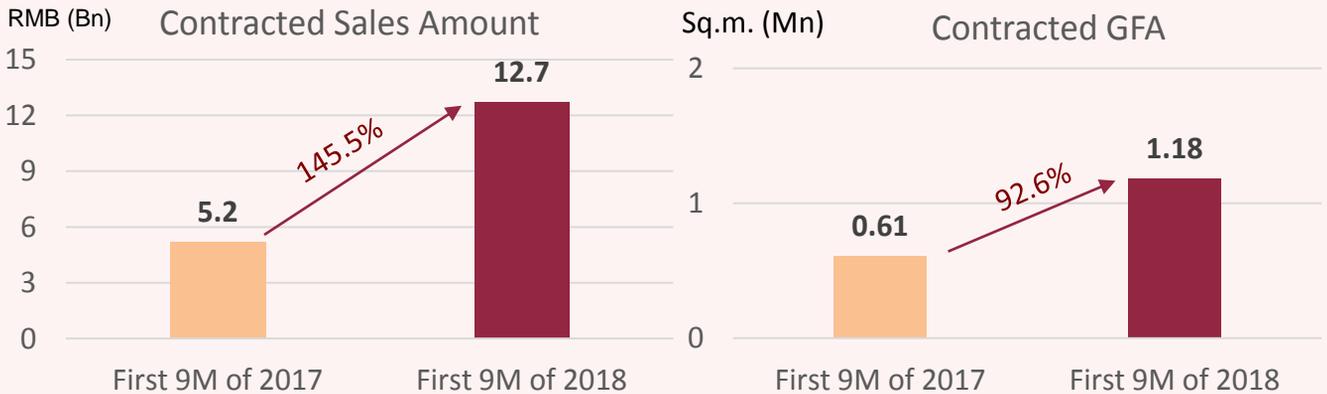




**3rd Quarter 2018
 Corporate Newsletter**

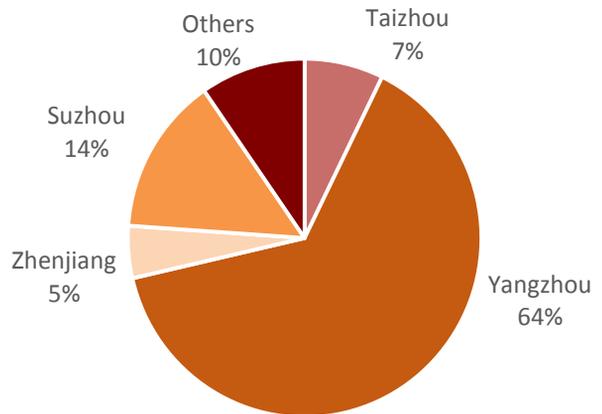
Summary of contracted sales

- The contracted sales in the 3rd quarter significantly increased by 307% year on year to RMB 5.42 billion. The monthly sales amount in September was generated approximately RMB 2.45 billion, up by 510% over the same period of 2017. In the first nine months was generated approximately RMB 12.77 billion, increased by 145.5% year on year;
- The GFA sold under contracts in the 3rd quarter aggregated approximately 464,000 sq.m., up by 213% year on year. In the first nine months was sold approximately 1.18 million sq.m., an increase of 92.6% over the same period of last year;
- The average selling price in the 3rd quarter increased by 30% year on year to RMB11,666 per sq.m.



Sales breakdown by cities

- The sales in the 3rd quarter were mainly contributed by the projects of Jiayuan International Group in major cities, including Yangzhou, Suzhou, Taizhou and Zhenjiang, etc.
- Jiayuan has built its good reputation in Yangzhou for many years. The launch of property projects received enthusiastic responses from the local residents.



Newly Acquired Project

Area	City	Project Name	Date of Acquisition	Floor area (sq.m.)	Consideration (RMB in million)
Jiangsu Province	Changzhou	Jiayuan Yuefu	July 2018	17,996	405

Changzhou Jiayuan Yuefu





Extraordinary general meeting

- On August 10, Jiayuan International (or “the Company”) held its extraordinary general meeting, which was hosted by Ms. Cheuk Hiu Nam, CEO and executive director of the Company. The resolution approving an agreement that the Group entered into on 5 June 2018 to acquire properties in Shanghai from Chairman Mr. Shum Tin Ching was passed by the independent shareholders. The agreement marked the Group’s first foray into the Shanghai property market in line with its strategic goal of “Gaining Foothold in Shanghai and Extending Presence to Peripheral Cities”, which consolidates the influence of the Jiayuan brand in Yangtze River Delta.



Interim results announcement and investor luncheon

- On August 28, the Company announced its 2018 interim results. Chairman Mr. Shum Tin Ching presented the Group’s remarkable interim results to over 200 domestic and foreign investors at the luncheon. In the first half of the year, the Group’s gross profit rose by 35.2% year on year to RMB1.37 billion, and net profit surged by 87.5% year on year to RMB980 million. The management is certain that it has achieved and even exceeded its annual sales target.



Business continues to expand

- On September 19, the Company entered into an agreement to acquire Zhejiang Jiayuan Property Management businesses from Chairman Mr. Shum Tin Ching for a consideration of HK\$688 million.
- Zhejiang Jiayuan Property Management listed of “China’s Best 30 Property Management Enterprises By Brand Value in 2018”, and also ranked 33rd in the list of “China’s Best 50 Property Management Enterprises By Overall Strength in 2018”. The properties under the Property Management Group’s management are located in over 20 major cities in 13 provinces of the country. The Property Management Group has 75 subsidiaries and 150 service centers, and 20 of the projects under the Group’s management have been rated exemplary at provincial & municipal levels.



Capital market update

- Based on the satisfactory interim results, the Board declared an interim dividend of 10 HK cents for the period.
- The Company has been included as a constituent of the Hang Seng Composite LargeCap & MidCap Index. This reflects the Group has attained high standards in terms of market capitalization, share liquidity, business performance and financial condition.
- The Company has been included in the list of eligible stocks under the Shanghai-Hong Kong Stock Connect. This is testimony to the Group’s overall strength.
- Moody’s has maintained the Group’s credit rating at “B2” with stable outlook.



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Overview to the projects

- The Company has entered into a strategic partnership with Stan Group to undertake a property project - “One Vista”. The property project is located in the heart of Tuen Mun with well-developed network of roads and railways. As the Hong Kong-Zhuhai-Macao Bridge will be opened soon, business in the Tuen Mun district is expected to be boosted.
- The residential properties under the name “Yuan Shan”, were launched at Jiayuan Paris Metropolis in Zhenjiang, which showed a new style of housing, attracted around 500 guests and media to join the event.
- An exhibition and sales centre opened for the launch of the property project Changzhou Jiayuan Yuefu, which combines practicality with contemporary Asian architectural design.
- Under the concept of “New living, New style, New insight”, property projects Yangzhou Jiayuan Guifu and Jiayuan Huaifu were launched featuring luxuriously furnished apartments of high quality, thus setting a new benchmark for the real estate industry.



Community Caring

- Visited elderly centers as part of its “Elderly Care Project”. Our volunteer team distributed moon cakes and sent warm greetings to the elderly during Mid-Autumn Festival.
- Participated in a creative charity run and donated money generously to the charitable cause. This has enhanced the staff’s team spirit and fostered its sportsmanship.
- Held a “World Cup Carnival Night” at Yangzhou Centuria City to celebrate the 2018 World Cup and foster interactive with the home owners.
- The “Tongzhou TikTok Music Festival” took place at Nantong Jiayuan Metropolis and attracted 3,000 participants.



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