

Jiayuan International Group Ltd

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Jiayuan International Group Limited

佳源國際控股有限公司

股份代號 Stock Code: 2768.HK

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Jiayuan
佳源

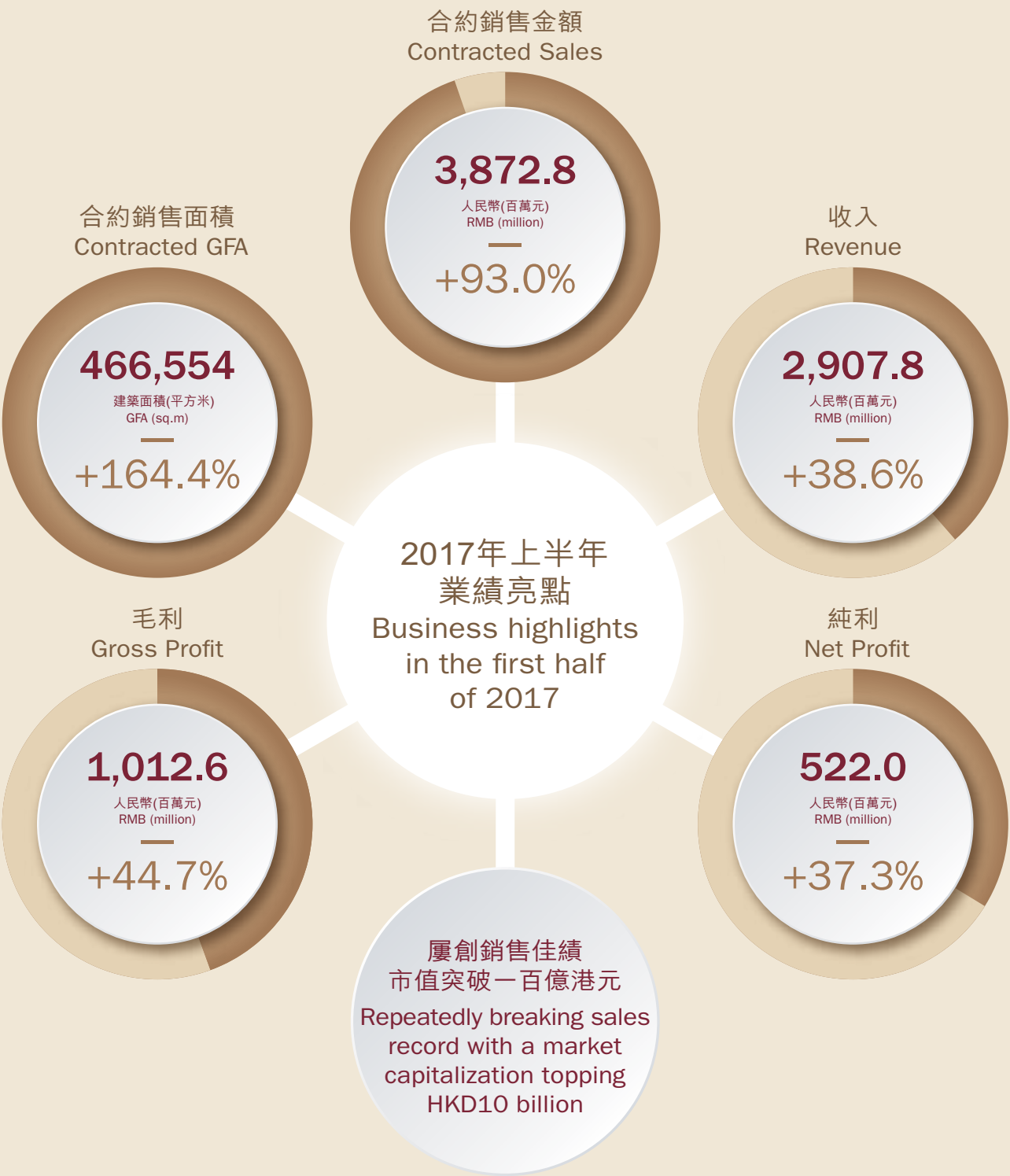
佳源國際（下稱「集團」，股份代號：2768HK）是發展成熟的物業開發商，在中國各大城市開發大型住宅綜合體項目及商業綜合體項目。集團憑藉超過二十年物業開發經驗，透過優質的規劃、完善的品質及監控、成熟的營運系統及經驗豐富的專業團隊，創造出切合不同地區需求的物業項目，成功鞏固「佳源」品牌。

集團緊遵「大城市、小城鎮」的核心發展戰略，在中國各大城市和中心城鎮的物業組合共有29個，包括21個住宅綜合體項目及8個商業綜合體項目。開發區域涵蓋了南京、揚州、南通、泰興、泰州、常州、鎮江、太倉、宿遷、泗陽等城市。2016年集團成功進軍珠三角，將房地產業務版圖擴展至廣東省主要城市包括深圳。

Jiayuan International Group Limited is an established property developer of large-scale residential complex projects and integrated commercial complex projects in the PRC. With years of experience in property development, the Group is devoted to the undertaking of comprehensive planning, product design and quality control; the up-keeping of sophisticated operating systems and experienced, professional teams, meeting the needs of customers in different geographical regions, all of which have played a role in strengthening the Group's brand image.

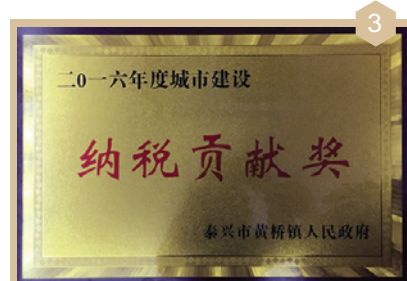
Adhering to Jiayuan International's core development strategy of focusing on “major cities and selected key towns”, the Group has a portfolio of 29 property development projects in the PRC, including 21 residential complex projects and 8 integrated commercial complex projects covering Nanjing, Yangzhou, Nantong, Taixing, Taizhou, Changzhou, Zhenjiang, Taicang, Suqian, Siyang. In 2016, the Group has successfully entered into the market of the Pearl River Delta, extending the business footprint to the major cities in Guangdong Province including Shenzhen.

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集團榮譽 Group Awards and Recognitions

- 1 財華網港股100強 — 新股增長動力獎
Finet Top 100 HK – IPO Growth Award
- 2 香港投資者協會第三屆投資者關係大獎 — 卓越證書
Hong Kong Investor Relations Association 3rd Investor Relations Awards – Certificate of Excellence
- 3 黃橋佳源中心廣場 — 泰興市黃橋鎮人民政府2016年度城市建設納稅貢獻獎
Taixing Huangqiao Jiayuan Central Plaza – Taixing Huangqiao District Government – 2016 Outstanding Urban Construction for Tax Contribution Award
- 4 揚州世紀天城 — 騰訊房產揚州站 — 2016年度揚州最暢銷樓盤
Yangzhou Centurial Sky City – Tencent Real Estate Yangzhou – Yangzhou Best Selling Residential Project 2016
- 5 南通佳源都市 — 騰訊房產南通站 — 2017南通潛力樓盤
Nantong Jiayuan Metropolis – Tencent Real Estate Nantong – Nantong Potential Residential Project 2017
- 6 南通佳源都市 — 濠濱論壇 — 2016通城年度熱銷樓盤
Nantong Jiayuan Metropolis – BBS.0513.ORG – Nantong Best Selling Residential Project 2016



指標性 成份股 Constituent of Benchmark Indices

2016.08

恒生綜合小型股指數成份股
Hang Seng Composite
SmallCap Index

2017.03

深港通下的港股通證券名單
Tradable under the scheme
of Shenzhen-Hong Kong
Stock Connect

2017.03

恒生港股通指數成份股
Hang Seng Stock Connect
Hong Kong Index

2017年上半年新增3幅土地：太倉、泗陽、揚州
Locations of newly acquired land in the first half of 2017:
Taicang, Siyang, Yangzhou



住宅綜合體項目
Residential
Complex Projects

- | | |
|-----------------|------------------------------------|
| 01. 南京 – 紫金華府 | Nanjing Zijin Mansion |
| 02. 泰興 – 威尼斯城 | Taixing Venice Metropolis |
| 03. 宿遷 – 名人國際花園 | Suqian Elite International Garden |
| 04. 宿遷 – 公園一號 | Suqian Park Number One |
| 05. 泗陽 – 巴黎城市 | Siyang Paris Metropolis |
| 06. 泗陽 – 羅馬都市 | Siyang Rome Metropolis |
| 07. 泗陽 – 外灘一號 | Siyang The Bund Number One |
| 08. 南通 – 佳源都市 | Nantong Jiayuan Metropolis |
| 09. 鎮江 – 佳源巴黎都市 | Zhenjiang Jiayuan Paris Metropolis |
| 10. 揚州 – 世紀豪園 | Yangzhou Centurial Villa |
| 11. 揚州 – 世紀花園 | Yangzhou Centurial Garden |
| 12. 揚州 – 世紀景園 | Yangzhou Centurial Scenery Park |
| 13. 揚州 – 公園一號 | Yangzhou Park Number One |
| 14. 揚州 – 世紀玫瑰園 | Yangzhou Centurial Rose Garden |
| 15. 泰興 – 羌溪花園 | Taixing Qiang Xi Hua Yuan |
| 16. 泰州 – 鵲仙島一號 | Taizhou Quexiandao Number One |
| 17. 泰州 – 東方巴黎城 | Taizhou Oriental Paris City |
| 18. 泰州 – 東方不夜城 | Taizhou Oriental Bright City |
| 19. 太倉 – 海藝豪庭 | Taicang Harbour Palace |
| 20. 深圳 – 羅湖項目 | Shenzhen Luohu Project |
| 21. 深圳 – 寶安項目 | Shenzhen Bao'an Project |

商業綜合體項目
Commercial
Complex Projects

- | | |
|-------------------|---|
| 01. 揚州 – 世紀天城 | Yangzhou Centurial Sky City |
| 02. 揚州 – 世紀榮御府 | Yangzhou Centurial Honour Mansion |
| 03. 泰州 – 佳源中心廣場 | Taizhou Jiayuan Central Plaza |
| 04. 泰興 – 佳源新天地 | Taixing Jiayuan New World |
| 05. 泰興 – 古溪佳源中心廣場 | Taixing Guxi Jiayuan Central Plaza |
| 06. 常州 – 雪堰佳源中心廣場 | Changzhou Xueyan Jiayuan Central Plaza |
| 07. 泰興 – 黃橋佳源中心廣場 | Taixing Huangqiao Jiayuan Central Plaza |
| 08. 泰興 – 黃橋佳源名府 | Taixing Huangqiao Jiayuan Mingfu |

第一代住宅產品 First-generation residence

適值住房分配制度改革剛起步，第一代產品具有當時的時代特徵，以滿足並改善居住、生活功能為目標，配置休閒小品、活動中心等基本設施，符合居民日常生活的基本需求。

Constructed at the time when the residence distribution system reform began, our first-generation residence, featuring basic facilities such as leisure areas and activity centers, focused on everyday living and utility improvements to satisfy the basic needs of our residents.



第二代住宅產品 Second-generation residence

以「巴黎都市」為代表的第二代產品，以高端產品為定位，首開「大圍合，小開放，內組團」的規劃設計；引進「人在花中游，車在地下走」的人車分流佈局，打造酒店大堂式精裝修雙入戶門廳；陽光、美觀、多功能的地下車庫；採用「樹大、綠多、花海、起伏」的園林景觀設計，滿足了業主追求生活品質的更高需求。

Our second-generation residence, represented by “Paris Metropolis”, targeted the high-end market. It employed the design principle “large enclosure, small openness, and internal grouping”—“above-ground gardens and underground driveways” for pedestrian-vehicle separation; elegant, hotel-lobby-style residence entrances; sunlit, aesthetic and multifunctional underground car parks; landscape design featuring “an abundance of arbors, leaves, flowers, and movements”—to satisfy residences’ pursuit of a higher quality of life.

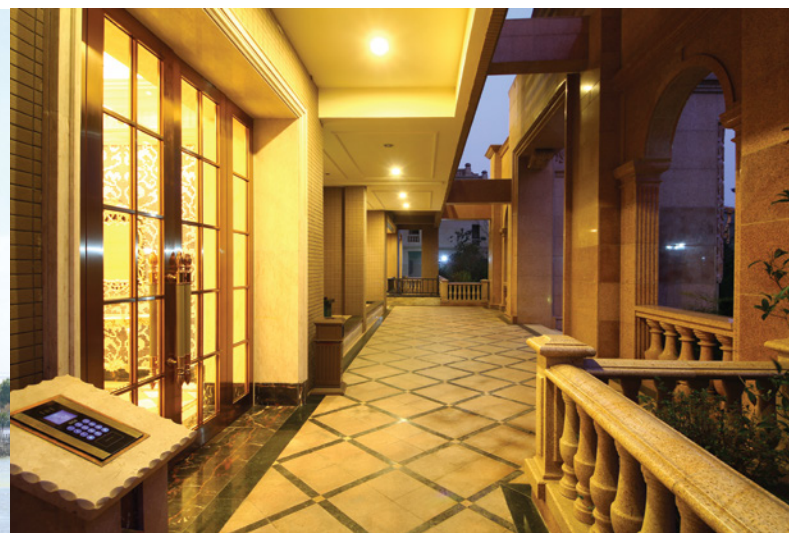


第三代住宅產品 Third-generation residence

以「羅馬都市」為代表的第三代產品，以高品質、高性價比產品為定位。在傳承第二代產品主要特點的基礎上，進一步提升陽光車庫和人車分流的規劃。同時打造教育、公園、廣場，營造了一種不可複製的生活方式和品位，讓生活在其中的業主感受到全方位的尊貴感。

“Rome Metropolis”, representing our third-generation residence, continued to target the high-end market and emphasized a high price-performance ratio. Building on the foundations of the second-generation, it

featured an upgraded, sunlit underground parking and an enhanced pedestrian-vehicle separation. Moreover, the introduction of prestigious schools, parks and courtyards offered a unique lifestyle and classiness which accentuate an all-rounded prestige for our residents.



第四代住宅產品 Fourth-generation residence

以「世紀天城」為代表的第四代產品，適應互聯網時代用戶思維的需求，萃取前三代產品的精華，充份滿足業主對居住功能的需求，進一步回歸與優化住宅的各項功能屬性，打造魔幻戶型、樂享園林、醫養結合、六星級管家等「4+N」社區綜合性服務，全方位提高業主生活的幸福度。

“Jiayuan Centurial Sky City”, one of our fourth-generation residences, adapted the consumer mindset of the internet age while showcasing the best features of previous generations and is designed to fully satisfy residents’ demand of functionality by improving unit construct, garden design; and by introducing “4+N” community integrated services such as health and wellness facility and six-star butler services to enhance the enjoyment of our residents.



為泰興市規劃局、住建局、房管局、發改委、國土局、環保局、民防局、建工局、財政局、供電公司、消防大隊等相關職能部門負責的「古溪佳源中心廣場」舉行開工奠基儀式。

Groundbreaking ceremony for “Guxi Jiayuan Central Plaza”, a project by the Planning Bureau, Housing Construction Bureau, Housing Management Bureau, Development and Reform Commission, Land Bureau, Environmental Protection Bureau, Civil Defense Bureau, Construction Bureau, Finance Bureau, the Power Supply Company, Fire Department, of the City of Taixing.

佳源城市廣場全球招商大會暨2017城市商業巔峰論壇完美啟幕，大會現場包括H&M、迪卡儂、幸福藍海imax、五星電器、孩子王、永旺莫莉幻想、MK、C&A、MJ-STYLE、星巴克、胡桃裏音樂酒館、漢堡王、呷哺呷哺、屈臣氏、半島健身等共20家全球知名商家品牌與佳源城市廣場達成進駐協議。同時，有意合作的品牌商近200家，涵蓋了時尚購物、潮流餐飲、文化創意、品牌運動、休閒商務、影視娛樂、兒童親子體驗在內的七大主題。

Jiayuan Metropolis Plaza Global Merchants Recruitment and City Merchant Summit 2017, where 20 international retail brands including H&M, Decathlon, Omni IMAX, Five Star, Kidswant, Aeon Fantasy, MK, C&A, MJ-STYLE, Starbucks, Hutaoli Music Restaurant and Bar, Burger King, Xiabu Xiabu, Watsons, and a renowned fitness center operator reached agreements with Jiayuan Metropolis Plaza at the event. Moreover, over 200 retail brands from 7 major retail categories including trendy goods, food & beverage, culture & creativity, sports, leisure, entertainment and children's expressed partnership interest.



* 除H&M，其他品牌洽談後正準備進駐



黃橋鎮人民政府副鎮長和黨政辦主任參加了位於泰興黃橋佳源中心廣場，市內最大的超級市場的開業剪彩儀式。黃橋佳源中心廣場為商業綜合體項目，集吃、喝、玩、樂於一身，提供一站式的購物體驗。廣場離湖景音樂公園、數碼激光音樂噴泉及長橋景觀只有數百米之距，為當地居民帶來舒適享受。

Deputy Mayor of The People's Government of Huangqiao and Officer of the Party and Government attended the opening ceremony of the town's largest supermarket at Taixing Huangqiao Jiayuan Central Plaza. An integrated commercial complex in prime area, the plaza is a one-stop shopping destination that also offers food, beverage, and entertainment. Adjacent to the Lakeview Music Park, where digital laser musical fountain and long bridge scenery are only steps away, making Huangqiao Jiayuan Central Plaza a truly integrated complex of convenience and enjoyment.

銷售活動 Promotional Events

集團在2017年上半年推出多個樓盤項目，市場反應熱烈，其中「南通佳源都市莫奈花園」及「揚州佳源世紀天城」等項目，開賣當日盛況空前，房源在短時間搶購一空！

Jiayuan International launched a series of residential projects during the first half of 2017 and the market reacted positively. Projects such as “Nantong Jiayuan Metropolis Monet Garden” and “Yangzhou Jiayuan Centuria Sky City”, among others, were sold out within hours!

佳源世紀天城二期雲想洋房載譽加推，開盤現場人潮湧湧，272套高層稀缺房源在短短90分鐘內售罄。繼世紀天城首期創人民幣5億元銷售額佳績後，二期再以人民幣3.6億元熱銷，再續揚州房市傳奇。

Jiayuan Centuria Sky City Two was launched due to popular demand. 272 rare, upper floor units were sold out within 90 minutes, totaling 360 million yuan in proceeds, second to the legendary Yangzhou sales record of 500 million yuan set by Centuria Sky City One.

南通佳源都市—莫奈花園三期盛大開盤，近千人親臨現場搶購，場面熱鬧。本次開盤近300套房源在3小時內快速售罄，總銷售金額超過人民幣3億元，再一次以驕人的成績贏得通州市民的讚譽。

Over 1000 interested buyers attended the launch of Nantong Jiayuan Metropolis—Monet Garden Three. All 300 units were sold out within 3 hours, totaling over 300 million yuan in sales proceeds, an impressive record applauded by the citizens in Nantong.

揚州佳源世紀天城 — 近272套高層稀缺房源於90分鐘內極速售罄，總銷售額逾人民幣3.58億元。

272 rare, upper floor units of Yangzhou Centuria Sky City Two sold out within 90 minutes, totaling 358 million yuan in sales.

南通佳源都市莫奈花園三期 — 近300套房3小時內火速售罄，總銷售額逾人民幣3億元。Approximately 300 units of Nantong Jiayuan Metropolis – Monet Garden Three sold out within 3 hours, totaling over 300 million yuan in sales.

銷售活動 Promotional Events

南通佳源都市老客戶選房專場，97套房源於1小時內售罄，作為區域內第一大盤，創新的大面寬短進深戶型，足以讓客戶傾心。項目毗鄰機場、高速、高架立體交通成熟，無縫接駁南通主城區；項目又將深度融入上海一小時經濟圈，令佳源都市的投資潛力與前景深受客戶看好。

Nantong Jiayuan Metropolis Customer Appreciation Sale, where 97 units were sold out in 1 hour to old customers. Being the biggest project launched in the neighborhood, our avant-garde, long-and-narrow units are designed to impress. Located minutes away from airport and highways, its proximity to the elevated, three-dimensional transportation system guarantees a seamless commute to and from downtown Nantong. With the prospect of being incorporated into Shanghai's one-hour economic zone, the future of Nantong Jiayuan Metropolis comes with great investment potential.

佳源首次與萬達廣場攜手合作，事業部正式進駐泰興威尼斯城，共同打造泰興新地標，激發區域潛能。

As part of the debut partnership with Wanda Plaza, Wanda Business Department officially commenced operation at Taixing Venice Metropolis, a soon-to-be landmark in the up-and-coming City of Taixing.

南通佳源都市感恩回饋，推出97套房源予舊客戶選房，房源更於1小時內極速售罄。

97 units sold out within 1 hour to old customers at Nantong Jiayuan Metropolis Customer Appreciation Sale.

萬達廣場萬達事業部正式掛牌，進駐泰興佳源。

Wanda Business Department of Wanda Plaza officially commenced operation in Taixing Jiayuan.



政府或 大企業考察 Government and Major Corporate Field Trips

黃橋佳源中心廣場考察團 Huangqiao Jiayuan Central Plaza Field Trip

泰興市政府多位要員到「黃橋佳源中心廣場」進行實地考察，聽取負責人介紹項目的整體開發、招商及運營情況，並對黃橋佳源中心廣場為泰興及黃橋的經濟發展、社會服務所提供的貢獻給予高度評價。

Government officials of the City of Taixing, accompanied by General Manager of Hengyuan, visited “Huangqiao Jiayuan Central Plaza”, where briefings on project development, merchants recruitment and operations were given by representatives of Jiayuan. The government officials highly praised the project's contributions to the local economy and social services.



南通佳源都市項目考察 Nantong Jiayuan Metropolis Project Field Trip

揚州江都房產協會組織、江都區規劃局等政府部門，以及房地產企業共十餘人，赴南通佳源都市項目參觀考察。考察團一行參觀了南通佳源都市售樓中心以及樣板房，聽取關於項目的介紹及通州房地產市場概況。

Over 10 representatives from Yangzhou Jiangdu Real Estate Association, Jiangdu Regional Planning Bureau, and industry peers visited Nantong Jiayuan Metropolis where a tour to Nantong Jiayuan Metropolis sales center and model suites was given and a conference on Tongzhou market updates took place.



投資者關係 Investor Relations



11.7億港元配股集資 HKD1,170 million Private Placement

佳源國際透過配股集資11.7億港元，以強化股東基礎及財務實力，部署增加土地儲備。機構投資者對是次配售反應熱烈，為未來發展開闢更廣闊的空間。

Jiayuan International raised HKD 1,170 million for a stronger shareholder base and financial position. Proceeds to be used for acquisition of land bank. The placement was welcomed by institutional investors and paved the way for the Group's development.

佳源國際投資者考察團（4月） Jiayuan International Investor Field Trip (April)

為期3天的投資者考察團在4月圓滿結束，投資者在集團管理層陪同下走訪了鎮江、揚州、南通等項目所在城市，實地考察了各項目的質量和服務，並高度認可集團在各個項目的運作以及取得的優秀成果。

A 3-day long investor field trip to our projects located in cities including Zhenjiang, Yangzhou, Nantong, accompanied by our management team, where participants witnessed the quality of and services offered by each of our projects and endorsed our achievement in real estate development.

獲邀出席金融機構舉辦交流活動與投資者會面（5月） An investor conference hosted by a major financial institution (May)

佳源於年初時聯同85家香港上市公司前往深圳，參與由香港交易所舉辦的港股通活動，與超過200名來自33間內地證券經紀商的分析師進行交流。此外，佳源還積極參與各大券商舉辦的股友交流會及投資者路演，為日後合作打好基礎。

A Stock Connect event in Shenzhen hosted by The Hong Kong Stock Exchange, where we, along with 85 Hong Kong listed companies, attended meetings with over 200 securities brokers and analysts from 33 broker houses in mainland China. We also participated in other major investor conferences and roadshows to network for future partnerships in the same month.

新財富雜誌於上海舉辦的港股企業與內地投研機構交流峰會（6月） Xincaifu Magazine Hong Kong Listed Company and Investment Research Institution Summit in Shanghai (June)

佳源於6月中旬參加了新財富雜誌於上海舉辦的港股企業與內地投研機構交流峰會，與國內機構投資者和研究單位進行溝通，並就公司未來的發展前景及過往的業績表現等方面進行交流。

An event in Shanghai hosted by Xincaifu Magazine, where we presented past results and future plans to mainland institutional investors and representatives from the financial research industry.

上市一周年 紀念相片 1st Listing Anniversary

慶祝佳源國際上市一周年，集團當晚於香港四季酒店舉辦誌慶晚宴，並廣邀200多名投資人、金融界人士、商業合作夥伴和嘉賓，與集團分享過去一年的成績。

Jiayuan International hosted an annual dinner at Four Seasons Hong Kong in March 2017 to celebrate its first listing anniversary. Over 200 investors, representatives from the financial industry, business partners and guests attended and celebrated the joy of Jiayuan's achievements.

