



Jiayuan International Group Limited

佳源國際控股有限公司

股份代號 Stock Code : 2768.HK

Q1 2020

Newsletter



Overview of Contracted Sales

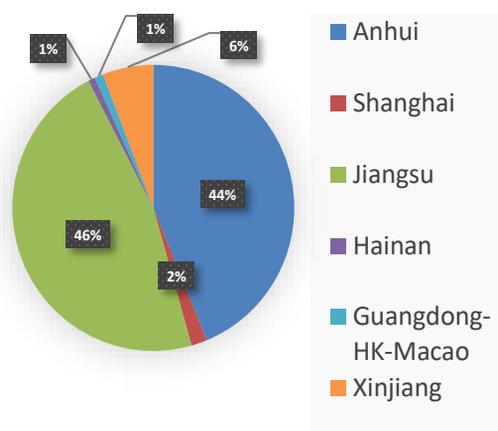
- The Contracted Sales in March amounted to some RMB727 million; for the first three months totaled around RMB3.103 billion.
- The gross floor area sold under contracts in March totalled about 75,537 sq.m.; for the first three months was approximately 280,067 sq.m.
- The average sales price in March was around RMB9,620 per sq.m; for the first three months was about RMB11,081 per sq.m.

Corresponding Measures against Epidemic

- Conducted online sales and promotion for various projects during Spring Festival;
- Embarked upon the “China’s Jiayuan” online marketing campaign to provide related services for online sales for various projects;
- Currently, the Group has completely resumed work. It is actively and orderly sorting out the inventory of every project for sale and appropriately adjusting work plans while keeping its overall operations and supply volume unchanged.

Proportions of Regional Sales Contributions

- The sales in the first quarter of 2020 were mainly contributed by Jiangsu Province, Anhui Province, Xinjiang Uygur Autonomous Region, Shanghai City, the Guangdong-Hong Kong-Macao Greater Bay Area and Hainan Province.
- Having been developing the Yangtze River Delta for years, the Group has widespread reputation and word of mouth in areas including Jiangsu, Anhui and Shanghai.



2019 Annual Results Announcement of Jiayuan International

- On 10 March, Jiayuan International held the online annual results announcement in 2019, attracting more than 200 investors and institutions to participate online. During the event, Mr. Zhang Yi, Vice Chairman, President as well as Executive Director introduced the highlights of results of Jiayuan International in 2019 to the investors. Investors raised questions about concerned issues including financing, liabilities, land bank and strategy for future development, creating quite a lively and interactive atmosphere.

Contracted sales rocketed

- ❖ The contracted sales for the whole year amounted to **RMB28.87 billion**, an increase of around **43.1%** YoY.
- ❖ The area of contracted sales of the whole year reached **2.446 million sq.m.**, up by approximately **36.9%** YoY.
- ❖ The average price of contracted sales for the whole year was **RMB11,804** per square meter, an increase of some **4.5%** YoY.

Liability structure remarkably optimised

- ❖ Jiayuan International issued three long-maturity senior notes on foreign markets, with maturities of three years, two years and eight months and three years and four months, respectively in May, July and October, respectively, achieving an issuing size of **USD900 million**¹.
- ❖ Jiayuan International expanded **domestic** financing channels. It issued two-year ABS secured by mortgage payment denominated in Renminbi at Shanghai Stock Exchange, totalling RMB430 million, **with the average interest rate being 7.4%**.
- ❖ There was great improvement in debt to asset ratio, **which decreased by 83 ppts to 78%** compared with the end of last year.
- ❖ Proportion of long-term liability surged. **The ratio of long-term to short-term liabilities was around 7:3**, with average term of liability of about **2.67 years**.

Credit rating rapidly improved

- ❖ Moody's consecutively upgraded the rating of corporate family rating of Jiayuan International to "**B2**", with the outlook rating being "stable".
- ❖ Standard & Poor's gave a "**B**" for long-term issuer credit rating to Jiayuan International publicly for the first time.

Scope of operations continuously enlarged

- ❖ Regions with in-depth development: Premium land bank in Nanjing, Yangzhou and Yancheng was acquired, with the GFA being **1.31 million sq.m.**
- ❖ Expansion of market presence: Jiayuan International acquired property service groups and assets in Anhui from major shareholders. The GFA of Anhui asset exceeded **3.97 million sq.m.** In addition, it acquired new projects in Hefei, with the GFA being **0.26 million sq.m.** It also acquired new land lots in Cambodia, with the GFA being around **0.56 million sq.m.**
- ❖ There were **6.10 million sq.m.** of new land bank. At the end of the year, the total land bank reached **13.85 million sq.m.**
- ❖ Consolidation of shareholding status: The consideration for Anhui assets was paid by share offerings. The proportion of holdings of major shareholders increased from 52.86% to **69.26%**. The status of shareholding was further consolidated.

Profitability steadily improved

- ❖ The revenue was **RMB16.07 billion**, representing a leap of **53.6%** YoY¹.
- ❖ Core net profit was **RMB2.34 billion**, surged by **60.2%**¹ YoY. Core net profit margin stood at **14.6%**.
- ❖ Gross profit was **RMB5.24 billion**, jumped by **58.6%**¹ YoY. Gross profit margin was **32.6%**.

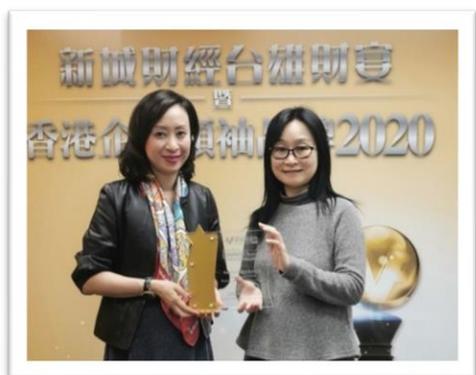
Dividend payout policies remained stable

- ❖ The final dividend was **11 HK cents per share**. It was the **third consecutive year of dividend payment**.

Note:

1. As compared with the restated data in 2018

Awards



In the beginning of 2020, Jiayuan International received its first big award in the new year: the award of "Hong Kong Leader's Choice - Excellent Brand of Mainland Property Developer" presented by Metro Finance.

Over the past year, Jiayuan International grasped opportunities, faced challenges directly and continuously expanded and moved ahead amid competitors. It showed infinite potential, was recognised by investors, as well as the market.

Project Award

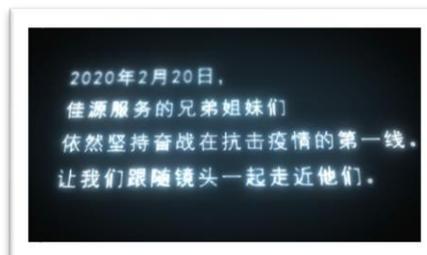
- On 6 March, Yangzhou Yurun Real Estate Development Corporation Limited affiliated to Jiayuan International was awarded "Enterprise with Great Contribution to Taxation", which was another honour after the title of "Excellent Real Estate Enterprise of Yangzhou City". The award marks the recognition of its contribution to promoting regional economic development.
- In the beginning of March, Changzhou Jinyuan Real Estate Development Corporation Limited affiliated to Jiayuan International was awarded "Top 10 Enterprise with the Greatest Contribution per Mu of Changzhou City" by the Working Committee of Changzhou National New&Hi-tech Industrial Development Zone and the Management Committee of Changzhou National New&Hi-tech Industrial Development Zone for its contribution to fiscal and taxation work of Changzhou City in 2019.



Social responsibility

- The COVID-19 has been rampant since the start of 2020. On January 29, Jiayuan donated 5 million yuan to the Red Cross for epidemic prevention and treatment, and contributed Jiayuan's strength to the frontline medical staff. In addition to fund-raising actions, the Group paid more attention to the epidemic situation, actively cooperated with governments at all levels to do a good job in anti-epidemic.
- During the epidemic, Jiayuan Service Group, as the first batch of property companies to start the emergency plan in the shortest time. For the safety and health of the owners, Jiayuan service people are fighting on the front line of anti-epidemic and going retrograde. Jiayuan Service Group's wechat account recorded these most beautiful retrogrades with video.

—February 23 Jiayuan Service | With you by your side



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