

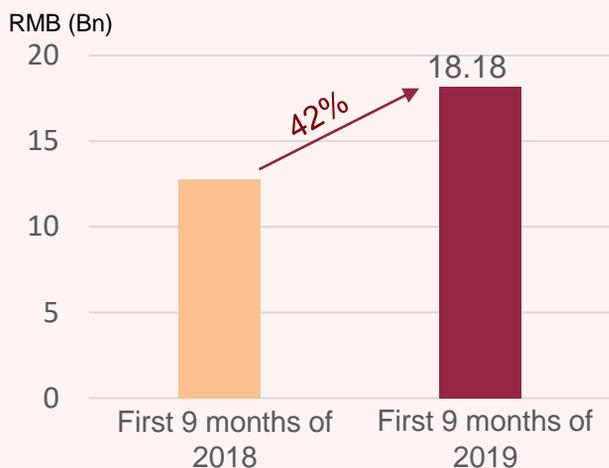


3rd Quarter 2019
Corporate Newsletter

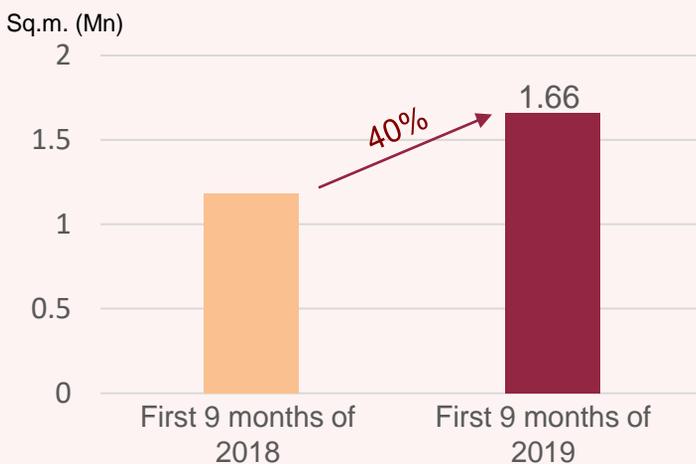
Summary of contracted sales

- The contracted sales in the 3rd quarter grew by 26% year on year to approximately RMB6.82 billion. The Group's property sales in September increased by 5% year on year to approximately RMB2.57 billion. In the first nine months, its property sales increased by 42% year on year to approximately RMB18.18 billion.
- The gross floor area ("GFA") sold under contracts in the 3rd quarter increased by 35% year on year to approximately 627,600 sq.m. The GFA sold under contracts in September rose by 37% year on year to 248,499 sq.m. In the first nine months, the GFA sold under contracts increased by 40% year on year to approximately 1.66 million sq.m.
- The average selling price in the 3rd quarter decreased by 7% year on year to RMB10,860 per sq.m. The average selling price in September decreased by 23% year on year to RMB10,345 per sq.m. In the first nine months, the average selling price edged up by 1% year on year to approximately RMB 10,951 per sq.m.

Contracted Sales in first 9 months



GFA sold under contracts in first 9 months



Breakdown of sales by city

- Sales in the 3rd quarter were mainly contributed by the projects in: Cities in Anhui Province, including Hefei and Guoyang; Cities in Jiangsu Province, including Nanjing and Suqian; Cities in Guangdong-Hong Kong-Macao Greater Bay Area, including Guangdong Province and Hong Kong; Major cities in other provinces, including Xinjiang, etc.
- The contracted sales at property project T-Plus amounted to RMB918 million upon its debut in July, showing good sales performance of units in a single building in Hong Kong.
- The Group has been developing the property market in Yangzhou for many years and has established a good reputation there. Its property projects which have been recently put up for sale have met with an enthusiastic response from the market.
- Jiangmen Jiayuan Didu Hot Spring, which is a property project that features a water park with hot spring, attracted many customers during the National Day Holidays in October and its residential units sold well.





Interim results announcement and Investor luncheon

- On 27 August 2019, Jiayuan International announced its interim results for 2019. Chairman Mr. Shum Tin Ching and other members of the management presented the Group's remarkable interim results to over 200 domestic and foreign investors. In the first half of the year, the Group's gross profit rose by 27.1% year on year to RMB1.84 billion and net core profit increased by 22.7% year on year to RMB1.06 billion.



Business updates

- "Cooperating with the Property Giants for the success of Free-trade Zone" On the afternoon of 27 September 2019, Jiayuan signed an agreement at a ceremony to cooperate with Wanda group in a joint venture in Nanjing Jiangbei New Area. The event was held in Nanjing International Youth Cultural Centre. About 200 people, including the head of Nanjing Jiangbei New Area Industrial Technology Research And Innovation Park, the managements of Jiayuan International and Wanda Group, media and customers attended the event. The cooperation between Jiayuan International and Wanda Group can enhance the brand influence of the Group and brighten the prospect of the project they jointly undertake.



Capital market updates

- On 8 August 2019, Jiayuan International announced that the Group successfully acquired property projects in Anhui Province from its chairman Shum Tin Ching and issued to him about 1.38 billion consideration shares at a price of about HK\$3.513 each. Upon the completion of the transaction, Mr. Shum's equity stake in the Group increased from 52.76% to 69.26%.
- On 21 September 2019, Jiayuan International successfully issued the first asset-backed securities which worth of RMB434 million. The issued securities have the average coupon rate of 7.4%, the first tranche of the Senior Tranche A of the Asset-Backed Securities (ABS) and second tranche of the Senior Tranche B has received the credit rating of "AAA" and "AA+" respectively, by the independent credit rating agencies.
- On 8 October 2019, the international credit rating agency Moody's Investors Service has upgraded the Group's corporate family rating to "B2". This is the second upgrade within three months after Moody's and S & P Global Rating upgraded the Group's ratings to "B3" and "B" respectively.
- In October of 2019, the Group successfully issued US\$200 million worth of senior secured notes at a coupon rate of 13.75% for a term of three years and four months and due in 2022. This is the second time that the Group successfully issued public offering bonds after it issued US\$225 million worth of senior secured notes to the public in July of 2019. This reflects the capital market's recognition of the Group's business performance, and that the issuance of US- dollar bonds has become a normal practice of the Group.



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Awards

- On 25 July 2019, the IFAPC Outstanding Listed Company Award 2019 was hosted by the Hong Kong Institute of Financial Analysts and Professional Commentators Limited and co-organized by Radio Metro Finance at the Hong Kong Convention and Exhibition Centre. Jiayuan International stood out among numerous listed companies and became one of the 20 award-winning companies. This has demonstrated the Group's outstanding performance in corporate transparency, enterprise management and investor relations in 2018.
- On 10 September 2019, the 2019 China Real Estate Brand Value Research Results Conference and the 16th China Real Estate Brand Development Summit Forum were held in Beijing. Jiayuan Service was awarded the title of "A Leading Brand of Property Management Service with Professional Operation for 2019 China" for its professionalism and innovative services.



Charity

- On the morning of 7 September 2019, Jiayuan International Volunteer team came to the public housing estates of Upper Ngau Tau Kok Estate and Choi Fook Estate in Kwun Tong. It distributed moon cakes to the grassroots families and sent warm greetings to them. It also tried to understand their living conditions.
- Anhui Guoyang Company actively answered Guoyang county government's call for support to the poverty alleviation campaign of "Hundreds of Enterprises Helping Hundreds of Villages" by setting up a poverty alleviation team to carry out the work. In the activities, the team will help Wangqiao Village to alleviate poverty by means of donation in kind and offering job opportunities.



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