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YANLORD LAND GROUP LIMITED (Z25.SI)

仁恒置地集团有限公司

2H & FY 2023 Financial Results Announcement

27 February 2024





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Key Figures for FY 2023



Key Figures for FY 2023

- ❑ For the financial year ended 31 December 2023 (“FY 2023”), the revenue of Yanlord Land Group Limited (“Yanlord” or “Company” and together with its subsidiaries, “Group”) was RMB43.395 billion, an increase of 51.1% compared to FY 2022
- ❑ For FY 2023, income from property development, property investment and hotel operations, property management and other non-properties businesses of the Group increased by 54.3%, 32.1%, 25.4% and 35.4% to RMB38.138 billion, RMB1.747 billion, RMB1.253 billion and RMB2.257 billion, respectively compared to FY 2022
- ❑ Gross profit increased by 6.9% to RMB8.287 billion in FY 2023 with gross profit margin decreased by 7.9 percentage points to 19.1%
- ❑ The Group reported a loss for the year of RMB722 million and a loss attributable to owners of the Company of RMB934 million in FY 2023, mainly due to increase in fair value loss on investment properties, write-down of completed properties for sale and properties under development for sale and net impairment losses on financial assets
- ❑ For FY 2023, the Group together with its joint ventures and associates’ total contracted pre-sales from residential and commercial units, and car parks was approximately RMB32.352 billion, a decrease of 52.5%, on a total contracted gross floor area (“GFA”) of 1,237,468 square metres (“sqm”), a decrease of 13.7% compared to FY 2022 respectively. As at December 31, 2023, accumulated property contracted pre-sales pending recognition in 2024 and beyond was RMB68.212 billion on a total GFA of approximately 2.0 million sqm
- ❑ The Group’s total debt decreased by 26.4% to RMB33.437 billion with cash and cash equivalents of RMB13.007 billion, net gearing ratio of the Group decreased by 7.8 percentage points to 46.7% as at December 31, 2023, compared to last financial year end



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Key Financial Highlights



Statement of Profit or Loss



(RMB million)	FY 2023	FY 2022	% Change
Revenue	43,395	28,712	51.1
Cost of sales	(35,108)	(20,960)	67.5
Gross profit	8,287	7,752	6.9
Gross profit margin (%)	19.1%	27.0%	(7.9ppt)
Other operating income and other gains	425	1,139	(62.7)
Fair value loss on investment properties	(533)	(171)	211.5
Selling expenses	(688)	(590)	16.7
Administrative expenses	(1,342)	(1,642)	(18.3)
Net impairment losses on financial assets	(1,062)	(466)	128.2
Other operating expenses	(695)	(27)	2,495.4
Finance cost	(1,296)	(1,132)	14.5
Share of loss of associates	(91)	(103)	(11.4)
Share of profit of joint ventures	48	687	(93.1)
Profit before income tax	3,053	5,449	(44.0)
Income tax	(3,776)	(2,579)	46.4
(Loss) Profit for the year	(722)	2,870	NM¹
(Loss) Profit attributable to owners of the Company	(934)	1,533	NM¹
Basic and diluted (loss) earnings per share² (RMB cents)	(48.34)	79.34	NM¹

Notes:

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

Statement of Profit or Loss



(RMB million)	2H 2023	2H 2022	% Change
Revenue	28,590	17,373	64.6
Cost of sales	(24,462)	(13,655)	79.1
Gross profit	4,128	3,719	11.0
Gross profit margin (%)	14.4%	21.4%	(7.0ppt)
Other operating income and other gains	219	840	(73.9)
Fair value loss on investment properties	(533)	(171)	211.5
Selling expenses	(391)	(380)	2.9
Administrative expenses	(727)	(970)	(25.0)
Net impairment losses on financial assets	(1,059)	(464)	128.6
Other operating expenses	(673)	(10)	6,620.3
Finance cost	(701)	(608)	15.2
Share of loss of associates	(96)	(94)	2.4
Share of profit of joint ventures	15	393	(96.3)
Profit before income tax	183	2,256	(91.9)
Income tax	(2,376)	(1,144)	107.8
(Loss) Profit for the period	(2,194)	1,112	NM¹
(Loss) Profit attributable to owners of the Company	(2,029)	156	NM¹
Basic and diluted (loss) earnings per share² (RMB cents)	(105.04)	8.05	NM¹

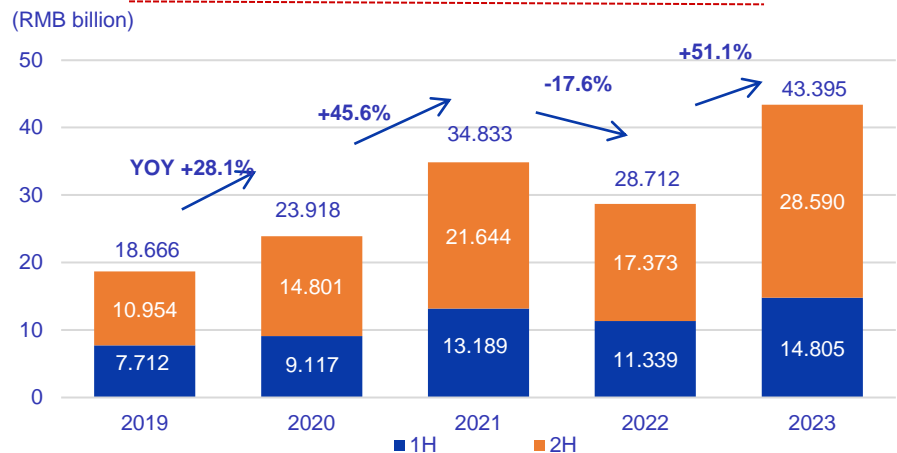
Notes:

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

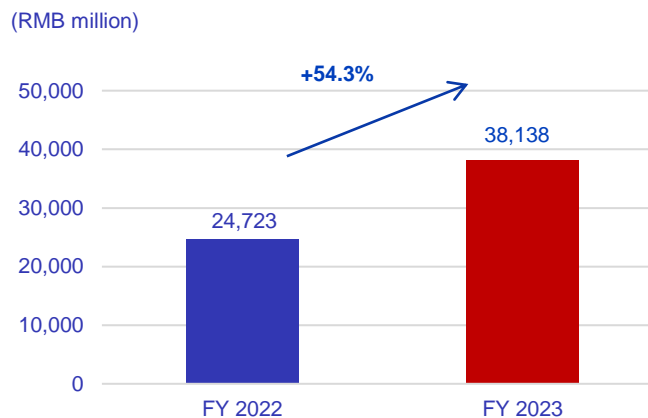
Revenue and Segment Analysis in FY 2023



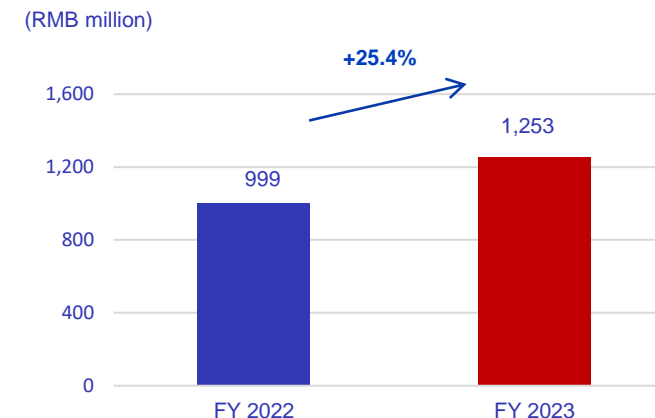
Revenue of the Group



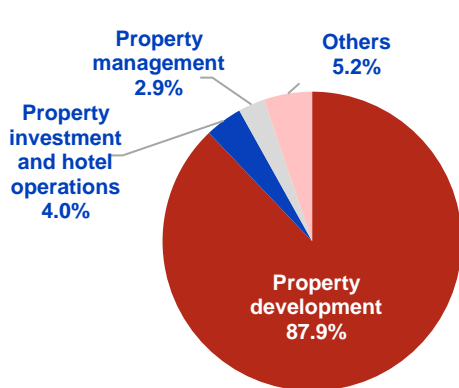
Revenue from Property Development



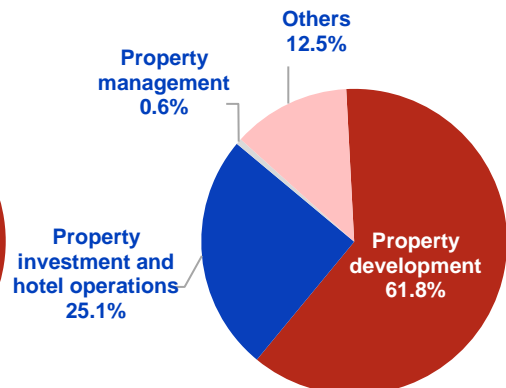
Revenue from Property Management



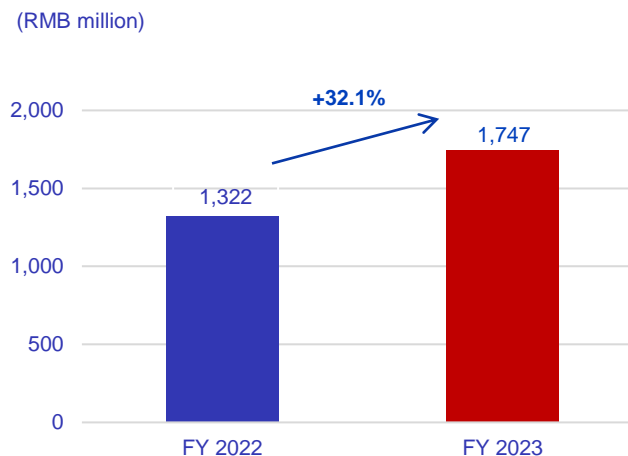
Segment Revenue Distribution in FY 2023



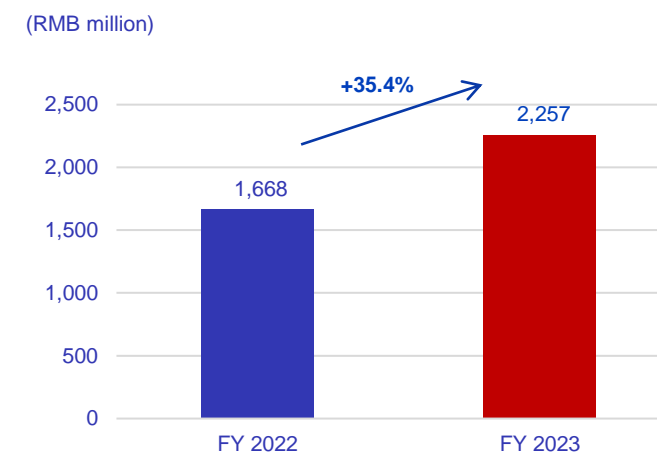
Segment Assets Distribution in FY 2023



Revenue from Property Investment and Hotel Operations



Revenue from Others



Property Sales Delivered Contribution Analysis

A total of 1.468 million sqm delivered in 2023



Top 10 projects recognised as revenue of the Group in 2023	City	GFA (sqm)/(Unit)	Average Selling Price ("ASP") (RMB/sqm)/(RMB/Unit)	Gross Sales Amount ¹ (RMB million)
Yanlord Arcadia 仁恒海上源	Shanghai	178,804	106,647	19,069
Yanlord Hub City 城市星徽名苑	Nanjing	143,997	29,498	4,248
Riverbay Century Gardens (Phase 2): Land Parcel F 江湾世纪花园, 二期: 二标	Nanjing	48,364	64,648	3,127
Moons Villa 仁恒·海明院	Shanghai	77,191	31,746	2,451
Yanlord Riverside Gardens (Phase 1) 仁恒河滨花园, 一期	Yancheng	105,314	20,055	2,112
Yanlord Gardens (Phase 1) 仁恒滨江园, 一期	Haikou	79,137	15,823	1,252
Yanlord Central Lake (Phase 1) 仁恒时代天镜, 一期	Taicang	52,010	23,317	1,213
Orchard Villa (Phase 6) 锦绣尚郡, 六期	Chengdu	60,015	12,504	750
Yanlord International Apartments, Tower A 仁恒国际公寓, A栋	Nanjing	11,616	48,873	568
Majestic Mansion 海和院	Nanjing	35,752	12,998	465
Other projects	Various	91,250	28,329	2,585
Property sales recognised as revenue of the Group (excluding car park sales)	Various	883,450	42,833	37,840
Car park sales	Various	4,015 units	107,254	431
Property sales of joint ventures and associates (excluding car park sales)	Various	584,764	26,343	15,405
Car park sales of joint ventures and associates	Various	6,005 units	118,019	708
Grand total property sales	All	1,468,214	36,265	53,245
Grand total car park sales	All	10,020 units	113,705	1,139

Note:

1. Before deduction of sales related tax.



Yanlord Arcadia, Shanghai
仁恒海上源, 上海



Yanlord Hub City, Nanjing
城市星徽名苑, 南京



Riverbay Century Gardens (Phase 2):
Land Parcel F, Nanjing
江湾世纪花园, 二期: 二标, 南京



Moons Villa, Shanghai
仁恒·海明院, 上海



Yanlord Riverside Gardens (Phase 1),
Yancheng
仁恒河滨花园, 一期, 盐城



Yanlord Gardens (Phase 1), Haikou
仁恒滨江园, 一期, 海口



Yanlord Central Lake (Phase 1), Taicang
仁恒时代天镜, 一期, 太仓

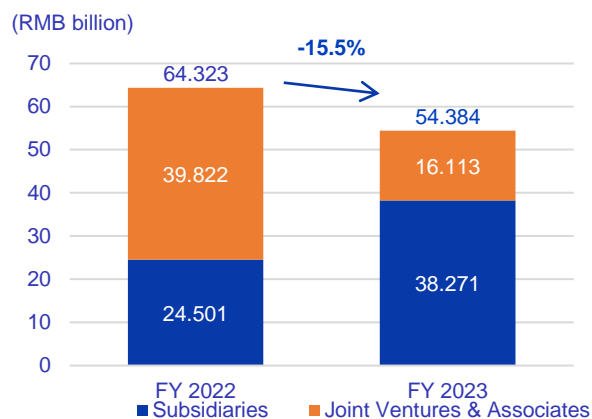


Majestic Mansion, Nanjing
海和院, 南京

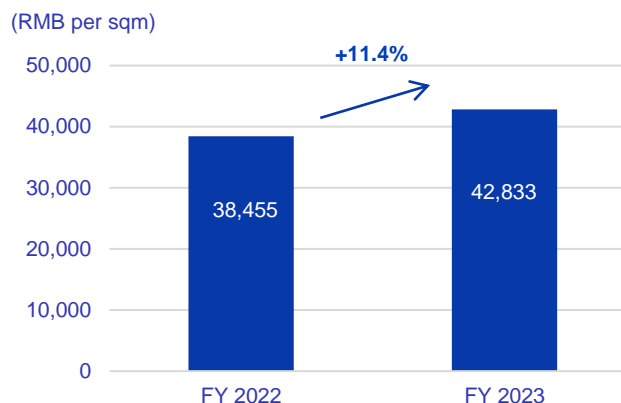
Property Sales Recognition Analysis



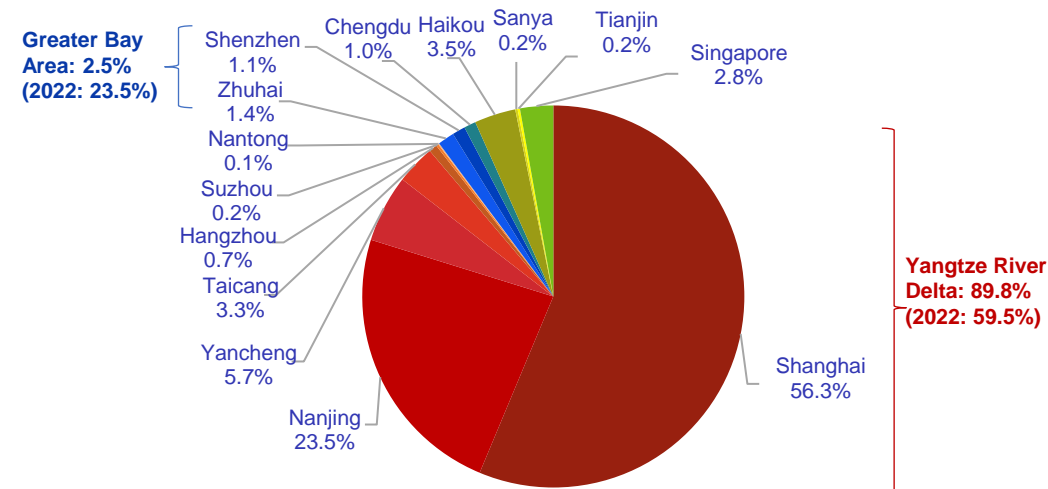
Recognised Property Sales¹ FY 2022 vs FY 2023



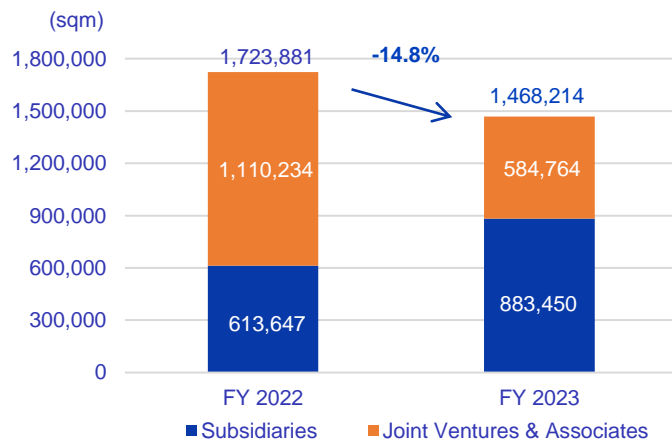
Recognised Property Sales of the Group ASP² FY 2022 vs FY 2023



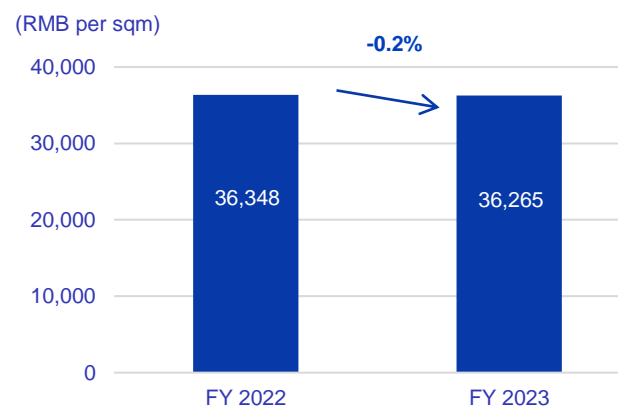
Distribution of Property Sales¹ Recognition of the Group in FY 2023



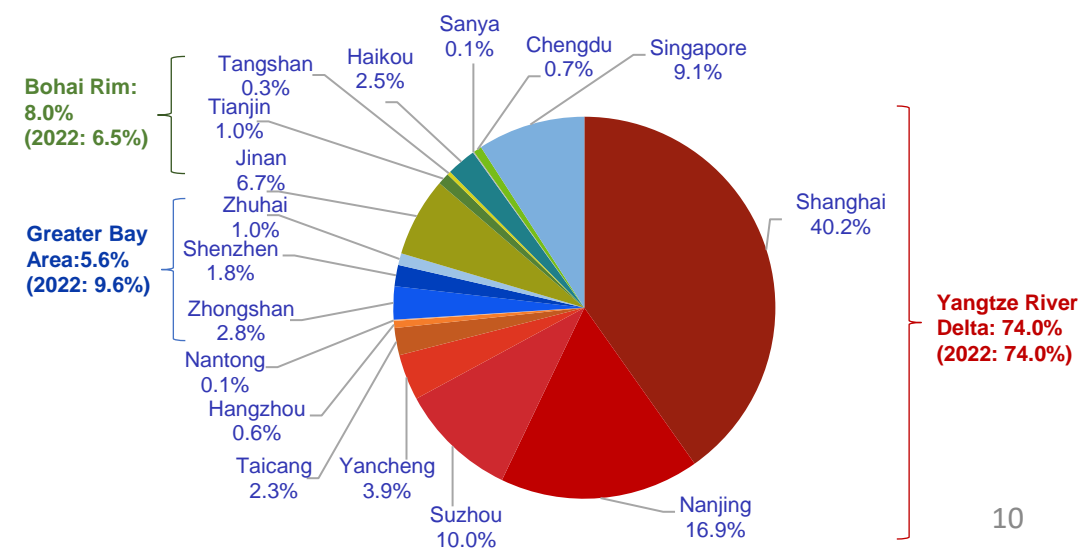
Recognised Property Sales - GFA² FY 2022 vs FY 2023



Recognised Property Sales (including Joint Ventures & Associates) ASP² FY 2022 vs FY 2023



Distribution of Property Sales¹ Recognition (including Joint Ventures & Associates) in FY 2023



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

Financial Position

(RMB million)	As at 31 Dec 2023	As at 31 Dec 2022	% Change
Total assets	154,734	189,066	(18.2)
Current assets	97,957	134,386	(27.1)
Non-current assets	56,777	54,680	3.8
Total liabilities	110,995	143,715	(22.8)
Current liabilities	81,099	109,536	(26.0)
Contract liabilities	33,384	55,836	(40.2)
Non-current liabilities	29,897	34,179	(12.5)
Cash and cash equivalents	13,007	20,696	(37.2)
Total debt	33,437	45,413	(26.4)
Senior notes	6,070	8,365	(27.4)
Bank and other borrowings	23,945	34,549	(30.7)
Loan from non-controlling shareholders	3,422	2,500	36.9
Net debt	20,430	24,717	(17.3)
Total equity (Including NCI¹)	43,739	45,351	(3.6)
Net gearing ratio (%)	46.7%	54.5%	(7.8ppt)
Net asset value per share (RMB)	17.77	18.10	(1.8%)
Average cost of borrowings	5.6%	5.0%	0.6ppt

Note:

1. Non-controlling interests ("NCI")

Debt Maturity and Currency Breakdown as at 31 Dec 2023

Debt Maturity Profile as at 31 Dec 2023

(RMB million)	1 Year	>1 to<2	>2 to <5	>5	As at 31 Dec 2023
Bank and other loans					Total
RMB	5,629	3,614	4,174	5,734	19,151
USD	-	34	1,337	-	1,371
SGD	1,025	842	1,075	-	2,942
AUD	26	2	4	-	32
HKD	-	-	449	-	449
Sub-total	6,680	4,492	7,039	5,734	23,945
Senior notes					
2024 USD400 ¹	2,548	-	-	-	2,548
2026 USD500	-	-	3,522	-	3,522
Sub-total	2,548	-	3,522	-	6,070
Amount due to NCI (Non controlling shareholders of subsidiaries)					
RMB	1,388	697	1,337	-	3,422
Sub-total	1,388	697	1,337	-	3,422
Grand-total	10,616	5,189	11,898	5,734	33,437

Senior Notes

Senior Notes	Tenor	Coupon Rate	Issued Date	Maturity Date	Status
2023 USD350m	5	6.75%	23.4.2018	23.4.2023	Repaid in 2023
2024 USD400m ¹	4.5	6.8%	27.8.2019	27.2.2024	Repaid on 27.2.2024
2026 USD500m (Green Notes)	5	5.125%	20.5.2021	20.5.2026	Outstanding

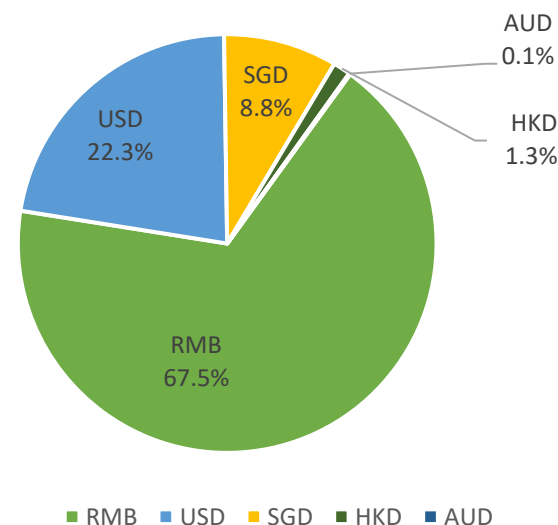
Note:

- The Group has since repurchased and cancelled an aggregate principal amount of approximately US\$40 million of its 6.80% Senior Notes due 2024 ("2024 Notes"), representing nearly 10.0% of the total principal amount of the 2024 Notes at the time of initial listing. The outstanding principal amount of the 2024 Notes of approximately US\$360 million has been repaid on February 27, 2024.

Debt Maturity Profile as at 31 Dec 2023

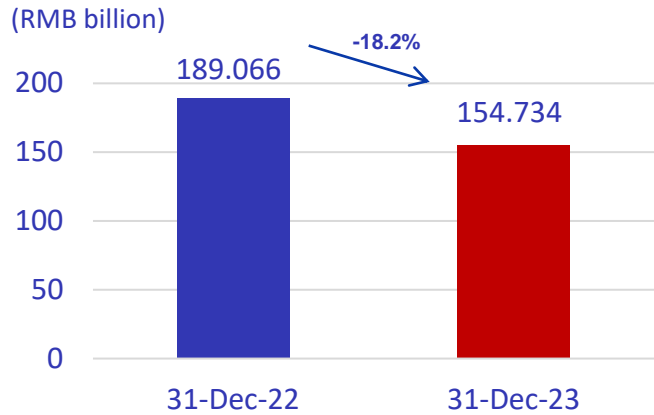
(RMB million)	As at 31 Dec 2023	As at 31 Dec 2022	% Change
Amount repayable in one year or less, or on demand:			
Secured	3,675	7,980	-53.9%
Unsecured	6,941	8,641	-19.7%
Sub-total	10,616	16,621	-36.1%
Amount repayable after one year:			
Secured	14,461	15,788	-8.4%
Unsecured	8,360	13,004	-35.7%
Sub-total	22,821	28,792	-20.7%
Total debt	33,437	45,413	-26.4%

Currency Breakdown

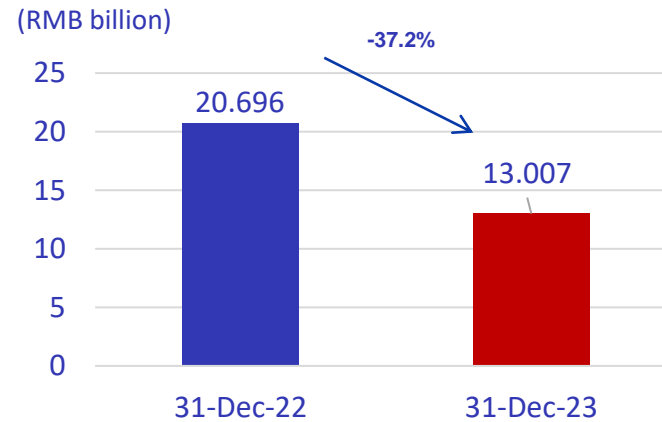


Healthy Financial Management

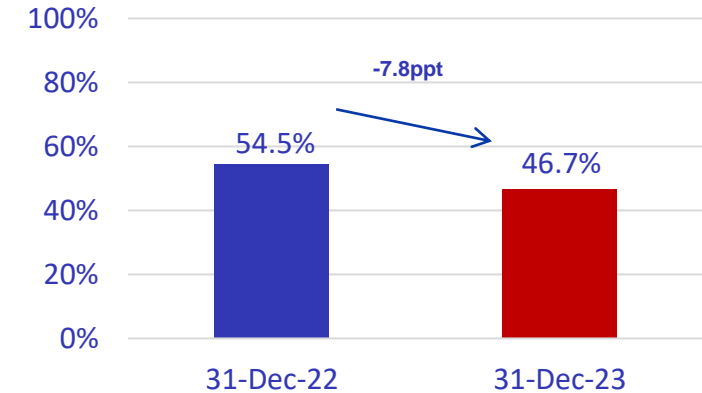
Total Assets



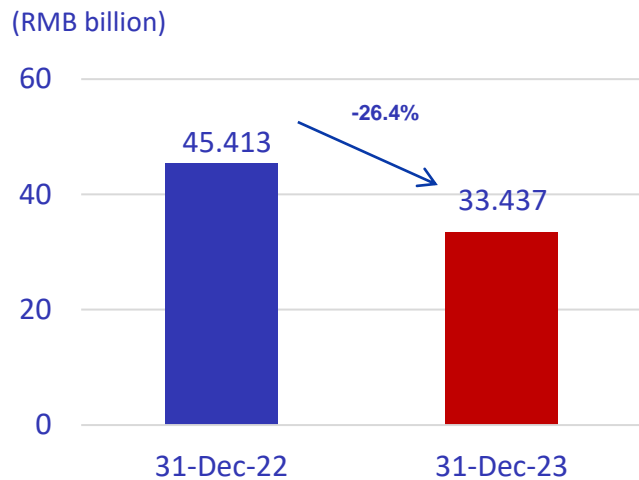
Cash and Cash Equivalents



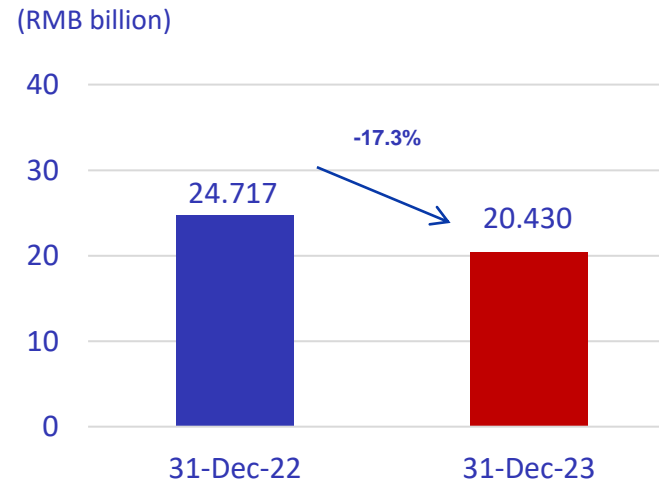
Net Gearing Ratio (%)



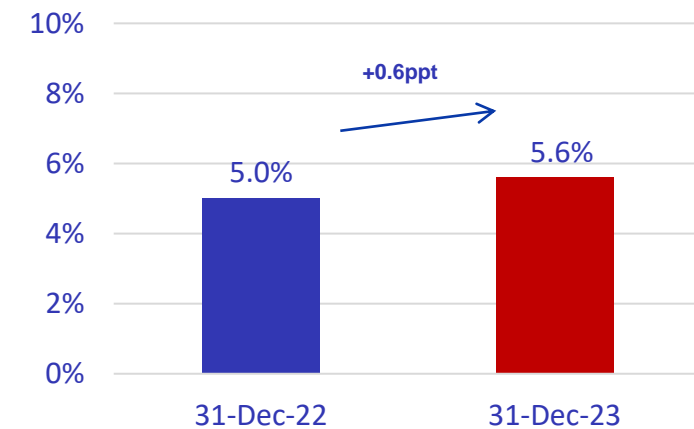
Total Debt



Net Debt



Average Cost of Borrowings (%)

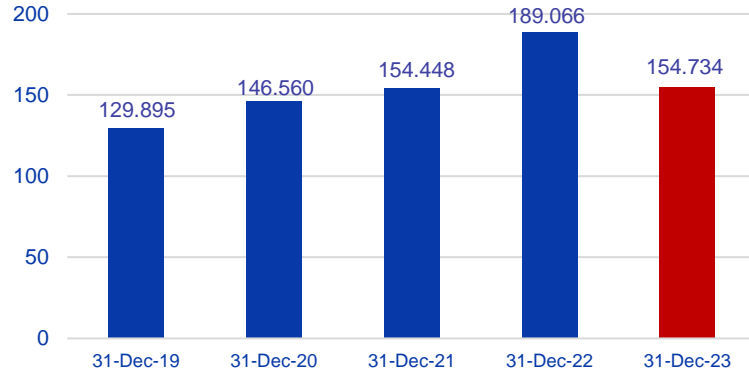


Five Years Credit Metrics



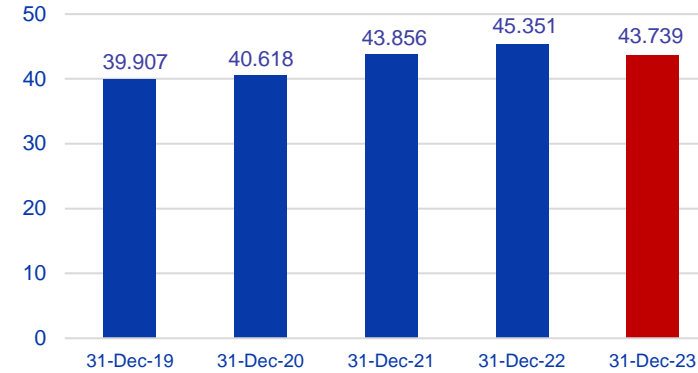
Total Assets

(RMB billion)



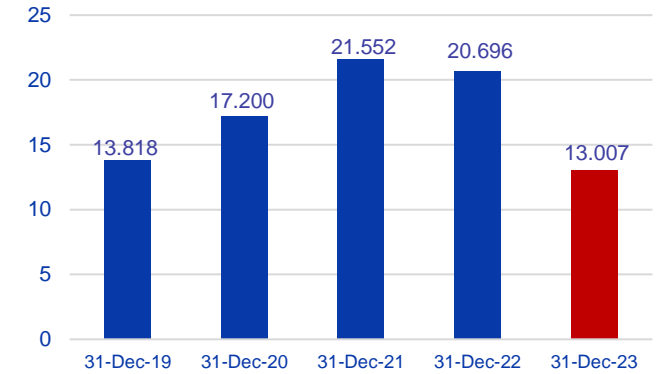
Total Equity (Including NCI)

(RMB billion)



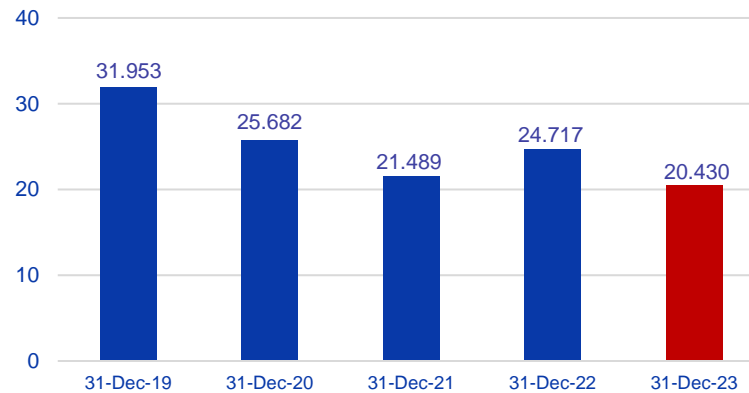
Cash and Cash Equivalents

(RMB billion)



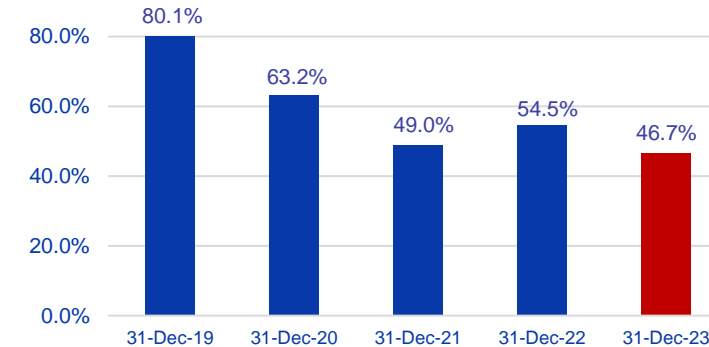
Net Debt

(RMB billion)



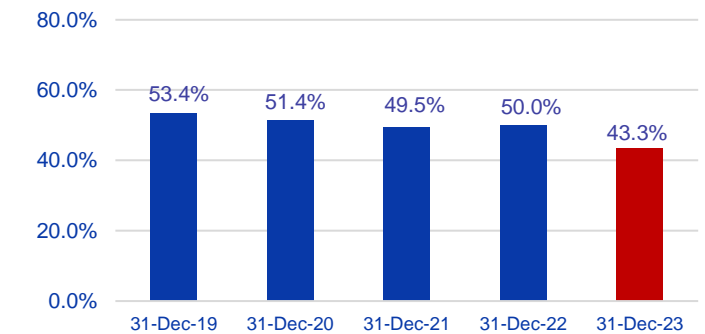
Net Gearing Ratio (%)

100.0%



Total Debt / Capitalisation¹ (%)

100.0%



Note:

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



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Business Operation Highlights

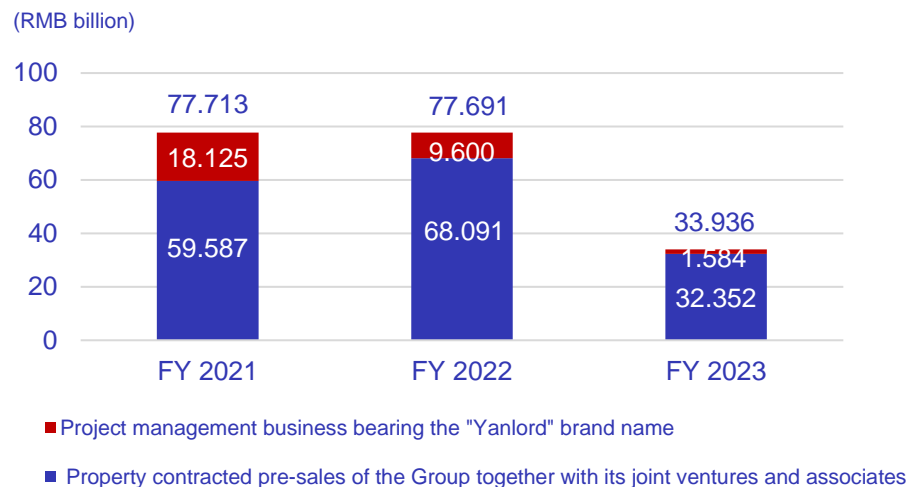
- Property Pre-sales, Property Development, Land Acquisitions, Landbank and Development Strategies



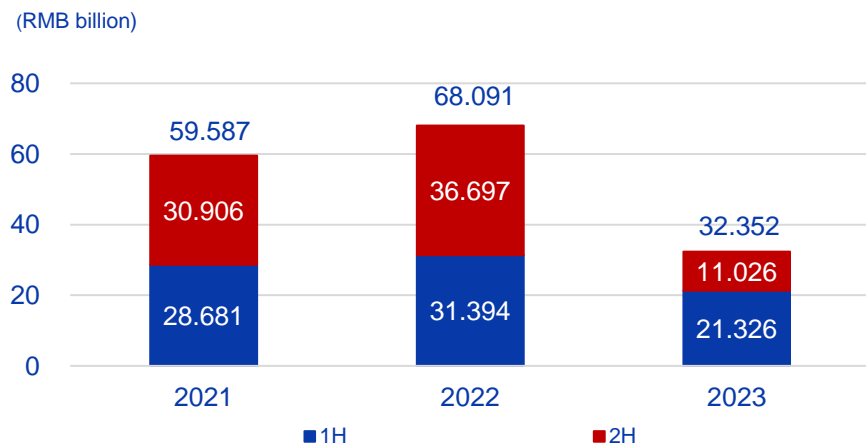
Total Property Contracted Pre-sales for FY 2021 to FY 2023



Total Property Contracted Pre-sales FY 2021 to FY 2023



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



Property Contracted Pre-sales Performance FY 2022 vs FY 2023

Period	2022 (RMB billion)	Quarter (RMB billion)	2023 (RMB billion)	Quarter (RMB billion)	YoY Change
Property contracted pre-sales of the Group together with its joint ventures and associates					
January	9.807		0.905		-90.8%
February	1.069		3.667		+243.0%
March	5.335	16.211	3.557	8.129	-33.3%
April	1.470		4.220		+187.1%
May	1.135		6.101		+437.5%
June	12.578	15.183	2.876	13.197	-77.1%
July	5.435		1.634		-69.9%
August	7.893		1.564		-80.2%
September	9.344	22.672	1.568	4.766	-83.2%
October	4.077		2.054		-49.6%
November	3.824		1.088		-71.5%
December	6.124	14.025	3.118	6.260	-49.1%
Total	68.091		32.352		-52.5%
Subscription sales of the Group together with its joint ventures and associates yet to be turned into property contracted pre-sales					
As at 31 December 2023 RMB1.997 billion					
Contracted pre-sales of other property development projects under the Group's project management business bearing the "Yanlord" brand name					
January to December	9.600		1.584		-83.5%

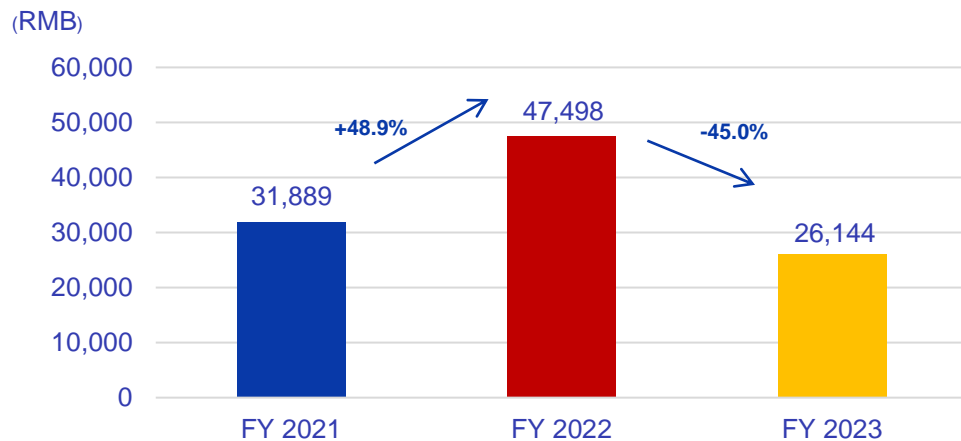
*YoY: Year-over-Year

Property Contracted Pre-sales of the Group together with its Joint Ventures and Associates

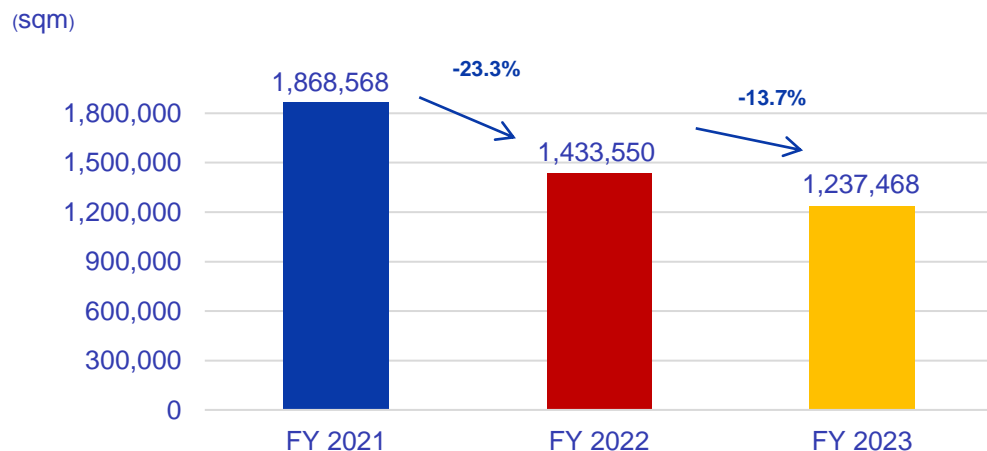


Property Contracted Pre-sales – ASP and GFA¹

ASP
FY 2021 to FY 2023



GFA
FY 2021 to FY 2023



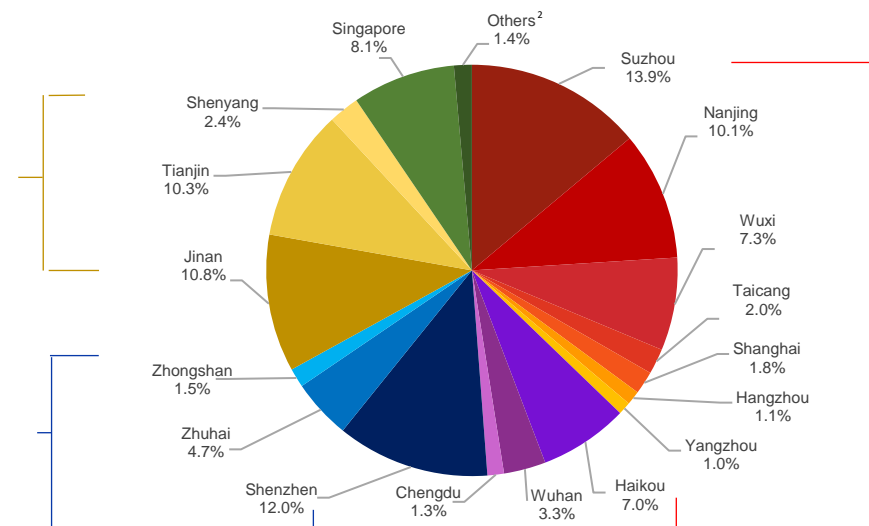
Notes:

- 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: Yancheng, Sanya and Tangshan in the People's Republic of China ("PRC") and Malaysia.
- Others: Zhongshan, Yancheng, Chengdu, Shenyang and Tangshan in the PRC.

Distribution of Property Contracted Pre-sales in FY 2023

Bohai Rim: 23.7%
(including Tangshan 0.2% under the category of "Others")

Great Bay Area: 18.2%

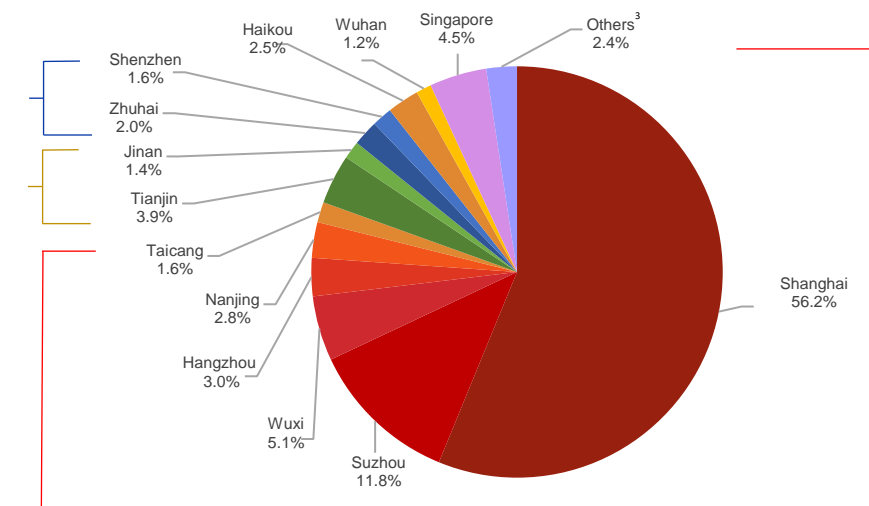


Yangtze River Delta: 37.9%
(including Yancheng 0.7% under the category of "Others")

Distribution of Property Contracted Pre-sales in FY 2022

Great Bay Area: 4.3%
(including Zhongshan 0.7% under the category of "Others")

Bohai Rim: 6.3%
(including Shenyang 0.9%, and Tangshan 0.1% under the category of "Others")



Yangtze River Delta: 80.9%
(including Yancheng 0.4% under the category of "Others")

Top Ranked Property Contracted Pre-sales Projects in FY 2023



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Sales
No. 1



Riverside City, Jinan
铁恒河滨园、铁恒河滨府, 济南



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



Yanlord Gardens, Haikou
仁恒滨江园, 海口



Riverbay Century Gardens, Nanjing
江湾世纪花园, 南京



Star Century, Tianjin
恒美雅苑, 天津



Riverfront Mansion, Suzhou
河滨雅园, 苏州



Lan Virtuoso, Suzhou
桃溪澜园, 苏州



Yilu Gardens, Tianjin
依璐花园, 天津



Central Lake, Wuxi
星湖雅园, 无锡



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



The Yangtze Garden, Wuhan
仁恒滨江园, 武汉



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



Yanlord Reverie Park, Shenzhen
仁恒芯梦园, 深圳



Lantern, Suzhou
澜庭, 苏州



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



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



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



Majestic Mansion, Nanjing
海和院, 南京



Four Seasons Park, Zhongshan
星月万像花苑, 中山



Yanlord PRELAND, Suzhou
仁恒·叙澜庭, 苏州



THE ALTSTADT, Wuxi
耕读锦绣院, 无锡



Majestic Mansion, Wuxi
海和清舒院, 无锡



Hangzhou Bayfront Isle, Hangzhou
前湾, 杭州



Park In City, Yangzhou
江湾茗湖雅园, 扬州



Yanlord Reverie Apartments,
Shenzhen
仁恒梦公寓, 深圳



Stream In Cloud, Chengdu
溪云居, 成都



Yanlord Elegant Villa, Wuhan
仁恒西湖南居, 武汉



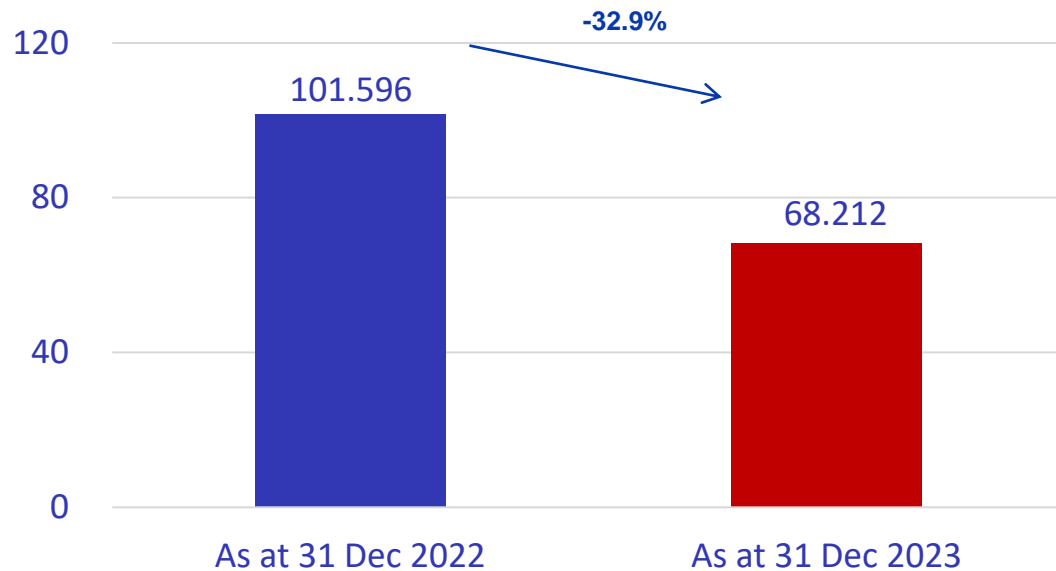
Yanlord Marina Peninsula Gardens,
Zhuhai
仁恒滨海半岛花园, 珠海

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



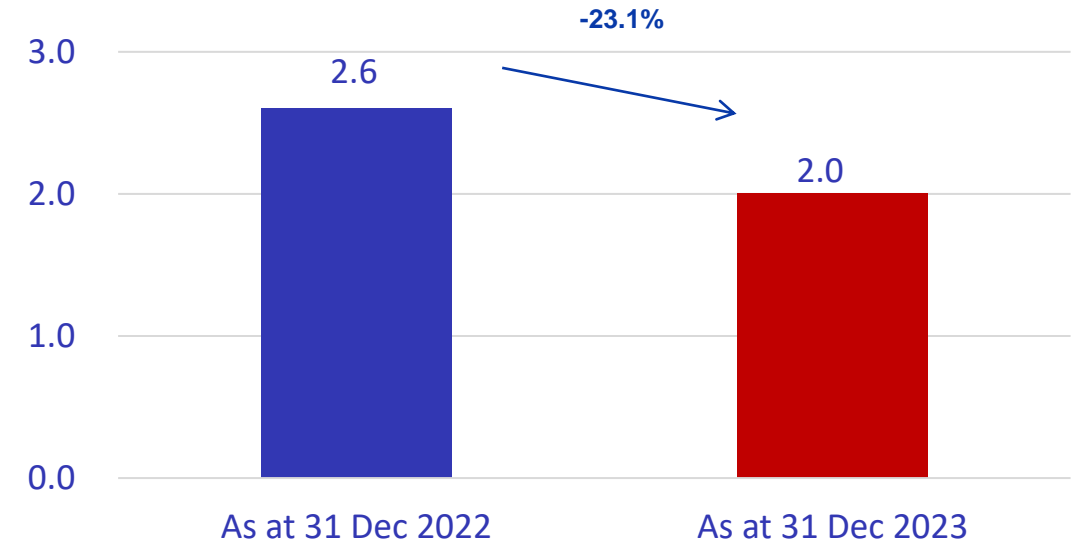
Accumulated Property Contracted Pre-sales Pending Recognition

(RMB billion)



Accumulated Property Pre-sold GFA Pending Recognition

(GFA million sqm)



As at 31 December 2023:

- Accumulated property contracted pre-sales pending recognition: RMB68.212 billion
- Total pre-sold GFA was approximately 2.0 million sqm

New Projects and New Batches of Existing Projects to be launched in 1H 2024 in PRC



Yangtze River Delta

Suhe Century, Shanghai

晋元华庭, 上海

Yanlord Phoenix Hill (Phase 1), Nanjing

凤凰山居, 一期, 南京

SKY LAND, Nanjing

城市星皓雅园, 南京

The Times Garden, Nanjing

江和花园, 南京

Nanjing Jiangning No. 2022G93 Land, Nanjing

南京江宁2022G93号地块, 南京

STARRY BAY, Suzhou

滨湖湾, 苏州

Yanlord PRELAND (Phase 1), Suzhou

仁恒·叙澜庭, 一期, 苏州

XI TANG, Suzhou

溪棠四季花园, 苏州

Marina One, Wuxi

清源听澜居, 无锡

Tang Song, Wuxi

山棠雅园, 无锡

THE ALTSTADT (Phase 1), Wuxi

耕读锦绣院, 一期, 无锡

RIVER PARK, Nantong

仁恒·紫琅世纪, 南通

Park In City, Yangzhou

江湾茗湖雅园, 扬州

Bohai Rim

Star Century, Tianjin

恒美雅苑, 天津

Yilu Gardens, Tianjin

依潞花园, 天津

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

Greater Bay Area

Yanlord The Great Bay (Phase 1 and 2), Zhuhai

仁恒滨海湾花园, 一及二期, 珠海

Central China

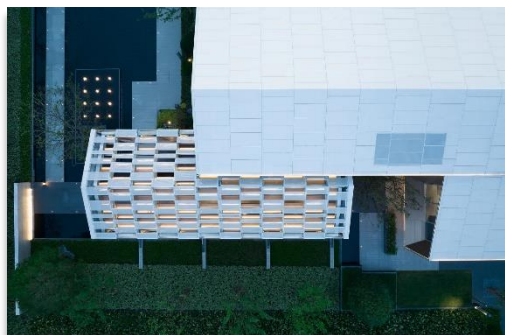
Yanlord Elegant Villa, Wuhan

仁恒西湖山居, 武汉

Western China

Stream In Cloud (Phase 3), Chengdu

溪云居, 三期, 成都



XI TANG, Suzhou
溪棠四季花园, 苏州



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



The Times Garden, Nanjing
江和花园, 南京



PUTTING LAND, Haikou
长天云汀, 海口

New Start and New Land Acquisitions in 2023

In FY 2023, the Group together with its joint ventures and associates have commenced 14 new developments, with a total GFA of approximately 1,469,000 sqm.



Hillock Green, Singapore
悦翠轩, 新加坡



SUNLAND, Nantong
溪棠雅园, 南通



STARRY BAY, Suzhou
滨湖湾, 苏州

City	Project Name	GFA (sqm)	Attributable Interest As at 31 Dec 2023	Total Land Cost RMB billion	Land Acquisition Methods
Haikou	PUTTING LAND 长天云汀	242,000	50%	2.054	Collaboration and acquisition
Suzhou	STARRY BAY 滨湖湾	142,000	10%	2.399	Collaboration and acquisition
Suzhou	XI TANG 溪棠四季花园	116,000	2%	1.843	Collaboration and acquisition
Wuxi	Wuxi No. XDG-2023-2 Land 锡国土(经)XDG-2023-2 号地块	33,000	1%	0.509	Collaboration and acquisition
2023		533,000		6.805	

New Land Acquisitions in FY 2023:

- Total Land Cost: RMB6.805 billion
- Average Land Cost: RMB12,768 per sqm
- Attributable Land Cost: RMB1.309 billion

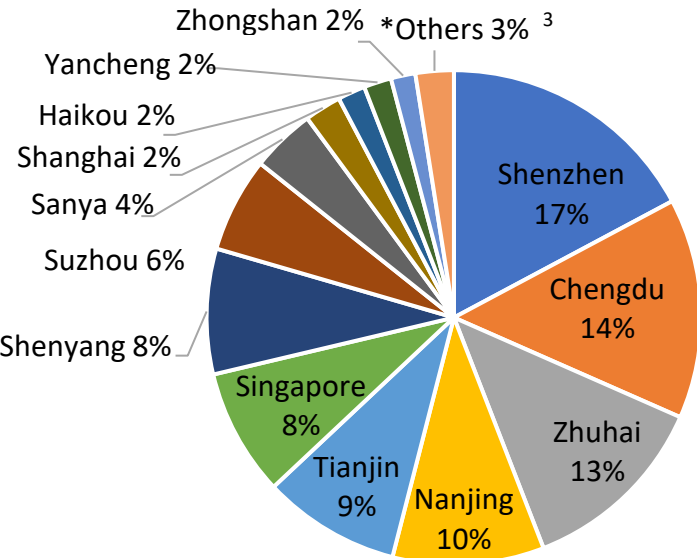
Development Strategies

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



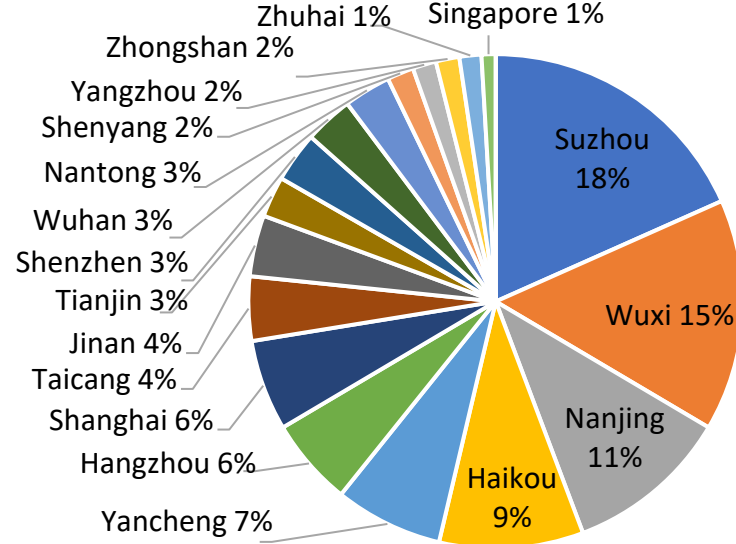
- Have presence in 20 cities in the PRC and Singapore with a total GFA of 8.197 million sqm
- Expand into new cities within the 6 major economic regions of the PRC

Completed projects¹ (1.900 million sqm²)



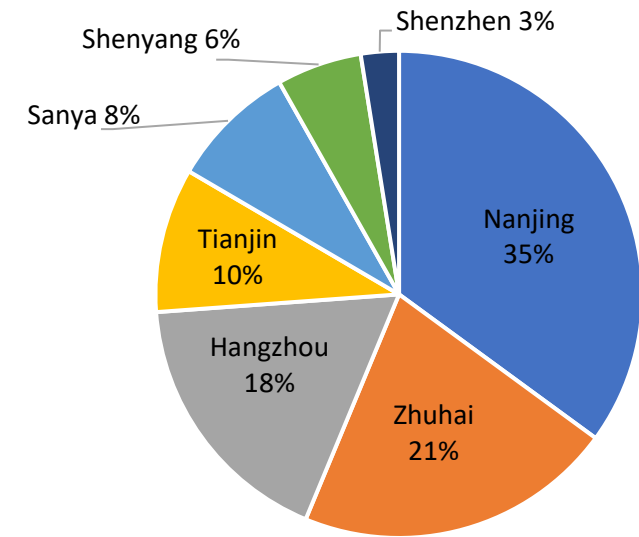
Residential and Commercial	648,006 sqm
Investment	1,068,913 sqm
Fixed Assets	182,861 sqm

Projects under development¹ (5.759 million sqm)



Residential and Commercial	5,759,442 sqm
Investment	-

Landbank: Future development¹ (0.538 million sqm)



Residential and Commercial	538,075 sqm
Investment	-

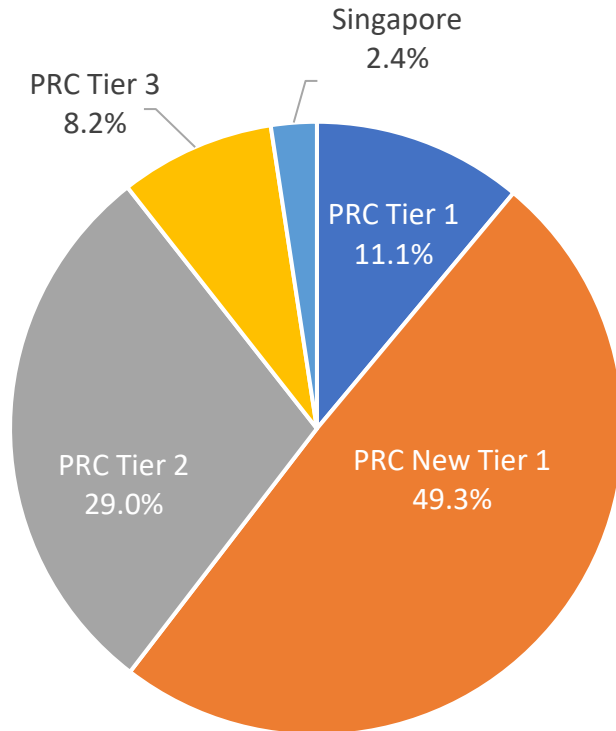
Notes:

1. Contains projects held under associates or joint ventures.
2. The Group together with its joint ventures and associates held a total GFA of 1.900 million sqm, including completed properties that retained as investment properties or fixed assets, and GFA completed but yet to be sold/delivered to customers.
3. Others including Hangzhou, Jinan, Nantong, Taicang and Tangshan in the PRC, as well as Kuala Lumpur in Malaysia.

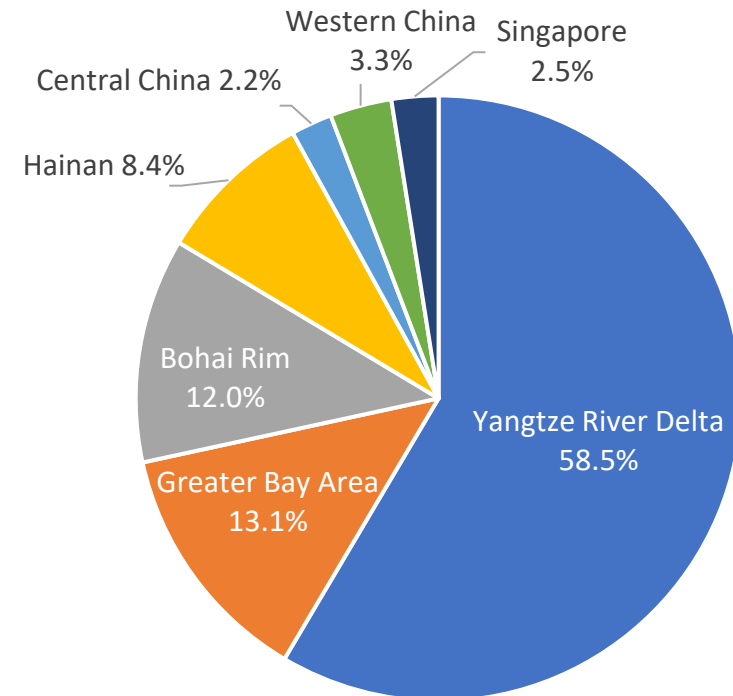
Development Strategies - Diversified Geographic Coverage



**Landbank distribution
PRC Tier 1, 2, 3 and Singapore
as at 31 December 2023**



**Landbank distribution
PRC Six Regions and Singapore
as at 31 December 2023**



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.



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Business Operation Highlights

- Property Investment and Hotel Operations



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



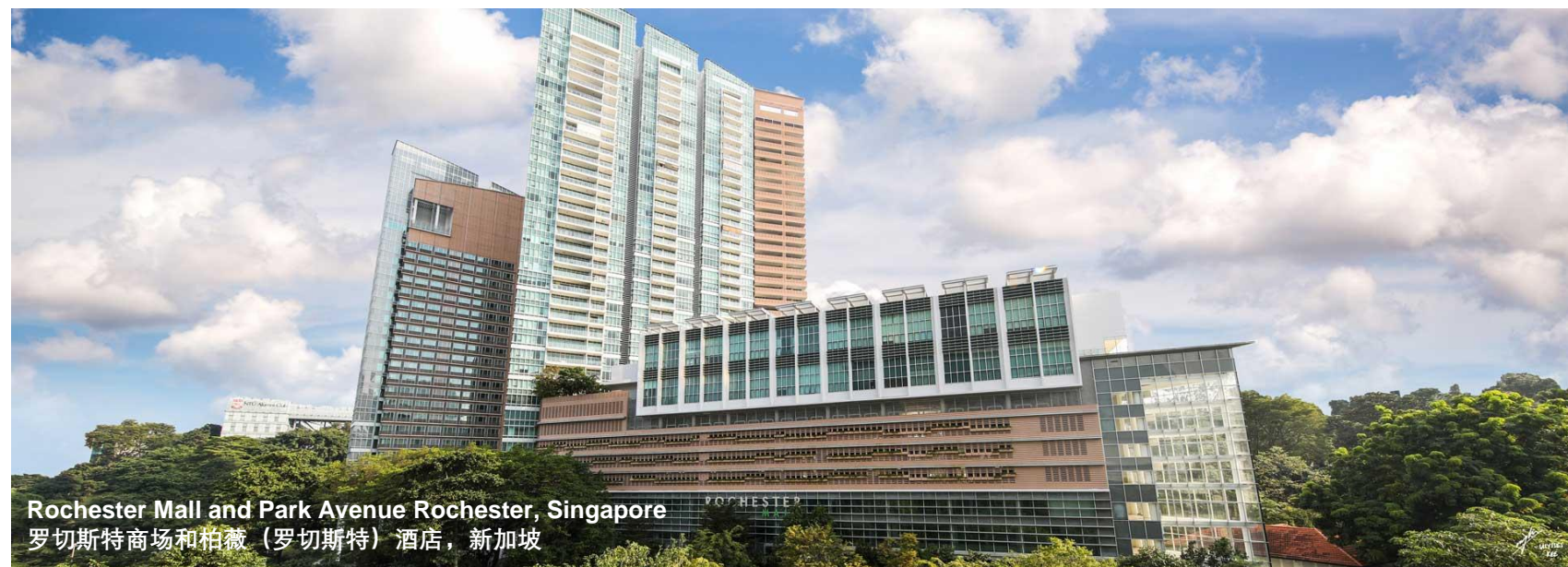
The Seletar Mall, Singapore
利达广场，新加坡



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

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



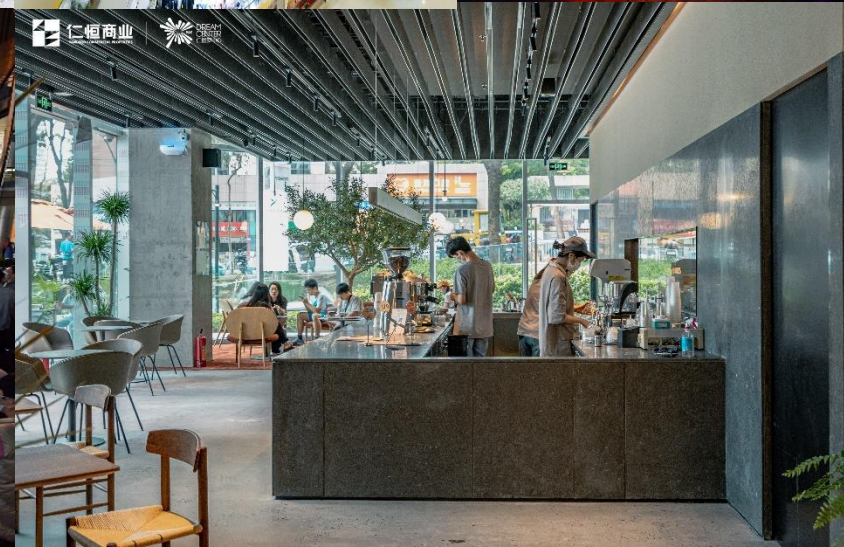
Yanlord Begonia Park (Phase 2), Community Center, Haikou
海棠公园，二期，仁恒里，海口

Grand-opening of Shenzhen Reverie Plaza

Yanlord Reverie Plaza, Shenzhen

仁恒梦创广场, 深圳

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



Soft-opening of Suzhou Cangjie Commercial Plaza in September 2023



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

- Retail
- Total GFA: 78,007 sqm



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



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

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

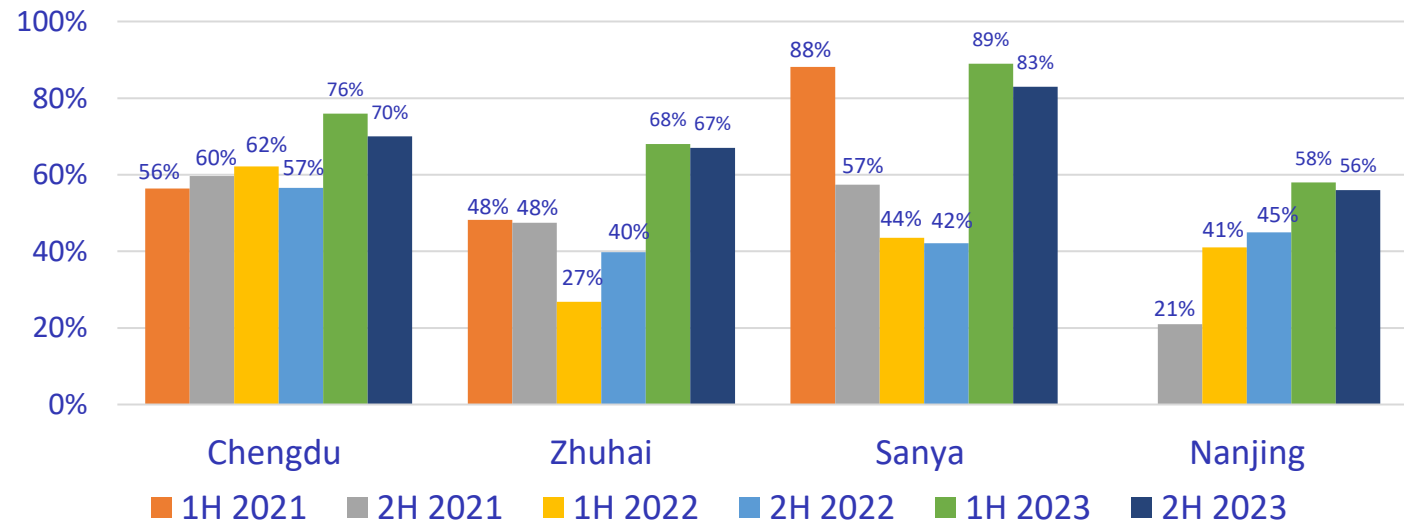


Yanlord Viale Hotel, Tianjin
 天津仁恒微乐酒店

- No. of rooms: 94
- Total GFA: 5,612 sqm
- Soft opening in April 2023



Occupancy Rate¹



Note:
 1. Yanlord ParcVue in Nanjing was newly opened in May 2021.



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Business Operation Highlights

- Property Management Services
- Non-Property Businesses

ESG Highlights & Achievements



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



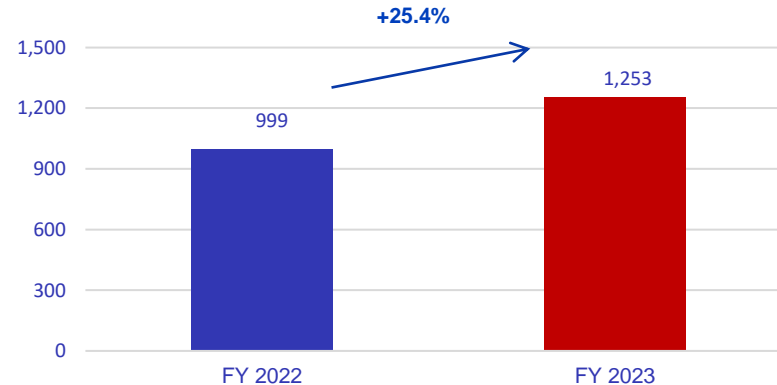
Property Management (Including self owned and out resourced projects) As at 31 Dec 2023

- Total contracted projects: 137 projects under management and 58 reserve projects
- Total contracted GFA: approximately 25.3 million sqm under management, with another approximately 10.2 million reserved
- Total households: approximately 122,923 units



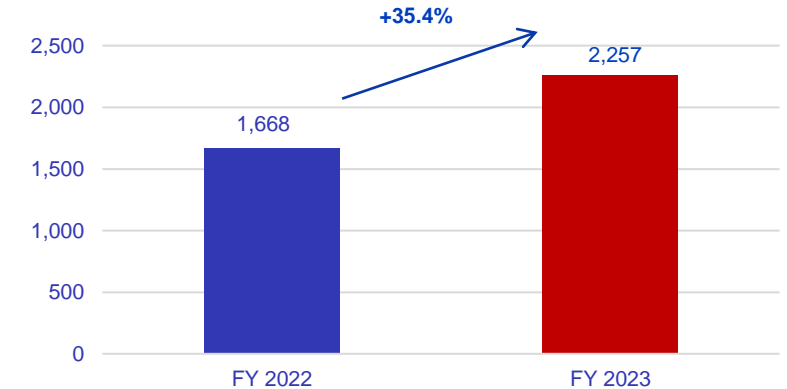
Revenue from Property Management

(RMB million)



Revenue from Others

(RMB million)



ESG Highlights & Achievements



MSCI
ESG RATINGS



CCC B BB BBB **A** AA AAA

RATING ACTION DATE: August 04, 2023

Singapore Corporate Sustainability Award

Big Cap



Mid Cap



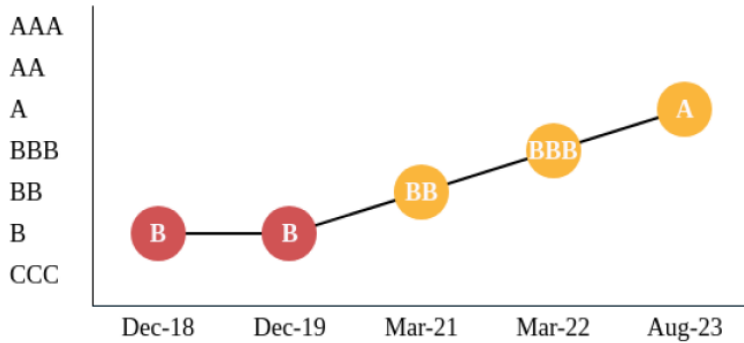
Small Cap



REITs & Business Trusts



ESG Rating history



ESG Rating history shows five most recent rating actions

Yanlord's MSCI ESG rating was upgraded for the 4th consecutive year. In August 2023, the rating was upgraded to A.

In 2023, Yanlord was awarded the Singapore Corporate Sustainability Award in the Big Cap category in Singapore's Investor Choice.

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Thank You

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