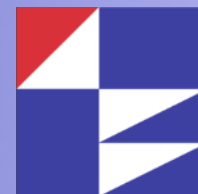




仁恒置地集团 YANLORD LAND GROUP LIMITED

2Q and 1H 2018 Results Presentation



仁恒
YANLORD





Yanlord 2Q and 1H 2018 Business Review



Yanlord 2Q and 1H 2018 Business Review



- Underscored by healthy market demand for the Group's quality developments in the PRC, recognised revenue for the period increased 125.9% to RMB9.663 billion in 2Q 2018 from RMB4.277 billion in 2Q 2017. The growth in revenue was attributable to a significant increase in gross floor area ("GFA") delivered to customers to 363,572 square metre ("sqm") in 2Q 2018 from 127,951 sqm in 2Q 2017.
- In-line with the greater recognised revenue of the Group, gross profit rose 110.8% to RMB3.831 billion in 2Q 2018 as compared to RMB1.817 billion in 2Q 2017. Net profit attributable to owners of the Company similarly rose approximately **219.6%** to RMB1.478 billion in 2Q 2018 from RMB462.5 million in 2Q 2017.
- Demand for quality developments in the Group's core markets continue to drive sales, accumulated pre-sales pending recognition as at 30 June 2018 stood at RMB14.199 billion with advances received for pre-sale of properties amounting to approximately RMB11.522 billion.



Yanlord 2Q and 1H 2018 Business Review



- Recognised revenue in 1H 2018 rose 59.0% to RMB16.851 billion led by higher average selling price (“ASP”) achieved and GFA delivered to customers in 1H 2018 over the same period in 2017. Underscored by the delivery of higher profit margin projects during the period, gross profit in 1H 2018 rose **58.5%** to **RMB7.835 billion** while gross profit margin for 1H 2018 remained at approximately 46.5% as compared to 1H 2017. Reflecting the increase in 1H 2018 revenue, net profit attributable to owners of the Company similarly rose 62.9% to RMB2.275 billion in 1H 2018 as compared to 1H 2017.
- Attributable to the Group’s prudent financial policies, Yanlord continues to maintain a healthy financial position with cash and cash equivalents of RMB11.807 billion as at 30 June 2018. Fully diluted earnings per share in 1H 2018 rose 63.5% to 117.80 Renminbi cents as compared to 72.05 Renminbi cents in 1H 2017. Underscored by the Group’s land acquisition strategy in 1H 2018, net debt to total equity gearing ratio stood at 78.3% as at 30 June 2018.
- Yanlord remains confident about its future performance, driven by continued sales of its developments and larger proportion of pre-sales recognition in subsequent periods.





Key Financial Highlights



Statement of Profit or Loss – 2Q 2018 VS 2Q 2017



	2Q 2018	2Q 2017	% Change
GFA delivered (sqm)	363,572	127,951	184.1
ASP (RMB/ sqm)	25,648	28,494	(10.0)
Revenue (RMBm)	9,663.1	4,277.1	125.9
Cost of sales (RMBm)	(5,832.2)	(2,459.9)	137.1
Gross profit (RMBm)	3,830.9	1,817.2	110.8
Gross profit margin (%)	39.6	42.5	(2.9) ppt
Profit before income tax (RMBm)	3,603.9	1,530.2	135.5
Income tax (RMBm)	(1,585.2)	(882.4)	79.6
Profit for the period (RMBm)	2,018.7	647.8	211.6
Net profit margin (%)	20.9	15.1	5.8 ppt
Profit attributable to owners of the Company (RMBm)	1,478.2	462.5	219.6
Net attributable profit margin (%)	15.3	10.8	4.5 ppt
Basic earnings per share ¹ (RMB cents)	76.53	23.88	220.5

Note:

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



Statement of Profit or Loss – 1H 2018 VS 1H 2017



	1H 2018	1H2017	% Change
GFA delivered (sqm)	447,438	286,329	56.3
ASP (RMB/ sqm)	35,868	33,940	5.7
Revenue (RMBm)	16,851.1	10,598.4	59.0
Cost of sales (RMBm)	(9,015.7)	(5,655.3)	59.4
Gross profit (RMBm)	7,835.3	4,943.1	58.5
Gross profit margin (%)	46.5	46.6	(0.1) ppt
Profit before income tax (RMBm)	7,297.4	4,515.5	61.6
Income tax (RMBm)	(3,482.6)	(2,400.0)	45.1
Profit for the period (RMBm)	3,814.8	2,115.5	80.3
Net profit margin (%)	22.6	20.0	2.6 ppt
Profit attributable to owners of the Company (RMBm)	2,275.3	1,396.6	62.9
Net attributable profit margin (%)	13.5	13.2	0.3 ppt
Basic earnings per share ¹ (RMB cents)	117.80	72.05	63.5

Note:

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



Financials – Snapshot as at 30 June 2018



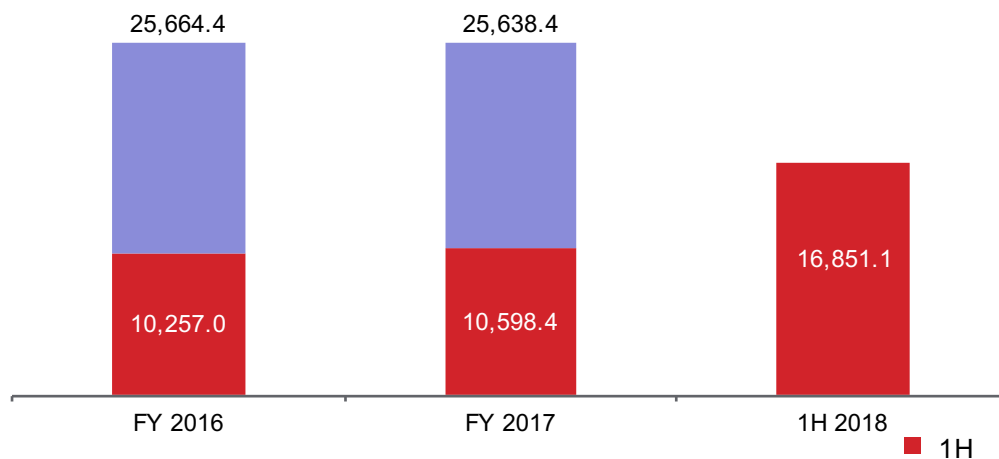
	As at 30 Jun 18	As at 31 Dec 17	% Change
Current assets (RMBm)	52,877.9	63,218.0	(16.4)
Non-current assets (RMBm)	47,529.3	42,983.4	10.6
Total assets (RMBm)	100,407.2	106,201.4	(5.5)
Current liabilities (RMBm)	31,287.4	37,577.0	(16.7)
Non-current liabilities (RMBm)	36,082.1	35,921.6	0.4
Total equity (Incl. NCI) (RMBm)	33,037.7	32,702.8	1.0
Cash and cash equivalents (RMBm)	11,807.4	17,798.3	(33.7)
Short-term debt (RMBm)	5,166.3	2,557.0	102.0
Senior notes (RMBm)	5,238.9	2,911.6	79.9
Long-term debt (RMBm)	27,269.7	28,930.0	(5.7)
Net debt (RMBm)	25,867.5	16,600.3	55.8



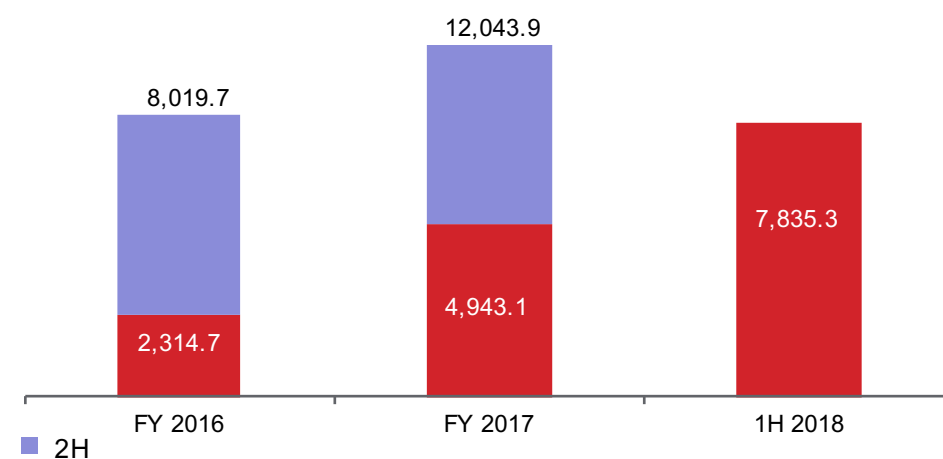
Profitability Analysis



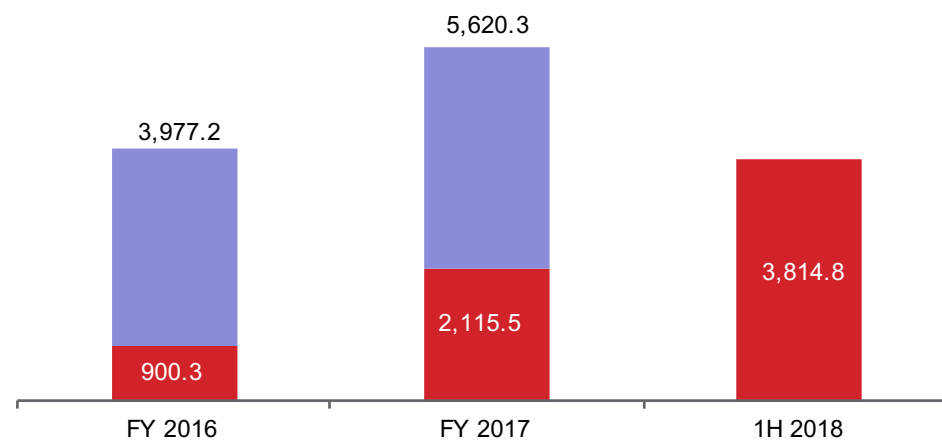
Revenue (RMBm)



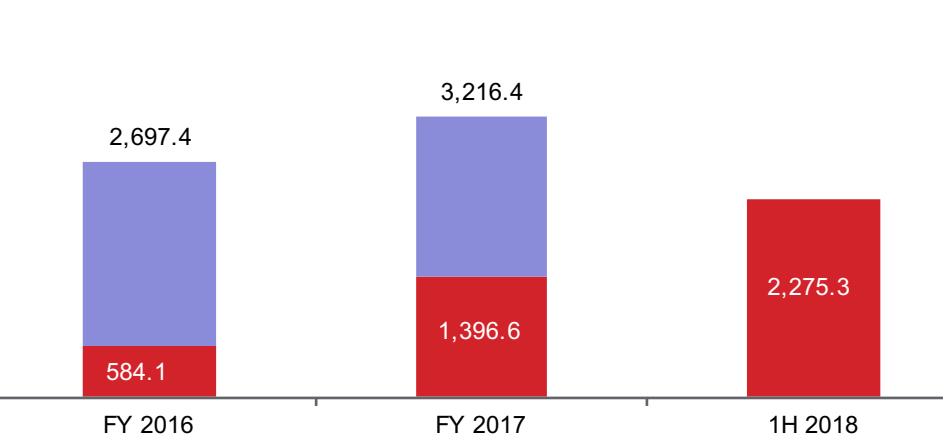
Gross profit (RMBm)



Profit for the period (RMBm)



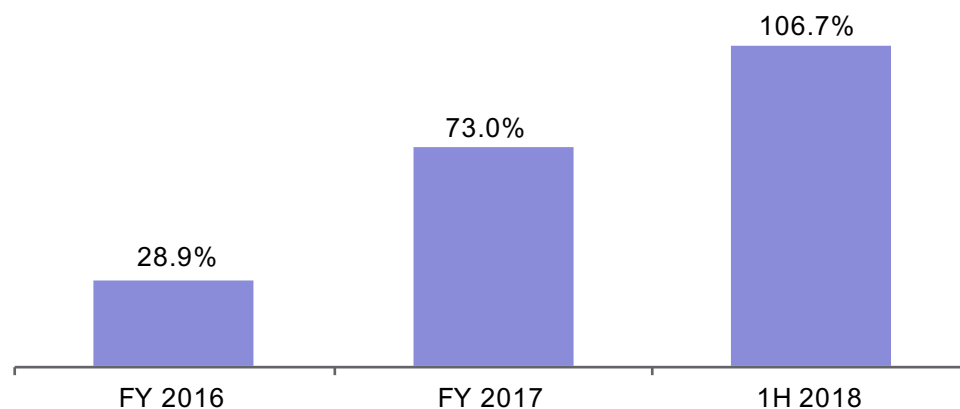
Profit attributable to owners of the Company (RMBm)



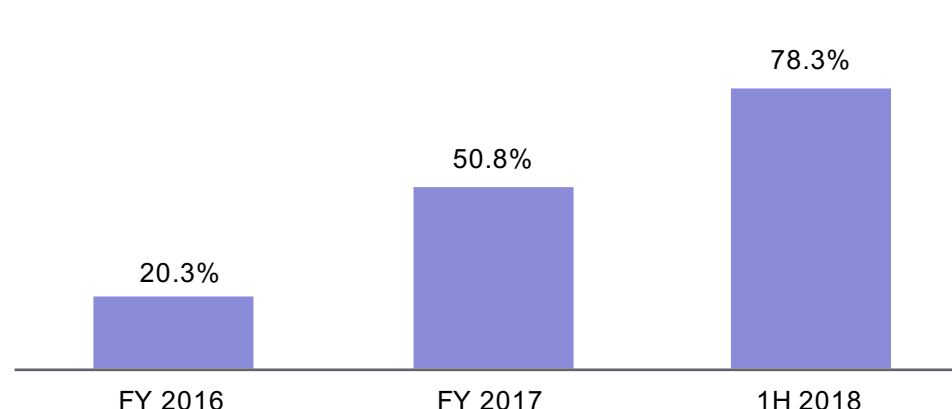
Strong Credit Metrics



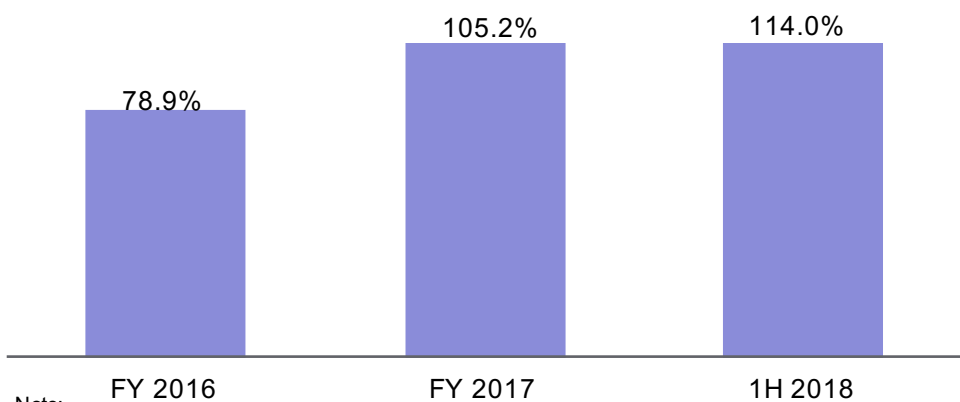
Net debt/ equity (Excl. NCI)



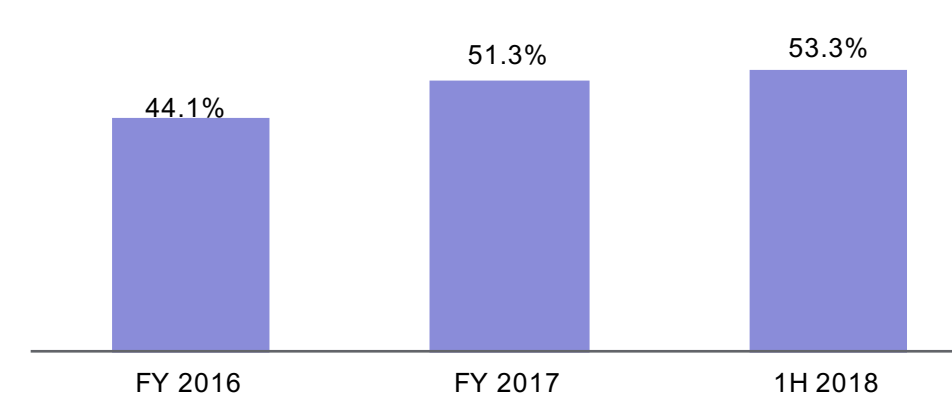
Net debt/ total equity (Incl. NCI)



Total debt/ total equity (Incl. NCI)



Total debt/ capitalization¹



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





Business and Operation Overview



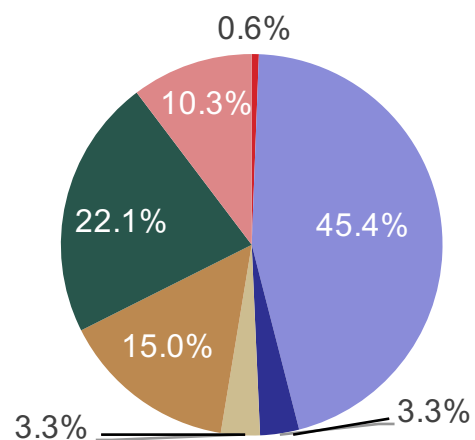
GFA/ Property Sale Contribution Analysis in 1H 2018

By city, project and ASP

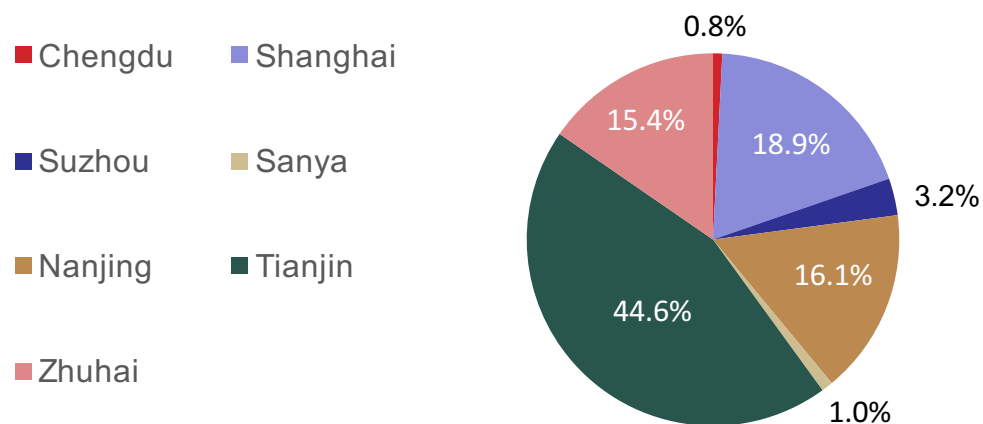


Major projects delivered in 1H 2018	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Oasis New Island Gardens (Phase 3)	72,031	34,297	15.0
Sanya Hai Tang Bay - Land Parcel 9	4,584	118,242	3.3
Shanghai Yanlord Eastern Gardens	3,098	64,132	2.6
Shanghai Yanlord on the Park	56,201	100,135	34.2
Shanghai Yanlord Western Gardens	23,869	55,589	8.2
Suzhou Tang Yue Bay Gardens	9,238	29,669	1.8
Tianjin Jinnan Land (Phase 3)	198,958	17,755	21.9
Zhuhai Yanlord Marina Centre – Section B	8,232	54,537	2.8
Zhuhai Yanlord Marina Peninsula (Phase 2)	59,445	20,583	7.4
Others	11,782	--	2.8

Property Sale Contribution by City



GFA Contribution by City

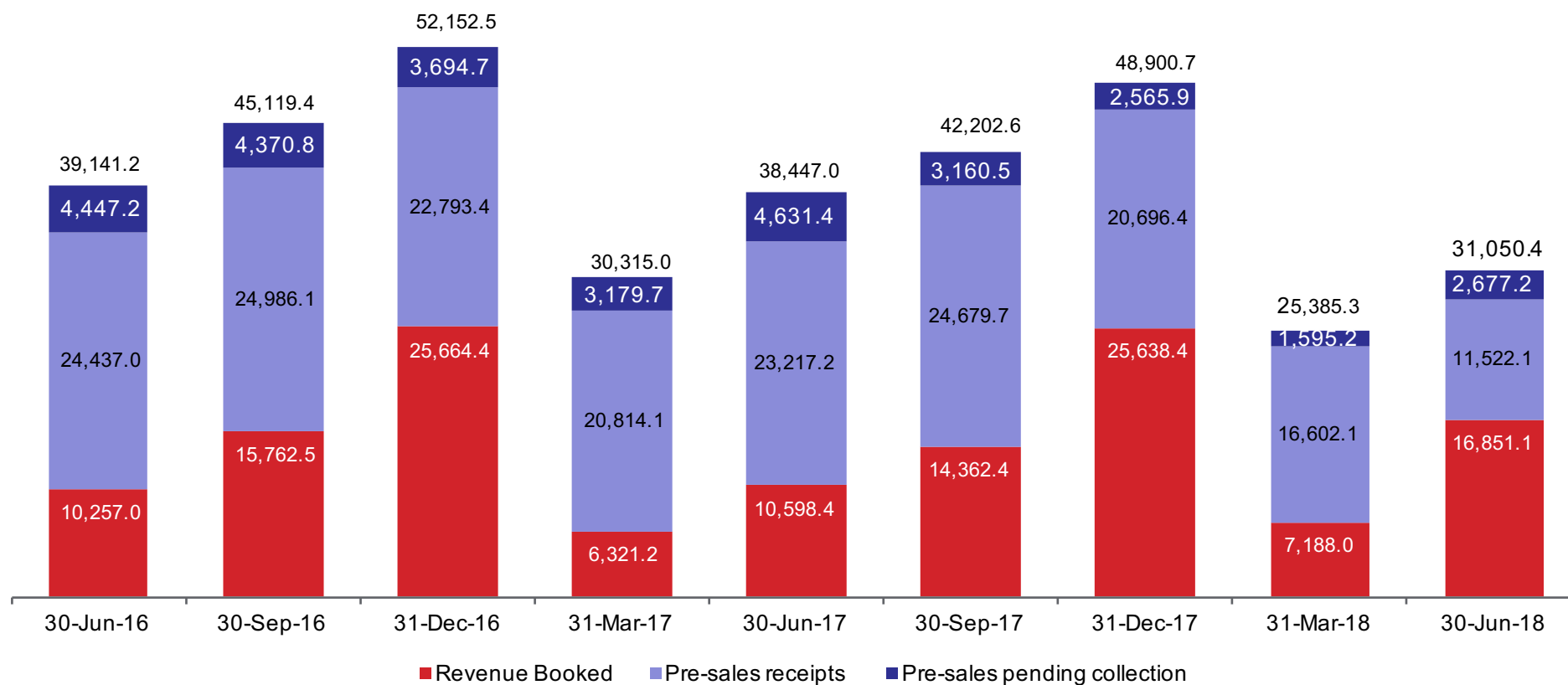


Pre-sales and Receipts

Resilient growth



Revenue Booked, Pre-Sales and Proceeds Collected (RMBm)



Diversified Geographic Coverage

Abundant land bank in PRC high-growth cities



*Projects being held under associate or joint venture

Western China since 2003

Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Yanlord Riverbay (132,677 sqm)
- Chongzhou Project Land Parcels (85,748 sqm)

Bohai Rim since 2005

Tianjin

- Yanlord Riverside Plaza (134,017 sqm)
- Tianjin Jinnan Land (5,163 sqm)
- Tianjin Hong Qiao Land (260,638 sqm)*
- The Mansion In Park (286,048 sqm)*
- Yanlord Majestive Mansion (258,305 sqm)*
- Tianjin Beichen No. 2017-188 Land (177,723 sqm)*

Jinan

- Jinan CBD Project - A3 Land (45,525 sqm)*
- Jinan CBD Project - B5 Land (111,311 sqm)*

Tangshan

- Tangshan Nanhu Eco-City Land Parcels * (212,254 sqm)

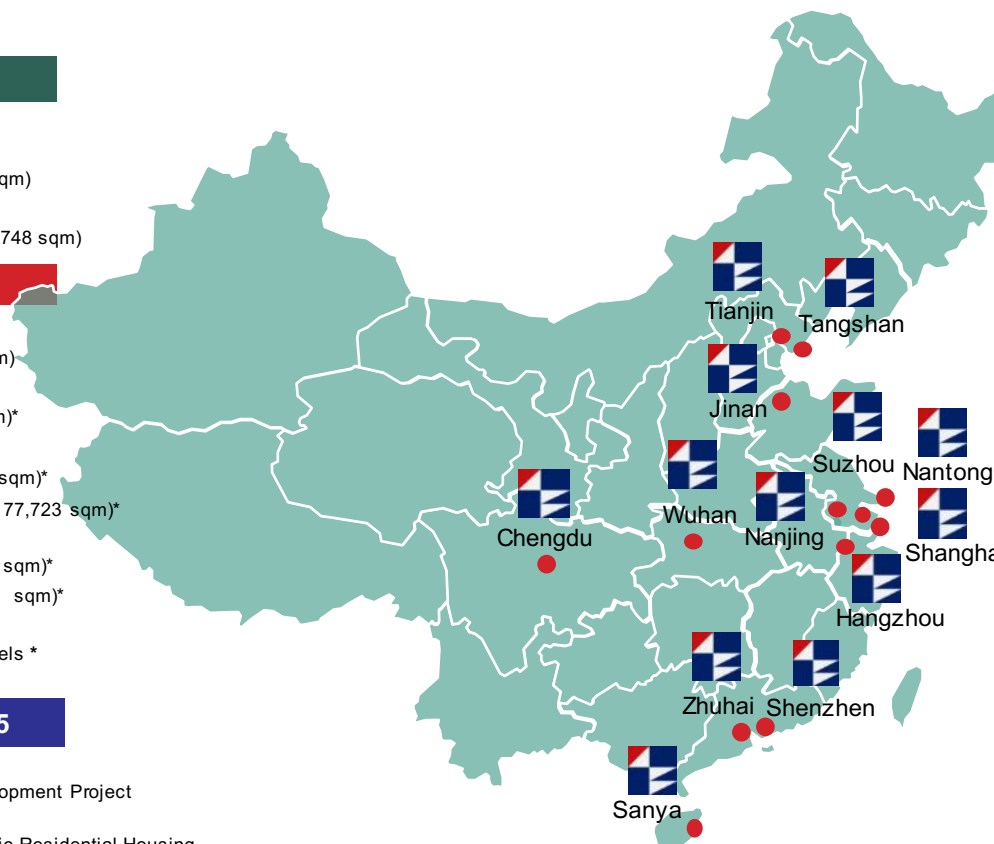
Pearl River Delta since 2005

Shenzhen

- Shenzhen Longgang District Redevelopment Project (390,000 sqm)
- Shenzhen Longgang District Economic Residential Housing (144,064 sqm)
- Shenzhen Longgang District Bantian Redevelopment Project (169,272 sqm)
- Yanlord Landmark (37,688 sqm)
- Yanlord Centre (333,280 sqm)
- Shenzhen Luohu Land Parcel (55,749 sqm)

Zhuhai

- Yanlord Marina Centre (161,430 sqm)
- Yanlord Marina Peninsula Gardens (284,283 sqm)
- Yanlord North Shore Gardens (41,813 sqm)



As of 30 June 2018:

GFA Completed (mil sqm)	0.805
GFA Under Development (mil sqm)	2.574
GFA for Future Development (mil sqm)	3.547
Total Land Bank (mil sqm)	6.926

Yangtze River Delta since 1993

Shanghai

- Shanghai San Jia Gang Land Plot (35,831 sqm)
- Yanlord Sunland Gardens (20,110 sqm)
- Yanlord Western Gardens (32,991 sqm)
- Yanlord Eastern Gardens (13,545 sqm)
- Yanlord on the Park (23,333 sqm)
- Shanghai Yangpu District 81 and 83 Redevelopment Project (182,287 sqm)

Nanjing

- Yanlord Yangtze Riverbay Town (17,138 sqm)
- Oasis New Island Gardens (22,511 sqm)
- Nanjing Eco Hi-Tech Island - Land Parcel G73 (97,034 sqm)
- Nanjing Daji Land Parcels (314,204 sqm)
- Yanlord Taoyuan Gardens (154,254 sqm)*
- Nanjing No. 2016G84 Land (534,160 sqm)*
- Nanjing No. 2017G01 Land (87,123 sqm)*

Suzhou

- Yanlord Lakeview Bay (12,127 sqm)
- Tang Yue Bay Gardens (17,894 sqm)
- Riverbay Gardens (296,078 sqm)
- Suzhou No.2016-WG46 Land Parcels (74,500 sqm)
- Suzhou Canal Times (52,514 sqm)

Nantong

- Four Seasons Gardens (136,440 sqm)
- Nantong R17014 Land (236,500 sqm)*

Hangzhou

- Hangzhou Intelligent City Project - Medical Land Parcels (450,773 sqm)*
- Hangzhou Intelligent City Project - Commercial Land Parcels (294,830 sqm)*

Central China since 2017

Wuhan

- Wuhan Metropolis Project (141,379 sqm)*

Hainan since 2010

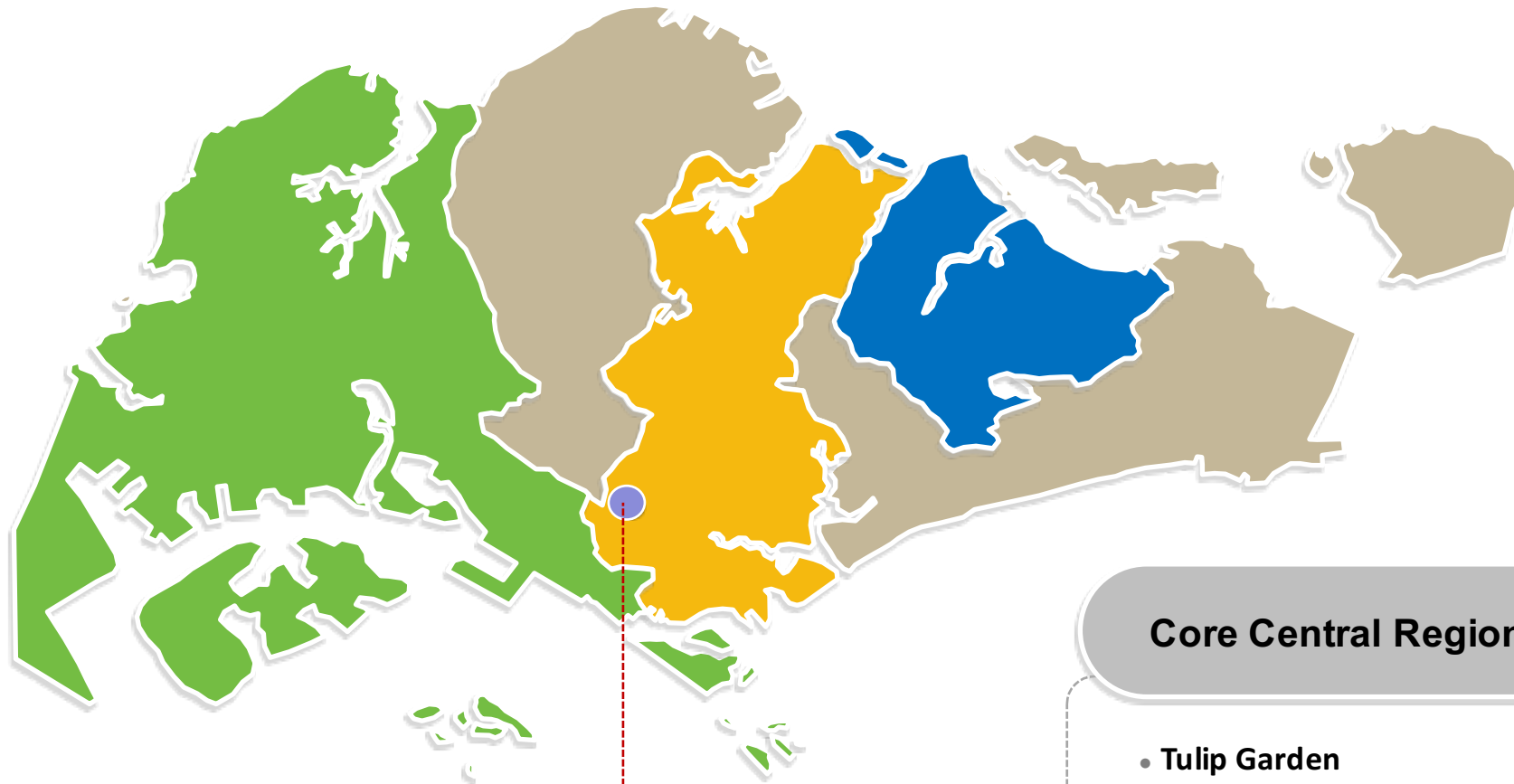
Sanya

- Sanya Hai Tang Bay - Land Parcel 9 (70,036 sqm)



Geographic Coverage

Land bank in Singapore core central region



Core Central Region

- Tulip Garden
- 557,407 sqft*
- District 10

*approximate GFA based on plot ratio of 1.6x



Development Strategies

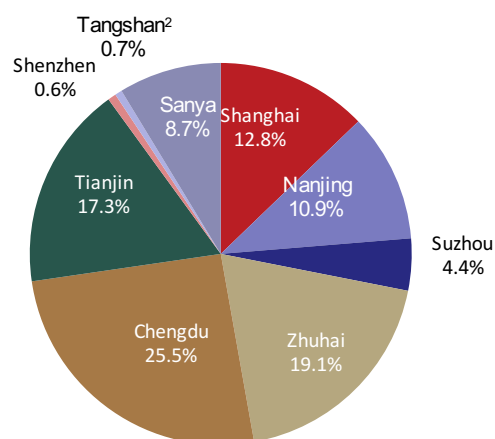
Growth of business across high-growth cities



- 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

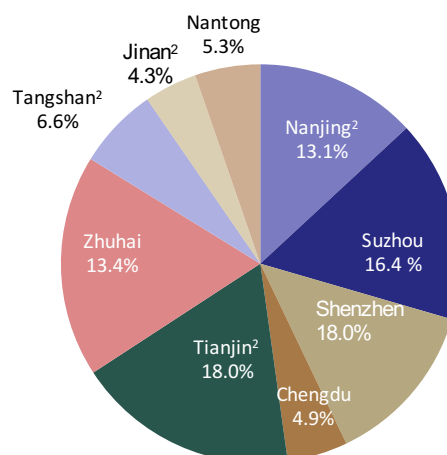
Completed projects

(804,916 sqm¹)



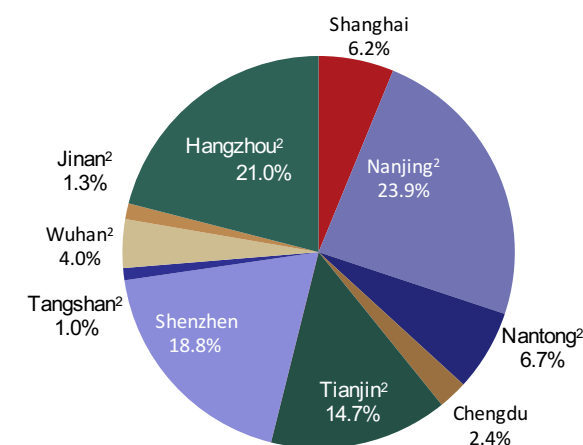
Projects under development

(2.574 million sqm)



Land bank: Future development

(3.547 million sqm)



Residential and Commercial	308,322 sqm
Investment	429,071 sqm
Fixed Assets	67,524 sqm

Residential and Commercial	2,413,290 sqm
Investment	160,293 sqm

Residential and Commercial	3,546,548 sqm
Investment	-

Note:

1. The group has completed 8.623 million sqm out of which 804,917 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 associate or joint venture



New Launches of Property for Sale in 3Q 2018



We expect to launch the following new projects and new batches of existing project in 3Q 2018:

- **Nanjing**

- Daji Land Parcels (Phase 1)
- Yanlord Taoyuan Gardens

- **Shanghai**

- Yanlord Eastern Gardens

- **Suzhou**

- Riverbay Gardens

- **Tangshan**

- Tangshan Nanhu Eco-city – Land Parcel A8

- **Tianjin**

- The Mansion In Park (Phase 1)



Project Showcase

- Yanlord Eastern Gardens (Shanghai)



Project Showcase

- Sanya Haitang Bay – Land Parcel 9 (Hainan)



Project Showcase

- Yanlord Taoyuan Gardens (Nanjing)



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