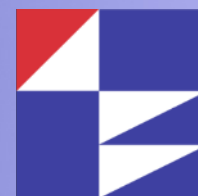




# 仁恒置地集团 YANLORD LAND GROUP LIMITED

4Q and FY 2018 Results Presentation



仁恒  
YANLORD





# Yanlord 4Q and FY 2018 Business Review



# Yanlord 4Q and FY 2018 Business Review



- In-line with the Group's delivery schedule whereby lower average selling price ("ASP") projects with a smaller gross floor area ("GFA") were delivered in the quarter, Yanlord's recognised revenue in 4Q 2018 declined to RMB2.325 billion from RMB11.276 billion in 4Q 2017. Yanlord achieved gross profit margin of 43.2% in 4Q 2018 while profit attributable to owners of the Company in 4Q 2018 was RMB257 million.
- Revenue in FY 2018 declined marginally to RMB24.888 billion from RMB25.638 billion in FY 2017 mainly due to the lower ASP per sqm achieved in FY 2018 which was partly offset by the increase in GFA delivered in FY 2018 (up 13.6%) compared to FY 2017. Gross profit margin remained healthy at 46.0%.
- Despite the decline in revenue, profit attributable to owners of the Company grew 10.2% to RMB3.545 billion in FY 2018 from RMB3.216 billion in FY 2017.



# Yanlord 4Q and FY 2018 Business Review



- Net attributable profit margin in FY 2018 rose steadily to 14.2%, while fully diluted earnings per share in FY 2018 rose 10.5% to 183.51 Renminbi cents compared to 166.12 Renminbi cents in FY 2017. Yanlord continued to maintain a healthy financial position with cash and cash equivalents position of RMB10.317 billion as at 31 December 2018.
- Demand for quality developments in the Group's core markets continue to drive sales, accumulated pre-sales pending recognition as at 31 December 2018 stood at RMB12.882 billion with advances received for pre-sale of properties amounting to approximately RMB9.858 billion.
- To further enhance shareholder value and drive the Company's long-term development strategy, the Board of Directors has proposed a first and final dividend of 6.80 Singapore cents (approximately 33.33 Renminbi cents) per ordinary share representing a dividend payout ratio of approximately 18.2% of FY 2018 profit attributable to owners of the Company.





# Key Financial Highlights



# Statement of Profit or Loss – 4Q 2018 VS 4Q 2017



	4Q 2018	4Q 2017	% Change
GFA delivered (sqm)	37,613	164,915	(77.2)
ASP (RMB/ sqm)	51,257	66,234	(22.6)
Revenue (RMBm)	2,325.4	11,276.0	(79.4)
Cost of sales (RMBm)	(1,321.5)	(5,747.1)	(77.0)
Gross profit (RMBm)	1,003.9	5,528.9	(81.8)
Gross profit margin (%)	43.2	49.0	(5.8) ppt
Profit before income tax (RMBm)	854.7	5,365.1	(84.1)
Income tax (RMBm)	(517.7)	(2,619.5)	(80.2)
Profit for the period (RMBm)	336.9	2,745.6	(87.7)
Net profit margin (%)	14.5	24.3	(9.8) ppt
Profit attributable to owners of the Company (RMBm)	256.9	1,192.4	(78.5)
Net attributable profit margin (%)	11.0	10.6	0.4 ppt
Basic earnings per share <sup>1</sup> (RMB cents)	13.30	61.72	(78.5)

Note:

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



# Statement of Profit or Loss – FY 2018 VS FY 2017



	<b>FY 2018</b>	<b>FY 2017</b>	<b>% Change</b>
<b>GFA delivered (sqm)</b>	632,129	556,237	13.6
<b>ASP (RMB/ sqm)</b>	36,293	43,288	(16.2)
<b>Revenue (RMBm)</b>	24,888.0	25,638.4	(2.9)
<b>Cost of sales (RMBm)</b>	(13,432.7)	(13,594.5)	(1.2)
<b>Gross profit (RMBm)</b>	11,455.3	12,043.9	(4.9)
<b>Gross profit margin (%)</b>	46.0	47.0	(1.0) ppt
<b>Profit before income tax (RMBm)</b>	10,541.7	11,362.2	(7.2)
<b>Income tax (RMBm)</b>	(5,146.2)	(5,742.0)	(10.4)
<b>Profit for the period (RMBm)</b>	5,395.5	5,620.3	(4.0)
<b>Net profit margin (%)</b>	21.7	21.9	(0.2)
<b>Profit attributable to owners of the Company (RMBm)</b>	3,544.6	3,216.4	10.2
<b>Net attributable profit margin (%)</b>	14.2	12.5	1.7 ppt
<b>Basic earnings per share<sup>1</sup> (RMB cents)</b>	183.51	166.12	10.5

Note:

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



# Financials – Snapshot as at 31 December 2018



	As at 31 Dec 18	As at 31 Dec 17	% Change
<b>Current assets (RMBm)</b>	54,600.3	63,218.0	(13.6)
<b>Non-current assets (RMBm)</b>	52,080.4	42,983.4	21.2
<b>Total assets (RMBm)</b>	106,680.8	106,201.4	0.5
<b>Current liabilities (RMBm)</b>	36,391.1	37,577.0	(3.2)
<b>Non-current liabilities (RMBm)</b>	37,411.1	35,921.6	4.1
<b>Total equity (Incl. NCI) (RMBm)</b>	32,878.6	32,702.8	0.5
<b>Cash and cash equivalents (RMBm)</b>	10,317.4	17,798.3	(42.0)
<b>Short-term debt (RMBm)</b>	8,696.8	2,557.0	240.1
<b>Senior notes (RMBm)</b>	5,440.2	2,911.6	86.8
<b>Long-term debt (RMBm)</b>	27,998.2	28,930.0	(3.2)
<b>Net debt (RMBm)</b>	31,817.8	16,600.3	91.7

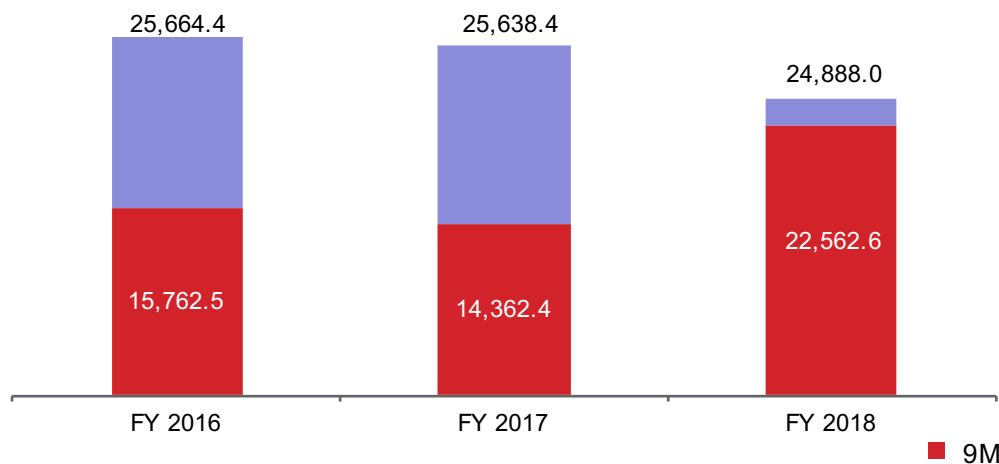




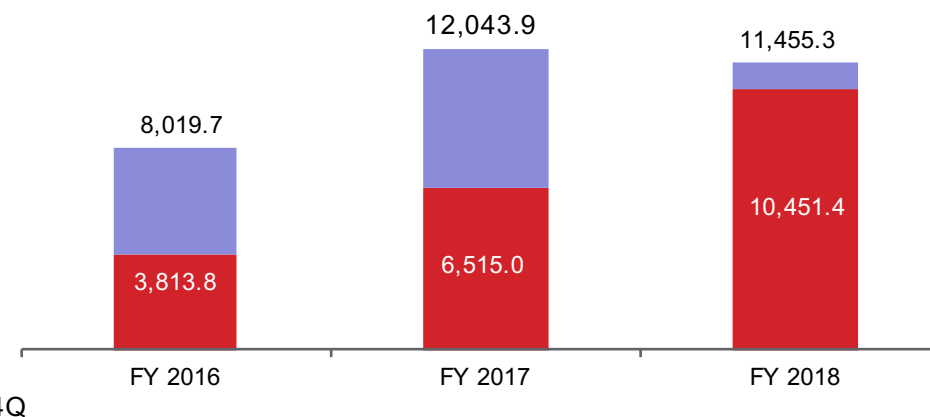
# Profitability Analysis



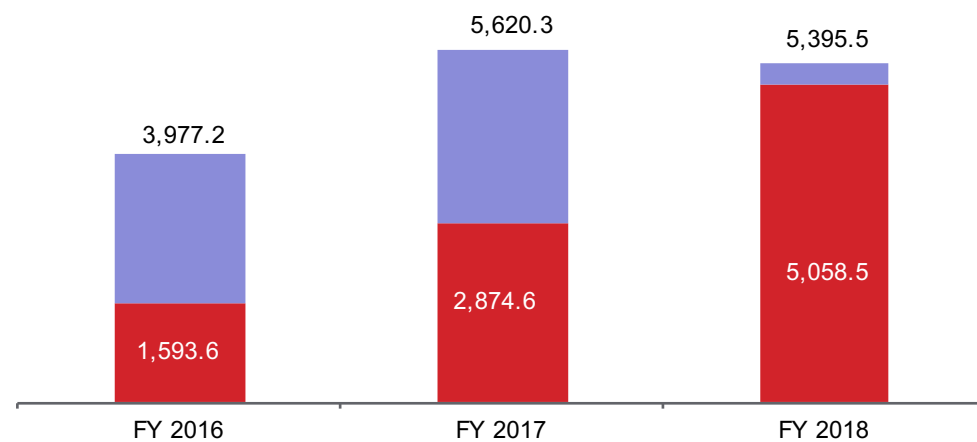
## Revenue (RMBm)



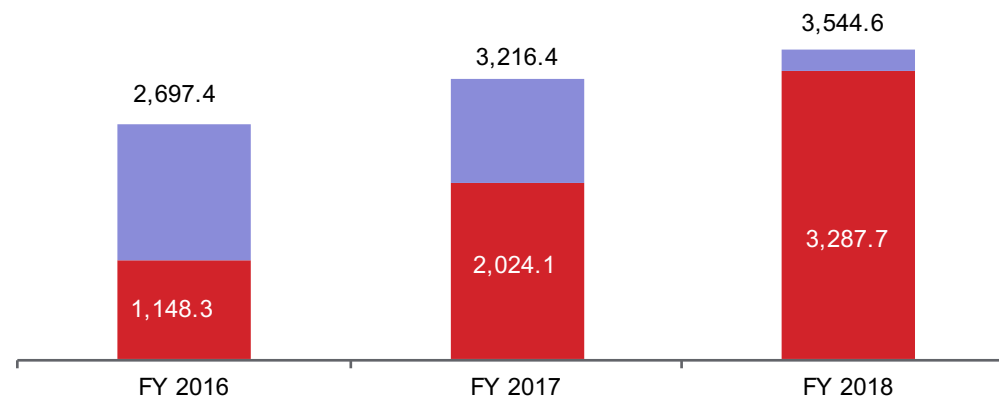
## Gross profit (RMBm)



## Profit for the period (RMBm)



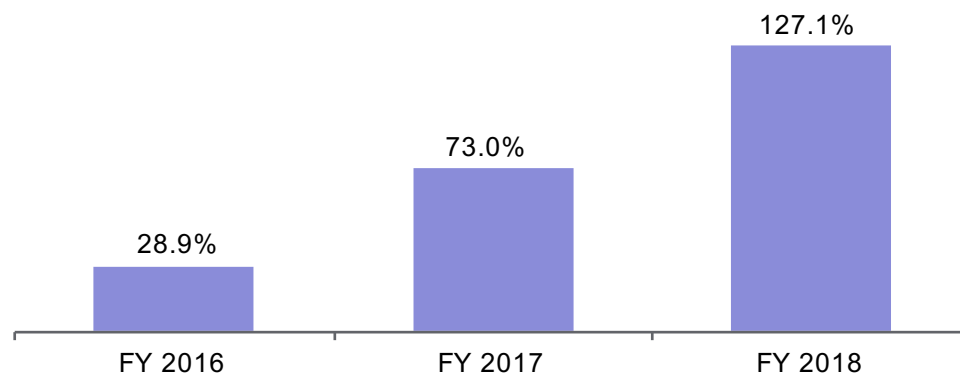
## Profit attributable to owners of the Company (RMBm)



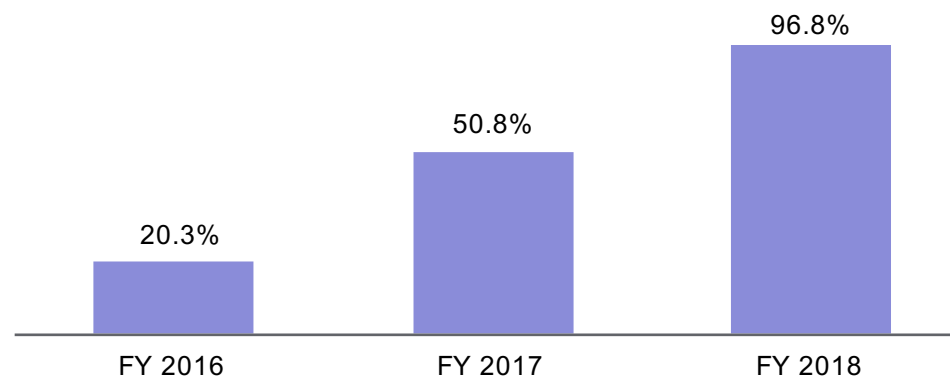
# Strong Credit Metrics



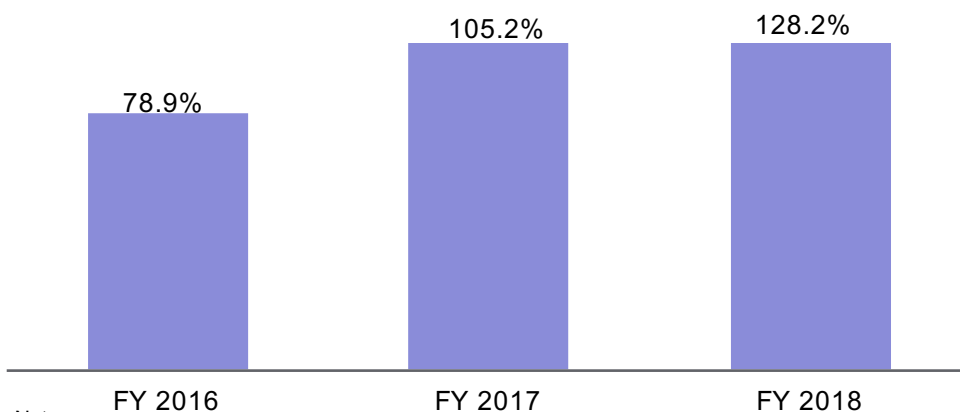
**Net debt/ equity (Excl. NCI)**



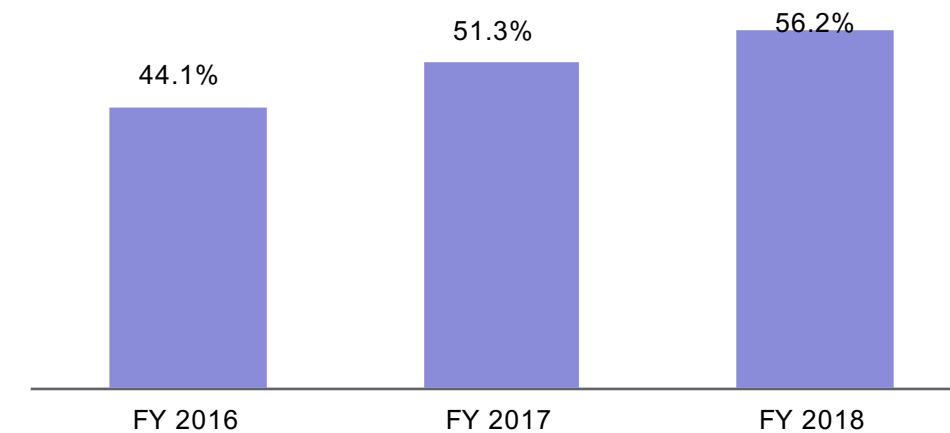
**Net debt/ total equity (Incl. NCI)**



**Total debt/ total equity (Incl. NCI)**



**Total debt/ capitalization<sup>1</sup>**



Note:

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





# Business and Operation Overview



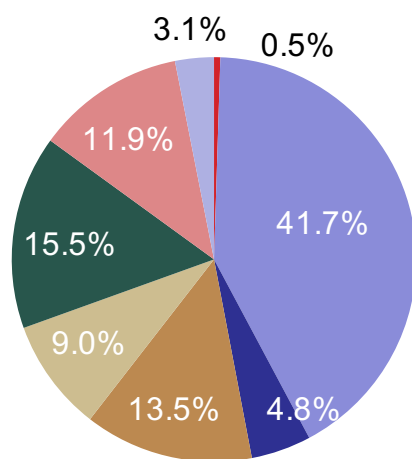
# GFA/ Property Sale Contribution Analysis in FY 2018

## By city, project and ASP



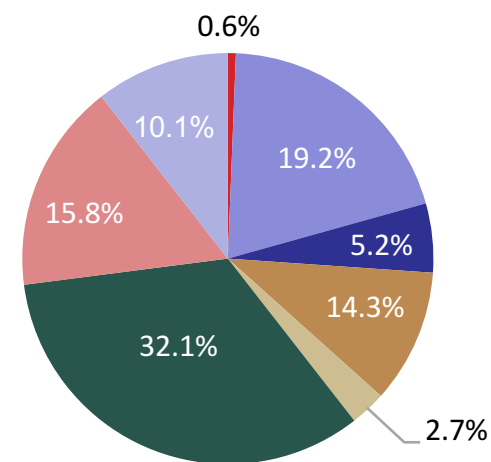
Major projects delivered in FY 2018	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Nanjing Oasis New Island Gardens (Phase 2)	17,815	34,284	2.7%
Nanjing Oasis New Island Gardens (Phase 3)	72,167	34,299	10.8%
Nantong Four Seasons Gardens (Phase 1)	63,659	11,319	3.1%
Sanya Hai Tang Bay - Land Parcel 9	17,138	125,554	9.0%
Shanghai Yanlord Western Gardens	50,043	55,544	11.9%
Shanghai Yanlord Eastern Gardens	13,046	62,513	4.5%
Shanghai Yanlord on the Park	57,308	100,248	25.1%
Suzhou Tang Yue Bay Gardens	25,681	30,016	3.3%
Tianjin Jinnan Land (Phase 3)	202,047	17,759	15.4%
Zhuhai Yanlord Marina Centre – Section B	13,409	55,195	3.1%
Zhuhai Yanlord Marina Peninsula (Phase 2)	85,696	23,918	8.6%
Others	14,120	--	2.5%

Property Sale Contribution by City



GFA Contribution by City

- Chengdu
- Suzhou
- Sanya
- Zhuhai
- Shanghai
- Nanjing
- Tianjin
- Nantong

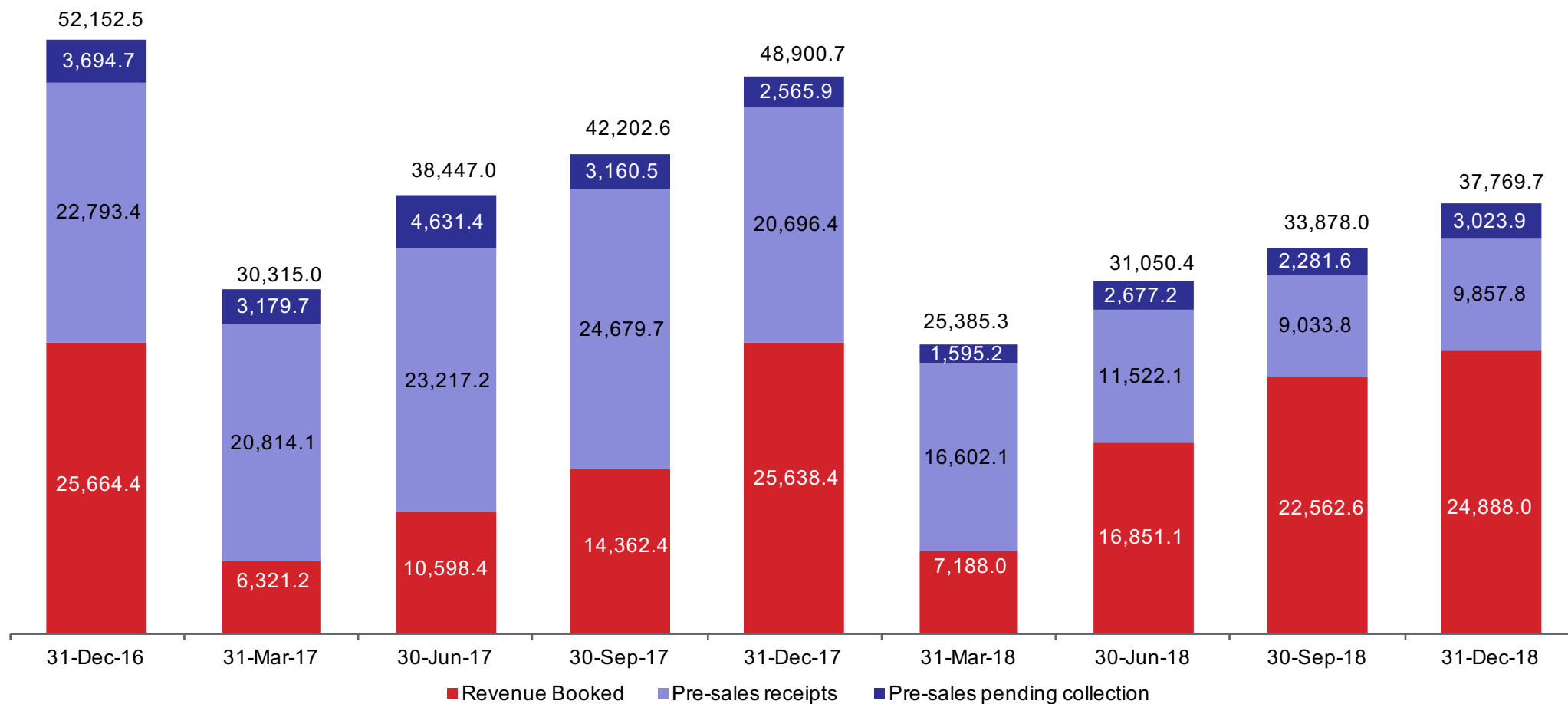


# Pre-sales and Receipts

## Resilient growth



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



# Diversified Geographic Coverage

## Abundant land bank in PRC high-growth cities



\*Projects being held under associate or joint venture

### Western China since 2003

#### Chengdu

- Chongzhou Project Land Parcels (102,958 sqm)
- Hengye International Plaza (39,999 sqm)
- Yanlord Landmark (157,437 sqm)
- Yanlord Riverbay (132,444 sqm)

### Bohai Rim since 2005

#### Tianjin

- Yiwan Gardens (160,029 sqm) \*
- Tianjin Beichen No. 2017-189 Land (242,280 sqm) \*
- Tianjin Hong Qiao Land (260,638 sqm) \*
- The Mansion In Park (288,458 sqm) \*
- Yanlord Majestive Mansion (260,925 sqm) \*
- Yanlord Riverside Plaza (134,017 sqm)

#### Jinan

- Jinan CBD Project - A3 Land (45,838 sqm) \*
- Jinan CBD Project - B5 Land (111,311 sqm) \*

#### Tangshan

- Tangshan Nanhu Eco-City Land Parcels \* (246,922 sqm)

### Pearl River Delta since 2005

#### Shenzhen

- Shenzhen Longgang District Biantian Redevelopment Project (235,717 sqm)
- Shenzhen Longgang District Economic Residential Housing (149,080 sqm)
- Shenzhen Longgang District Redevelopment Project (468,940 sqm)
- Yanlord Century Mansion (55,100 sqm)
- Yanlord Centre (332,720 sqm)
- Yanlord Landmark (13,680 sqm)

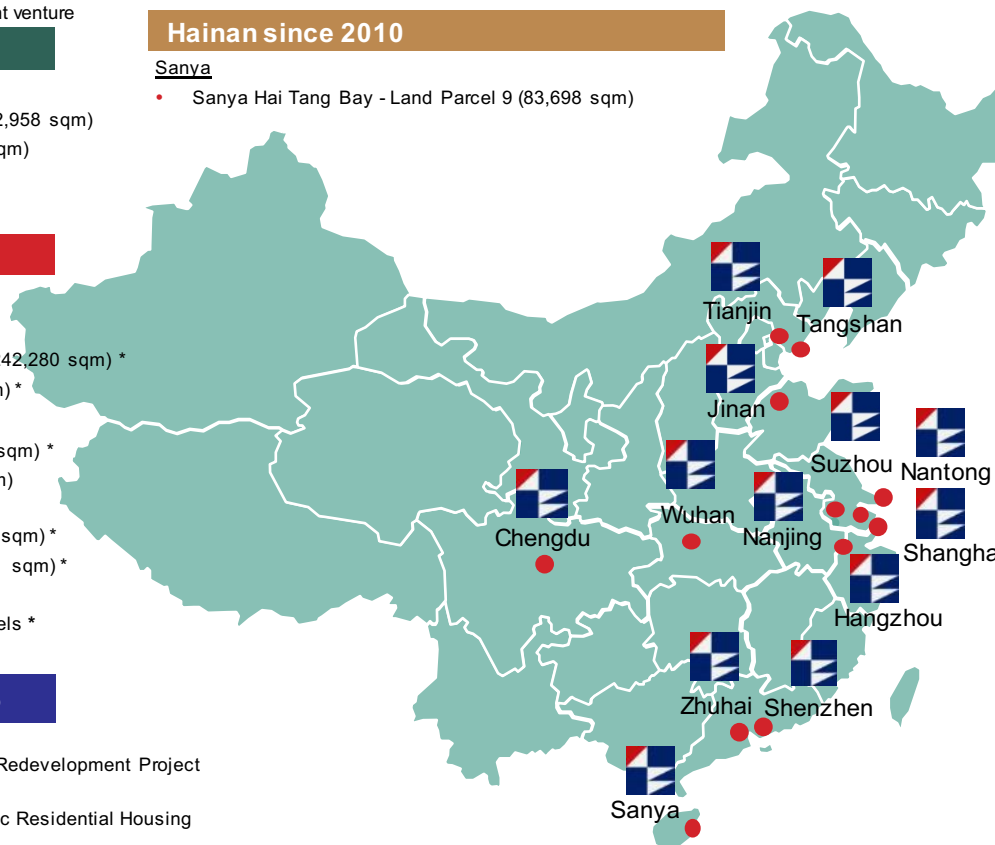
#### Zhuhai

- Yanlord Marina Centre (153,708 sqm)
- Yanlord Marina Peninsula Gardens (276,057 sqm)
- Yanlord North Shore Gardens (43,704 sqm)

### Hainan since 2010

#### Sanya

- Sanya Hai Tang Bay - Land Parcel 9 (83,698 sqm)



### As of 31 December 2018:

<b>GFA Completed (mil sqm)</b>	<b>0.817</b>
<b>GFA Under Development (mil sqm)</b>	<b>3.546</b>
<b>GFA for Future Development (mil sqm)</b>	<b>3.644</b>
<b>Total Land Bank (mil sqm)</b>	<b>8.007</b>

### Yangtze River Delta since 1993

#### Shanghai

- Shanghai San Jia Gang Land Plot (33,989 sqm)
- Yanlord Sunland Gardens (20,110 sqm)
- Yanlord Western Gardens (6,817 sqm)
- Yanlord Eastern Gardens (3,597 sqm)
- Yanlord on the Park (22,226 sqm)
- Shanghai Yangpu District 81 and 83 Redevelopment Project (183,187 sqm)

#### Nanjing

- Nanjing Eco Hi-Tech Island – Land Parcel G73 (97,034 sqm)
- Nanjing No. 2016G84 Land (533,345 sqm) \*
- Nanjing No. 2017G01 Land (87,123 sqm) \*
- Nanjing No.2018G26 Land (365,216 sqm) \*
- Yanlord Phoenix Hill (278,261 sqm)
- Yanlord Taoyuan Gardens (153,427 sqm) \*
- Yanlord Yangtze Riverbay Town (28,720 sqm)

#### Suzhou

- Canal Times (52,514 sqm)
- New Tang's Mansion (139,297 sqm) \*
- Riverbay Gardens (296,078 sqm)
- Suzhou No.2016-WG-46 Land Parcels (52,090 sqm)
- Suzhou No.2018-WG-11 Land Parcels (185,970 sqm) \*
- Tang Yue Bay Gardens (1,451 sqm)
- Yanlord Lakeview Bay (11,091 sqm)

#### Nantong

- Four Seasons Gardens (72,623 sqm)
- Nantong R17014 Land (211,865 sqm) \*

#### Hangzhou

- Hangzhou D-05 Land (68,312 sqm) \*
- Hangzhou Intelligent City Project – Medical Land Parcels (450,773 sqm) \*
- Hangzhou Intelligent City Project – Commercial Land Parcels (294,905 sqm) \*
- Hangzhou West Lake Land (120,960 sqm) \*

### Central China since 2017

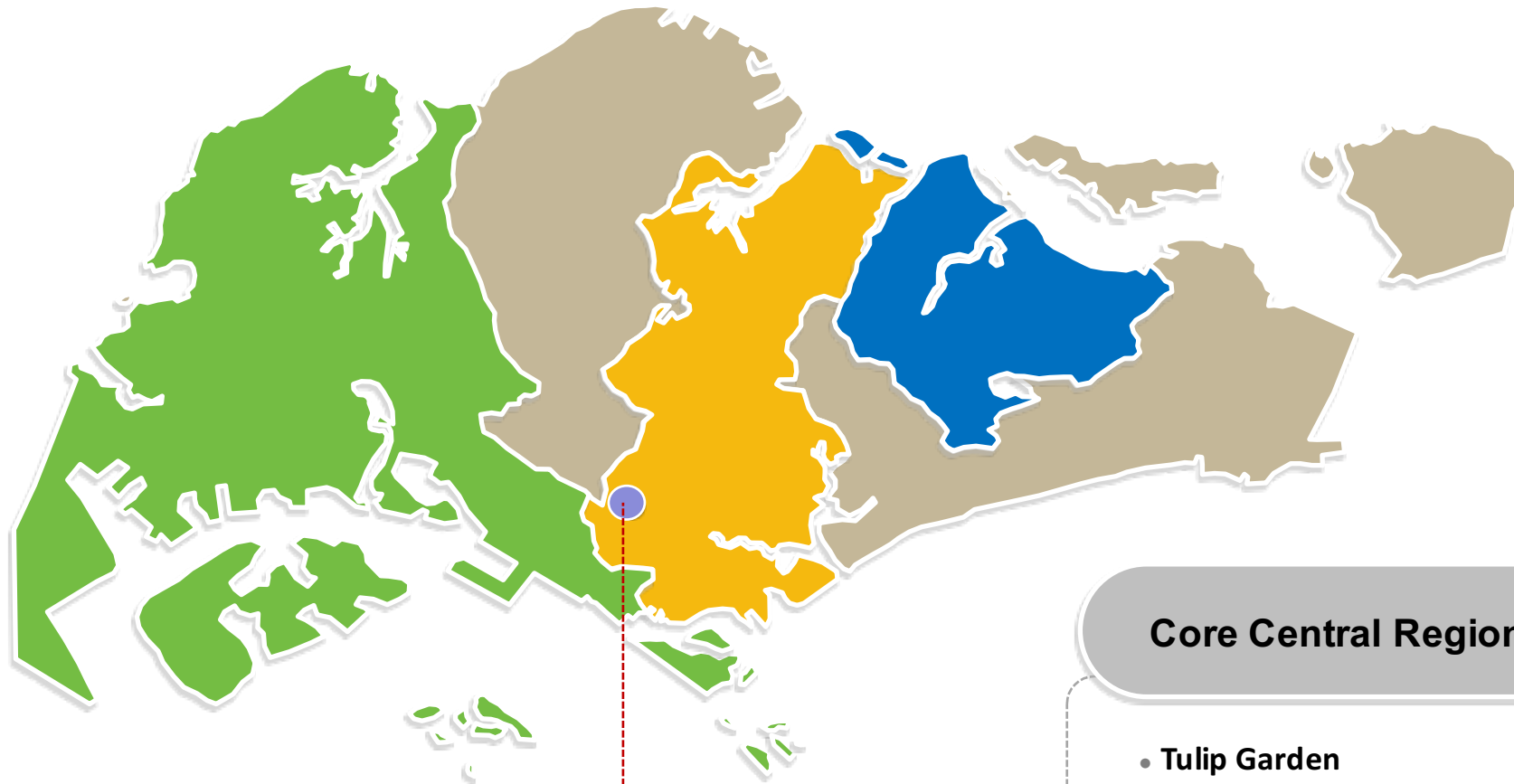
#### Wuhan

- Yanlord on the Park (151,851 sqm) \*



# Geographic Coverage

## Land bank in Singapore core central region



### Core Central Region

- Tulip Garden
- 557,406 sqft\*
- District 10

\*approximate GFA based on plot ratio of 1.6x



# Development Strategies

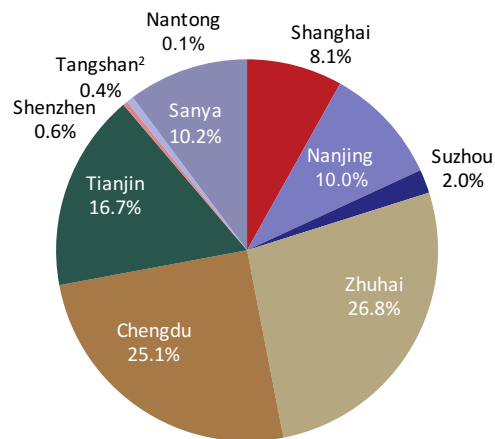
## Growth of business across high-growth cities



- 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

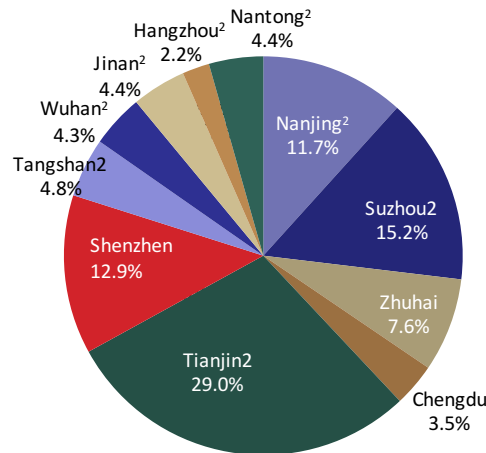
### Completed projects

(817,052 sqm<sup>1</sup>)



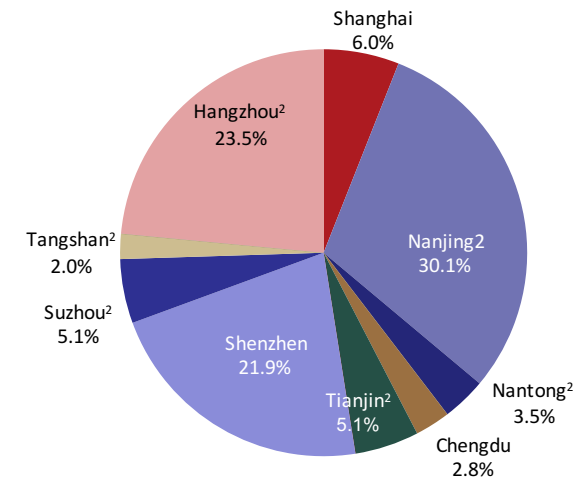
### Projects under development

(3.546 million sqm)



### Land bank: Future development

(3.644 million sqm)



<b>Residential and Commercial</b>	234,722 sqm
<b>Investment</b>	438,255 sqm
<b>Fixed Assets</b>	144,075 sqm

<b>Residential and Commercial</b>	3,473,782 sqm
<b>Investment</b>	71,947 sqm

<b>Residential and Commercial</b>	3,643,549 sqm
<b>Investment</b>	-

Note:

1. The group has completed 8.007 million sqm out of which 817,052 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 1Q 2019



**We expect to launch the following new projects and new batches of existing project in 1Q 2019:**

- **Nanjing**
  - Yanlord Phoenix Hill (Phase 1)
- **Hangzhou**
  - Hangzhou Intelligent City Project - Commercial Land Parcels (Phase 1)
- **Suzhou**
  - Riverybay Gardens (Phase 1 and 2)
- **Zhuhai**
  - Yanlord Marina Centre – Section B
- **Wuhan**
  - Yanlord on the Park
- **Tianjin**
  - Yiwan Gardens
- **Jinan**
  - CBD Project – B5 Land



# Project Showcase

- Yanlord Marina Centre (Zhuhai)



# Project Showcase

- Hangzhou Intelligent City Project – Commercial Land Parcels (Hangzhou)



# Project Showcase

- Sanya Haitang Bay – Land Parcel 9 (Hainan)



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