



仁恒置地集团
YANLORD LAND GROUP LIMITED

3Q and 9M 2019 Financial Results



仁恒
YANLORD





Yanlord 3Q and 9M 2019 Business Review



Yanlord 3Q and 9M 2019 Business Review



- Accumulated contracted pre-sales and subscription sales achieved by the Group including its joint ventures and associates from the sale of properties for the period of January to September 2019 rose 74.1% to approximately **RMB33.563 billion** over the corresponding period in 2018.
- In line with the Group's delivery schedule, revenue in 3Q 2019 and 9M 2019 declined to RMB2.882 billion and RMB10.594 billion respectively. Gross floor area ("GFA") delivered in 9M 2019 was 254,555 square metre ("sqm").
- Despite the lower recognised revenue of the Group in 3Q 2019 and 9M 2019, gross profit margin increased to **57.9%** and **49.6%** in 3Q 2019 and 9M 2019 respectively compared to the corresponding periods in 2018. Profit attributable to owners of the Company in 3Q 2019 and 9M 2019 were RMB59 million and RMB1.247 billion respectively. Net attributable profit margins for 3Q 2019 and 9M 2019 were **2.0%** and **11.8%** respectively.



Yanlord 3Q and 9M 2019 Business Review



- As at 30 September 2019, the Group has received advances for contracted pre-sales amounting to RMB13.825 billion. Accumulated contracted pre-sales pending recognition as at 30 September 2019 stood at RMB16.618 billion.
- Buoyed by healthy pre-sales and cash collection in 9M 2019, net debt to total equity gearing ratio of the Group declined to **72.9%** as at 30 September 2019 from 96.8% as at 31 December 2018. Cash and cash equivalents as at 30 September 2019 of **RMB15.649 billion** will serve as a strong foundation for the Group's future developments.
- Yanlord remains confident about the future outlook of the Group. Subsequent to the end of the periods under review, the Group launched the latest batch of apartment units at Cloud Serenity Gardens (云逸都荟花园) in Nanjing. Buoyed by the healthy market response, the Group sold 93.9% or 353 of the 376 apartment units launched on the opening day garnering pre-sales of approximately RMB1.200 billion.





Key Financial Highlights



Statement of Profit or Loss – 3Q 2019 VS 3Q 2018



	3Q 2019	3Q 2018	% Change
GFA delivered (sqm)	61,049	147,078	(58.5)
ASP (RMB/ sqm)	38,263	33,758	13.3
Revenue (RMBm)	2,881.7	5,711.6	(49.5)
Cost of sales (RMBm)	(1,213.2)	(3,095.4)	(60.8)
Gross profit (RMBm)	1,668.5	2,616.1	(36.2)
Gross profit margin (%)	57.9	45.8	12.1 ppt
Profit before income tax (RMBm)	1,144.8	2,389.6	(52.1)
Income tax (RMBm)	(752.9)	(1,145.9)	(34.3)
Profit for the period (RMBm)	391.9	1,243.7	(68.5)
Net profit margin (%)	13.6	21.8	(8.2) ppt
Profit attributable to owners of the Company (RMBm)	58.8	1,012.4	(94.2)
Net attributable profit margin (%)	2.0	17.7	(15.7) ppt
Basic earnings per share ¹ (RMB cents)	3.05	52.41	(94.2)

Note:

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



Statement of Profit or Loss – 9M 2019 VS 9M 2018



	9M 2019	9M 2018	% Change
GFA delivered (sqm)	254,555	594,516	(57.2)
ASP (RMB/ sqm)	35,173	35,346	(0.5)
Revenue (RMBm)	10,593.6	22,562.6	(53.0)
Cost of sales (RMBm)	(5,340.6)	(12,111.2)	(55.9)
Gross profit (RMBm)	5,253.0	10,451.4	(49.7)
Gross profit margin (%)	49.6	46.3	3.3 ppt
Profit before income tax (RMBm)	4,672.6	9,687.0	(51.8)
Income tax (RMBm)	(2,323.7)	(4,628.5)	(49.8)
Profit for the period (RMBm)	2,348.9	5,058.5	(53.6)
Net profit margin (%)	22.2	22.4	(0.2) ppt
Profit attributable to owners of the Company (RMBm)	1,247.2	3,287.7	(62.1)
Net attributable profit margin (%)	11.8	14.6	(2.8) ppt
Basic earnings per share ¹ (RMB cents)	64.57	170.21	(62.1)

Note:

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



Financials – Snapshot as at 30 September 2019



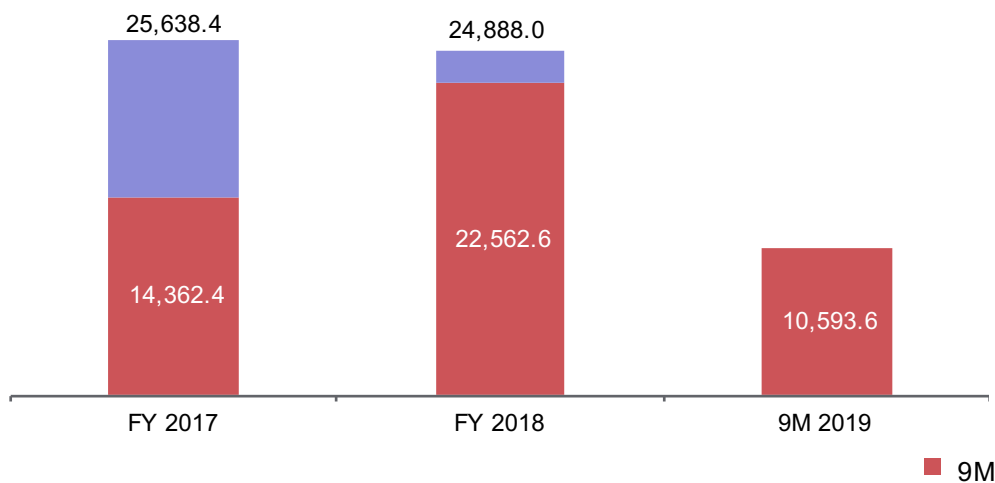
	As at 30 Sept 19	As at 31 Dec 18	% Change
Current assets (RMBm)	68,278.7	54,600.3	25.1
Non-current assets (RMBm)	44,901.6	52,080.4	(13.8)
Total assets (RMBm)	113,180.4	106,680.8	6.1
Current liabilities (RMBm)	46,572.2	36,391.1	28.0
Non-current liabilities (RMBm)	32,978.7	37,411.1	(11.8)
Total equity (Incl. NCI) (RMBm)	33,629.5	32,878.6	2.3
Cash and cash equivalents (RMBm)	15,648.8	10,317.4	51.7
Short-term debt (RMBm)	11,681.2	8,696.8	34.3
Senior notes (RMBm)	8,411.4	5,440.2	54.6
Long-term debt (RMBm)	20,066.8	27,998.2	(28.3)
Net debt (RMBm)	24,510.6	31,817.8	(23.0)



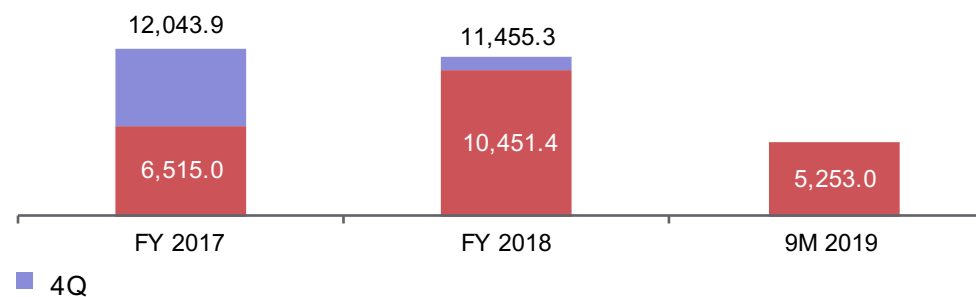
Profitability Analysis



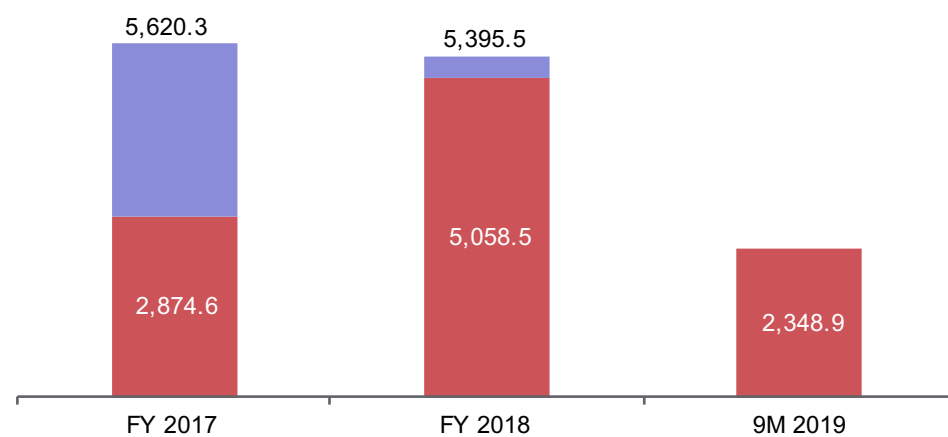
Revenue (RMBm)



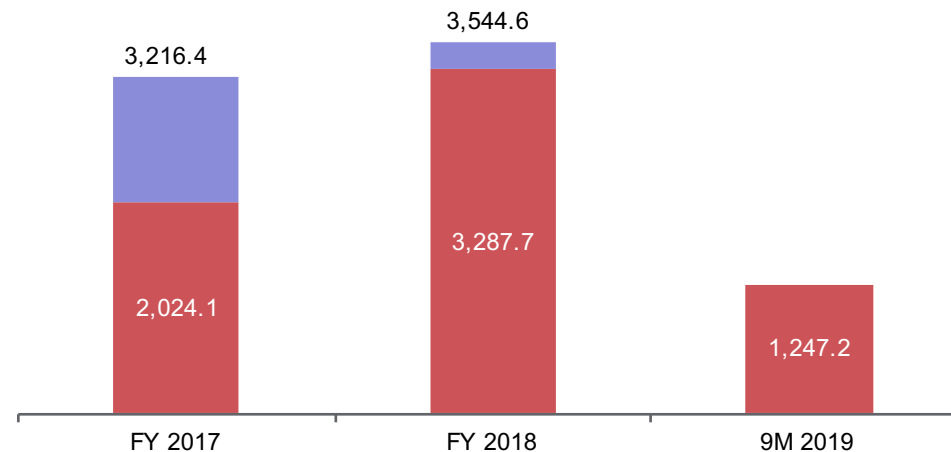
Gross profit (RMBm)



Profit for the period (RMBm)



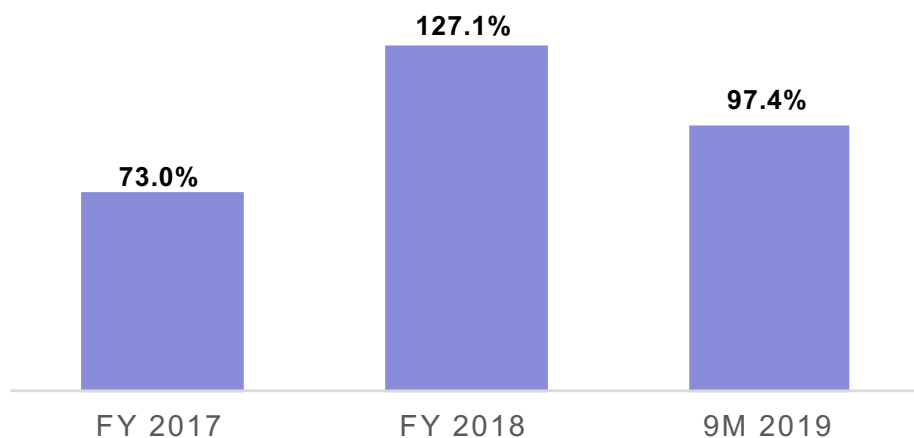
Profit attributable to owners of the Company (RMBm)



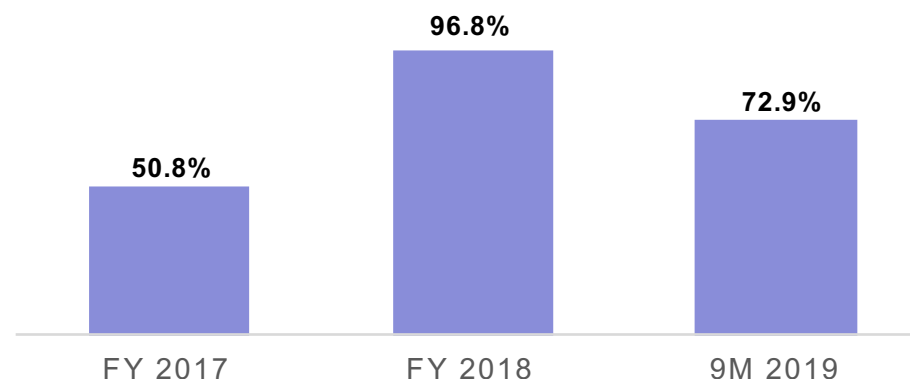
Strong Credit Metrics



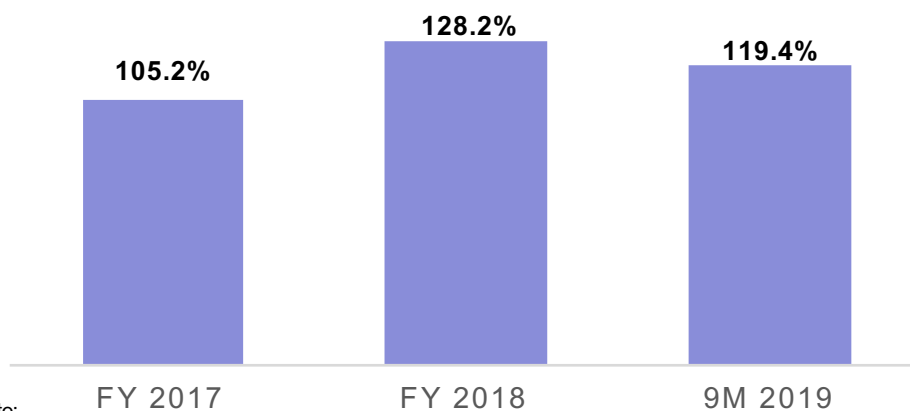
Net debt/ equity (Excl. NCI)



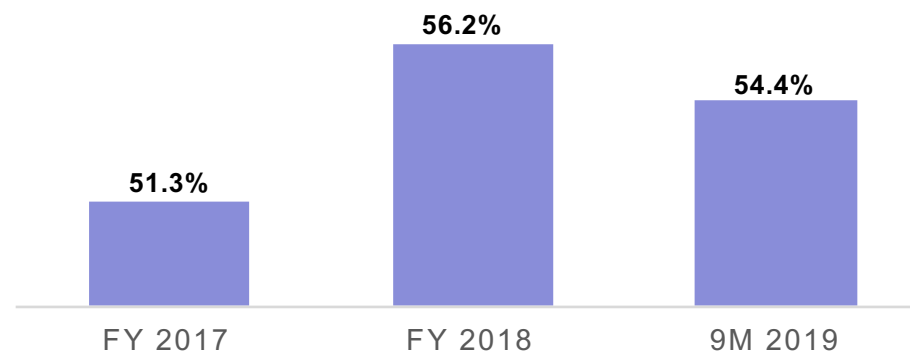
Net debt/ total equity (Incl. NCI)



Total debt/ total equity (Incl. NCI)



Total debt/ capitalization¹



Note:

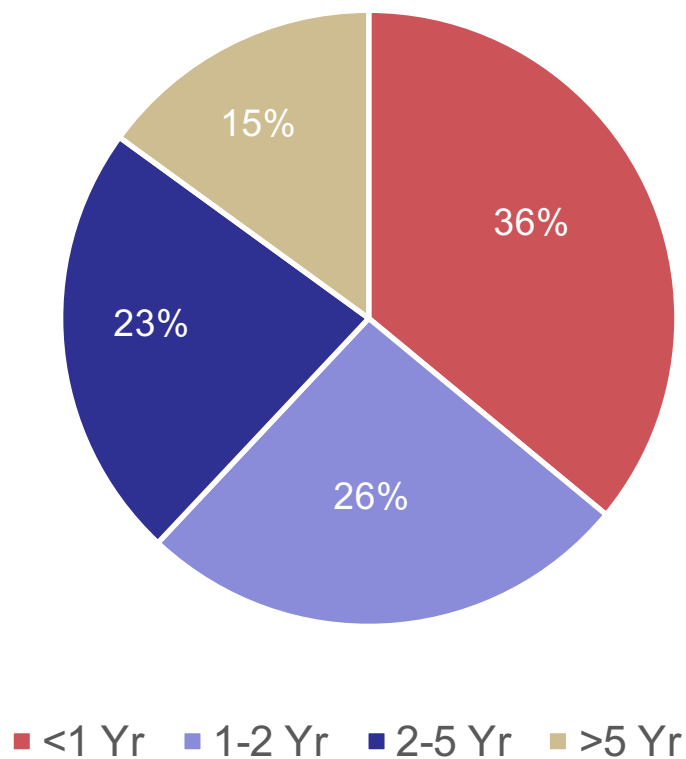
1. Capitalization is equal to the sum of total equity and total debt (including non-controlling interests "NCI")



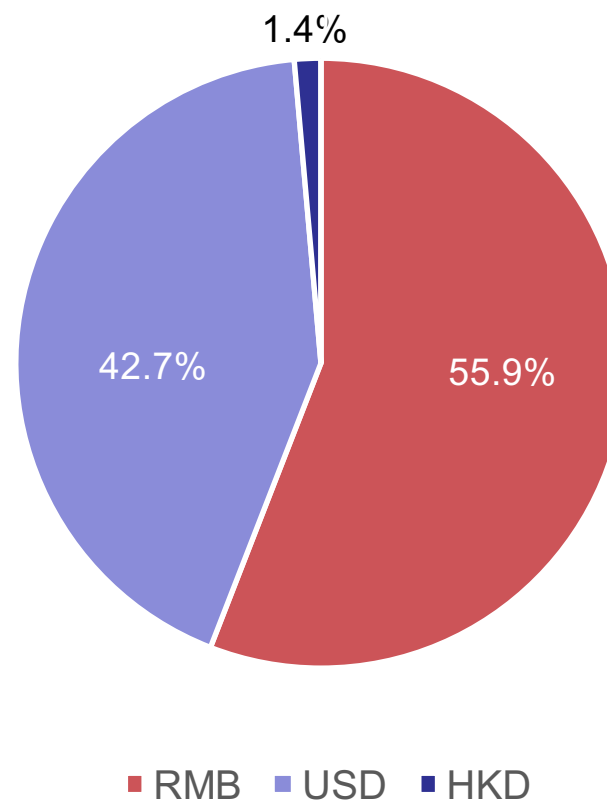
Debt Maturity & Currency Breakdown as at 30 September 2019



Debt Maturity for Bank and other borrowings



Currency Breakdown





Business and Operation Overview



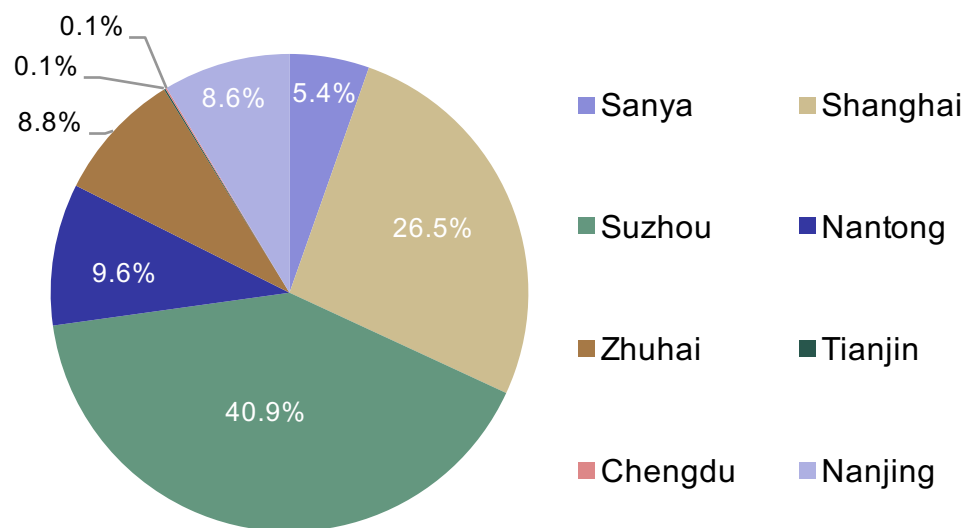
GFA/ Property Sale Contribution Analysis in 9M 2019

By city, project and ASP

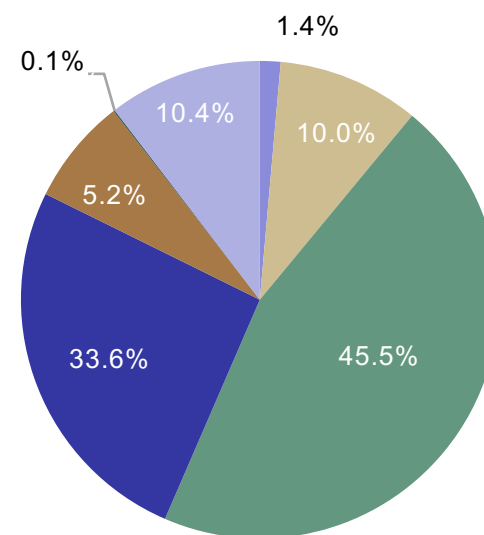


Major projects delivered in 9M 2019	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Nanjing Yanlord Phoenix Hill (Phase 1)	22,646	29,697	7.2
Nantong Four Seasons Gardens (Phase 1)	65,201	13,243	9.5
Shanghai Yanlord Eastern Gardens	2,937	61,591	3.4
Shanghai Yanlord on the Park	18,341	99,605	21.1
Sanya Hai Tang Bay – Land Parcel 9	3,438	147,783	5.4
Suzhou Riverbay Gardens (Phase 1)	113,134	32,860	39.6
Zhuhai Yanlord Marina Centre - Section B	8,069	56,184	5.1
Others	20,789	-	8.7

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 (102,958 sqm)
- Yanlord Landmark (157,437 sqm)
- Yanlord Riverbay (132,444 sqm)

Bohai Rim since 2005

Tianjin

- The Mansion In Park (288,458 sqm) *
- Tianjin Hong Qiao Land (260,638 sqm) *
- Yanlord Majestic Mansion (260,925 sqm) *
- Yanlord Riverside Plaza (134,396 sqm)
- Yilu Gardens (242,280 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 * (246,922 sqm)

Pearl River Delta since 2005

Shenzhen

- Shenzhen Baoan District Shajing Redevelopment Project (131,686 sqm) *
- Shenzhen Longgang District Bantian Redevelopment Project (235,717 sqm)
- Shenzhen Longgang District Economic Residential Housing (149,080 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 Reverie Apartments and Yanlord Reverie Plaza (335,122 sqm)
- Yanlord Landmark (13,680 sqm)

Zhuhai

- Yanlord Marina Centre (145,639 sqm)
- Yanlord Marina Peninsula Gardens (265,831 sqm)
- Yanlord North Shore Gardens (43,704 sqm)

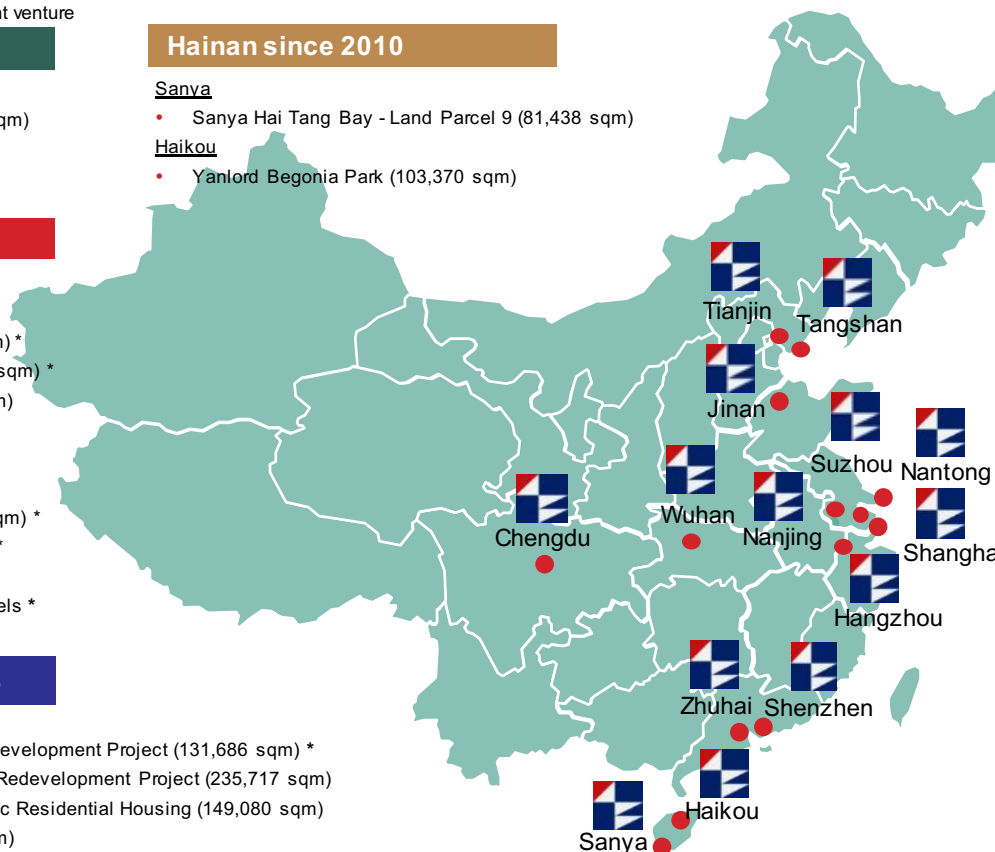
Hainan since 2010

Sanya

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

Haikou

- Yanlord Begonia Park (103,370 sqm)



As of 30 September 2019:

GFA Completed (mil sqm)	0.837
GFA Under Development (mil sqm)	5.031
GFA for Future Development (mil sqm)	2.719
Total Land Bank (mil sqm)	8.587

Yangtze River Delta since 1993

Shanghai

- Shanghai Jingan District No.18-03 Land (69,523 sqm)
- Shanghai San Jia Gang Land Plot (33,989 sqm)
- Shanghai Yangpu District 81 and 83 Redevelopment Project (183,187 sqm) *
- Yanlord Sunland Gardens (20,110 sqm)

Nanjing

- Cloud Serenity Gardens (386,026 sqm) *
- Nanjing Eco Hi-Tech Island - Land Parcel G73 (97,034 sqm)
- Nanjing No. 2016G84 Land (540,198 sqm) *
- Nanjing No. 2017G01 Land (87,123 sqm) *
- Yanlord Phoenix Hill (255,161 sqm)
- Yanlord Taoyuan Gardens (153,427 sqm) *
- Yanlord Yangtze Riverbay Town (28,720 sqm)
- Yanlord International Apartments, Tower A (37,940 sqm)

Suzhou

- Canal Times (52,584 sqm)
- Four Seasons Heming Gardens (191,307 sqm) *
- New Tang's Mansion (147,329 sqm) *
- Suzhou Industrial Park No. 2018-04 Land (139,755 sqm) *
- Smriti Curtilage (101,741 sqm)
- Riverbay Gardens (177,323 sqm)
- Riverside Gardens (94,371 sqm)
- Suzhou No. 2019-WG-7 Land Parcels (186,757 sqm) *

Nantong

- Yanlord Gardens (212,779 sqm) *

Hangzhou

- Hangzhou Bayfront Isle (167,209 sqm) *
- Hangzhou Intelligent City Project - Commercial Land Parcels (127,789 sqm) *
- Hangzhou Intelligent City Project - Medical Land Parcels (450,773 sqm) *
- The Corals (123,518 sqm) *
- Yanlord Riverside Gardens (75,715 sqm) *

Central China since 2017

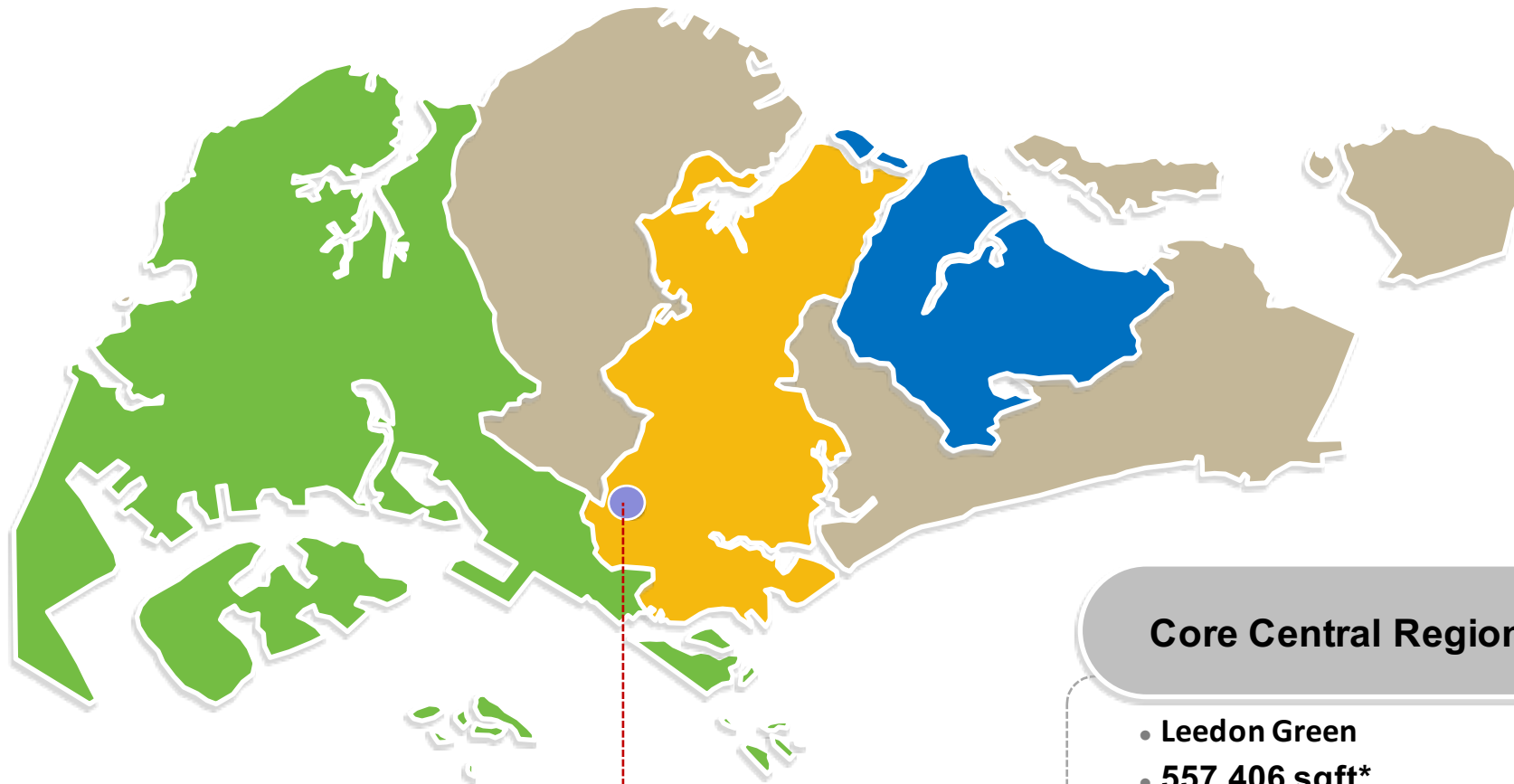
Wuhan

- Yanlord on the Park (151,851 sqm)



Geographic Coverage

Land bank in Singapore core central region



Core Central Region

- Leedon Green
- 557,406 sqft*
- District 10
- Expected launch 1Q 2020

*approximate GFA based on plot ratio of 1.6x



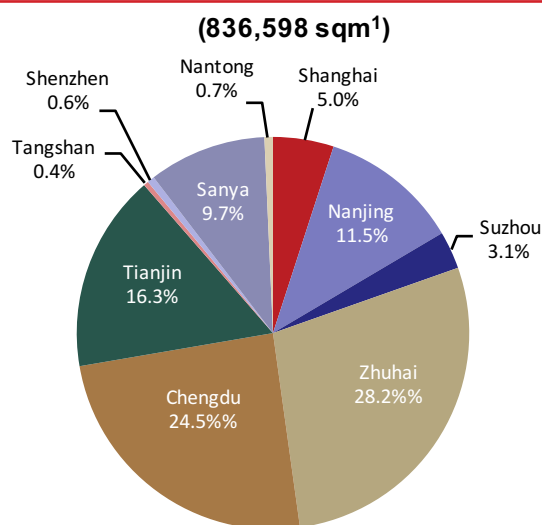
Development Strategies

Growth of business across PRC high-growth cities



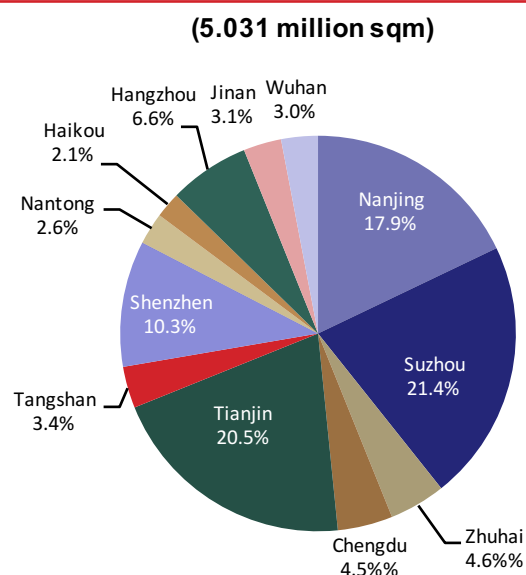
- Increase the market share in cities where Yanlord already has established a superior brand name
- Expand into new cities within the 6 regions where Yanlord is currently in
- Existing land bank sustainable for development in each of these cities for approx. 5 years
- Future projects will be more diversified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

Completed projects



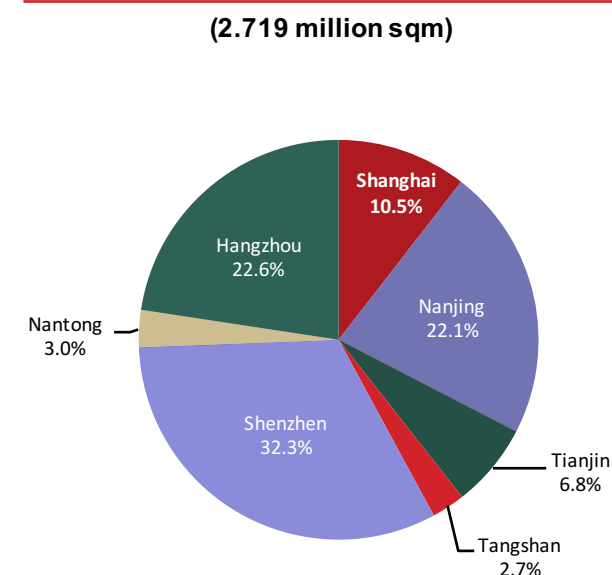
Residential and Commercial	217,760 sqm
Investment	473,037 sqm
Fixed Assets	145,800 sqm

Projects under development



Residential and Commercial	4,948,114 sqm
Investment	83,360 sqm

Land bank: Future development



Residential and Commercial	2,718,958 sqm
Investment	-

Note:

1. The group has completed 9.058 million sqm out of which 836,598 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 4Q 2019



We expect to launch the following new projects and new batches of existing projects in 4Q 2019:

- **Hangzhou**

- Hangzhou Bayfront Isle (Phase 2)
- The Corals
- Yanlord Riverside Gardens

- **Jinan**

- Yanlord Century Gardens

- **Nanjing**

- Yanlord Phoenix Hill (Phase 1)
- Cloud Serenity Gardens

- **Suzhou**

- Canal Times
- Four Seasons Heming Gardens
- Riverside Gardens
- Riverbay Gardens (Phase 1)

- **Tianjin**

- The Mansion In Park (Phase 1)

- **Wuhan**

- Yanlord on the Park

- **Zhuhai**

- Yanlord Marina Peninsula Gardens (Phase 3)



Project Showcase

- Yanlord Four Seasons Gardens (Shenzhen)



Project Showcase

- Yanlord Phoenix Hill (Nanjing)



Project Showcase

- Yanlord Riverside Gardens (Hangzhou)



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