%, 32.1%, 25.4% and 35.4% to RMB38.138 billion, RMB1.747 billion, RMB1.253 billion and RMB2.257 billion, respectively compared to FY 2022
- Gross profit increased by 6.9% to RMB8.287 billion in FY 2023 with gross profit margin decreased by 7.9 percentage points to 19.1%
- The Group reported a loss for the year of RMB722 million and a loss attributable to owners of the Company of RMB934 million in FY 2023, mainly due to increase in fair value loss on investment properties, write-down of completed properties for sale and properties under development for sale and net impairment losses on financial assets
- For FY 2023, the Group together with its joint ventures and associates' total contracted pre-sales from residential and commercial units, and car parks was approximately RMB32.352 billion, a decrease of 52.5%, on a total contracted gross floor area ("GFA") of 1,237,468 square metres ("sqm"), a decrease of 13.7% compared to FY 2022 respectively. As at December 31, 2023, accumulated property contracted pre-sales pending recognition in 2024 and beyond was RMB68.212 billion on a total GFA of approximately 2.0 million sqm
- The Group's total debt decreased by 26.4% to RMB33.437 billion with cash and cash equivalents of RMB13.007 billion, net gearing ratio of the Group decreased by 7.8 percentage points to 46.7% as at December 31, 2023, compared to last financial year end



Key Financial Highlights



Statement of Profit or Loss



(RMB million)	FY 2023	FY 2022	% Change
Revenue	43,395	28,712	51.1
Cost of sales	(35,108)	(20,960)	67.5
Gross profit	8,287	7,752	6.9
Gross profit margin (%)	19.1%	27.0%	(7.9ppt)
Other operating income and other gains	425	1,139	(62.7)
Fair value loss on investment properties	(533)	(171)	211.5
Selling expenses	(688)	(590)	16.7
Administrative expenses	(1,342)	(1,642)	(18.3)
Net impairment losses on financial assets	(1,062)	(466)	128.2
Other operating expenses	(695)	(27)	2,495.4
Finance cost	(1,296)	(1,132)	14.5
Share of loss of associates	(91)	(103)	(11.4)
Share of profit of joint ventures	48	687	(93.1)
Profit before income tax	3,053	5,449	(44.0)
Income tax	(3,776)	(2,579)	46.4
(Loss) Profit for the year	(722)	2,870	NM ¹
(Loss) Profit attributable to owners of the Company	(934)	1,533	NM ¹
Basic and diluted (loss) earnings per share ² (RMB cents)	(48.34)	79.34	NM ¹

Notes:

Not meaningful
 Based on adjusted weighted average number of shares on a fully diluted basis

Revenue and Segment Analysis in FY 2023

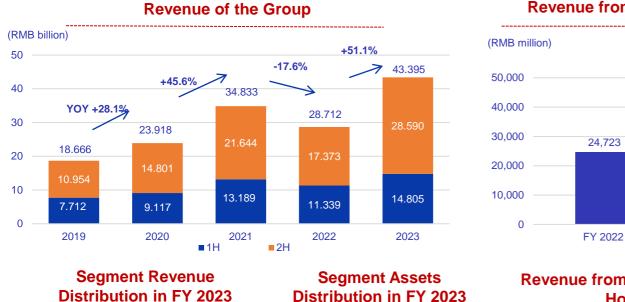
Others

12.5%

Property

61.8%





Property

management

0.6%

Property

investment and

hotel operations

25.1%

Property

management

2.9%

Property

investment

and hotel operations

4.0%

Others

5.2%

Property

development

87.9%

Revenue from Property Development

+54.3%

38,138

FY 2023

Revenue from Property Management

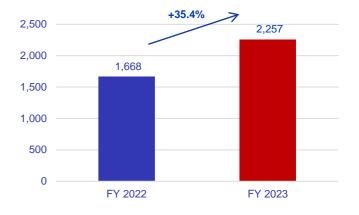


Revenue from Property Investment and Hotel Operations



Revenue from Others

(RMB million)



Property Sales Delivered Contribution Analysis A total of 1.468 million sqm delivered in 2023

City	GFA (sqm)/(Unit)	Average Selling Price ("ASP") (RMB/sqm)/ (RMB/Unit)	Gross Sales Amount ¹ (RMB million)
Shanghai	178,804	106,647	19,069
Nanjing	143,997	29,498	4,248
F Nanjing	48,364	64,648	3,127
Shanghai	77,191	31,746	2,451
Yancheng	105,314	20,055	2,112
Haikou	79,137	15,823	1,252
Taicang	52,010	23,317	1,213
Chengdu	60,015	12,504	750
Nanjing	11,616	48,873	568
Nanjing	35,752	12,998	465
Various	91,250	28,329	2,585
Various	883,450	42,833	37,840
Various	4,015 units	107,254	431
Various	584,764	26,343	15,405
Various	6,005 units	118,019	708
All All	1,468,214 10,020 units	36,265 113,705	53,245 1,139
	Shanghai Nanjing Nanjing Shanghai Shanghai Shanghai Haikou Haikou Chengdu Chengdu Nanjing Nanjing Various Various Various Various	City(sqm)/(Unit)Shanghai178,804Nanjing143,997Nanjing143,997Nanjing48,364Shanghai77,191Yancheng105,314Haikou79,137Taicang52,010Chengdu60,015Nanjing11,616Nanjing35,752Various883,450Various584,764Various584,764All1,468,214	City GFA (sqm)/(Unit) Selling Price ("ASP") (RMB/sqm)/ (RMB/Unit) Shanghai 178,804 106,647 Nanjing 143,997 29,498 Nanjing 48,364 64,648 Shanghai 77,191 31,746 Yancheng 105,314 20,055 Haikou 79,137 15,823 Taicang 52,010 23,317 Chengdu 60,015 12,504 Nanjing 11,616 48,873 Nanjing 35,752 12,998 Various 883,450 42,833 Various 584,764 26,343 Various 584,764 26,343 Various 6,005 units 118,019 All 1,468,214 36,265

Note:

1. Before deduction of sales related tax.



Yanlord Arcadia, Shanghai 仁恒海上源, 上海



Riverbay Century Gardens, (Phase 2): Land Parcel F, Nanjing 江湾世纪花园,二期:二标,南京



Yanlord Riverside Gardens (Phase 1), Yancheng 仁恒河滨花园,一期, 盐城



Yanlord Central Lake (Phase 1), Taicang 仁恒时代天镜,一期,太仓



Yanlord Hub City, Nanjing 城市星徽名苑,南京



Moons Villa, Shanghai 仁恒·海明院,上海



Yanlord Gardens (Phase 1), Haikou 仁恒滨江园,一期,海口



Majestive Mansion, Nanjing 海和院,南京





Property Sales Recognition Analysis

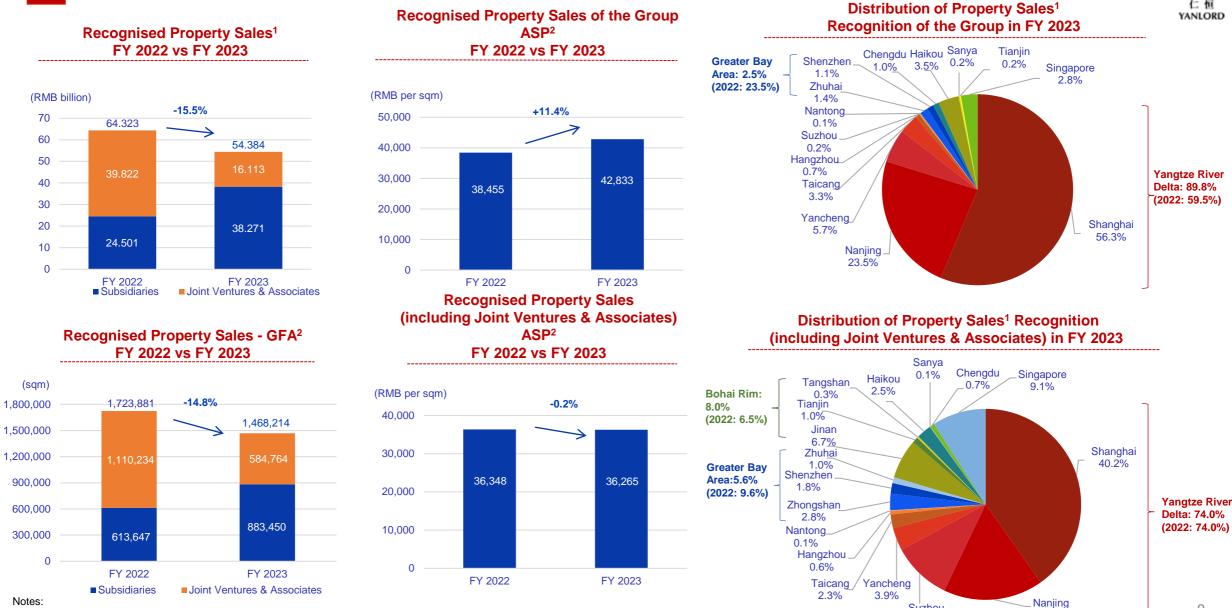


9

Suzhou

10.0%

16.9%



1. Including car parks, before deduction of sales related tax

2. Excluding car parks

Financial Position



(RMB million)	As at 31 Dec 2023	As at 31 Dec 2022	% Change
Total assets	154,734	189,066	(18.2)
Current assets	97,957	134,386	(27.1)
Non-current assets	56,777	54,680	3.8
Total liabilities	110,995	143,715	(22.8)
Current liabilities	81,099	109,536	(26.0)
Contract liabilities	33,384	55,836	(40.2)
Non-current liabilities	29,897	34,179	(12.5)
Cash and cash equivalents	13,007	20,696	(37.2)
Total debt	33,437	45,413	(26.4)
Senior notes	6,070	8,365	(27.4)
Bank and other borrowings	23,945	34,549	(30.7)
Loan from non-controlling shareholders	3,422	2,500	36.9
Net debt	20,430	24,717	(17.3)
Total equity (Including NCI ¹)	43,739	45,351	(3.6)
Net gearing ratio (%)	46.7%	54.5%	(7.8ppt)
Net asset value per share (RMB)	17.77	18.10	(1.8%)
Average cost of borrowings	5.6%	5.0%	0.6ppt

Note: 1. Non-controlling interests ("NCI")





Debt Maturity Profile as at 31 Dec 2023

(RMB million)	1 Year	>1 to<2	>2 to <5	>5	As at 31 Dec 2023		
Bank and other loa	Total						
RMB	5,629	3,614	4,174	5,734	19,151		
USD	-	34	1,337	-	1,371		
SGD	1,025	842	1,075	-	2,942		
AUD	26	2	4	-	32		
HKD	-	-	449	-	449		
Sub-total	6,680	4,492	7,039	5,734	23,945		
Senior notes							
2024 USD400 ¹	2,548	-	-	-	2,548		
2026 USD500	-	-	3,522	-	3,522		
Sub-total	2,548	-	3,522	-	6,070		
Amount due to NCI (Non controlling shareholders of subsidiaries)							
RMB	1,388	697	1,337	-	3,422		
Sub-total	1,388	697	1,337	-	3,422		
Grand-total	10,616	5,189	11,898	5,734	33,437		

Debt Maturity Profile as at 31 Dec 2023

(RMB million)	As at 31 Dec 2023	As at 31 Dec 2022	% Change				
Amount repayable in one year or less, or on demand:							
Secured	3,675	7,980	-53.9%				
Unsecured	6,941	8,641	-19.7%				
Sub-total	10,616	16,621	-36.1%				
Amount repayable	after one year:						
Secured	14,461	15,788	-8.4%				
Unsecured	8,360	13,004	-35.7%				
Sub-total	22,821	28,792	-20.7%				
Total debt	33,437	45,413	-26.4%				

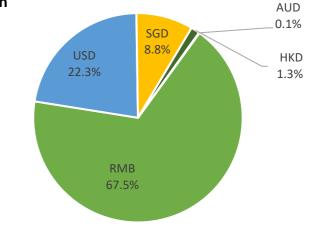
Senior Notes

Senior Notes	Tenor	Coupon Rate	Issued Date	Maturity Date	Status
2023 USD350m	5	6.75%	23.4.2018	23.4.2023	Repaid in 2023
2024 USD400m ¹	4.5	6.8%	27.8.2019	27.2.2024	Repaid on 27.2.2024
2026 USD500m (Green Notes)	5	5.125%	20.5.2021	20.5.2026	Outstanding

Note:

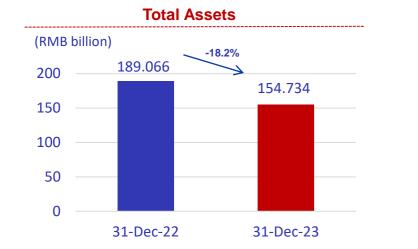
 The Group has since repurchased and cancelled an aggregate principal amount of approximately US\$40 million of its 6.80% Senior Notes due 2024 ("2024 Notes"), representing nearly 10.0% of the total principal amount of the 2024 Notes at the time of initial listing. The outstanding principal amount of the 2024 Notes of approximately US\$360 million has been repaid on February 27, 2024.



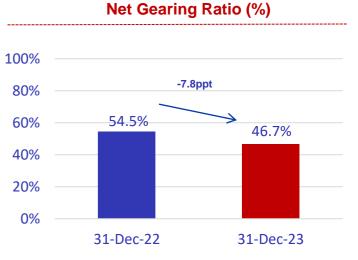


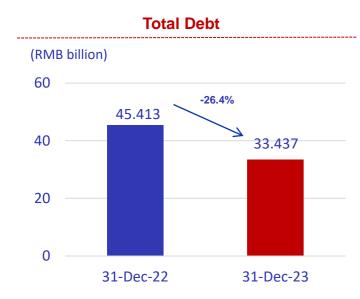
Healthy Financial Management

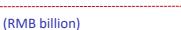


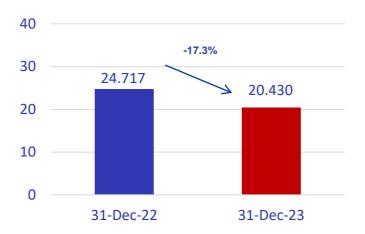












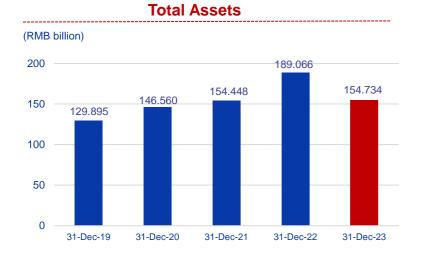
Net Debt



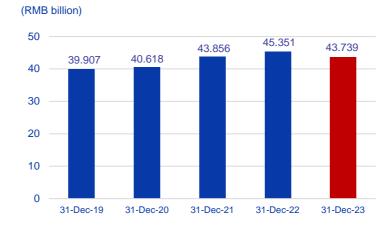


Five Years Credit Metrics



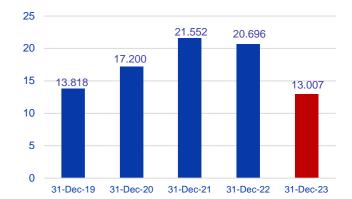


Total Equity (Including NCI)



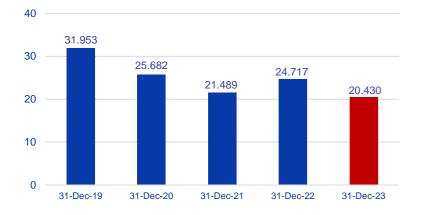
Cash and Cash Equivalents





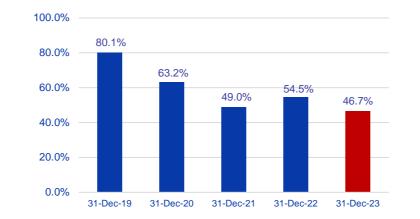
Total Debt / Capitalisation¹ (%)

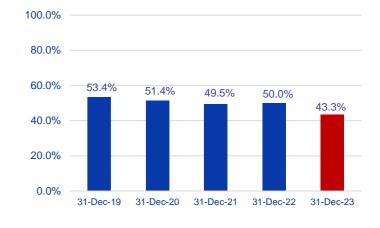
(RMB billion)



Net Debt

Net Gearing Ratio (%)



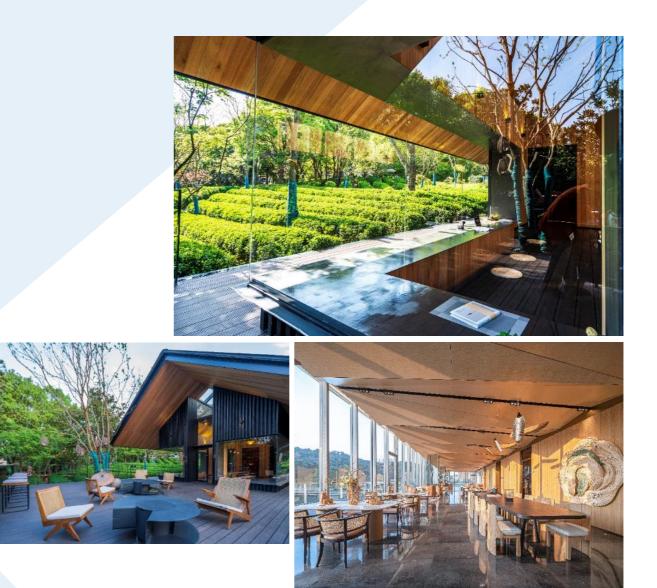


Note: 1. Capitalisation equals to the sum of total equity (including NCI) and total debt



Business Operation Highlights

 Property Pre-sales, Property Development, Land Acquisitions, Landbank and Development Strategies





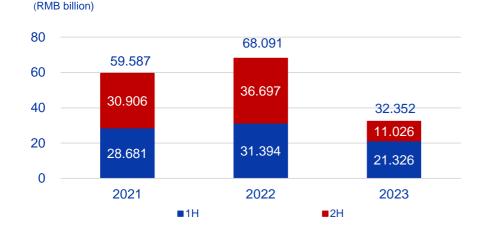
Total Property Contracted Pre-sales FY 2021 to FY 2023



Project management business bearing the "Yanlord" brand name

Property contracted pre-sales of the Group together with its joint ventures and associates

Property Contracted Pre-sales of the Group together with its Joint Ventures and Associates 1H vs 2H

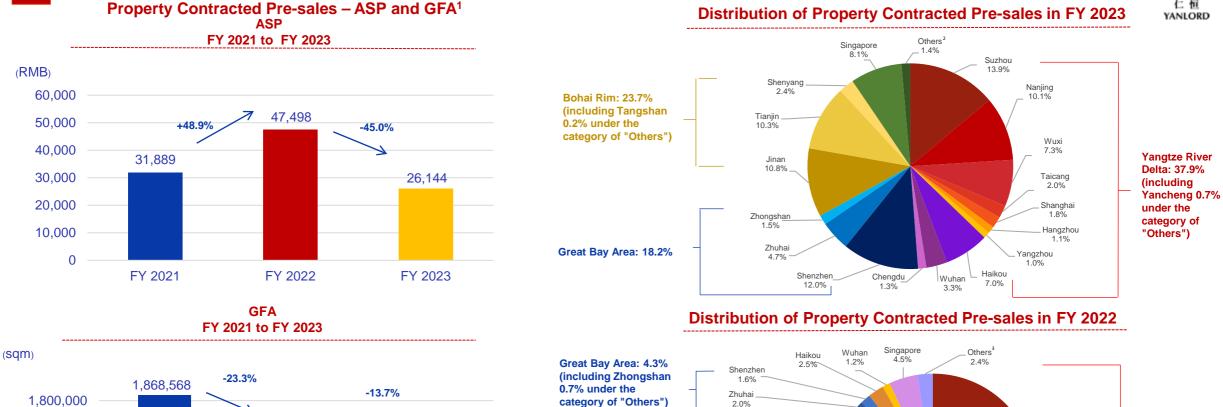


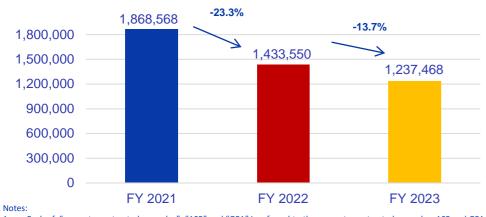
	Propert		Pre-sales Perf vs FY 2023	ormance	f YAJ
Period	2022 (RMB billion)	Quarter (RMB billion)	2023 (RMB billion)	Quarter (RMB billion)	YoY Change
Property contracted	pre-sales of the C	Group together w	vith its joint ventu	ires and associates	S
January	9.807		0.905		-90.8%
February	1.069		3.667		+243.0%
March	5.335	16.211	3.557	8.129	-33.3%
April	1.470		4.220		+187.1%
Мау	1.135		6.101		+437.5%
June	12.578	15.183	2.876	13.197	-77.1%
July	5.435		1.634		-69.9%
August	7.893		1.564		-80.2%
September	9.344	22.672	1.568	4.766	-83.2%
October	4.077		2.054		-49.6%
November	3.824		1.088		-71.5%
December	6.124	14.025	3.118	6.260	-49.1%
Total	68.091		32.352		-52.5%
Subscription sales of property contracted	· · · · ·	ether with its joi	nt ventures and	associates yet to	be turned into
As at 31 December 20)23			R	MB1.997 billion
Contracted pre-sales business bearing the			projects under t	he Group's projec	t management
January to December	9.600		1.584		-83.5%

*YoY: Year-over-Year

Property Contracted Pre-sales of the Group together with its Joint Ventures and **Associates**



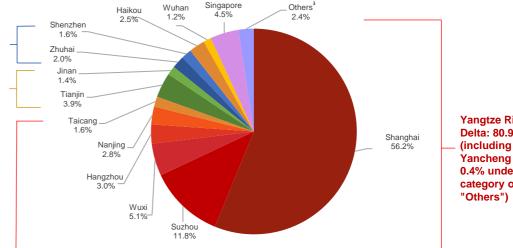




Each of "property contracted pre-sales", "ASP" and "GFA" is referred to the property contracted pre-sales, ASP and GFA of the Group together 1. with its joint ventures and associates respectively.

Others: Yancheng, Sanya and Tangshan in the People's Republic of China ("PRC") and Malaysia. 2

3. Others: Zhongshan, Yancheng, Chengdu, Shenyang and Tangshan in the PRC. category of "Others") Bohai Rim: 6.3% (including Shenyang 0.9%, and Tangshan 0.1% under the category of "Others")



Yangtze River Delta: 80.9% 0.4% under the category of

Top Ranked Property Contracted Pre-sales Projects in FY 2023





Riverside City, Jinan 铁恒河滨园、铁恒河滨府,济南



Yanlord Four Seasons The Park 3, Shenzhen 四季雅园,深圳



Yanlord Gardens, Haikou 仁恒滨江园,海口



Riverbay Century Gardens, Nanjing 江湾世纪花园,南京



Star Century, Tianjin 恒美雅苑,天津



河滨雅园,苏州



Lan Virtuoso, Suzhou 桃溪澜园,苏州



Yilu Gardens, Tianjin 依潞花园,天津



Central Lake, Wuxi 星湖雅园,无锡



仁恒滨海湾花园, 珠海



Yanlord The Great Bay, Zhuhai



The Yangtze Garden, Wuhan 仁恒滨江园,武汉



Yanlord on the Park, Shenyang 仁恒公园世纪,沈阳



Yanlord Reverie Park, Shenzhen

仁恒芯梦公园,深圳

仁恒·叙澜庭,苏州



Lantern, Suzhou 澜庭, 苏州



Yanlord Central Lake, Taicang 仁恒时代天镜,太仓



Yanlord International Apartments. Tower A, Nanjing 仁恒国际公寓, A栋, 南京



Yanlord Century Mansion, Shenzhen 仁恒世纪大厦,深圳



Majestive Mansion, Nanjing 海和院,南京



Four Seasons Park, Zhongshan 星月万像花苑,中山





THE ALTSTADT, Wuxi 耕渎锦绣院,无锡



Majestic Mansion, Wuxi 海和清舒院,无锡



Hangzhou Bayfront Isle, Hangzhou 前湾,杭州



Park In City, Yangzhou 江湾茗湖雅园, 扬州



Yanlord Reverie Apartments, Shenzhen 仁恒梦公寓,深圳



Stream In Cloud, Chengdu 溪云居,成都



Yanlord Elegant Villa, Wuhan

仁恒西湖山居, 武汉

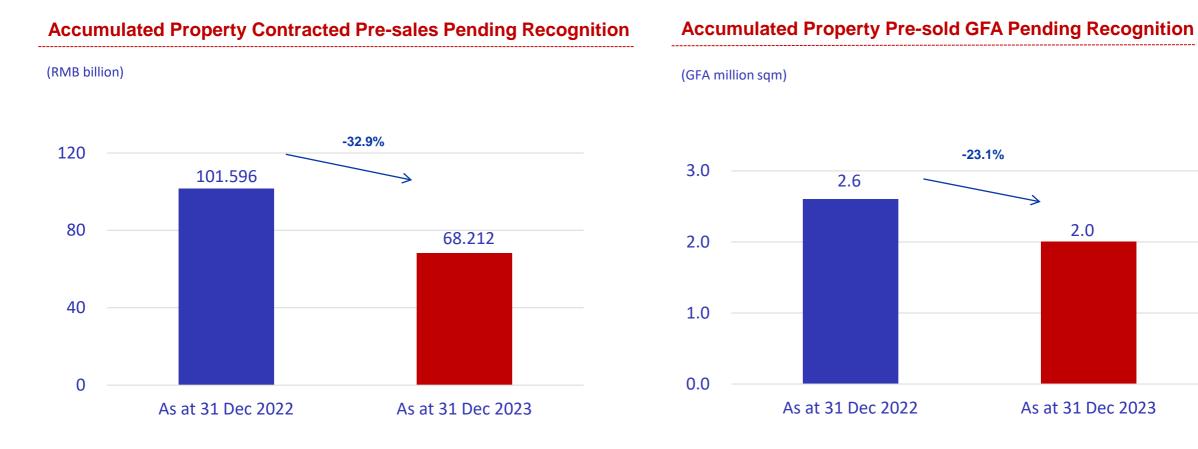
Yanlord Marina Peninsula Gardens, Zhuhai 17 仁恒滨海半岛花园, 珠海





Accumulated Property Contracted Pre-sales Pending Recognition of the Group together with its Joint Ventures and Associates





As at 31 December 2023:

- Accumulated property contracted pre-sales pending recognition: RMB68.212 billion
- Total pre-sold GFA was approximately 2.0 million sqm



Yangtze River Delta

Suhe Century, Shanghai 晋元华庭,上海 Yanlord Phoenix Hill (Phase 1), Nanjing 凤凰山居,一期,南京 SKY LAND, Nanjing 城市星皓雅园,南京 The Times Garden, Nanjing 江和花园,南京 Nanjing Jiangning No. 2022G93 Land, Nanjing 南京江宁2022G93 号地块,南京 STARRY BAY, Suzhou 滨湖湾,苏州 Yanlord PRELAND (Phase 1), Suzhou 仁恒·叙澜庭,一期,苏州 XI TANG, Suzhou 溪棠四季花园,苏州 Marina One, Wuxi 清源听澜居,无锡 Tang Song, Wuxi 山棠雅园,无锡 THE ALTSTADT (Phase 1), Wuxi 耕渎锦绣院,一期,无锡 RIVER PARK, Nantong 仁恒·紫琅世纪,南通 Park In City, Yangzhou 江湾茗湖雅园,扬州

Bohai Rim

Star Century, Tianjin 恒美雅苑, 天津 Yilu Gardens, Tianjin 依潞花园, 天津

Hainan

Yanlord Gardens (Phase 2), Haikou 仁恒滨江园, 二期,海口 PUTTING LAND (Phase 1), Haikou 长天云汀,一期,海口

Greater Bay Area

Yanlord The Great Bay (Phase 1 and 2), Zhuhai 仁恒滨海湾花园,一及二期,珠海

Central China

Yanlord Elegant Villa, Wuhan 仁恒西湖山居,武汉

Western China

Stream In Cloud (Phase 3), Chengdu 溪云居,三期,成都



XI TANG, Suzhou 溪棠四季花园,苏州



Yanlord The Great Bay, Zhuhai 仁恒滨海湾花园,珠海



The Times Garden, Nanjing 江和花园,南京



PUTTING LAND, Haikou 长天云汀,海口



In FY 2023, the Group together with its joint ventures and associates have commenced 14 new developments, with a total GFA of approximately 1,469,000 sqm.







SUNLAND, Nantong 溪棠雅园, 南通

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interior and a second and a second second	A	H & THURS	
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STARRY BAY, Suzhou 滨湖湾,苏州

New Land Acquisitions in FY 2023:

- Total Land Cost: RMB6.805 billion
- Average Land Cost: RMB12,768 per sqm
- Attributable Land Cost: RMB1.309 billion

City	Project Name	GFA (sqm)	Attributable Interest As at 31 Dec 2023	Total Land Cost RMB billion	Land Acquisition Methods
Haikou	PUTTING LAND 长天云汀	242,000	50%	2.054	Collaboration and acquisition
Suzhou	STARRY BAY 滨湖湾	142,000	10%	2.399	Collaboration and acquisition
Suzhou	XI TANG 溪棠四季花园	116,000	2%	1.843	Collaboration and acquisition
Wuxi	Wuxi No. XDG-2023-2 Land 锡国土(经)XDG-2023-2 号地块	33,000	1%	0.509	Collaboration and acquisition
2023		533,000		6.805	

仁恒 NLORD

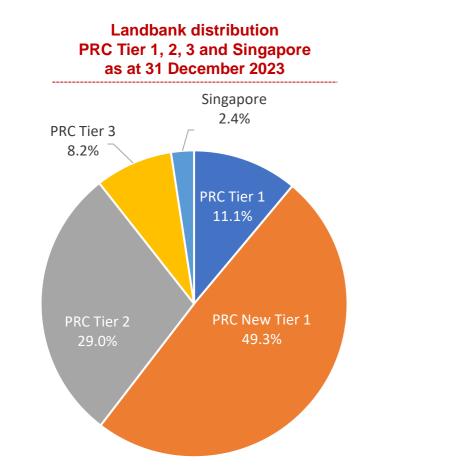
- Have presence in 20 cities in the PRC and Singapore with a total GFA of 8.197 million sqm
- Expand into new cities within the 6 major economic regions of the PRC



Notes:

- 1. Contains projects held under associates or joint ventures.
- The Group together with its joint ventures and associates held a total GFA of 1.900 million sqm, including completed properties that retained as investment properties or fixed assets, and GFA completed but yet to be sold/delivered to customers.
- 3. Others including Hangzhou, Jinan, Nantong, Taicang and Tangshan in the PRC, as well as Kuala Lumpur in Malaysia.

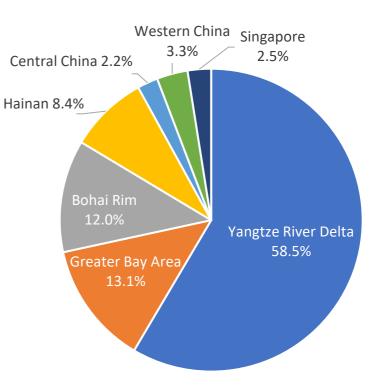




Notes:

- 1. Cities are classified based on the list of tiered Chinese cities on baike.baidu.com.
- 2. PRC Tier 1: Shanghai and Shenzhen.
- 3. PRC New Tier 1: Chengdu, Hangzhou, Nanjing, Shenyang, Suzhou, Taicang, Tianjin and Wuhan.
- 4. PRC Tier 2: Haikou, Jinan, Nantong, Wuxi, Zhongshan and Zhuhai.
- 5. PRC Tier 3: Sanya, Tangshan, Yancheng and Yangzhou.







Business Operation Highlights

 Property Investment and Hotel Operations



Singapore Portfolio





Investment Property Portfolio in the PRC





Yanlord Landmark, Chengdu 仁恒置地广场,成都 Office & Retail Total GFA: 114,853 sqm



Yanlord Landmark, Nanjing 仁恒置地广场,南京 • Office, Retail & Serviced Apartment

Total GFA: 120,080 sqm



Yanlord Marina Centre, Zhuhai 仁恒滨海中心,珠海 • Office & Retail

• Total GFA: 42,974 sqm



Orchard Summer Palace, Shenyang 夏宫城市广场, 沈阳

- Retail Mall
- Total GFA: 30,379 sqm





Yanlord Riverside Plaza, Tianjin 仁恒海河广场,天津

- Office, Retail Mall & Commercial Street
- Total GFA: 159,807 sqm



Riverbay Gardens, Community Center, Suzhou 江湾雅园, 仁恒里, 苏州



Hangzhou Bay (Phase 2), Community Center, Hangzhou 前湾,二期,友时光,杭州



Yanlord Begonia Park (Phase 2), Community Center, Haikou 海棠公园,二期,仁恒里,海口







Soft-opening of Suzhou Cangjie Commercial Plaza in September 2023







Hospitality Property Portfolio in the PRC



Grand ParcVue Hotel Residence, Chengdu 成都仁恒格蓝柏薇酒店公寓

- Serviced Apartment (360 rooms)
- Total GFA: 50,902 sqm



InterContinental Zhuhai 珠海仁恒洲际酒店

- No. of rooms: 324
- Total GFA: 58,559 sqm



- No. of rooms: 404
- Total GFA: 79,264 sqm



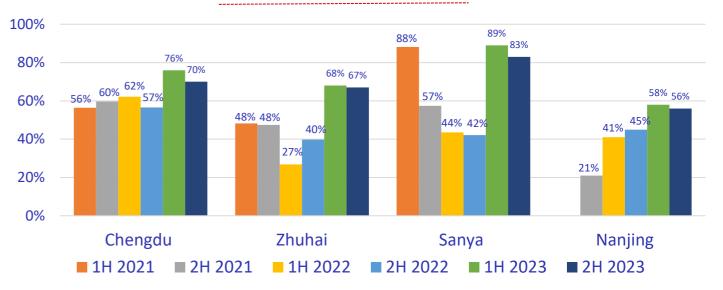


Yanlord Viale Hotel, Tianjin 天津仁恒微乐酒店

- No. of rooms: 94
 Total OFA: 5 (42 or
- Total GFA: 5,612 sqmSoft opening in April 2023



Occupancy Rate¹



Yanlord ParcVue, Nanjing 南京仁恒柏薇酒店公寓,南京 Serviced Apartment (260 rooms)

• Total GFA: 21,031 sqm



Business Operation Highlights

- Property Management Services
- Non-Property Businesses

ESG Highlights & Achievements



Property Management Services and Non-Property Businesses (including Engineering, Distribution and Manufacturing in Singapore, Australia and United Kingdom)





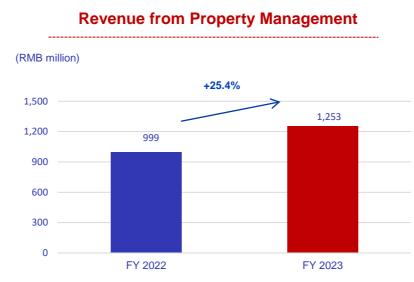
Property Management (Including self owned and out resourced projects) As at 31 Dec 2023

- Total contracted projects: 137 projects under management and 58 reserve projects
- Total contracted GFA: approximately 25.3 million sqm under management, with another approximately 10.2 million reserved
- Total households: approximately 122,923 units

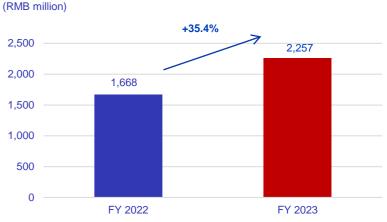








Revenue from Others



30





RATING ACTION DATE: August 04, 2023

Big Cap Mid Cap Mid Cap Small Cap Surregener Limited Surregener Limited Mid Cap Surregener Limited Mid Cap Surregener Limited Mid Cap Surregener Limited Surregener Limited Mid Cap

Singapore Corporate Sustainability Award

ESG Rating history



Yanlord's MSCI ESG rating was upgraded for the 4th consecutive year. In August 2023, the rating was upgraded to A.

In 2023, Yanlord was awarded the Singapore Corporate Sustainability Award in the Big Cap category in Singapore's Investor Choice.





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Thank You

YANLORD LAND GROUP LIMITED 仁恒置地集团有限公司