

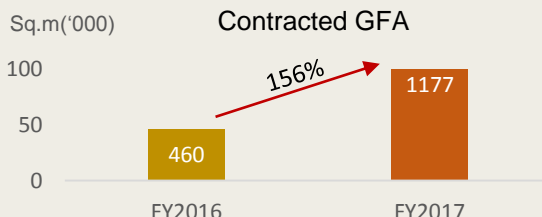


Quarterly Newsletter

4th Quarter 2017

Property Sales

- Contracted sales for the year of 2017 recorded at approximately RMB10.37 billion, up 123% year-on-year; contracted GFA aggregated approximately 1,180,000 sq.m., exceeding sales target and gaining a foothold in the billion-dollar sales club.



Company Information

Land acquisition

- In December, Jiayuan International further acquired 51% equity interest of Shenzhen Songling Industrial Co., Ltd., owner of a parcel of land planned for residential and commercial use located at Fanshen Avenue, Bao'an District in Shenzhen.
- In November, Jiayuan International acquired 2 property development projects in Yangzhou Guangling District—Yangzhou Guifu, located within the high-end living circle along the canal bund as planned by the Yangzhou Government; Yangzhou Huafu, surrounded by abundant educational resources and an 8-minute drive away from the city's central commercial zone—allowing the Group to further reinforce its leadership position in Jiangsu Province.

Location of Jiayuan Huafu



Bao'an Project



Jiayuan Guifu



Jiayuan Huafu



Province	City (District)	Project	Land Area (sq.m)	Total Gross Floor Area (sq.m)	Acquisition Cost (RMB mn)	Quarter
Guangdong	Bao'an District, Shenzhen	(TBC)	4,281	32,966	930*	4 th
Jiangsu	Guangling District, Yangzhou	Jiayuan Guifu Jiayuan Huafu	211,695	578,491	2450	4 th
Total :				611,457	3380	

* RMB610 mn paid in 2016



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Company News

❖ **December's contracted sales saw an increase of 450% year-on-year**

- For the twelve months ending 31 December 2017, the Company achieved total contracted sales of approximately RMB10.37 billion, up 123% year-on-year, of which December saw an increase of 450% as compared to the same month last year. Best-selling cities include Yangzhou, Taixing, Nanjing, Siyang and Taicang, contributing 80% of the year's contracted sales.
- The company has been actively expanding its land bank in Yangzhou Province in recent years. During 2016 and 2017, the Group acquired 5 residential projects located in Yangzhou Guangling district, Hanjiang district and Jiangdu district by way of merger and acquisition and land auction, allowing the Group to reinforce its leadership position in Yangzhou property market.

❖ **Capital market dynamic**

- In December, the Company successfully raised HK\$1.4 billion by way of top up placement at HK\$6.11 per share, equivalent to 9.46% of the enlarged issued share capital.
- In November, the Company successfully issued USD300 million 364-day senior notes with a coupon rate at 8.25%. The short-term notes received an over-subscription of more than USD1 billion and a buy rating was assigned by Credit Suisse. Besides, the Company's outlook was considered positive in a BOC International report.

❖ **Sales Performance(4th Quarter)**

City	Contracted Sales(RMB million)	GFA(sq.m)
Yangzhou	2,780	287,670
Siyang	950	185,982
Taixing	460	37,975
Nanjing	450	10,619
Taicang	450	31,327
Other	90	8,405
	<u>5,180</u>	<u>561,978</u>

Centurial Honour Mansion



Venice Metropolis sales office



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