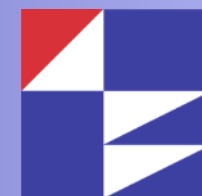




仁恒置地集团 YANLORD LAND GROUP LIMITED

3Q and 9M 2017 Results Presentation

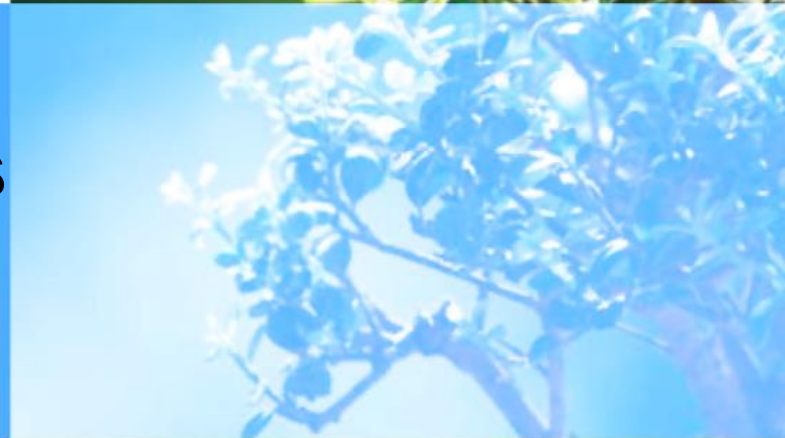


仁恒
YANLORD





Yanlord 3Q and 9M 2017 Business Review



- In-line with the Group's delivery schedule whereby a lower GFA was delivered in 3Q 2017, revenue for the period declined to RMB3.764 billion in 3Q 2017 from RMB5.505 billion in 3Q 2016.
- Despite the lower revenue of the Group, the delivery of higher margin residential units and car parks helped propel gross profit margin to 41.8% in 3Q 2017 from 27.2% in 3Q 2016. Consequently, gross profit rose 4.9% to RMB1.572 billion in 3Q 2017 as compared to RMB1.499 billion in 3Q 2016.
- Underscored by the higher profit margins, net profit attributable to owners of the Company rose approximately 11.2% to RMB627.5 million in 3Q 2017 from RMB564.2 million in 3Q 2016.



Yanlord 3Q and 9M 2017 Business Review



- Underscored by the delivery of higher-priced projects such as Yanlord Western Gardens (仁恒西郊雅苑) in Shanghai, Yanlord Yangtze Riverbay Town (Phase 4) (仁恒江湾城四期) in Nanjing and Yanlord Marina Centre - Section B (仁恒滨海中心 - B标段) in Zhuhai, ASP in 9M 2017 rose 22.1% to RMB33,618 per sqm.
- Supported by the healthy increase in ASP, gross profit and gross profit margin in 9M 2017 leapt 70.8% and 21.2 percentage points to RMB6.515 billion and 45.4% respectively; offsetting the 8.9% decline in revenue to RMB14.362 billion in 9M 2017 which was due to the scheduled delivery of lower GFA during the period.
- Rising in tandem with the 9M 2017 gross profit, profit attributable to owners of the Company similarly rose **76.3%** to RMB2.024 billion in 9M 2017, while basic earnings per share on a fully diluted basis rose **77.2%** to 104.46 Renminbi cents in 9M 2017 as compared to 58.94 Renminbi cents in 9M 2016.

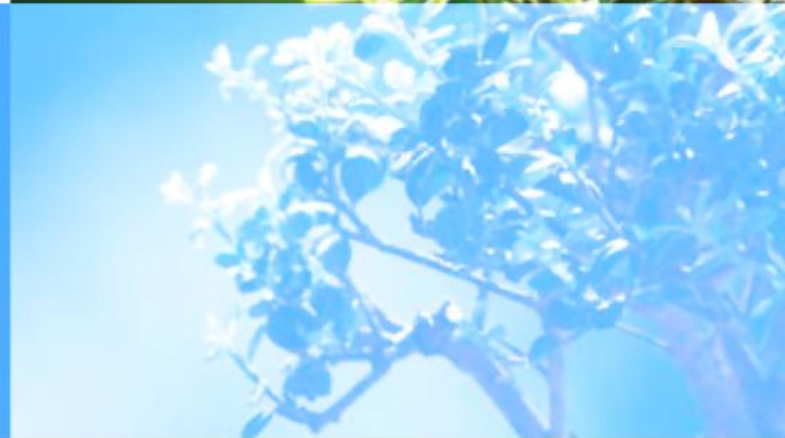


- Attributable to the Group's prudent financial policies, Yanlord remains in a healthy financial position with cash and cash equivalents of RMB16.417 billion as at 30 September 2017.
- The Group's pre-sales continue to be supported by healthy market demand in the PRC. Accumulated pre-sales pending recognition as at 30 September 2017 was RMB27.840 billion.
- Yanlord is confident about its performance for FY 2017, 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 – 3Q 2017 VS 3Q 2016



	3Q 2017	3Q 2016	% Change
GFA delivered (sqm)	104,993	224,985	(53.3)
ASP (RMB/ sqm)	32,742	24,187	35.4
Revenue (RMBm)	3,764.1	5,505.5	(31.6)
Cost of sales (RMBm)	(2,192.1)	(4,006.3)	(45.3)
Gross profit (RMBm)	1,571.9	1,499.1	4.9
Gross profit margin (%)	41.8	27.2	14.6 ppt
Profit before income tax (RMBm)	1,481.7	1,294.1	14.5
Income tax (RMBm)	(722.5)	(600.8)	20.3
Profit for the period (RMBm)	759.1	693.4	9.5
Net profit margin (%)	20.2	12.6	7.6 ppt
Profit attributable to owners of the Company (RMBm)	627.5	564.2	11.2
Net attributable profit margin (%)	16.7	10.2	6.5 ppt
Basic earnings per share ¹ (RMB cents)	32.41	28.97	11.9

Note:

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



Statement of Profit or Loss – 9M 2017 VS 9M 2016



	9M 2017	9M 2016	% Change
GFA delivered (sqm)	391,321	565,535	(30.8)
ASP (RMB/ sqm)	33,618	27,531	22.1
Revenue (RMBm)	14,362.4	15,762.5	(8.9)
Cost of sales (RMBm)	(7,847.4)	(11,948.6)	(34.3)
Gross profit (RMBm)	6,515.0	3,813.8	70.8
Gross profit margin (%)	45.4	24.2	21.2 ppt
Profit before income tax (RMBm)	5,997.1	3,171.9	89.1
Income tax (RMBm)	(3,122.5)	(1,578.3)	97.8
Profit for the period (RMBm)	2,874.6	1,593.6	80.4
Net profit margin (%)	20.0	10.1	9.9 ppt
Profit attributable to owners of the Company (RMBm)	2,024.1	1,148.3	76.3
Net attributable profit margin (%)	14.1	7.3	6.8 ppt
Basic earnings per share ¹ (RMB cents)	104.46	58.94	77.2

Note:

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



Financials – Snapshot as at 30 September 2017



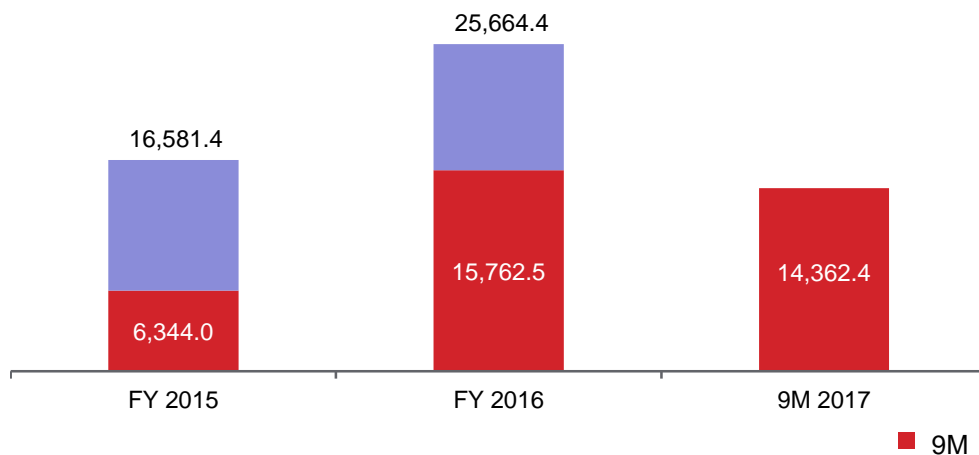
	As at 30 Sep 17	As at 31 Dec 16	% Change
Current assets (RMBm)	67,917.9	70,610.5	(3.8)
Non-current assets (RMBm)	39,796.2	22,837.9	74.3
Total assets (RMBm)	107,714.0	93,448.4	15.3
Current liabilities (RMBm)	42,952.2	46,997.9	(8.6)
Non-current liabilities (RMBm)	35,052.2	16,440.9	113.2
Total equity (Incl. NCI) (RMBm)	29,709.6	30,009.6	(1.0)
Cash and cash equivalents (RMBm)	16,416.9	17,583.4	(6.6)
Short-term debt (RMBm)	6,076.4	8,983.1	(32.4)
Senior notes (RMBm)	2,955.8	1,916.3	54.2
Long-term debt (RMBm)	28,210.0	12,775.6	143.9
Net debt (RMBm)	20,825.3	6,091.6	241.9



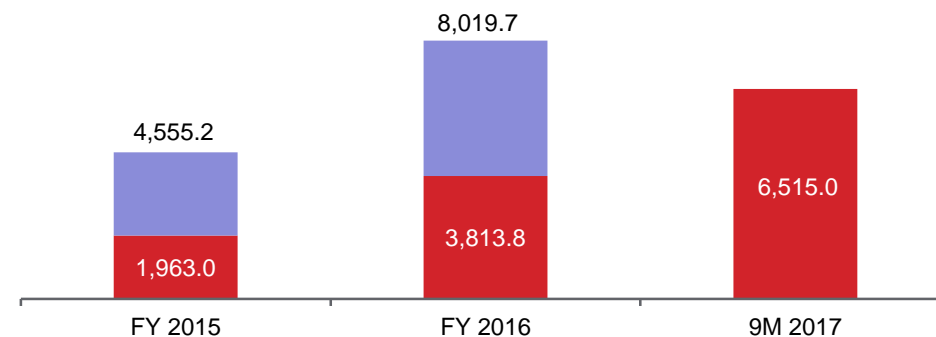
Profitability Analysis



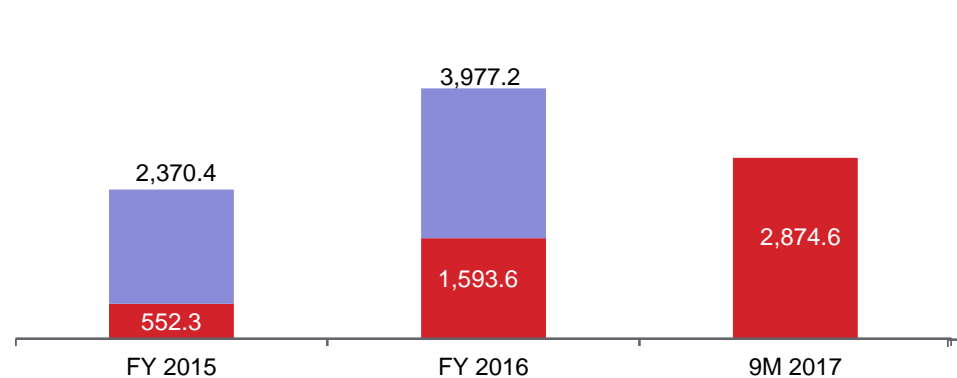
Revenue (RMBm)



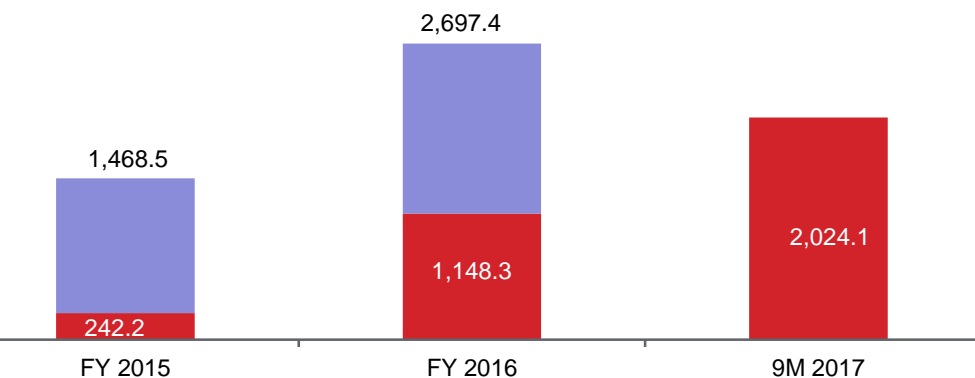
Gross profit (RMBm)



Profit for the period (RMBm)



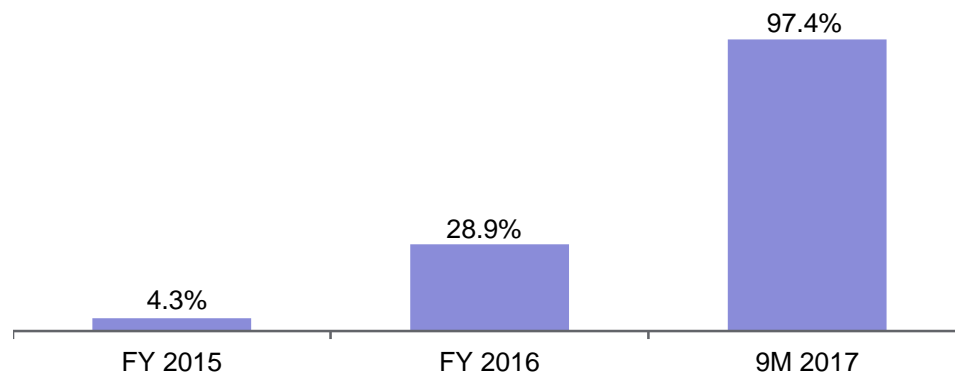
Profit attributable to owners of the Company (RMBm)



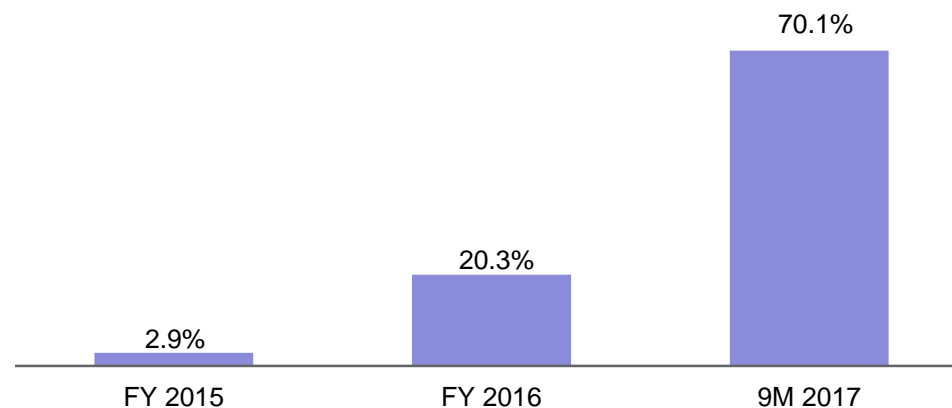
Strong Credit Metrics



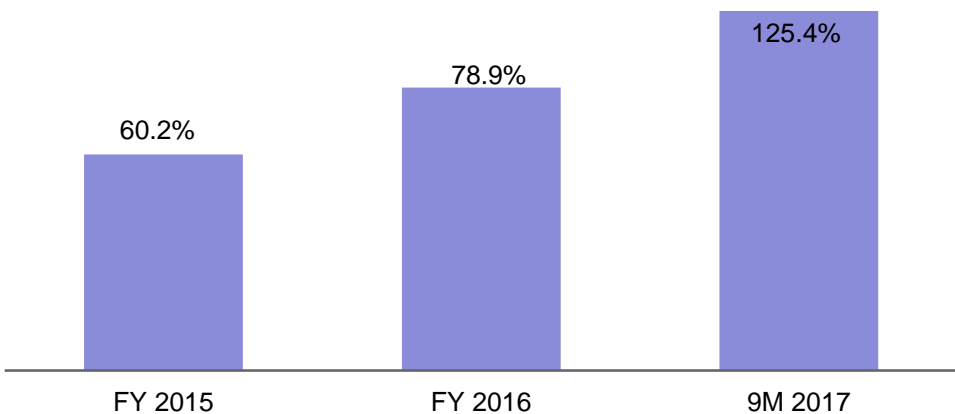
Net debt/ equity (Excl. NCI)



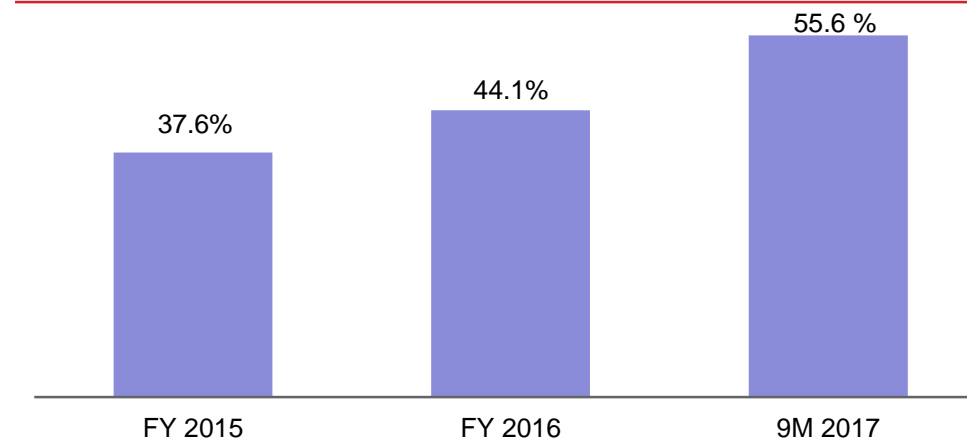
Net debt/ total equity (Incl. NCI)



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



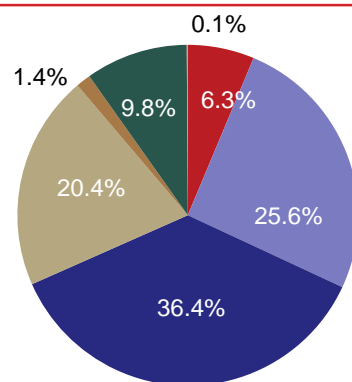
GFA/ Property Sale Contribution Analysis in 9M 2017

By city, project and ASP

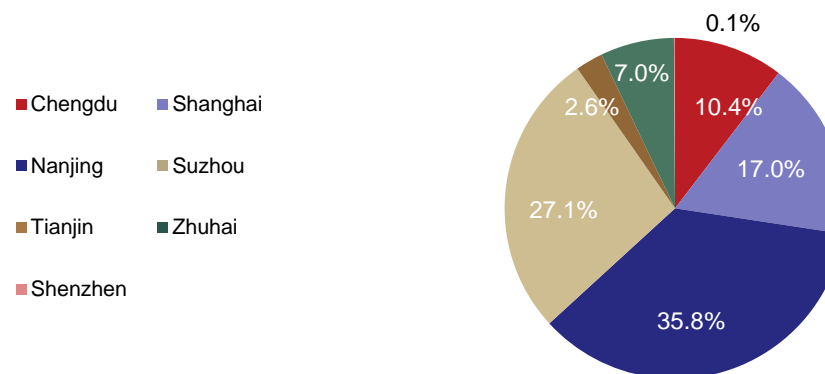


Major projects delivered in 9M 2017	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Chengdu Yanlord Riverbay (Phase 2)	30,594	20,239	4.8
Nanjing Oasis New Island Gardens (Phase 2)	75,351	28,591	15.3
Nanjing Yanlord Yangtze Riverbay Town (Phase 4)	64,647	41,585	20.8
Shanghai Yanlord Eastern Gardens	3,734	60,310	1.6
Shanghai Yanlord Western Gardens	61,266	48,501	22.2
Suzhou Tang Yue Bay Gardens	78,542	24,881	14.1
Suzhou Yanlord Lakeview Bay – Land Parcel A1	23,456	28,953	4.8
Zhuhai Yanlord Marina Centre – Section B	22,840	48,465	8.4
Others	30,891	-	8.0

Property Sale Contribution by City



GFA Contribution by City

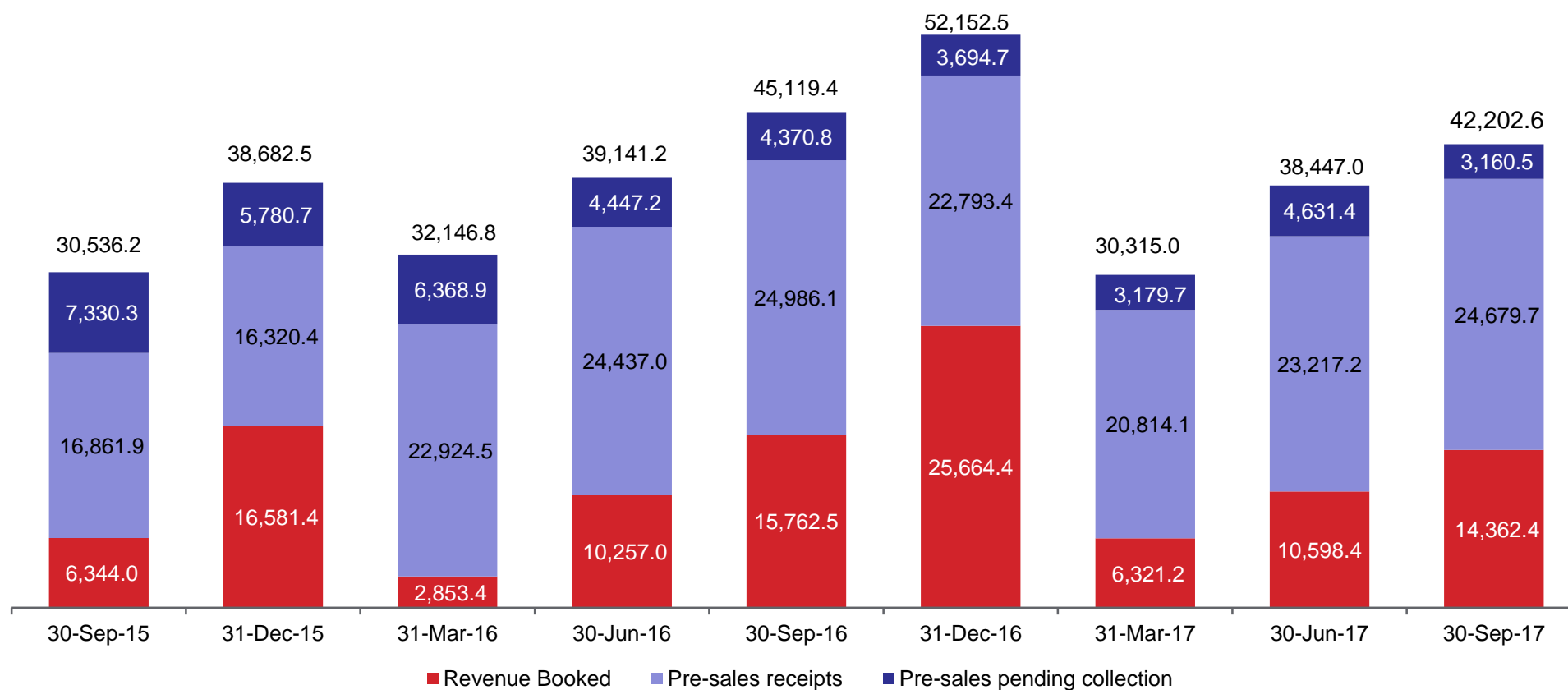


Pre-sales and Receipts

Resilient growth



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



Diversified Geographic Coverage

Abundant land bank in high-growth cities



*Projects being held under associate or joint venture

Bohai Rim since 2005

Tianjin

- Yanlord Riverside Plaza (132,167 sqm)
- Tianjin Jinnan Land (213,400 sqm)
- Tianjin Hong Qiao Land (260,638 sqm)*
- Tianjin No. 2013-090 Land (264,915 sqm)*
- Yanlord Majestic Mansion (243,935 sqm)

Tangshan

- Tangshan Nanhu Eco-City Land Parcel 1* (223,180 sqm)

Western China since 2003

Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Yanlord Riverbay (141,483 sqm)

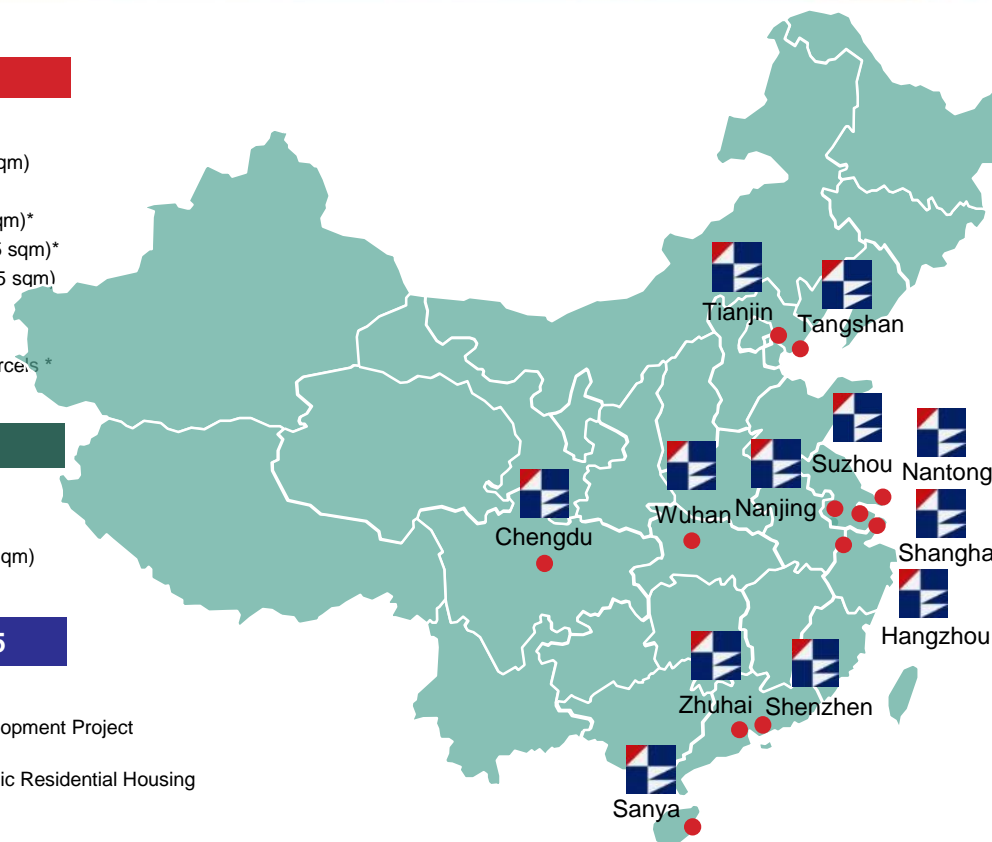
Pearl River Delta since 2005

Shenzhen

- Shenzhen Longgang District Redevelopment Project (390,000 sqm)
- Shenzhen Longgang District Economic Residential Housing (144,064 sqm)
- Yanlord Rosemite (5,370 sqm)
- Yanlord Landmark (37,688 sqm)
- Yanlord Centre (333,280 sqm)

Zhuhai

- Yanlord New City Gardens (11,155 sqm)
- Yanlord Marina Centre (171,719 sqm)
- Yanlord Marina Peninsula Gardens (354,240 sqm)
- Zhuhai No. 2017-21 Land (41,814 sqm)



As of 30 September 2017:

GFA Completed (mil sqm)	0.663
GFA Under Development (mil sqm)	2.837
GFA for Future Development (mil sqm)	3.180
Total Land Bank (mil sqm)	6.680

Yangtze River Delta since 1993

Shanghai

- Shanghai San Jia Gang Land Plot (35,831 sqm)
- Yanlord Sunland Gardens (20,391 sqm)
- Yanlord Western Gardens (70,689 sqm)
- Yanlord Eastern Gardens (77,381 sqm)
- Yanlord on the Park (148,163 sqm)
- Shanghai Yangpu District 81 and 83 Redevelopment Project (186,769 sqm)

Nanjing

- Yanlord Yangtze Riverbay Town (17,138 sqm)
- Oasis New Island Gardens (94,663 sqm)
- Nanjing Eco Hi-Tech Island – Land Parcel G73 (118,653 sqm)
- Nanjing Daji Land Parcels (320,000 sqm)
- Nanjing No. 2016G01 Land (154,338 sqm)*
- Nanjing No. 2016G84 Land (540,000 sqm)*
- Nanjing No. 2017G01 Land (84,456 sqm)*

Suzhou

- Yanlord Lakeview Bay (13,991 sqm)
- Suzhou Wuzhong Area C1 Land (9,877 sqm)
- Tang Yue Bay Gardens (29,401 sqm)
- Riverbay Gardens (297,972 sqm)
- Suzhou No.2016-WG-46 Land Parcels (75,132 sqm)
- Suzhou No.2016-WG-63 Land (52,514 sqm)

Nantong

- Four Seasons Gardens (136,674 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 (144,000 sqm)*

Hainan since 2010

Sanya

- Sanya Hai Tang Bay - Land Parcel 9 (75,592 sqm)



Development Strategies

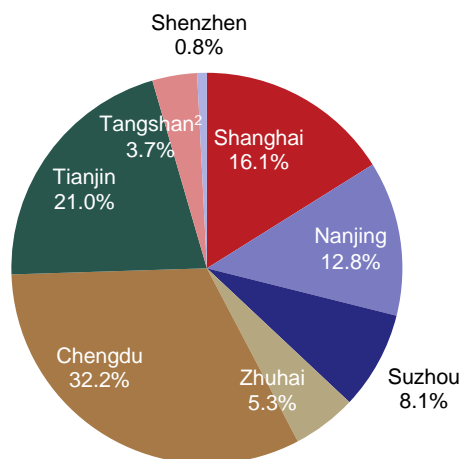
Growth of business across high-growth cities



- 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

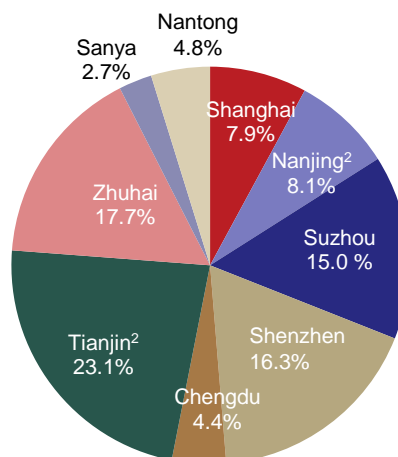
(663,301 sqm¹)



Residential and Commercial	219,707 sqm
Investment	427,941 sqm
Fixed Assets	15,653 sqm

Projects under development

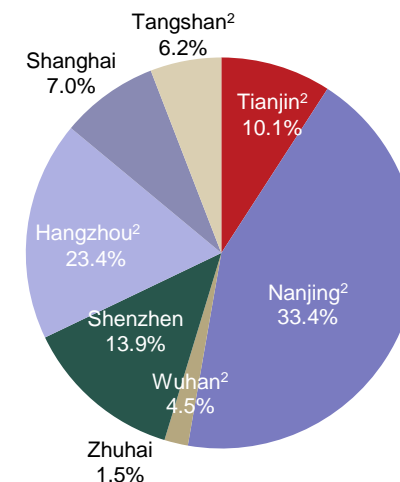
(2.837 million sqm)



Residential and Commercial	2,623,105 sqm
Investment	213,787 sqm

Land bank: Future development

(3.180 million sqm)



Residential and Commercial	3,180,125 sqm
Investment	-

Note:

1. The group has completed 7.850 million sqm out of which 663,301 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 4Q 2017



We expect to launch the following new project and new batches of existing projects in 4Q 2017:

- **Nanjing**
 - Oasis New Island Gardens (Phase 3)
- **Shanghai**
 - Yanlord on the Park
- **Suzhou**
 - Riverbay Gardens



Project Showcase

- Yanlord on the Park (Shanghai)



Project Showcase

- Oasis New Island Gardens (Phase 3) (Nanjing)



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