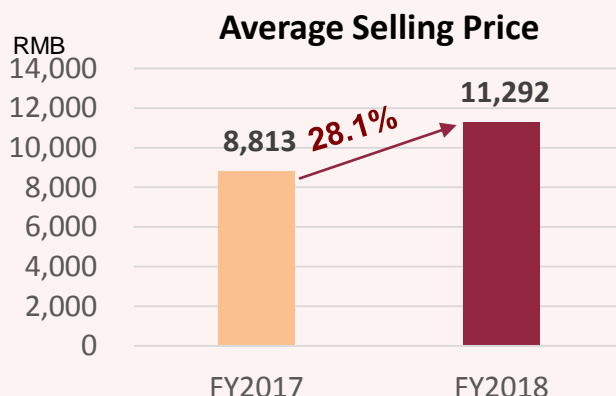
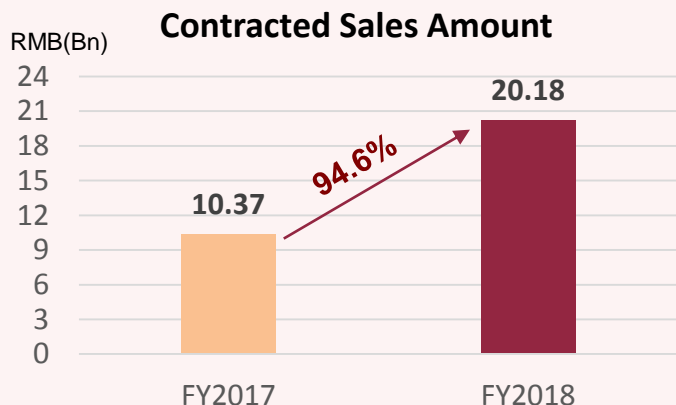




## Summary of contracted sales

- The contracted sales in the 4<sup>th</sup> quarter increased by 43.3% year on year to approximately RMB 7.4 billion. The GFA sold under contracts totalled approximately 600,000 sq.m., up by 7.4% year on year. The average selling price increased by 33.4% year on year to RMB 12,274 per sq.m.
- The contracted sales for the year of 2018 were approximately RMB 20.18 billion, up by 94.6% year on year. The average selling price increased by 28.1% year on year to RMB 11,292 per sq.m.
- The contracted sales in 2018 were mainly contributed from Yangzhou (55%), Taizhou (14%), Suzhou (9%) and Nantong (6%), and other cities (16%).



## Capital Market Dynamics

- Successfully issued 2-year senior note up to USD 400 million with a coupon rate of 12%.
- Share price rose to a year-high of HKD 16.36, up by 125% with the market value exceeding HKD 40 billion in 2018.
- Proposed to issue approximately 50.18 million consideration shares at HKD 13.73 per share to Mr. Shum Tin Ching for acquiring the entire shares of property management group.

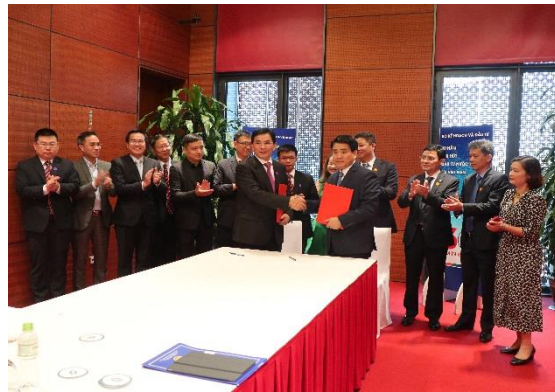
## Newly Acquired Project

Area	City	Project name	Date of Acquisition	GFA (approximate sq.m.)	Consideration (RMB in million)
Jiangsu Province	Yangzhou	Jiayuan Five Star Plaza	Dec 2018	155,000	347



## Expanding Business to Vietnam

- In October 2018, the “30 Years of Foreign Investment in Vietnam Conference” was held at the National Convention Center in Hanoi. Mr. Shum Tin Ching was presented at conference and signed a memorandum for investment in Hanoi with Mr. Ruan Dezhong, the chairman of the People’s Committee of Hanoi City, covering business areas such as office buildings, hotel construction and etc. This move not only is a reorganization to the Group’s past successful experience by the Vietnamese authority, but also played a positive role in deepening the development strategy of the Group in Southeast Asia.

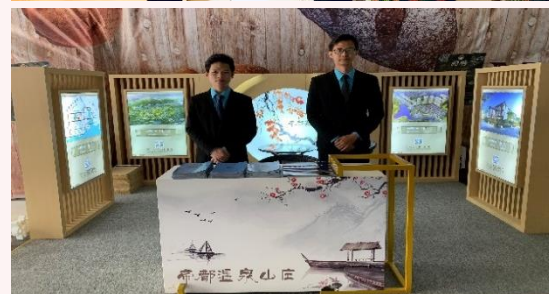


## Overview of projects (Part 1) - Guangdong-Hong Kong-Macao Bay Area

- In November 2018, Jiayuan International and Stan Group jointly held a press conference to announce the initial-sale for “One Vista”, which was the first commercial property project cooperated by both parties. The first batch of 50 units to VIP were sold out rapidly. In view of the overwhelming market response, the Group further offered 25 units to the public subscription and launched another residential property project “T-Plus” in the same month. Following the opening of the Hong Kong-Zhuhai-Macao Bridge and the completion of the infrastructure between China and Hong Kong, Tuen Mun will become a transportation hub to the Bay Area with deeper integration, it will drive the housing demand and commercial atmosphere to Tuen Mun district which integrates a reachable one-hour living circle in the Guangdong-Hong Kong-Macao Bay Area.



- In December 2018, Jiangmen Jiayuan Didu Hot Spring Villa, which is the Group’s project of property development for leisure and vacation located at Jiangmen City in Guangdong Province, launched a promotion activities for project pre-sale. The initial batch of 178 residential units will put up for sale with a sales value of approximately RMB 300 million in the first quarter of 2019 .





## Overview of projects (Part 2) -Yangtze River Delta Economic Zone

- Yangzhou Jiayuan Centurial Honour Mansion launched its high-rise residential property. A total of 362 flats were launched for sale, which recorded approximately RMB 520 million in sales. In December, Yangzhou Jiayuan Mall was officially opened for business. Mr. Shum Tin Ching and the project management host the opening ceremony. On that day, the customer traffic exceeded 130,000 visits.
- Changzhou Jiayuan Yue Mansion officially opened its sales center and display area to prepare for the initial-sale. In December, another project in Changzhou named Jiayuan Junchen Mansion, launched with a total of 183 high-rise residential units for the first time, it completed the sales of RMB 110 million on the day.
- Suqian Jiayuan Paris metropolis held an sales event for the third phase of the project. Over 100 flats and carparks were sold in less than half an hour, and reached RMB 100 million.



## Awards & Honors

- Awarded with the title of the “Listed Company with the Most Valuable Brand” at “2018 Golden Lion Award for Hong Kong Listed Companies” by Sina.
- Won the “Listed Companies Excellence Award 2018—Main Board (large-cap)” by Hong Kong Economic Journal.
- Awarded with the title of “Hong Kong Outstanding Enterprise” by Economic Digest for three consecutive years.



ECONOMIC DIGEST



## Charities

- Changzhou Jiayuan formed a team to participate in “Walk for Love” campaign to raise funds for needy residents in poverty areas of Tibet.
- Macao Xiangyuan participated in the public activity “The Community Chest 35th Anniversary Walk for Millions” by the Charity Fund From the Readers of Macao Daily News.
- Taixing Guangyuan and Taixing Hengyuan were awarded with the title of the “Outstanding Contribution Award for Charitable Donations” and “Advanced Unit for Charitable Donations” by the Taixing Municipal People's Government.

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