



**YANLORD LAND GROUP LIMITED (Z25.SI)**

**仁恒置地集团有限公司**

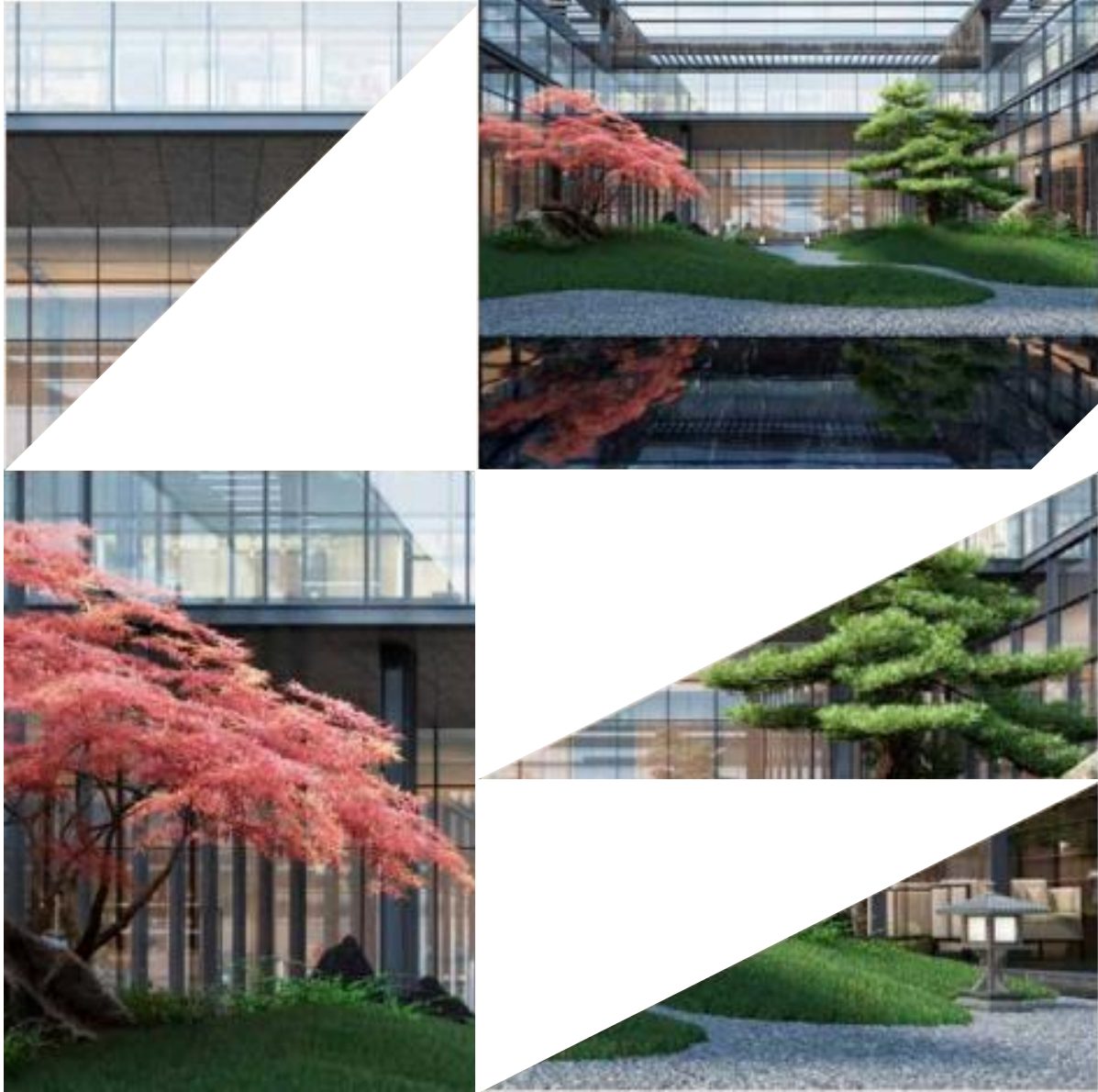
**1H 2024 Financial Results Announcement**

**14 August 2024**



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  - Property Pre-sales, Property Development and Development Strategies
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仁恒  
YANLORD

## Key Figures for 1H 2024

## Key Figures for 1H 2024

- ❑ The revenue of Yanlord Land Group Limited (“Yanlord” or “Company” and together with its subsidiaries, “Group”) for the six months ended 30 June 2024 (“1H 2024”) was RMB19.953 billion, an increase of 34.8% compared to the six months ended 30 June 2023 (“1H 2023”)
- ❑ Income from property development, property investment and hotel operations, and property management for 1H 2024 increased by 42.4%, 1.9% and 0.4% to RMB17.488 billion, RMB894 million and RMB591 million, respectively, while income from other segment decreased by 7.2% to RMB980 million, compared to 1H 2023
- ❑ Gross profit decreased by 37.0% to RMB2.619 billion in 1H 2024 with gross profit margin decreased by 15.0 percentage points to 13.1%, compared to 1H 2023
- ❑ The Group reported a loss for the period of RMB421 million and a loss attributable to owners of the Company of RMB486 million in 1H 2024
- ❑ The Group together with its joint ventures and associates’ total contracted pre-sales from residential and commercial units, and car parks for 1H 2024 was approximately RMB10.303 billion on a total contracted gross floor area (“GFA”) of 473,135 square metres (“sqm”), a decrease of 51.7% and 41.5%, respectively, compared to 1H 2023. As at 30 June 2024, accumulated property contracted pre-sales pending recognition in the second half of the financial year ending 31 December 2024 and beyond was RMB53.612 billion on a total GFA of approximately 1.6 million sqm
- ❑ As at 30 June 2024, the Group’s total debt decreased by 10.1% to RMB30.071 billion, with cash and cash equivalents of RMB10.642 billion, and net gearing ratio of the Group decreased by 1.4 percentage points to 45.3%, compared to last financial year end



## Key Financial Highlights

# Statement of Profit or Loss



(RMB million)	1H 2024	1H 2023	% Change
<b>Revenue</b>	<b>19,953</b>	<b>14,806</b>	<b>34.8</b>
<b>Cost of sales</b>	<b>(17,335)</b>	<b>(10,647)</b>	<b>62.8</b>
<b>Gross profit</b>	<b>2,619</b>	<b>4,159</b>	<b>(37.0)</b>
<b>Gross profit margin (%)</b>	<b>13.1%</b>	<b>28.1%</b>	<b>(15.0ppt)</b>
Other operating income and other gains	214	206	4.2
Selling expenses	(326)	(298)	9.5
Administrative expenses	(566)	(615)	(8.0)
Net impairment losses on financial assets	(369)	(3)	12,937.1%
Other operating expenses	(18)	(22)	(19.7)
Finance cost	(541)	(596)	(9.1)
Share of profit of associates	1	5	(87.5)
Share of profit of joint ventures	36	33	7.7
<b>Profit before income tax</b>	<b>1,050</b>	<b>2,871</b>	<b>(63.4)</b>
<b>Income tax</b>	<b>(1,471)</b>	<b>(1,399)</b>	<b>5.1</b>
<b>(Loss) Profit for the period</b>	<b>(421)</b>	<b>1,472</b>	<b>NM<sup>1</sup></b>
<b>(Loss) Profit attributable to owners of the Company</b>	<b>(486)</b>	<b>1,095</b>	<b>NM<sup>1</sup></b>
<b>Basic and diluted (loss) earnings per share<sup>2</sup> (RMB cents)</b>	<b>(25.16)</b>	<b>56.70</b>	<b>NM<sup>1</sup></b>

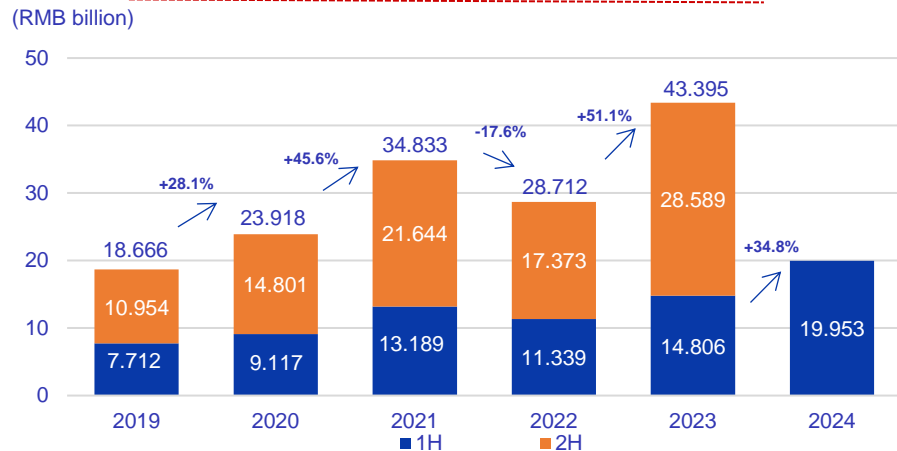
Notes:

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

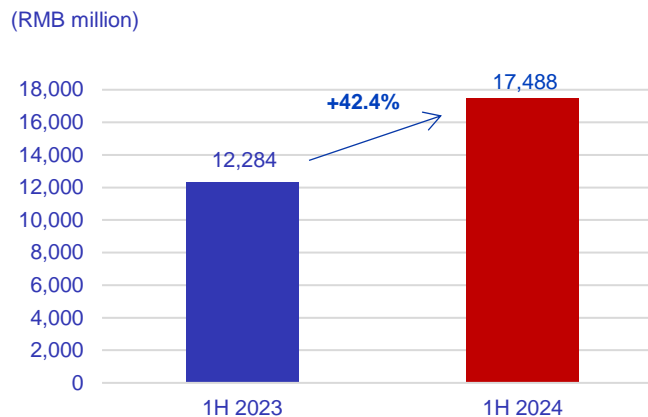
# Revenue and Segment Analysis in 1H 2024



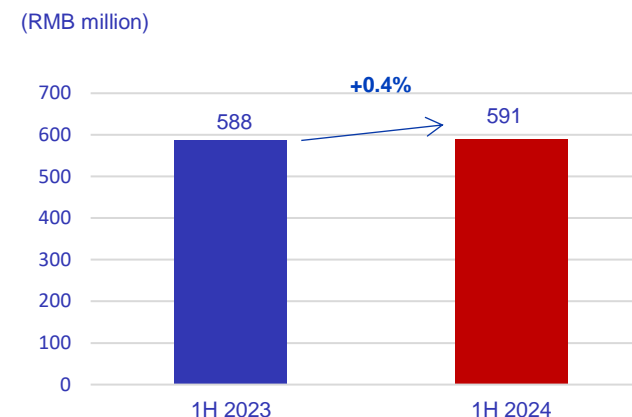
## Revenue of the Group



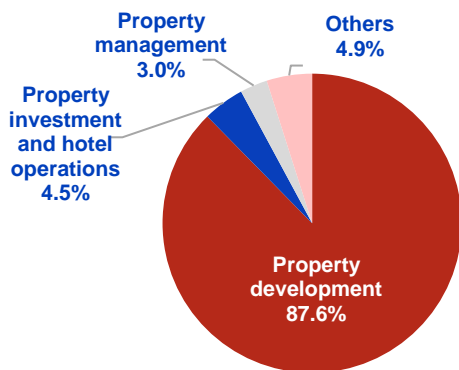
## Revenue from Property Development



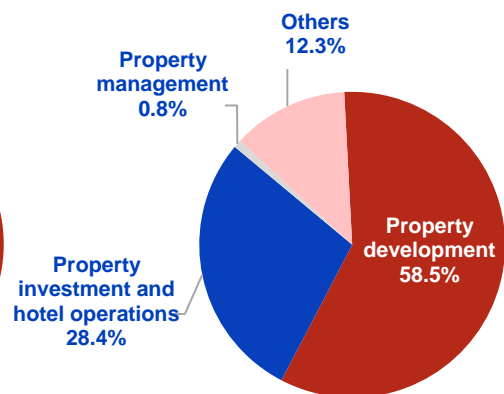
## Revenue from Property Management



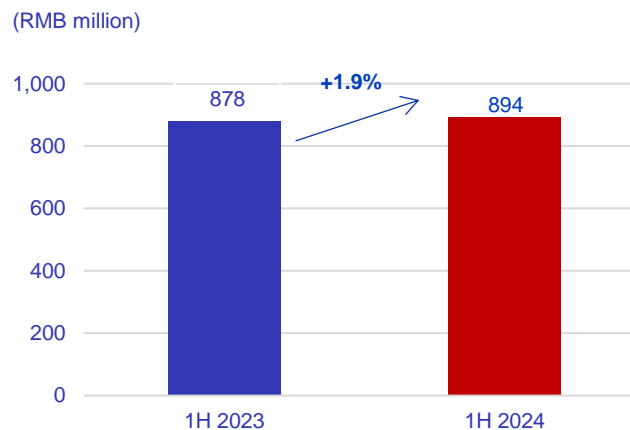
## Segment Revenue Distribution in 1H 2024



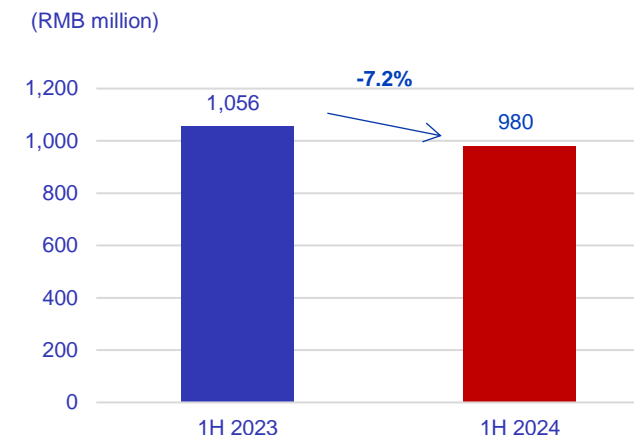
## Segment Assets Distribution in 1H 2024



## Revenue from Property Investment and Hotel Operations



## Revenue from Others



# Property Sales Delivered Contribution Analysis

## A total of 568,092 sqm delivered in 1H 2024

Top 10 projects recognised as revenue of the Group in 1H 2024	City	GFA (sqm)/(Unit)	Average Selling Price ("ASP") (RMB/sqm)/(RMB/Unit)	Gross Sales Amount <sup>1</sup> (RMB million)
Poetic Villa 荟雅华庭	Shanghai	87,054	68,918	6,000
Star Century 恒美雅苑	Tianjin	96,256	26,845	2,584
Yanlord on the Park 仁恒公园世纪	Shenyang	87,721	27,266	2,392
The Yangtze Garden (Phase 1) 仁恒滨江园, 一期	Wuhan	44,807	43,537	1,951
Yanlord The Great Bay (Phase 1) 仁恒滨海湾花园, 一期	Zhuhai	55,349	27,645	1,530
Yanlord Central Lake (Phase 4) 仁恒时代天镜, 四期	Taicang	58,835	22,483	1,323
Yanlord Begonia Park (Phase 3) 仁恒海棠公园, 三期	Haikou	38,786	15,867	615
Yanlord International Apartments, Tower A 仁恒国际公寓, A栋	Nanjing	4,918	47,434	233
Majestic Mansion 海和院	Nanjing	9,856	12,047	119
Yanlord Reverie Apartments 仁恒梦公寓	Shenzhen	6,446	14,157	91
Other projects	Various	19,476	23,358	455
Property sales recognised as revenue of the Group (excluding car park sales)	Various	509,504	33,940	17,293
Car park sales	Various	2,662 units	78,858	210
Property sales of joint ventures and associates (excluding car park sales)	Various	58,588	22,152	1,298
Car park sales of joint ventures and associates	Various	473 units	172,135	81
Grand total property sales	All	568,092	32,724	18,591
Grand total car park sales	All	3,135 units	92,931	291

Note:

1. Before deduction of sales related tax.



Poetic Villa, Shanghai  
荟雅华庭, 上海



Star Century, Tianjin  
恒美雅苑, 天津



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



The Yangtze Garden (Phase 1),  
Wuhan  
仁恒滨江园, 一期, 武汉



Yanlord The Great Bay (Phase 1),  
Zhuhai  
仁恒滨海湾花园, 一期, 珠海



Yanlord Central Lake (Phase 4),  
Taicang  
仁恒时代天镜, 四期, 太仓



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



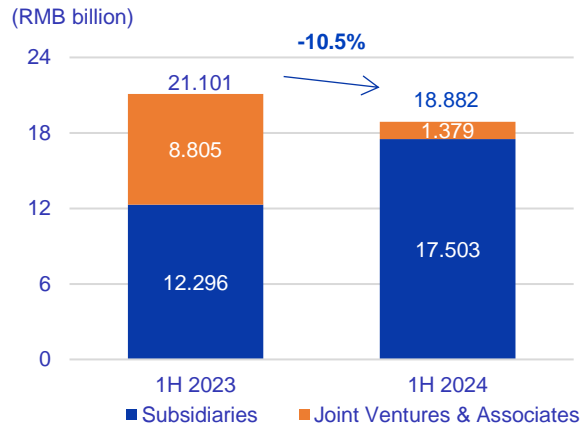
Majestic Mansion, Nanjing  
海和院, 南京



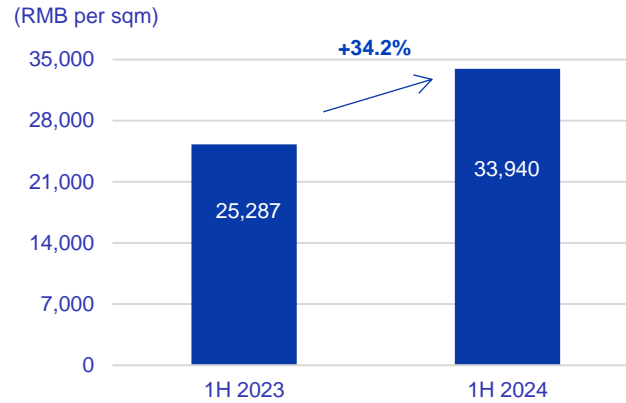
# Property Sales Recognition Analysis



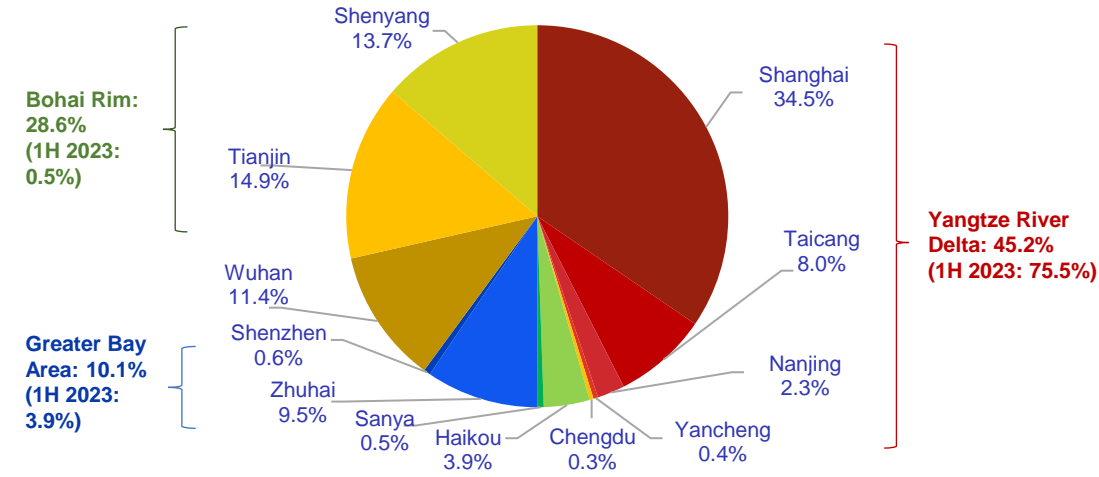
### Recognised Property Sales<sup>1</sup>



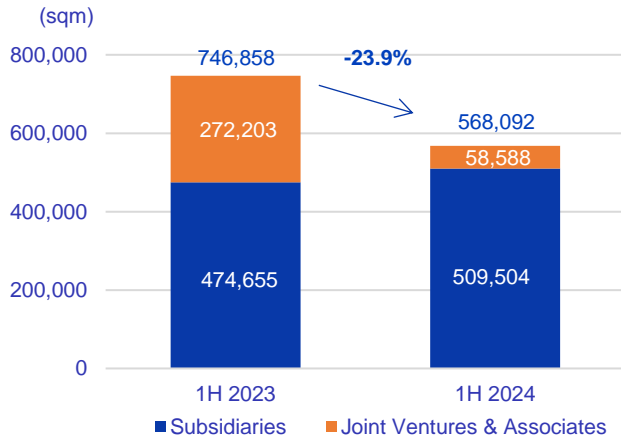
### Recognised Property Sales of the Group ASP<sup>2</sup>



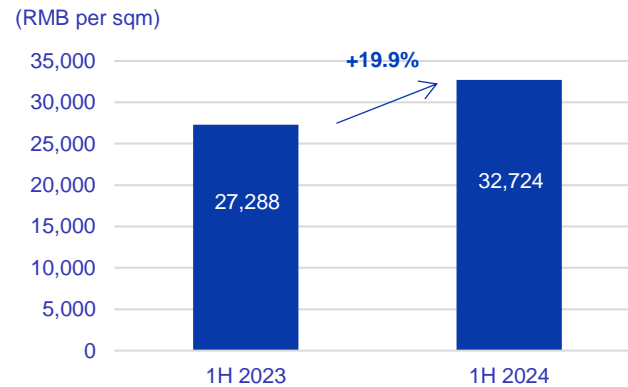
### Distribution of Property Sales<sup>1</sup> Recognition of the Group in 1H 2024



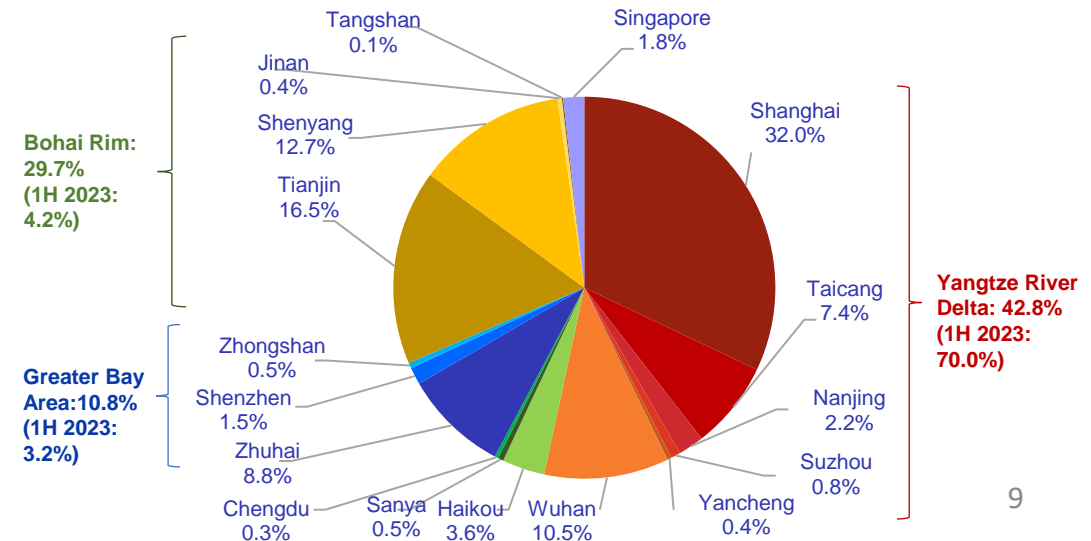
### Recognised Property Sales - GFA<sup>2</sup>



### Recognised Property Sales (including Joint Ventures & Associates) ASP<sup>2</sup>



### Distribution of Property Sales<sup>1</sup> Recognition (including Joint Ventures & Associates) in 1H 2024



Notes:

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

# Financial Position



(RMB million)	As at 30 Jun 2024	As at 31 Dec 2023	% Change
<b>Total assets</b>	<b>135,925</b>	<b>154,734</b>	<b>(12.2)</b>
Current assets	80,545	97,957	(17.8)
Non-current assets	55,380	56,777	(2.5)
<b>Total liabilities</b>	<b>93,302</b>	<b>110,995</b>	<b>(16.2)</b>
Current liabilities	63,090	81,099	(22.2)
Contract liabilities	19,950	33,384	(40.2)
Non-current liabilities	29,943	29,897	0.2
<b>Cash and cash equivalents</b>	<b>10,642</b>	<b>13,007</b>	<b>(18.2)</b>
<b>Total debt</b>	<b>30,071</b>	<b>33,437</b>	<b>(10.1)</b>
Senior notes	3,548	6,070	(41.5)
Bank and other borrowings	22,817	23,945	(4.7)
Loan from non-controlling shareholders of subsidiaries	2,995	3,422	(12.5)
Loan from other related party	711	0	NM <sup>1</sup>
<b>Net debt</b>	<b>19,429</b>	<b>20,430</b>	<b>(4.9)</b>
<b>Total equity (Including NCI<sup>2</sup>)</b>	<b>42,893</b>	<b>43,739</b>	<b>(1.9)</b>
<b>Net gearing ratio (%)</b>	<b>45.3%</b>	<b>46.7%</b>	<b>(1.4ppt)</b>
<b>Net asset value per share (RMB)</b>	<b>17.37</b>	<b>17.77</b>	<b>(2.3%)</b>
<b>Average cost of borrowings</b>	<b>5.1%</b>	<b>5.6%</b>	<b>(0.5ppt)</b>

Notes:

1. Not meaningful
2. Non-controlling interests ("NCI")

# Debt Maturity and Currency Breakdown as at 30 June 2024

## Debt Maturity Profile as at 30 June 2024

(RMB million)	1 Year	>1 to<2	>2 to <5	>5	As at 30 June 2024
<b>Bank and other borrowings</b>					<b>Total</b>
RMB	4,265	1,816	5,117	6,370	17,568
USD			*		
SGD	1,697	3,062	-	-	4,759
AUD	32	2	4	-	38
HKD	-	5	447	-	452
<b>Sub-total</b>	<b>5,994</b>	<b>4,885</b>	<b>5,568</b>	<b>6,370</b>	<b>22,817</b>
<b>Senior notes</b>					
2026 USD500	-	3,548	-	-	3,548
<b>Loan from non-controlling shareholders of subsidiaries</b>					
RMB	1,187	1,806	2	-	2,995
<b>Loan from other related party</b>					
SGD	-	-	711	-	711
<b>Grand-total</b>	<b>7,181</b>	<b>10,239</b>	<b>6,281</b>	<b>6,370</b>	<b>30,071</b>

\*Less than RMB1 million.

## Senior Notes

Senior Notes	Tenor	Coupon Rate	Issued Date	Maturity Date	Status
2024 USD400m <sup>1</sup>	4.5	6.8%	27.8.2019	27.2.2024	Repaid
2026 USD500m (Green Notes)	5	5.125%	20.5.2021	20.5.2026	Outstanding

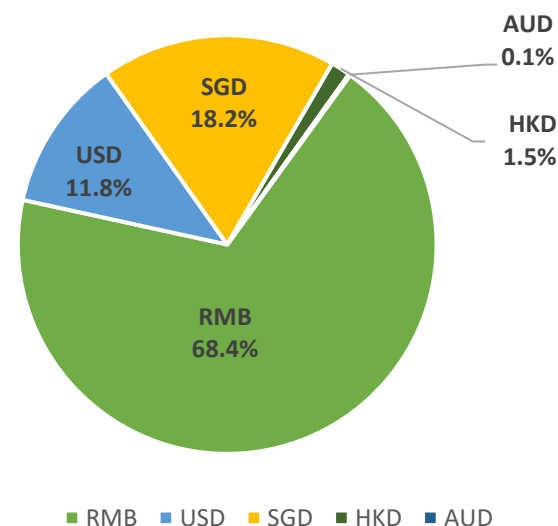
Note:

- The Group has repaid the outstanding principal amount of its 6.8% Senior Notes due 2024 of approximately US\$360 million on 27 February 2024.

## Debt Maturity Profile as at 30 June 2024

(RMB million)	As at 30 June 2024	As at 31 Dec 2023	% Change
<b>Amount repayable in one year or less, or on demand:</b>			
Secured	5,753	3,675	+56.5%
Unsecured	1,428	6,941	-79.4%
<b>Sub-total</b>	<b>7,181</b>	<b>10,616</b>	<b>-32.4%</b>
<b>Amount repayable after one year:</b>			
Secured	15,808	14,461	+9.3%
Unsecured	7,082	8,360	-15.3%
<b>Sub-total</b>	<b>22,890</b>	<b>22,821</b>	<b>+0.3%</b>
<b>Total debt</b>	<b>30,071</b>	<b>33,437</b>	<b>-10.1%</b>

## Currency Breakdown

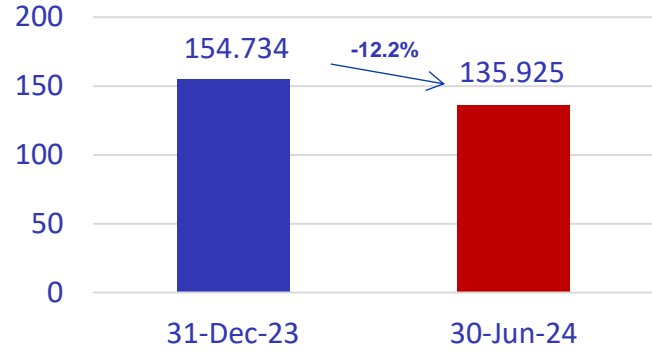


# Strategic Financial Management



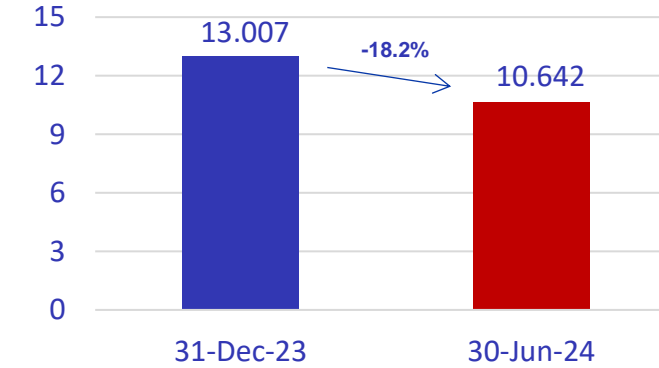
### Total Assets

(RMB billion)

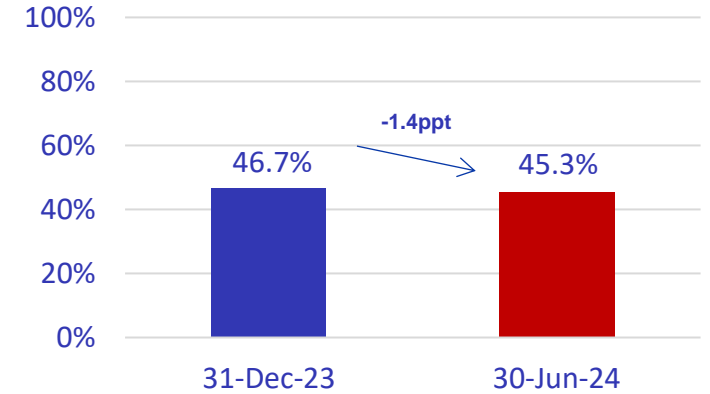


### Cash and Cash Equivalents

(RMB billion)

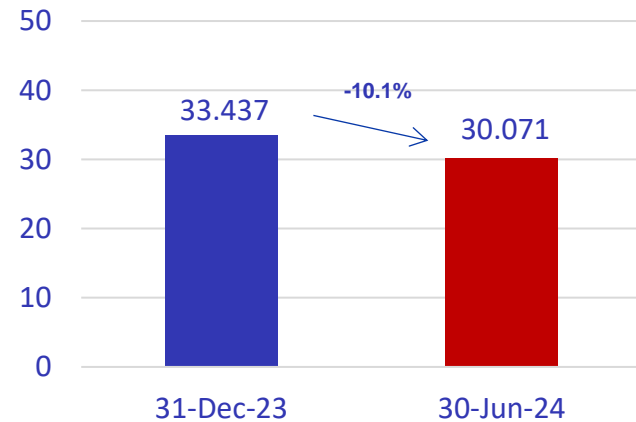


### Net Gearing Ratio (%)



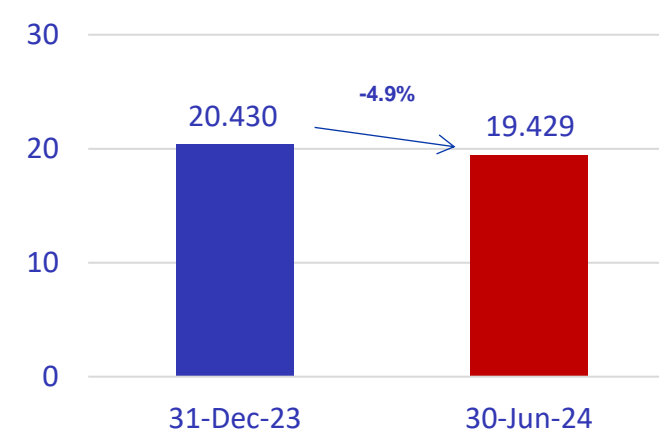
### Total Debt

(RMB billion)

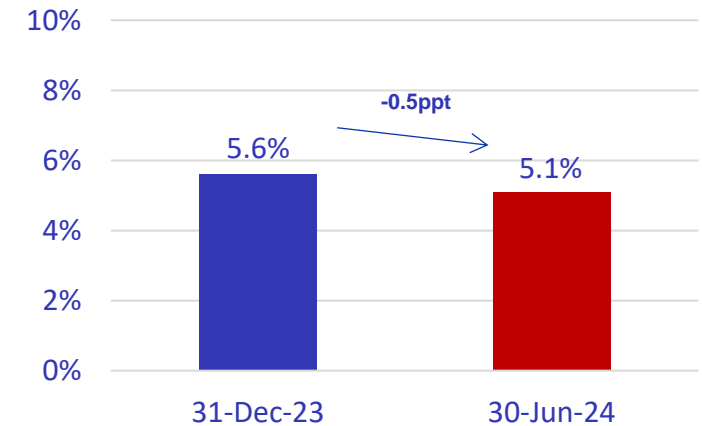


### Net Debt

(RMB billion)



### Average Cost of Borrowings (%)

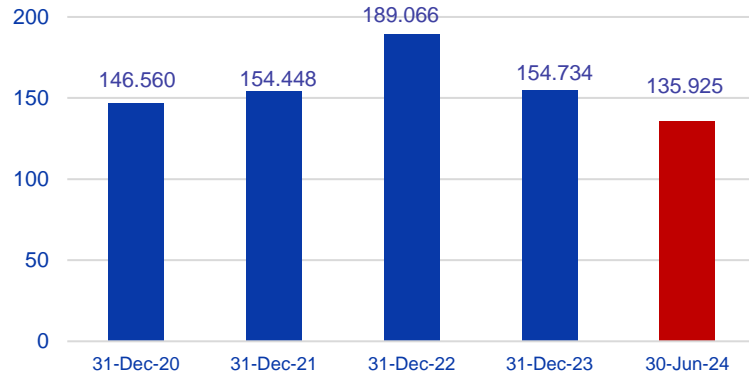


# Five Years Credit Metrics



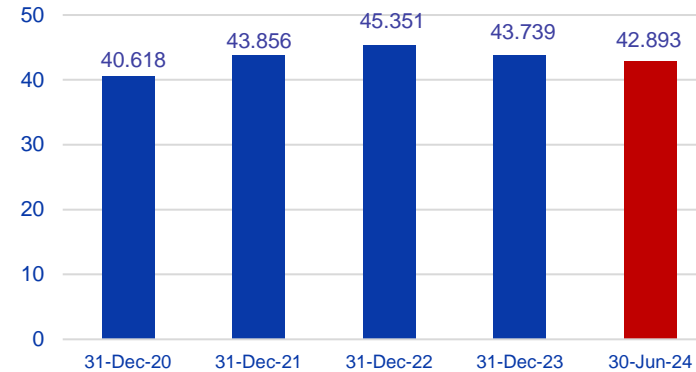
## Total Assets

(RMB billion)



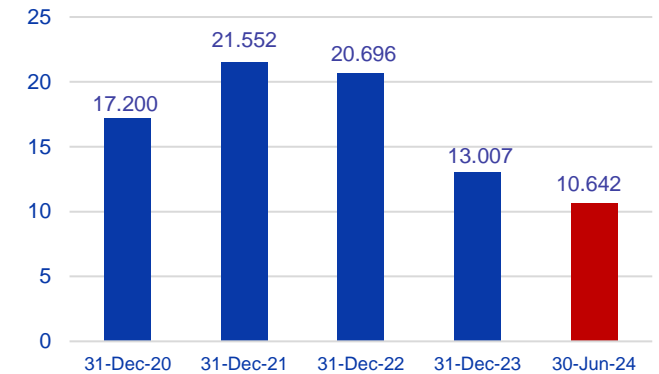
## Total Equity (Including NCI)

(RMB billion)



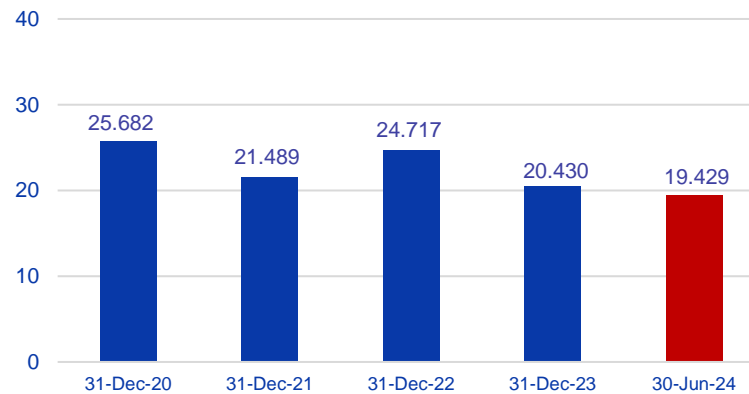
## Cash and Cash Equivalents

(RMB billion)



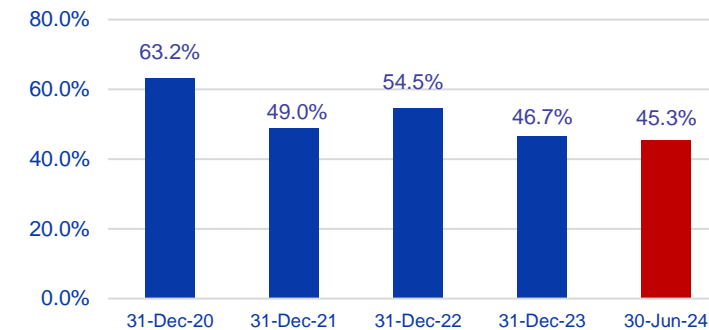
## Net Debt

(RMB billion)



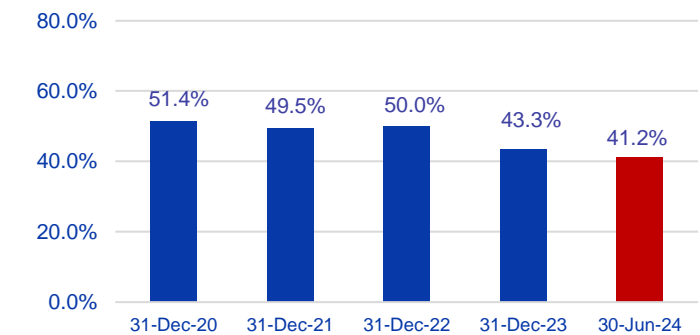
## Net Gearing Ratio (%)

100.0%



## Total Debt / Capitalisation<sup>1</sup> (%)

100.0%



Note:

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



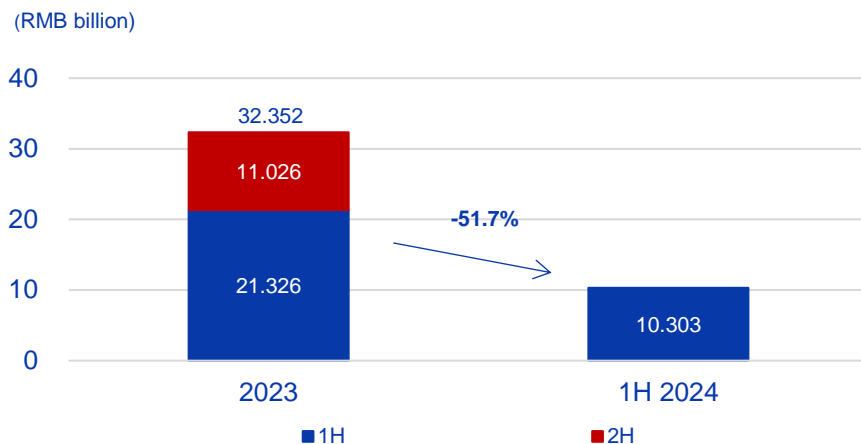
## Business Operation Highlights

- Property Pre-sales, Property Development and Development Strategies

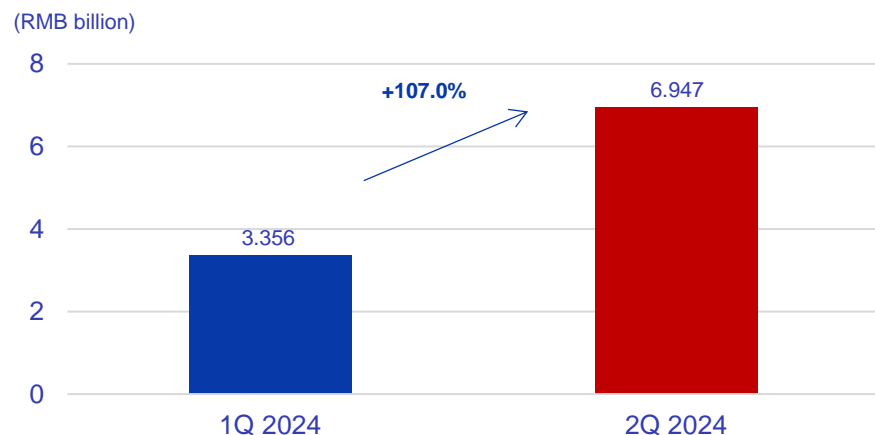
# Property Contracted Pre-sales



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



## 1Q vs 2Q 2024



## Property Contracted Pre-sales Performance 1H 2023 vs 1H 2024

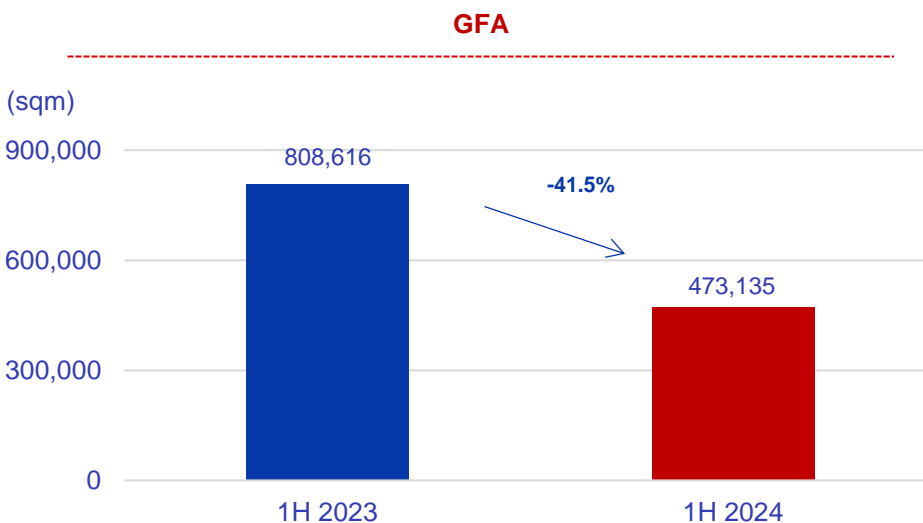
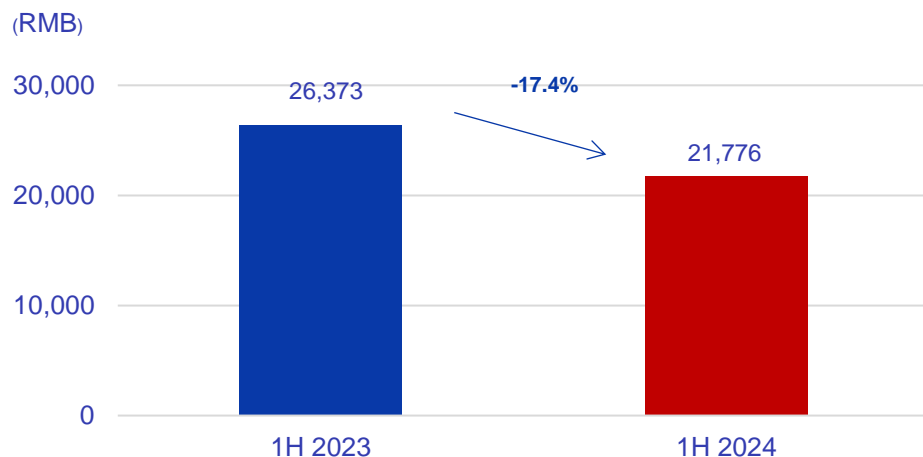
Period	2023 (RMB billion)	Quarter (RMB billion)	2024 (RMB billion)	Quarter (RMB billion)	YoY* Change
<b>Property contracted pre-sales of the Group together with its joint ventures and associates</b>					
January	0.905		1.176		+29.9%
February	3.667		1.053		-71.3%
March	3.557	8.129	1.127	3.356	-68.3%
April	4.220		1.971		-53.3%
May	6.101		2.975		-51.2%
June	2.876	13.197	2.001	6.947	-30.4%
<b>Total</b>	<b>21.326</b>		<b>10.303</b>		<b>-51.7%</b>
<b>Subscription sales of the Group together with its joint ventures and associates yet to be turned into property contracted pre-sales</b>					
As at 30 June 2024 <span style="float: right;">RMB4.099 billion</span>					
<b>Contracted pre-sales of other property development projects under the Group's project management business bearing the "Yanlord" brand name</b>					
January to June	0.465		0.592		+27.3%

\*YoY: Year-over-Year

# Property Contracted Pre-sales



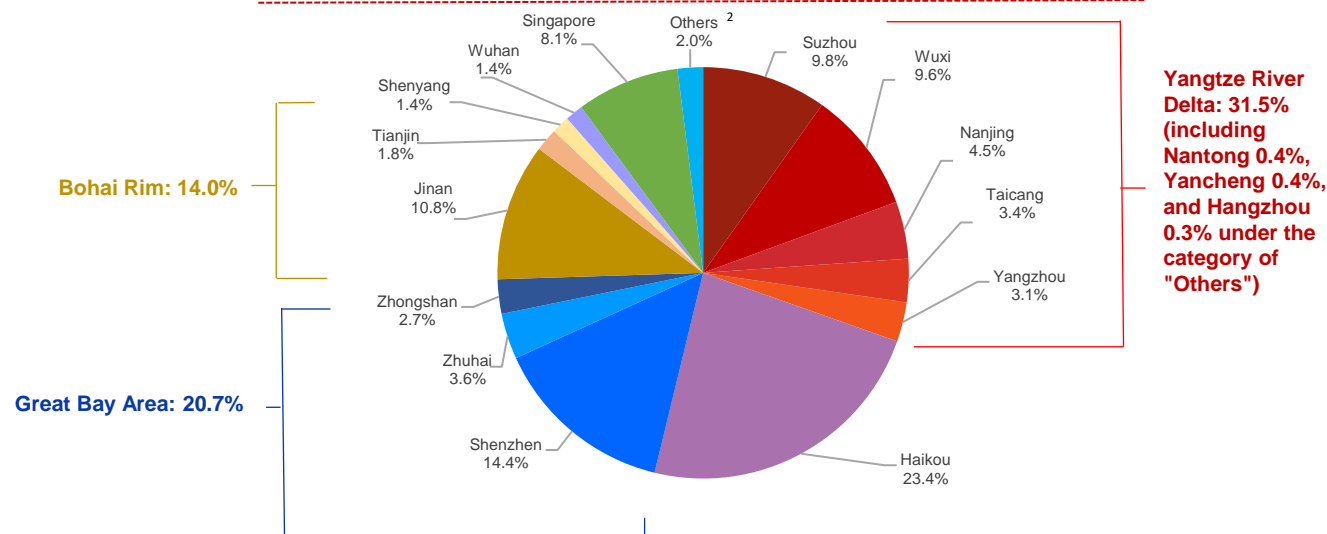
## Property Contracted Pre-sales – ASP and GFA<sup>1</sup>



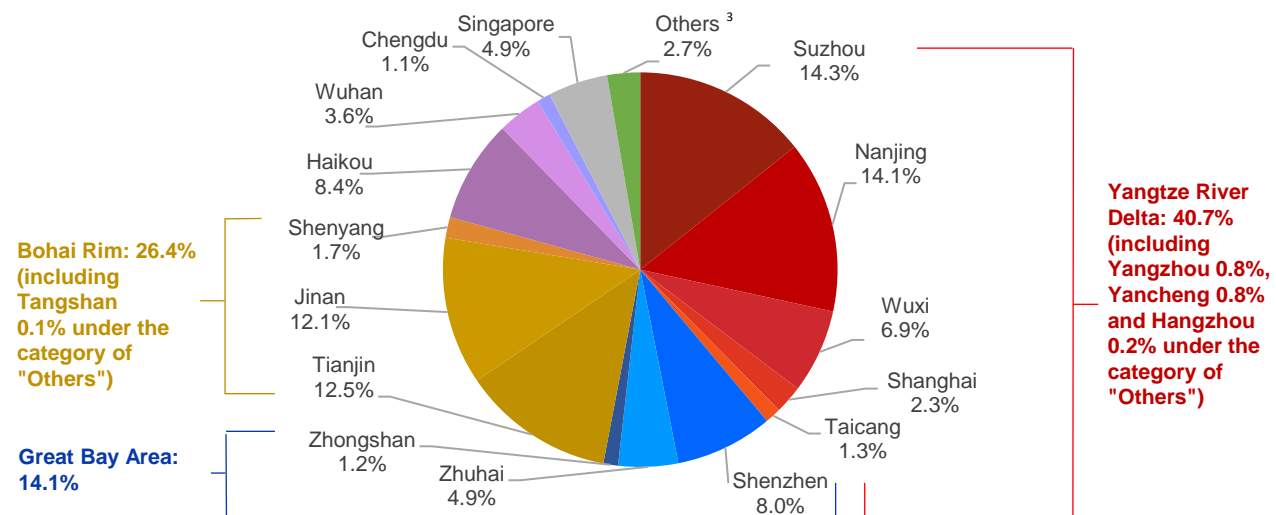
Notes:

- Each of "property contracted pre-sales", "ASP" and "GFA" is referred to the property contracted pre-sales, ASP and GFA of the Group together with its joint ventures and associates respectively.
- Others: Nantong, Yancheng, Hangzhou and Chengdu in the People's Republic of China ("PRC") and Malaysia.
- Others: Yangzhou, Yancheng, Hangzhou, Sanya and Tangshan in the PRC.

## Distribution of Property Contracted Pre-sales in 1H 2024



## Distribution of Property Contracted Pre-sales in 1H 2023





# Top Ranked Property Contracted Pre-sales Projects in 1H 2024

Sales  
No. 1



**PUTTING LAND, Haikou**  
长天云汀, 海口



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



**Riverside City, Jinan**  
铁恒河滨园、铁恒河滨府, 济南



**THE ALTSTADT, Wuxi**  
耕读锦绣院, 无锡



**Marina One, Wuxi**  
清源听澜居, 无锡



**Yanlord Gardens, Haikou**  
仁恒滨江园, 海口



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



**Riverfront Mansion, Suzhou**  
河滨雅苑, 苏州



**Park In City, Yangzhou**  
江湾茗湖雅园, 扬州



**Four Seasons Park, Zhongshan**  
星月万象花苑, 中山



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



**Lantern, Suzhou**  
澜庭, 苏州



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



**Yanlord PRELAND, Suzhou**  
仁恒·叙澜庭, 苏州



**XI TANG, Suzhou**  
溪棠四季花园, 苏州



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



**SKY LAND, Nanjing**  
城市星皓雅园, 南京



**Tang Song, Wuxi**  
山棠雅园, 无锡



**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



**Yilu Gardens, Tianjin**  
依璐花园, 天津



**Majestic Mansion, Nanjing**  
海和院, 南京



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



**Yanlord North Shore Gardens, Zhuhai**  
仁恒北岸苑, 珠海



**Lan Virtuoso, Suzhou**  
桃溪澜园, 苏州



**The Mansion in Park, Jinan**  
仁恒奥体公园世纪, 济南



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



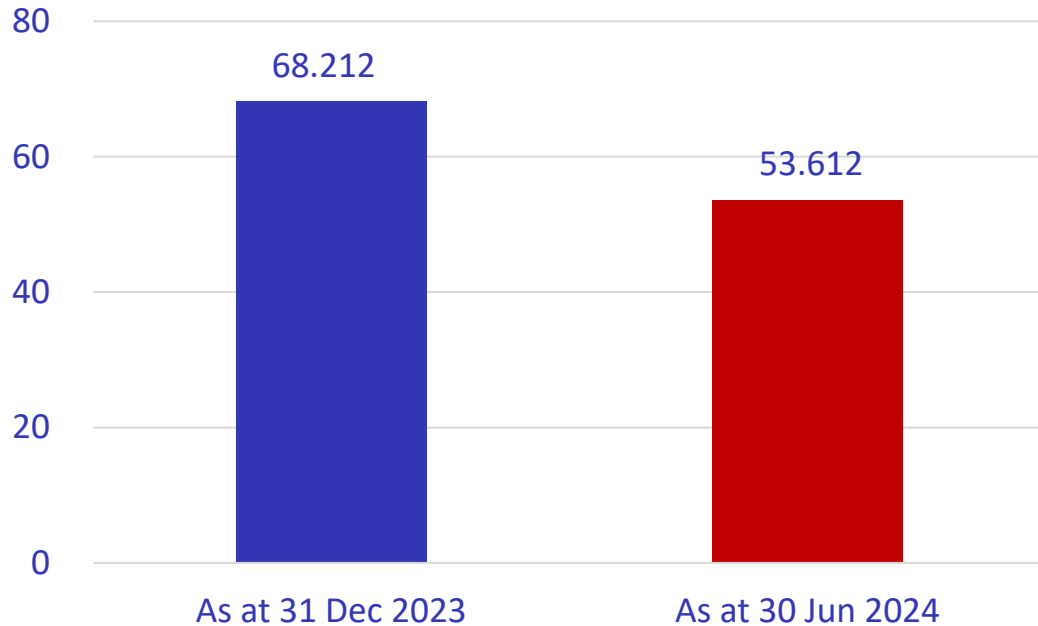
**Yanlord Reverie Apartments, Shenzhen**  
仁恒梦公寓, 深圳

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



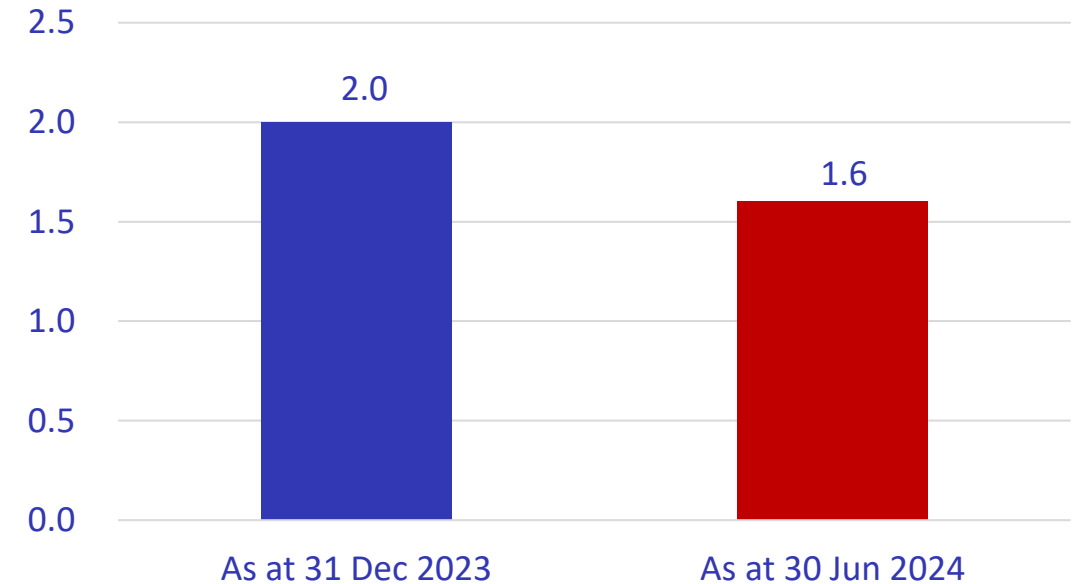
## Accumulated Property Contracted Pre-sales Pending Recognition

(RMB billion)



## Accumulated Property Pre-sold GFA Pending Recognition

(GFA million sqm)



### **As at 30 Jun 2024:**

- Accumulated property contracted pre-sales pending recognition: RMB53.612 billion
- Total pre-sold GFA was approximately 1.6 million sqm

# New Projects and New Batches of Existing Projects to be launched in 2H 2024 in PRC



## Yangtze River Delta

**Yanlord PRELAND (Phase 2), Suzhou**

仁恒·叙澜庭，二期，苏州

**XI TANG, Suzhou**

溪棠四季花园，苏州

**Tang Song (Phase 1), Wuxi**

山棠雅园，一期，无锡

**THE ALTSTADT (Phase 1 and 2), Wuxi**

耕读锦绣院，一期及二期，无锡

**ORIGIN GARDEN, Wuxi**

山色溪光院，无锡

**SKY LAND, Nanjing**

城市星皓雅园，南京

**LONG BAY, Nanjing**

仁恒·龙湾，南京

**Park In City, Yangzhou**

江湾茗湖雅园，扬州

## Bohai Rim

**Yilu Gardens, Tianjin**

依潞花园，天津

**Riverside City, Jinan**

铁恒河滨园、铁恒河滨府，济南

## 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

## Western China

**Stream In Cloud (Phase 3), Chengdu**

溪云居，三期，成都

## Greater Bay Area

**Yanlord The Great Bay (Phase 2), Zhuhai**

仁恒滨海湾花园，二期，珠海

**Four Seasons Park (Phase 2), Zhongshan**

星月四季花苑，中山



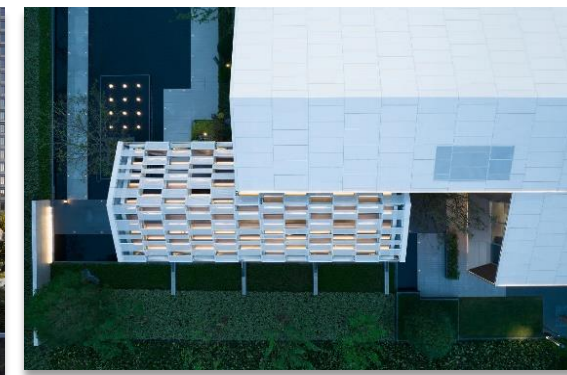
**PUTTING LAND, Haikou**  
长天云汀，海口



**Tang Song, Wuxi**  
山棠雅园，无锡



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



**XI TANG, Suzhou**  
溪棠四季花园，苏州

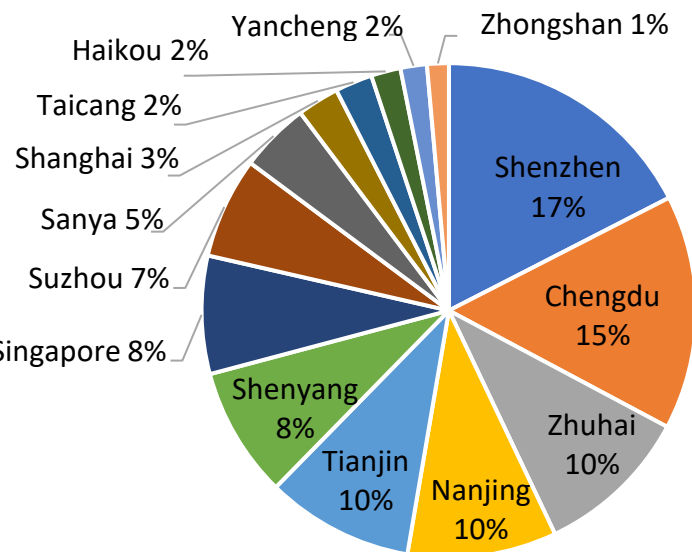
# Development Strategies

## Growth of business across high-growth cities in the PRC and Singapore



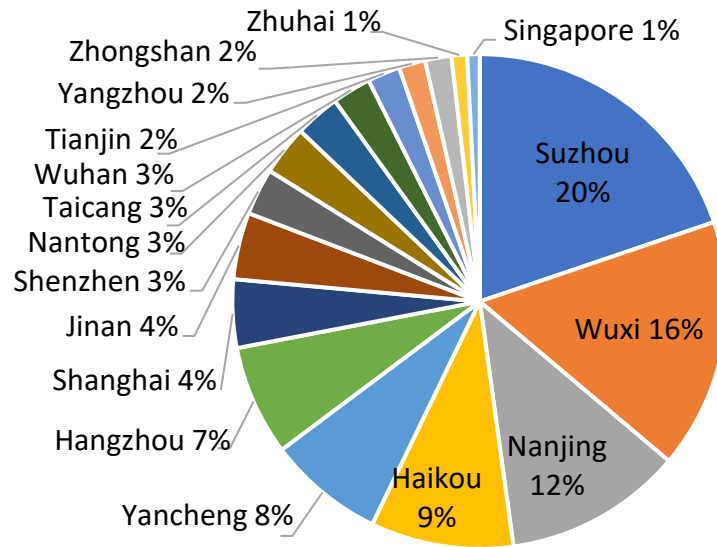
- Have presence in 20 cities in the PRC and Singapore with a total GFA of 7.619 million sqm
- Expand into new cities within the 6 major economic regions of the PRC

**Completed projects<sup>1</sup>** (1.790 million sqm<sup>2</sup>)



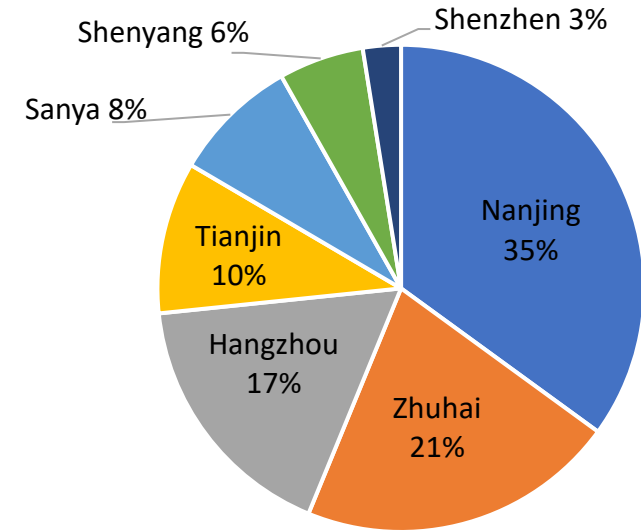
<b>Residential and Commercial</b>	559,329 sqm
<b>Investment</b>	1,042,622 sqm
<b>Fixed Assets</b>	188,474 sqm

**Projects under development<sup>1</sup>** (5.291 million sqm)



<b>Residential and Commercial</b>	5,290,544 sqm
<b>Investment</b>	-

**Landbank: Future development<sup>1</sup>** (0.538 million sqm)



<b>Residential and Commercial</b>	538,075 sqm
<b>Investment</b>	-

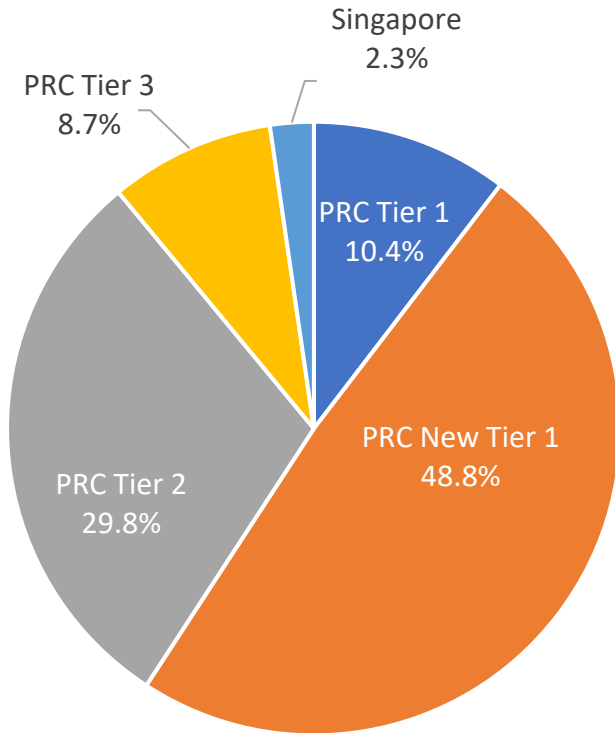
Notes:

1. Contains projects held under associates or joint ventures.
2. The Group together with its joint ventures and associates held a total GFA of 1.790 million sqm, including completed properties that are retained as investment properties or fixed assets, and GFA completed but yet to be sold/delivered to customers.

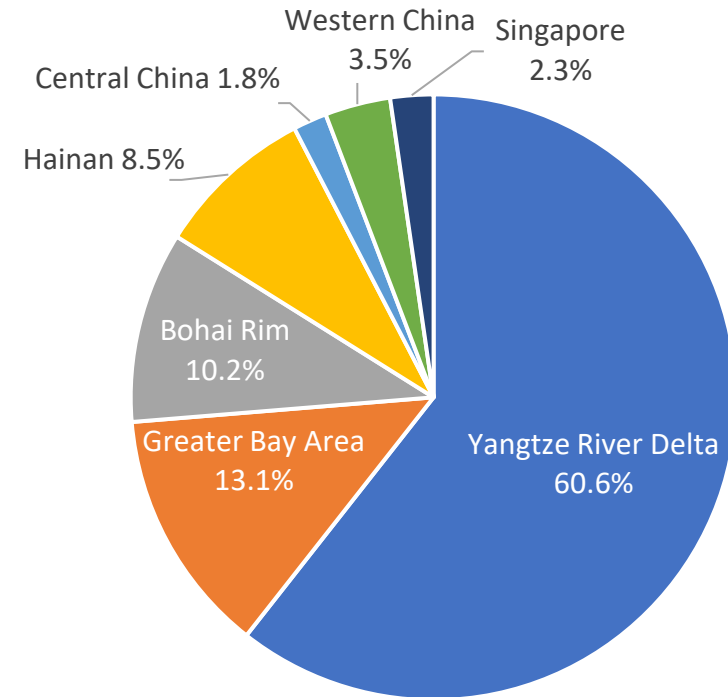
# Development Strategies - Diversified Geographic Coverage



**Landbank distribution  
PRC Tier 1, 2, 3 and Singapore  
as at 30 June 2024**



**Landbank distribution  
PRC Six Regions and Singapore  
as at 30 June 2024**



**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.



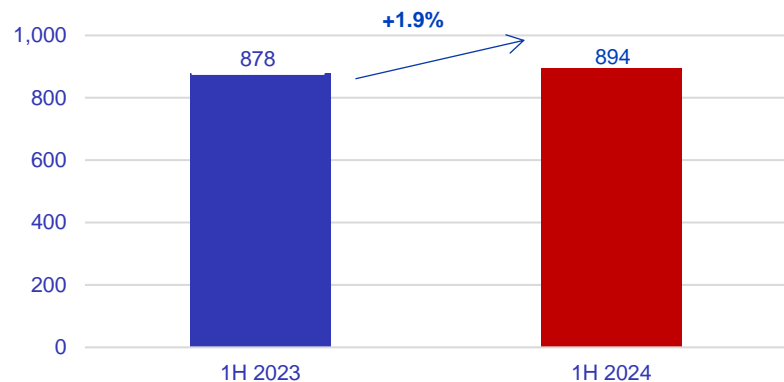
# Business Operation Highlights

- Property Investment and Hotel Operations

# Property Investment and Hotels Operations in the PRC and Singapore

## Revenue from Property Investment and Hotel Operations

(RMB million)



### Yanlord Reverie Plaza, Shenzhen 仁恒梦创广场, 深圳

- Office & Retail
- Total GFA: 178,708 sqm



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

- Retail
- Total GFA: 25,205 sqm



### Cangjie Commercial Plaza, Suzhou 仓街商业广场, 苏州

- Retail
- Total GFA: 78,007 sqm

# 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





# 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

**Crowne Plaza Sanya Haitang Bay Resort**  
 三亚海棠湾仁恒皇冠假日度假酒店

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

**Yanlord Viale Hotel, Tianjin**  
 天津仁恒微乐酒店

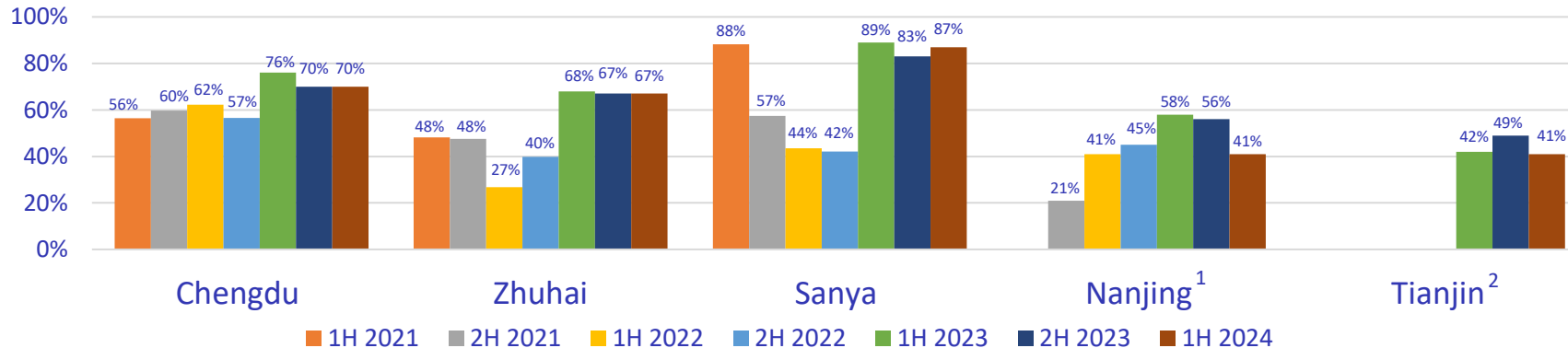
- No. of rooms: 94
- Total GFA: 5,612 sqm



**Yanlord ParcVue, Nanjing**  
 南京仁恒柏薇酒店公寓，南京

- Serviced Apartment (260 rooms)
- Total GFA: 21,031 sqm

## Occupancy Rate



Notes:

1. Yanlord ParcVue in Nanjing was opened in May 2021.
2. Yanlord Viale Hotel in Tianjin was opened in April 2023.



# Singapore Portfolio



UE BizHub TOWER, Singapore



Park Avenue Clemenceau and UE BizHub CITY, Singapore  
UE广场和柏薇（克列孟梭）服务公寓，新加坡



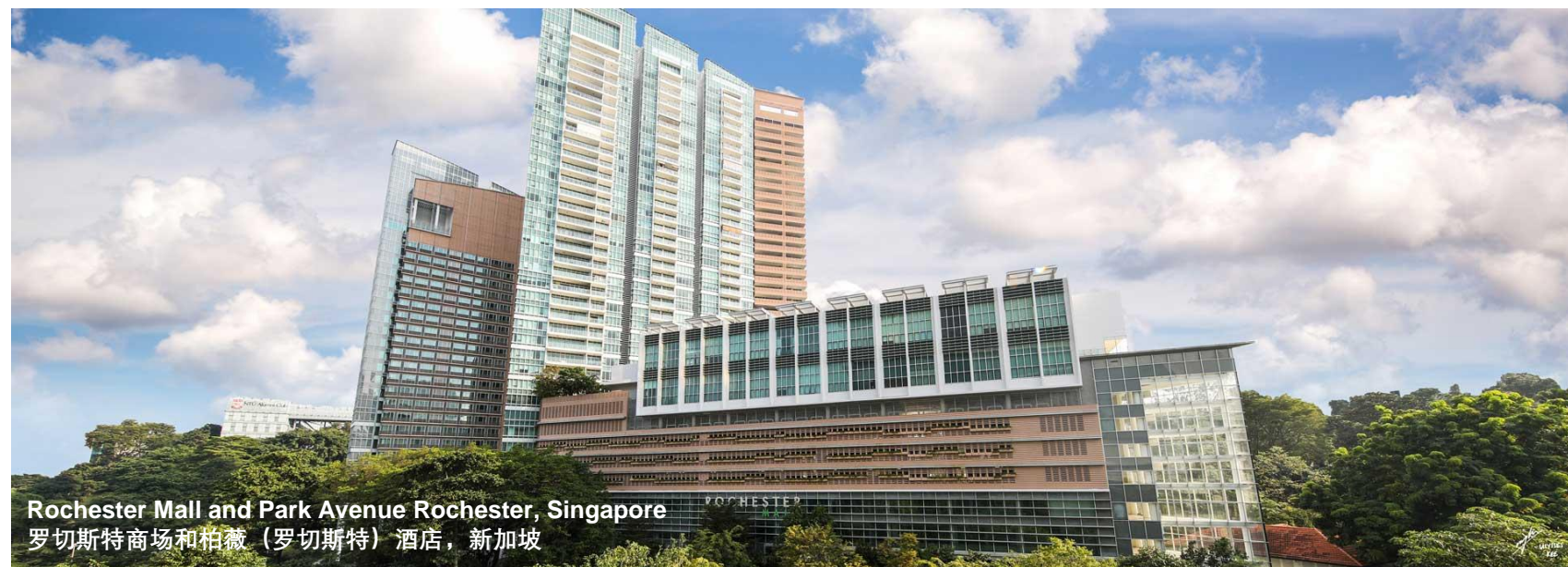
UE BizHub WEST, Singapore



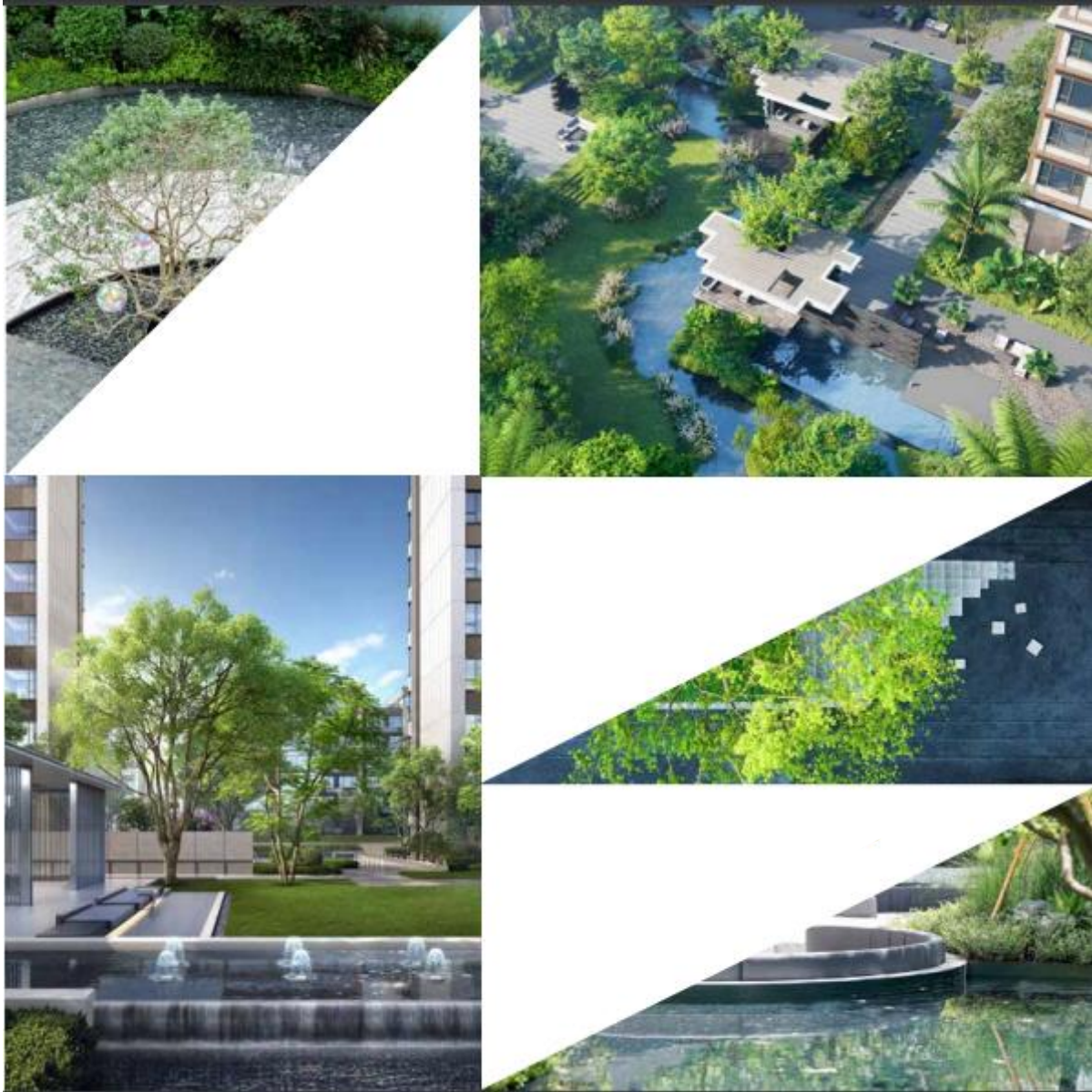
Park Avenue Robertson, Singapore  
柏薇（罗伯逊）服务公寓，新加坡



WBL Building, Singapore



Rochester Mall and Park Avenue Rochester, Singapore  
罗切斯特商场和柏薇（罗切斯特）酒店，新加坡



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YANLORD

## Business Operation Highlights

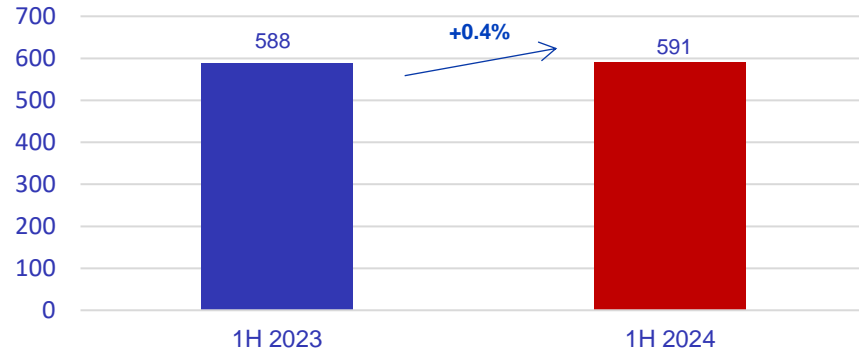
- Property Management Services
- Non-Property Businesses

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



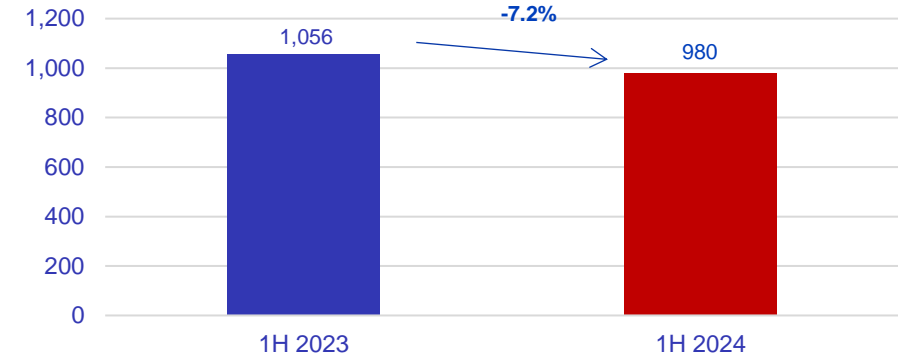
## Revenue from Property Management

(RMB million)



## Revenue from Others

(RMB million)





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## ESG Highlights & Achievements

## 2023 Sustainability Highlights

### ECONOMIC

Revenue of the Group  
**RMB43.395 billion**  
in FY 2023

**2023 TOP 50**  
of China Real Estate  
Developers

**2023 TOP 10**  
of China Foreign Real Estate  
Developers

**MSCI-ESG Rating**  
upgraded to A

Cangjie Commercial Plaza in  
Suzhou was awarded  
**2023 RIBA China Landmark  
100 - Urban Complex  
2023 GBE HOPSCA Awards,  
Best Commercial Complex -  
Platinum Award**

Shanghai Yanlord  
Property Management  
was awarded  
**Five-star Enterprise for  
Shanghai's Comprehensive  
Property Service Capability**

### ENVIRONMENT

**100%**  
**Property Under  
Development**  
across the PRC and/or  
Singapore met Green Building  
design requirements  
In the PRC and Singapore

The Oasis Mansion in  
Shanghai was awarded  
**Shanghai Ultra-Low Energy  
Consumption Building  
Evaluation and Certification**

Riverside City in Jinan  
attained  
**Gold Certification of  
Healthy Building Design**

Central Lake in Wuxi  
attained  
**Green Building Two-Star  
Pre-certification**

Yanlord Central Lake (Phase 3)  
office portion in Taicang and  
Hangzhou Bay Commercial  
Land Parcels -  
Commercial Complex in  
Hangzhou attained  
**LEED BD+C Gold Level  
Pre-certifications**

### SOCIAL

**30%**  
female executive  
management and supervisors,  
an increase of 2%

**Zero**  
occupational diseases and  
work-related fatalities

**Zero**  
non-compliance concerning  
health and safety impacts  
of products and services  
incidents

**Continuous employee  
engagement**  
through annual townhall  
and employee appreciation  
events

**37**  
average training hours  
per employee

**88%**  
customer satisfaction scored  
from annual customer  
satisfaction survey for  
customers in the PRC

### GOVERNANCE

**Majority Independence of  
Board of Directors**  
composed of 9 directors,  
of whom  
5 are independent  
non-executive directors and  
4 are executive directors

**Zero**  
corruption and unethical  
business conduct incidents in  
all business operations

**Zero**  
breaches of Yanlord's Code of  
Business Conduct incidents

**100%**  
anti-corruption training  
coverage of property business  
in the PRC

**100%**  
coverage of new projects on  
**Sunshine Procurement  
Platform**  
anti-bribery and  
anti-corruption policy included  
as part of supplier contract

**Singapore Corporate  
Sustainability Award**  
in the Big Cap category  
received in 2023

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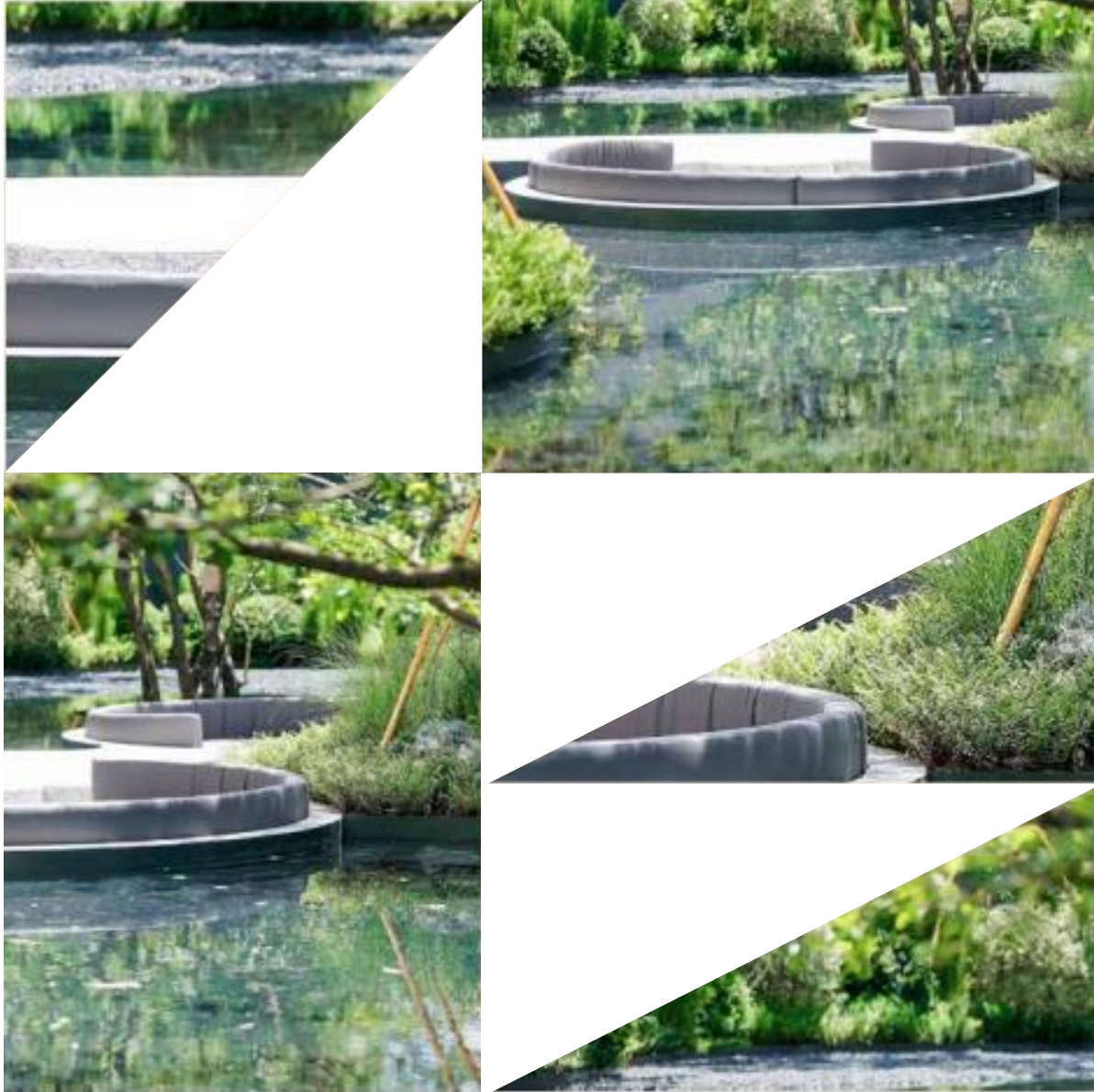
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**YANLORD LAND GROUP LIMITED**

仁恒置地集团有限公司

**Thank You**