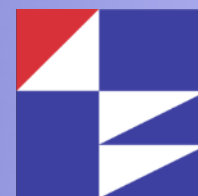




仁恒置地集团 YANLORD LAND GROUP LIMITED

2Q and 1H 2019 Financial Results



仁 恒
YANLORD





Yanlord 2Q and 1H 2019 Business Review



Yanlord 2Q and 1H 2019 Business Review



- Accumulated contracted pre-sales and subscription sales by the Group including its joint ventures and associates from the sale of properties for the period of January to June 2019 rose **77.9%** to approximately **RMB20.735 billion** over the same period in 2018.
- In-line with the Group's delivery schedule, a larger portion of pre-sales is expected to be recognised in 2H 2019 and will serve to enhance FY 2019 recognised revenue, revenue in 1H 2019 was RMB7.712 billion while gross floor area ("GFA") delivered in 1H 2019 was 193,506 square metre ("sqm").
- Despite the lower recognised revenue of the Group in 2Q 2019 and 1H 2019, gross profit margin increased to **49.9%** and remained stable at **46.5%** in 2Q 2019 and 1H 2019 respectively compared to the corresponding periods in 2018. Profit attributable to owners of the Company in 2Q 2019 and 1H 2019 were RMB865.3 million and RMB1.188 billion respectively. Net attributable profit margins for 2Q 2019 and 1H 2019 were **21.2%** and **15.4%** respectively.



Yanlord 2Q and 1H 2019 Business Review



- As at 30 June 2019, the Group has received advances for contracted pre-sales amounting to RMB9.857 billion. Accumulated contracted pre-sales which will be progressively recognised as revenue in the subsequent quarters stood at RMB13.477 billion.
- Buoyed by healthy pre-sales and cash collection in 1H 2019, net debt to total equity gearing ratio of the Group declined to **65.2%** as at 30 June 2019 from 96.8% as at 31 December 2018. Cash and cash equivalents as at 30 June 2019 of **RMB16.940 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 announced on positive market responses received for its latest batch launch of apartment units at New Tang's Mansion and the inaugural launch of Four Seasons Heming Gardens in Suzhou with a total of 483 apartment units were sold over the respective launches yielding a total pre-sales of over **RMB1.887 billion**.





Key Financial Highlights



Statement of Profit or Loss – 2Q 2019 VS 2Q 2018



	2Q 2019	2Q 2018	% Change
GFA delivered (sqm)	124,769	363,572	(65.7)
ASP (RMB/ sqm)	28,496	25,648	11.1
Revenue (RMBm)	4,089.0	9,663.1	(57.7)
Cost of sales (RMBm)	(2,050.4)	(5,832.2)	(64.8)
Gross profit (RMBm)	2,038.6	3,830.9	(46.8)
Gross profit margin (%)	49.9	39.6	10.3 ppt
Profit before income tax (RMBm)	2,376.2	3,603.9	(34.1)
Income tax (RMBm)	(1,032.7)	(1,585.2)	(34.9)
Profit for the period (RMBm)	1,343.5	2,018.7	(33.4)
Net profit margin (%)	32.9	20.9	12 ppt
Profit attributable to owners of the Company (RMBm)	865.3	1,478.2	(41.5)
Net attributable profit margin (%)	21.2	15.3	5.9 ppt
Basic earnings per share ¹ (RMB cents)	44.80	76.53	(41.5)

Note:

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



Statement of Profit or Loss – 1H 2019 VS 1H 2018



	1H 2019	1H 2018	% Change
GFA delivered (sqm)	193,506	447,438	(56.8)
ASP (RMB/ sqm)	34,199	35,868	(4.7)
Revenue (RMBm)	7,711.9	16,851.1	(54.2)
Cost of sales (RMBm)	(4,127.4)	(9,015.7)	(54.2)
Gross profit (RMBm)	3,584.5	7,835.3	(54.3)
Gross profit margin (%)	46.5	46.5	0 ppt
Profit before income tax (RMBm)	3,527.8	7,297.4	(51.7)
Income tax (RMBm)	(1,570.8)	(3,482.6)	(54.9)
Profit for the period (RMBm)	1,956.9	3,814.8	(48.7)
Net profit margin (%)	25.4	22.6	2.8 ppt
Profit attributable to owners of the Company (RMBm)	1,188.4	2,275.3	(47.8)
Net attributable profit margin (%)	15.4	13.5	1.9 ppt
Basic earnings per share ¹ (RMB cents)	61.52	117.80	(47.8)

Note:

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



Financials – Snapshot as at 30 June 2019



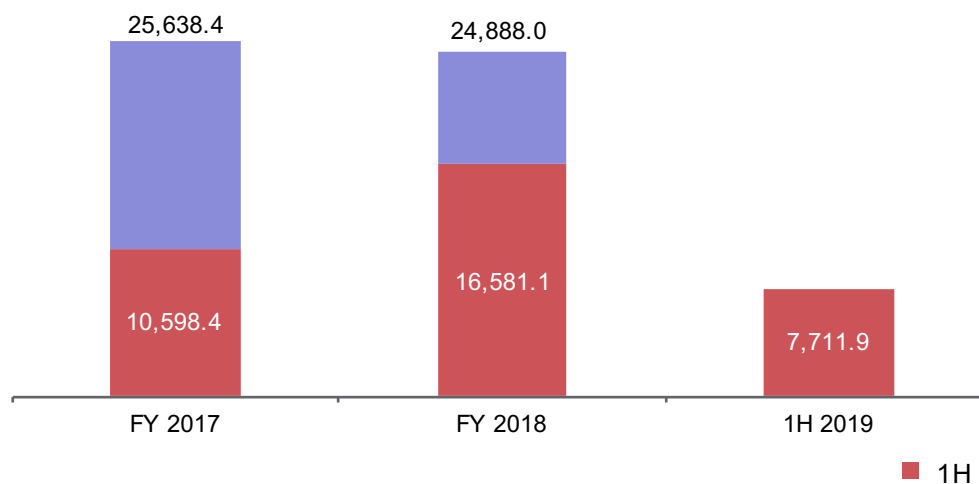
	As at 30 Jun 19	As at 31 Dec 18	% Change
Current assets (RMBm)	66,379.9	54,600.3	21.6
Non-current assets (RMBm)	42,693.0	52,080.4	(18.0)
Total assets (RMBm)	109,072.9	106,680.8	2.2
Current liabilities (RMBm)	44,137.8	36,391.1	21.3
Non-current liabilities (RMBm)	30,838.8	37,411.1	(17.6)
Total equity (Incl. NCI) (RMBm)	34,096.2	32,878.6	3.7
Cash and cash equivalents (RMBm)	16,940.0	10,317.4	64.2
Short-term debt (RMBm)	12,745.5	8,696.8	46.6
Senior notes (RMBm)	5,455.6	5,440.2	0.3
Long-term debt (RMBm)	20,952.9	27,998.2	(25.2)
Net debt (RMBm)	22,214.1	31,817.8	(30.2)



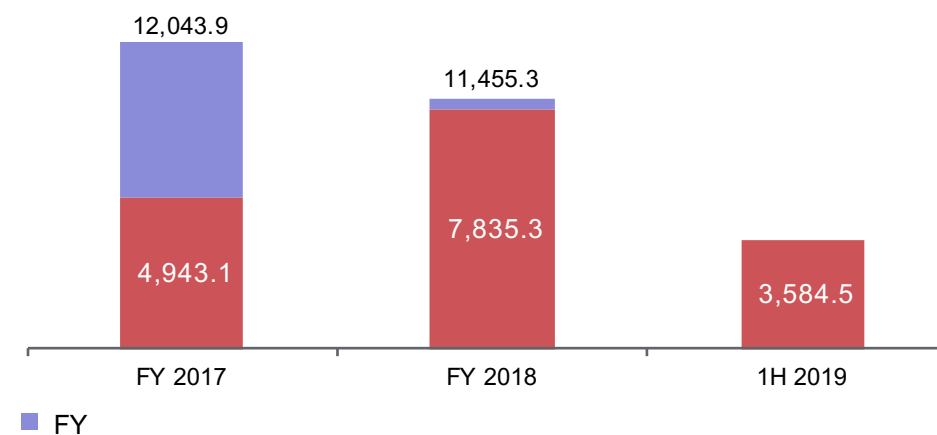
Profitability Analysis



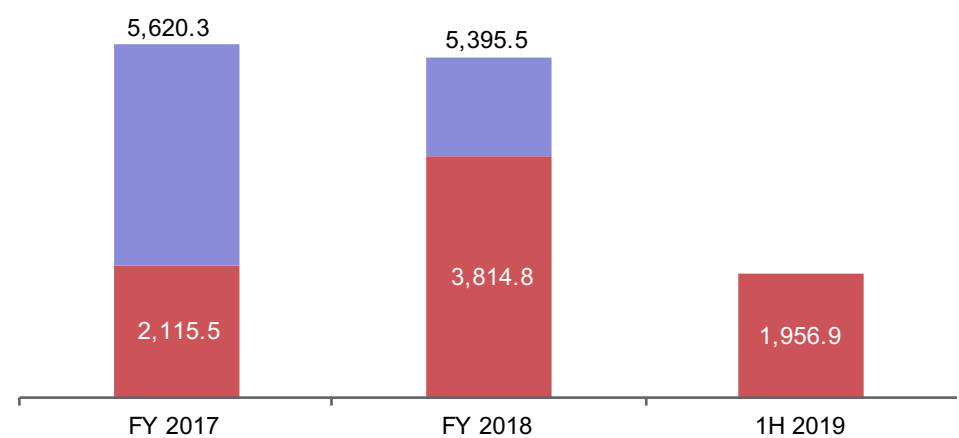
Revenue (RMBm)



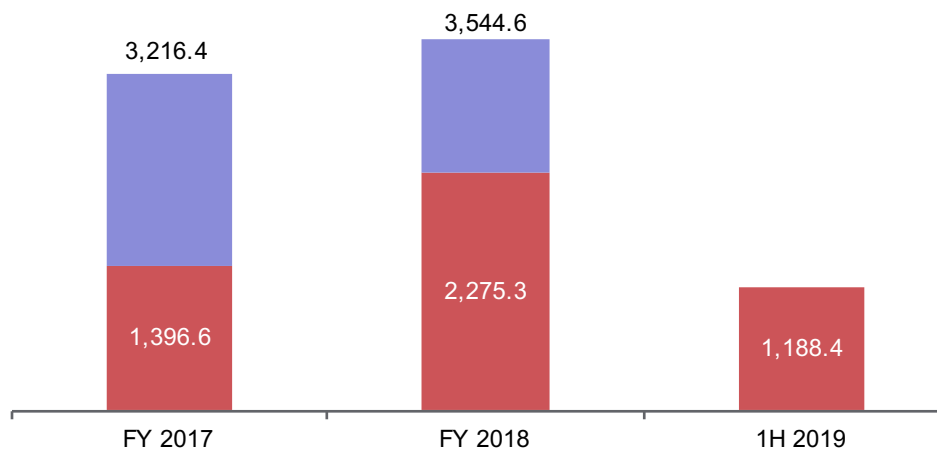
Gross profit (RMBm)



Profit for the period (RMBm)



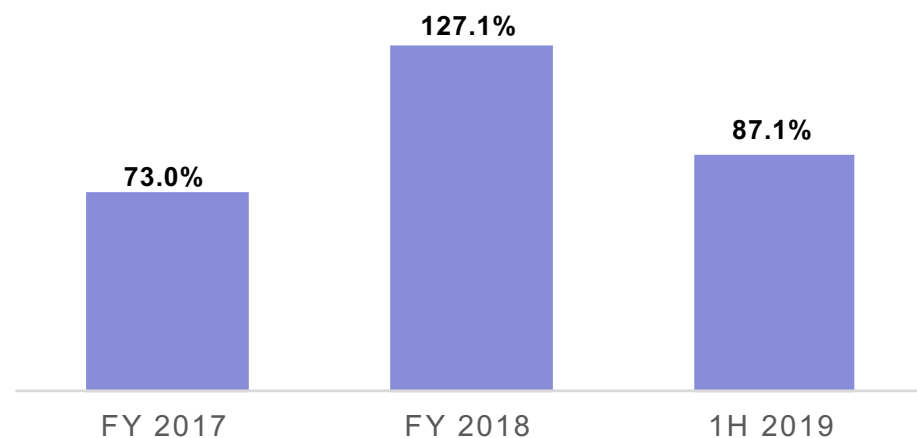
Profit attributable to owners of the Company (RMBm)



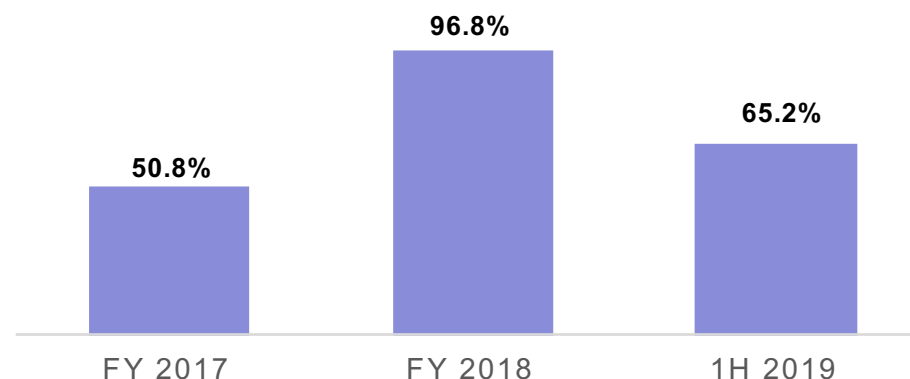
Strong Credit Metrics



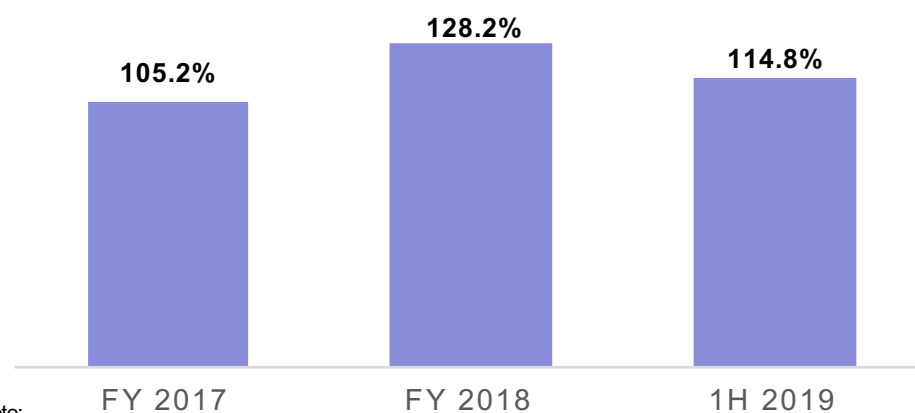
Net debt/ equity (Excl. NCI)



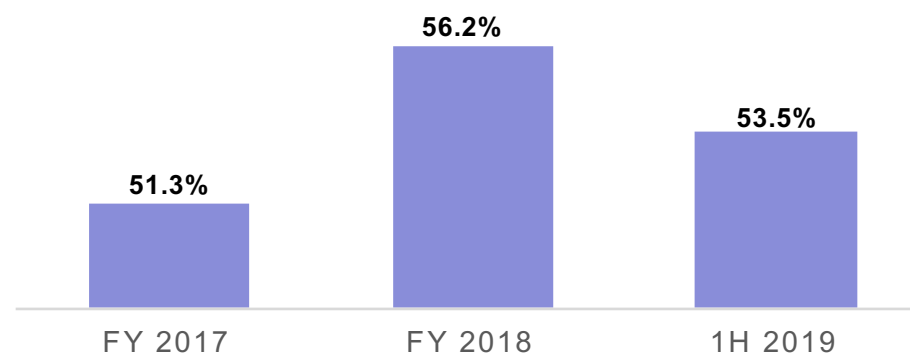
Net debt/ total equity (Incl. NCI)



Total debt/ total equity (Incl. NCI)



Total debt/ capitalization¹



Note:

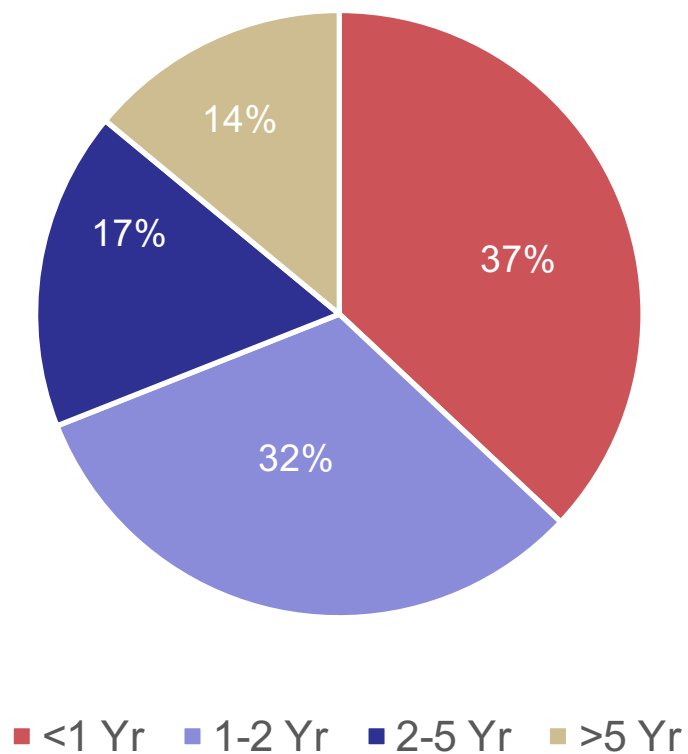
1. Capitalization is equal to the sum of total equity and total debt (including non-controlling interests "NCI")



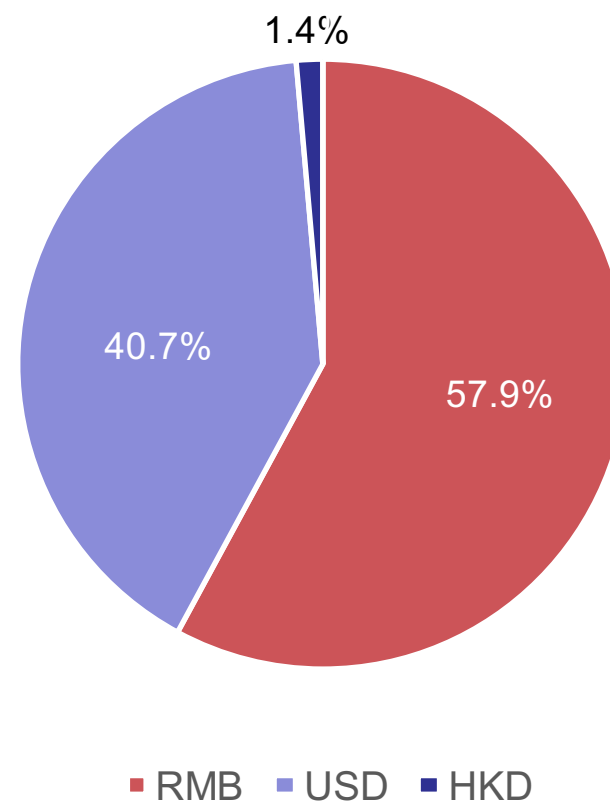
Debt Maturity & Currency Breakdown as at 30 June 2019



Bank and other borrowings



Currency Breakdown





Business and Operation Overview



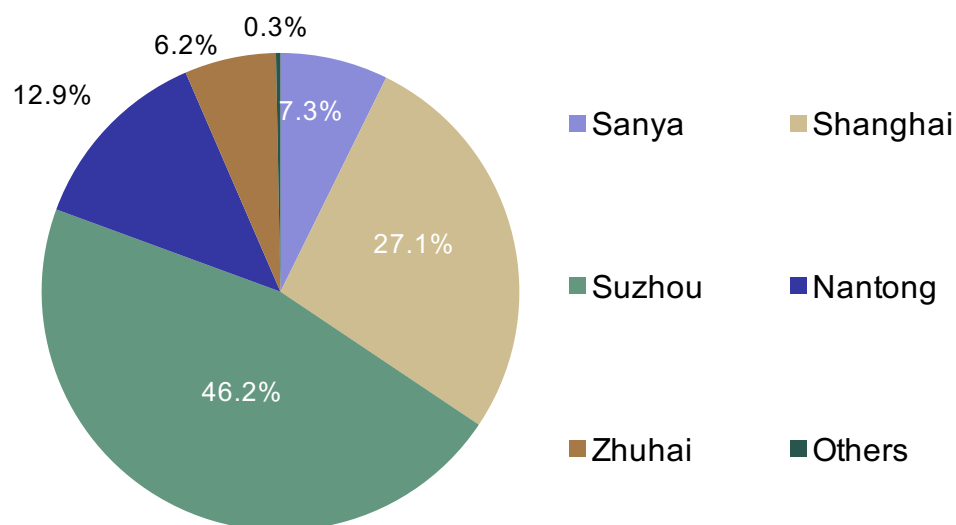
GFA/ Property Sale Contribution Analysis in 1H 2019

By city, project and ASP

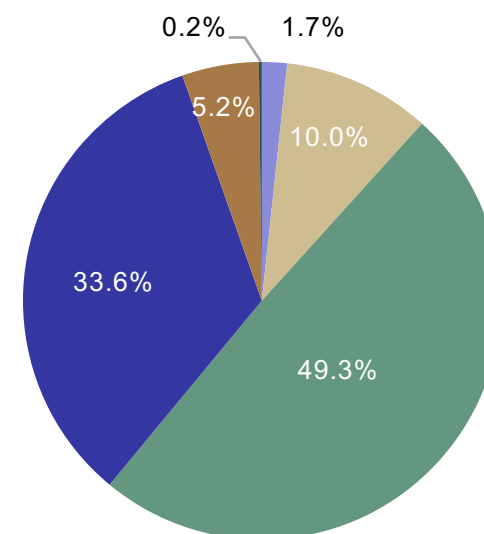


Major projects delivered in 1H 2019	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Nantong Four Seasons Gardens (Phase 2)	64,609	13,188	12.8
Shanghai Yanlord on the Park	14,071	99,813	20.8
Shanghai Yanlord Eastern Gardens	2,759	61,671	4.2
Sanya Hai Tang Bay – Land Parcel 9	3,349	149,329	7.3
Suzhou Riverbay Gardens (Phase 1)	92,659	33,042	44.5
Zhuhai Yanlord Marina Centre - Section B	2,714	55,929	2.6
Zhuhai Yanlord Marina Peninsula Gardens (Phase 2)	6,820	29,848	3.4
Others	6,525	-	4.4

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 (287,638 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 (332,720 sqm)
- Yanlord Landmark (13,680 sqm)

Zhuhai

- Yanlord Marina Centre (150,994 sqm)
- Yanlord Marina Peninsula Gardens (268,666 sqm)
- Yanlord North Shore Gardens (43,704 sqm)

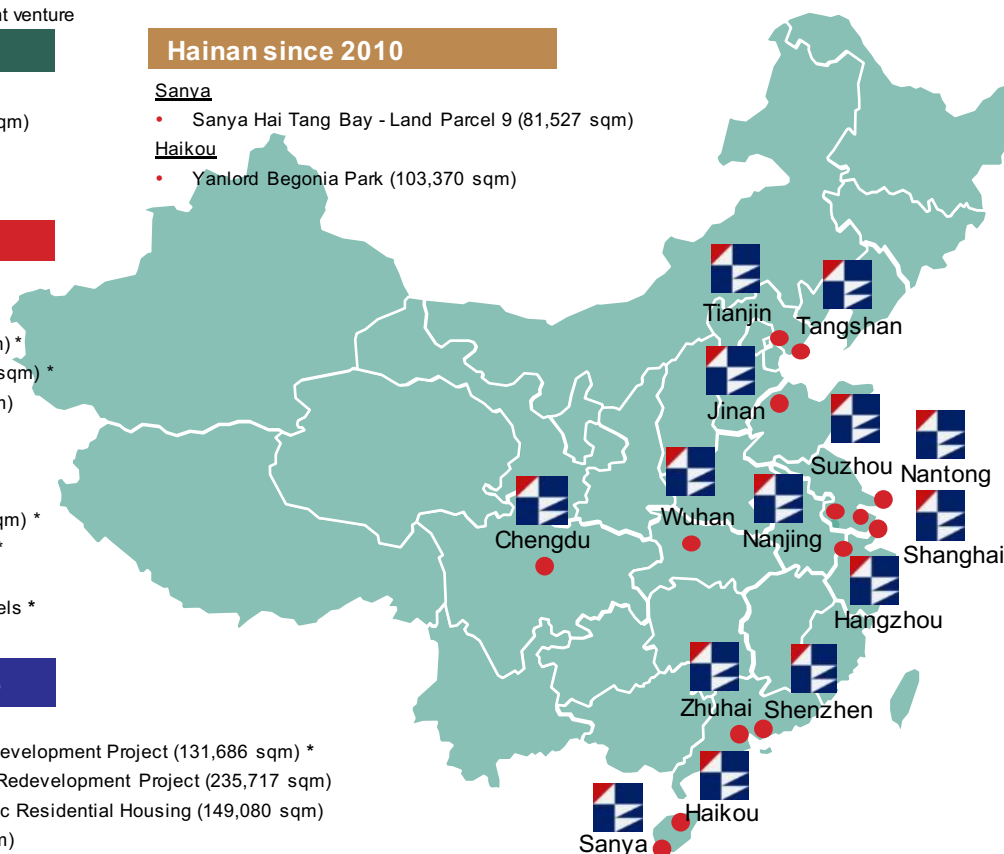
Hainan since 2010

Sanya

- Sanya Hai Tang Bay - Land Parcel 9 (81,527 sqm)

Haikou

- Yanlord Begonia Park (103,370 sqm)



As of 30 June 2019:

GFA Completed (mil sqm)	0.857
GFA Under Development (mil sqm)	4.645
GFA for Future Development (mil sqm)	3.041
Total Land Bank (mil sqm)	8.543

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

- Nanjing Eco Hi-Tech Island – Land Parcel G73 (97,034 sqm)
- Nanjing No. 2016G84 Land (539,818 sqm) *
- Nanjing No. 2017G01 Land (87,123 sqm) *
- Nanjing No. 2018G26 Land (386,026 sqm) *
- Yanlord Phoenix Hill (277,875 sqm)
- Yanlord Taoyuan Gardens (153,427 sqm) *
- Yanlord Yangtze Riverbay Town (28,720 sqm)

Suzhou

- Canal Times (52,514 sqm)
- Four Seasons Heming Gardens (191,037 sqm) *
- New Tang's Mansion (147,329 sqm) *
- Riverbay Gardens (197,798 sqm)
- Suzhou Industrial Park No. 2018-04 Land (135,777 sqm) *
- Smriti Curtilage (101,741 sqm)
- Yanlord Lakeview Bay (11,091 sqm)
- Suzhou No. 2019-WG-7 Land Parcels (186,757 sqm) *

Nantong

- Four Seasons Gardens (6,411 sqm)
- Yanlord Gardens (212,779 sqm) *

Hangzhou

- Hangzhou Bayfront Isle (167,212 sqm) *
- Hangzhou Intelligent City Project – Commercial Land Parcels (127,789 sqm) *
- Hangzhou Intelligent City Project – Medical Land Parcels (450,773 sqm) *
- The Corals (123,620 sqm) *
- Yanlord Riverside Gardens (71,229 sqm) *

Central China since 2017

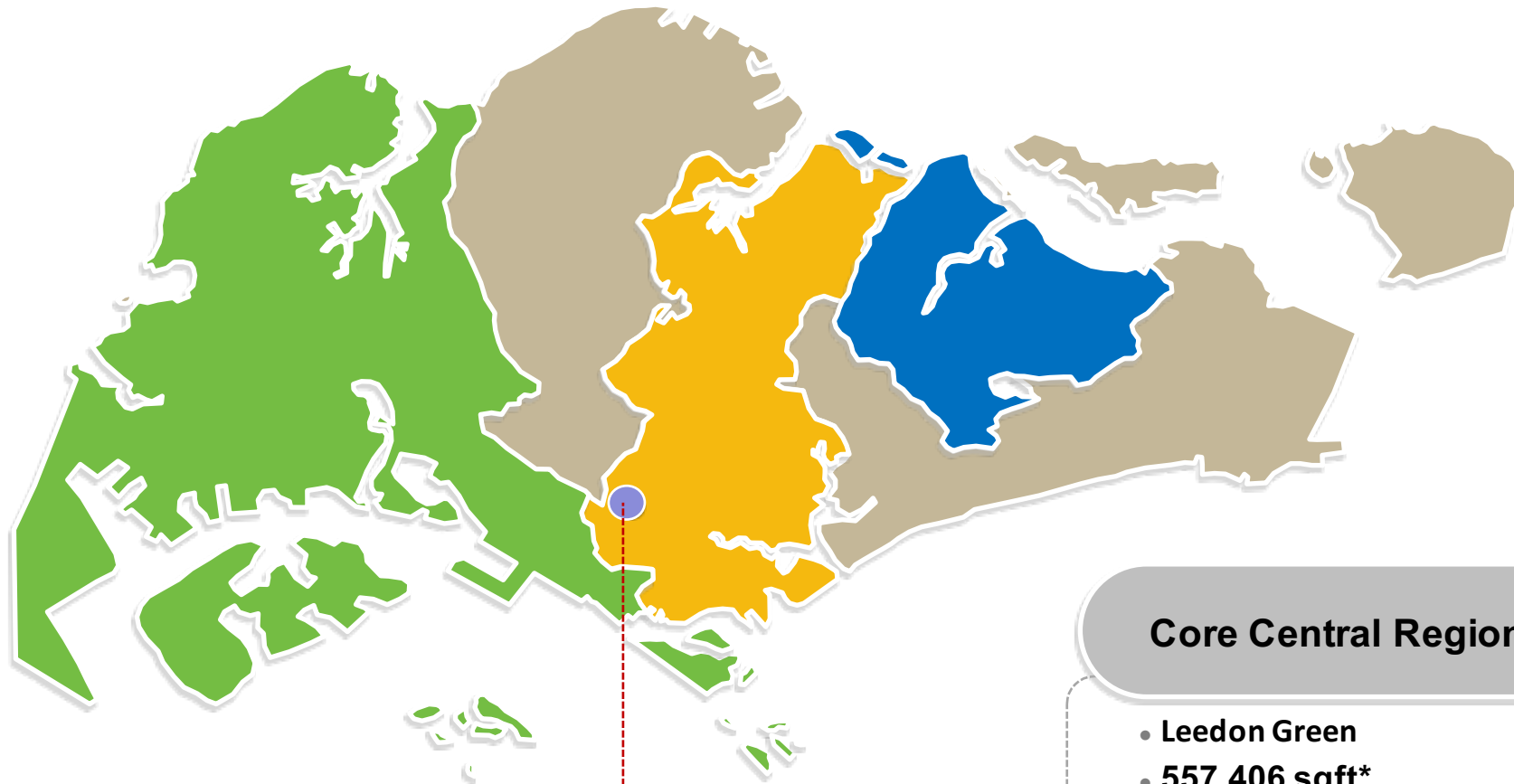
Wuhan

- 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 end 2019

*approximate GFA based on plot ratio of 1.6x



Development Strategies

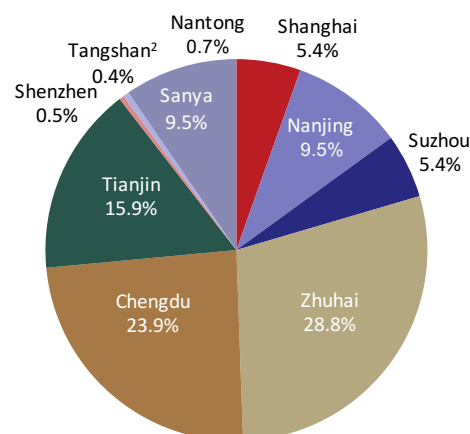
Growth of business across PRC high-growth cities



- 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

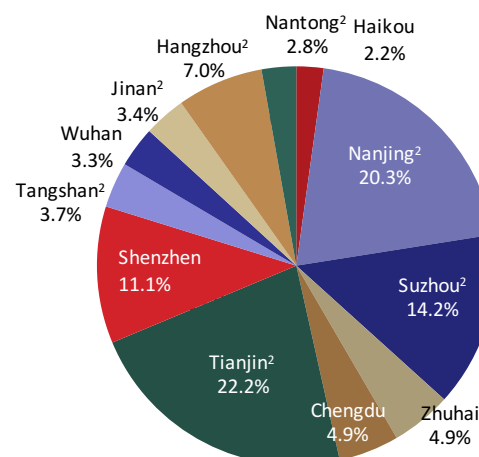
Completed projects

(856,636 sqm¹)



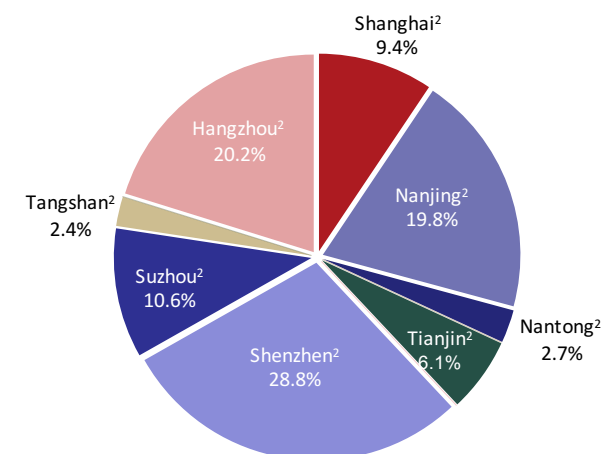
Projects under development

(4.645 million sqm)



Land bank: Future development

(3.041 million sqm)



Residential and Commercial	238,345 sqm
Investment	473,037 sqm
Fixed Assets	145,254 sqm

Residential and Commercial	4,561,197 sqm
Investment	83,360 sqm

Residential and Commercial	3,041,112 sqm
Investment	-

Note:

1. The group has completed 9.058 million sqm out of which 856,636 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 3Q 2019



We expect to launch the following new projects and new batches of existing projects in 3Q 2019:

- **Chengdu**
 - Stream In Cloud
- **Hangzhou**
 - Hangzhou Bayfront Isle (Phase 2)
 - Yanlord Riverside Gardens
- **Jinan**
 - Yanlord Century Gardens
- **Nanjing**
 - Nanjing No.2018G26 Land
 - Yanlord Phoenix Hill (Phase 1)
- **Shenzhen**
 - Yanlord Reverie Apartments
- **Suzhou**
 - Four Seasons Heming Gardens
 - New Tang's Mansion
 - Smriti Curtilage
- **Tangshan**
 - Tangshan Nanhu Eco-City - Land Parcel A8
- **Tianjin**
 - The Mansion In Park (Phase 1)
 - Yilu Gardens
 - Yiwan Gardens
- **Wuhan**
 - Yanlord on the Park



Project Showcase

- Four Seasons Heming Gardens (Suzhou)



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Project Showcase

- Hangzhou Bayfront Isle (Hangzhou)



Project Showcase

- Yanlord Phoenix Hill (Nanjing)



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