



(01628.HK) Stock Data

Close Price  
(9/Nov/2018) HK\$2.85

52-week  
Range HK\$2.56 – 6.18

Market Cap HK\$13.25 billion

No. of Issued  
Shares 4,650 million  
shares

Listing Date 2 November 2009

2018IR Financial Highlights

Revenue RMB 9,243 million

Gross Profit RMB 7,683 million

Profit Attributable  
to Shareholders RMB 1,391 million

Core Profit  
Attributable to  
Shareholders RMB 1,158 million

Basic Earnings  
per Share RMB 31 cents

Core Earnings  
per Share RMB 28 cents

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I. Sales Performance as of October 2018

2018 first ten months contracted sales reached RMB 40,170 million, increased by 24% y/y, contracted sales in October 2018 was RMB 6,301 million, increased by 79% y/y.

Our contracted sales in October 2018 was RMB 6,301 million, increased by 79% y/y. The contracted GFA was 321,045 sq.m., increased by 82% y/y. ASP for this month was RMB19,626/ sq.m..

In the first ten months in 2018, Yuzhou achieved a total contracted sales of approximately RMB 40,170 million, increased by 24% y/y. Achieved contracted GFA was 2,619,081sq.m., increased by 38% y/y. ASP for the first ten months was RMB 15,337 / sq.m.. In addition, approximately RMB 290 million was subscribed but in the process of signing contracts.

#	Project	City	Interest in Project (%)	Contracted Sales (RMB mn)	As of Total (%)	Contracted GFA (sq.m.)	Contracted ASP (RMB/sq.m.)
1	Yuzhou Central Coast	Xiamen	100%	55	0.1%	3,887	14,102
2	Yuzhou Riverside City Town	Xiamen	100%	323	0.8%	18,674	17,273
3	Haicang Dream Town	Xiamen	20%	136	0.3%	6,137	22,145
4	Yuzhou Lucca Town	Xiamen	100%	70	0.2%	3,042	23,311
5	Chunjiang Central	Xiamen	51%	114	0.3%	6,511	17,471
6	Yuzhou Gushan No.1	Fuzhou	100%	205	0.5%	8,377	24,441
7	Yuzhou Oriental Venice	Fuzhou	100%	632	1.6%	36,336	17,386
8	Yuzhou Cambridge Town	Fuzhou	100%	42	0.1%	2,678	15,783
9	Yuzhou Reliance Central Mansion	Fuzhou	66%	1,965	5.0%	64,412	30,526
10	Yuzhou Royale Riverside Mansion	Fuzhou	100%	168	0.4%	7,160	23,473
11	Joy Center	Fuzhou	20%	440	1.1%	17,384	25,299
12	Yuzhou City Plaza	Quanzhou	100%	2,771	6.9%	327,057	8,471
13	Yuzhou Noble Mansion	Quanzhou	100%	30	0.1%	4,984	6,068
14	Yuzhou Castle above City	Longyan	100%	771	1.9%	136,709	5,638
15	Yuzhou Royale The Bay	Zhangzhou	51%	94	0.2%	2,693	34,829
16	Others	Xiamen	100%	413	1.0%	14,977	27,565
	West Strait Economic Zone			8,229	20.5%	661,018	
17	Yuzhou City Plaza	Shanghai	100%	15	0.0%	1,242	12,117
18	Beautiful Garden Life	Shanghai	100%	125	0.3%	3,999	31,268
19	Yuzhou Noble Mansion	Shanghai	100%	2,241	5.6%	61,380	36,510
20	Yuzhou Mansion	Shanghai	40%	1,399	3.5%	31,421	44,481
21	Yuzhou Dongtan Grace Mansion	Shanghai	80%	192	0.5%	5,250	36,539
22	Yuzhou The Bustling Center	Shanghai	100%	271	0.7%	8,604	31,513
23	Yuzhou Central Plaza	Hefei	100%	803	2.0%	76,457	10,496
24	Yuzhou Central Town	Hefei	75%	840	2.1%	65,072	12,904
25	Yuzhou Sky Aqua Mall	Hefei	100%	1,382	3.4%	96,559	14,315
26	Yuzhou Moon Lake Mansion	Hefei	36%	949	2.4%	69,969	13,556
27	Yuzhou Royal Seal	Hefei	100%	37	0.1%	4,890	7,618
28	Yuzhou Town	Hefei	51%	46	0.1%	5,080	9,003
29	Yuzhou Langxi Community	Hefei	50%	365	0.9%	23,151	15,777
30	Yuzhou Galaxy Park	Hefei	100%	120	0.3%	11,880	10,101
31	Yuzhou Champion Mansion	Bozhou	50%	90	0.2%	13,647	6,595
32	Yuzhou The Jiqing	Nanjing	100%	131	0.3%	4,108	31,793
33	Redsun Yuzhou The Times	Nanjing	51%	95	0.2%	7,107	13,336
34	Redsun Yuzhou The Spring	Nanjing	51%	1,086	2.6%	47,050	23,090
35	Yuzhou Hechang Golden East	Nanjing	8%	2,073	5.2%	92,268	22,464
36	Yuzhou Jinning Langham	Nanjing	73%	119	0.3%	9,291	12,815
37	Yuzhou Riverside Sapphire	Hangzhou	49%	5,639	14.0%	177,993	31,683
38	Yuzhou Majestic Mansion	Zhoushan	50%	304	0.8%	17,398	17,486
39	Yuzhou Future Everbright	Jinghua	34%	40	0.1%	2,799	14,323
40	Zhaoshang The Absolute	Suzhou	20%	1,442	3.6%	101,395	14,226
41	Yuzhou Honor Hill	Suzhou	40%	757	1.9%	41,851	18,099
42	Yuzhou Blue Seasons	Suzhou	33%	594	1.5%	31,929	18,614
43	Yuzhou Royale Aqua Mansion	Suzhou	51%	200	0.5%	6,796	29,430
44	Yuzhou Prince Lakeshire	Bengbu	51%	827	2.1%	101,952	8,115
45	Yuzhou New Inner City	Bengbu	40%	1,435	3.6%	190,681	7,527
	Yangtza River Delta			23,617	58.8%	1,311,219	
46	Coastal Silo City	Wuhan	100%	1,764	4.4%	142,351	12,390
47	Coastal Lingjiao River No. 1	Wuhan	100%	1,136	2.8%	46,739	24,310
	Central Region			2,900	7.2%	189,090	
48	Yuzhou Wujing The Scenery	Huizhou	51%	109	0.3%	9,819	11,128
49	Coastal Xingting	Foshan	100%	9	0.0%	898	9,724
	GHM Bay Area			118	0.3%	10,717	
50	Yuzhou Lianfa Red Shire	Tianjin	40%	717	1.8%	34,180	20,981
51	Yuzhou Joy Mansion	Tianjin	49%	1,060	2.6%	86,795	12,216
52	Yuzhou Fengnan New Town	Tangshan	90%	1,831	4.6%	189,507	9,664
53	Yuzhou Art Wonderland	Qingdao	50%	517	1.3%	19,932	25,909
54	Shenyang Yuzhou Plaza	Shenyang	100%	1,181	2.9%	116,623	10,126
	Bohai Rim Region			5,306	13.2%	447,037	
	Total			40,170		2,619,081	15,337

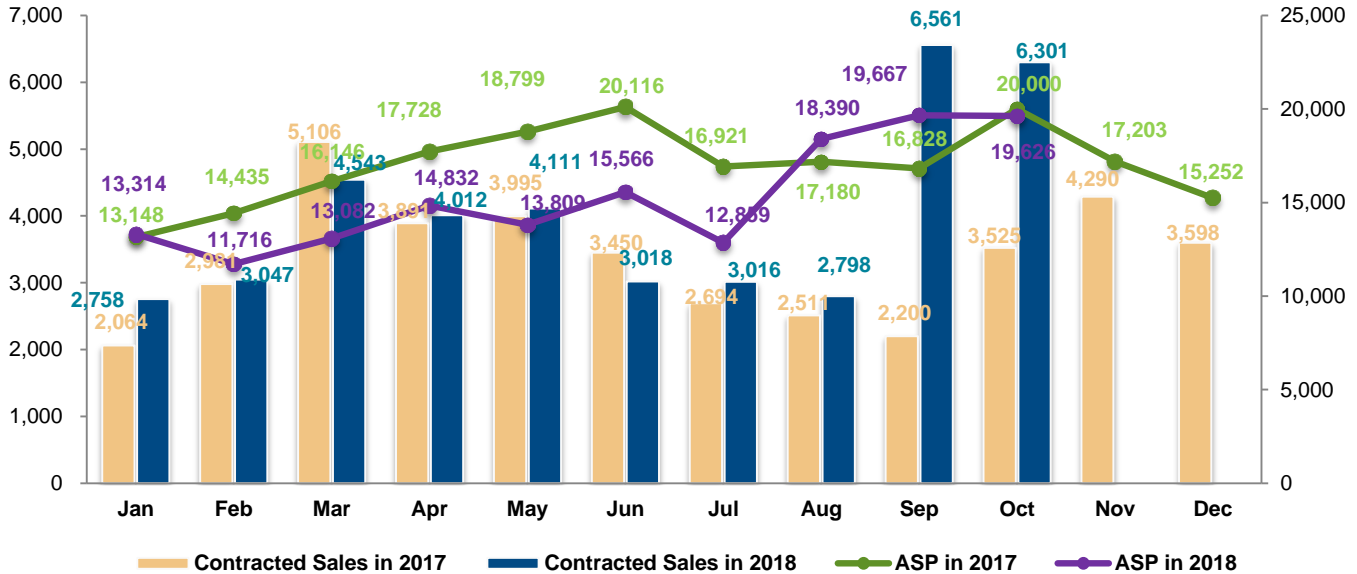


## II. Monthly Sales Chart

Contracted Sales  
(RMB'million)

Monthly Contracted Sales (Jan 2017- October 2018)

ASP  
(RMB/sq.m.)



## III. Monthly Press Room

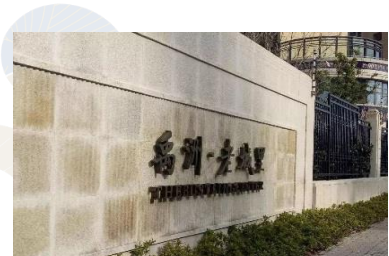
### Yuzhou Group Wins "ListCo Excellence Award"

(9 October 2018, Hong Kong) Yuzhou Group won the "List Co Excellence Award 2018", which was jointly presented by seven units across the financial sector in Hong Kong and mainland China, and widely recognized in both places. The organizing committee of the award was composed by Am730, PR ASIA and RoadShow. It was reviewed by Deloitte, Futunn, Yunfeng Financial, well-known fund managers and senior equities analysts. This award served as a valuable reference index for the investors.



### Yuzhou Bustling Center Granted "Shanghai Property Management Outstanding Demonstration Project Award"

(11 October 2018, Shanghai) Yuzhou Huating (Yuzhou Bustling Center) project of the Shanghai subsidiary of Yuzhou Property Service Co., Ltd won the "Shanghai Property Management Outstanding Demonstration Project Award". An outstanding property project should place great emphasis on property owners' living experience and work diligently to improve living quality. Under the high standard, high quality and scientific and standardized management system, Yuzhou Property has built a warm community comprehensively, ranging from order maintenance, environment greening, equipment and facility maintenance and customer service. Yuzhou Property Management sees extraordinary in ordinary place, reaches acme in meticulous place.





### III. Monthly Press Room

#### ■ Yuzhou Beatiful Garden Life Wins the Highest Honour for Its Construction Quality in Shanghai

(16 October 2018, Shanghai) Shanghai Yuzhou Beatiful Garden Life won the Shanghai “Magnolia Gold Award”. The award was presented to the winning parties after prudent evaluation and selection by Shanghai Construction Trade Association according to “Open, equal and fair” principles. It is the highest honour of the industry. The award implies that the quality of Yuzhou’s products is highly recognized by the market, industry and property owners.



#### ■ Yuzhou Properties Successfully Issued RMB591 Million Supply Chain ABS for First Time

(19 October 2018, Hong Kong) Yuzhou Properties successfully issued the “Pingan-Shangrong-Yuhui Supply Chain financial No.1 Asset-backed Project” in amount of RMB591 million for a term of one year with the interest rate of 7.9%. Being the first supply chain ABS of Yuzhou Properties, the project got a good start. ABS financing has become one of the important financing channels for property developers. Its significance lies in the transformation of low-liquid assets into highly liquid securities and the pre-liquidation and spin-off of future value of assets, so as to meet the needs of financing and releasing risk. No matter it is the supply chain ABS or account receivable ABS, the issuing entity should be in a good operating condition. This is an indispensable factor to decide whether the ABS can be issued. The successful ABS issuance demonstrates the recognition of the capital market for Yuzhou's solid financial performance.



#### ■ Yuzhou Properties Wins “2018 Golden Wing Award”

(22 October 2018, Shanghai) Yuzhou Properties ranks as one of the top 30 Hong Kong Stock Connect Companies in “2018 Golden Wing Awards” 2018 organized by Securities Times through experts evaluation and online voting. Meanwhile, Mr. Lam Lung On, J.P., deputy to the National People's Congress and Chairman of Yuzhou Properties, is named the “Outstanding Figure of Hong Kong Stock Connect Companies” in the Golden Wing Awards. The event aims to commend quality Hong Kong Stock Connect Companies, enhance the brand image of listed companies, promote deeper cooperation and exchanges between the China and Hong Kong stock markets, receiving strong support and enthusiastic participation from all parties in the market.







#### IV. Monthly Research Report

Date	Institution	Rating	Target Price	Summary
10.25	Soochow Securities	Overweight	/	The introduction of OCT, an SOE, to Yuzhou Properties is conducive to the mutual cooperation in business development and operation, which effectively improving the development and operation capabilities of various main businesses, and having great impacts on the company's strategic layout, scale development and financing costs. Yuzhou Properties upholds the "Residential + Commercial" dual-wheel driven strategy, creating wide-ranging products to meet the needs of different classes. Through the diversified land acquisition methods, Yuzhou Properties has made a strategic presence in six metropolitan areas, acquiring plentiful land reserves. The company has stable financial leverages. Sales are driven with faster project launch. Soochow Securities initiates report with a "overweight" rating for the first time.

Date	Award	Organization
Jan 2018	2017 China Financial Market Awards - Shenzhen-Hong Kong Stock Connect Best Investment Value Award"	China Financial Market
	2017 Hong Kong Golden Stocks' Listed Company Nomination Ceremony - 2017 "Hong Kong Golden Stocks" Most Valuable Real Property Company Award	Zhitong Financial HiThink Royal Flush Information Network (Tonghuashun) Snowball
	2017 China's Excellent IR Best Project Award, 2017 China's Excellent Best IR Innovation Award, and 2017 China's Excellent Best IR Director Award	RoadShowChina
	7 <sup>th</sup> China Charity Festival – Personel Award, and 7 <sup>th</sup> China Charity Festival – Action Award	China Media
March 2018	2018 Best 50 China Real Estate Developers (Rank 37th) 2018 Best 10 China Real Estate Developers with Development Potential (Rank 3rd )	China Real Estate Research Association China Real Estate Association and CRIC
	2018 Ranking of China's 100 Best Real Estate Enterprises (Rank 36th) 2018 China's Top 30 Listed Real Estate Enterprises (G30) (Rank 28th) 2018 Ranking of China's Real Estate Enterprises with Best Brand Value (Top 30)	Guandian.cn
	Hong Kong Connect Company with the Greatest Interests from Mainland Institutional Investors" (Top 100 Companies)	Yuediaoyan Platform and Gelonghui
April 2018	2017 Top 100 Hong Kong Listed Companies Awards - Outstanding Property Industry Award	Tencent and Finet
	2018 Best 50 China Real Estate Listed Companies with Strongest Comprehensive Strengths (Rank 35th)	China Real Estate Association and CRIC
May 2018	2018 Best 5 China Real Estate Listed Companies with Best Business Performances (Rank 2nd)	China Real Estate Association and CRIC
	2018 Quality Chinese Real Estate Enterprises Award	Organizing Committee for Quality Chinese Real Estate Enterprises Award China Real Estate Research Association
June 2018	2018 Fujian's Top 10 Development Real Estate Enterprises (Rank 4th)	China Real Estate Association and CRIC



## V. Awards

Date	Award	Organization
	Listed Company of the Year	Hong Kong Institute of Financial Analysts and Professional Commentators Limited
July 2018	Fortune China 500 for 2018 (Rank 339) Top 20 Best Board of Directors in China (Rank 20) 2018 Corporate Social Responsibility Exemplar Award	The Fortune China China Finance Summit China Real Estate Chamber of Commerce
	2018 Best Chinese Real Estate Companies by Brand Value (Rank 39 <sup>th</sup> )	China Real Estate Business China Real Estate Website China Real Estate Think Tank Boao Real Estate Forum
August 2018	2018 China's Influential Listed Property Company of the Year 35th Chinese Property Company by Brand Value in 2018 2018 Top 10 Chinese Property Companies	Association Yihan Zhiku China Real Estate Chamber of Commerce China Real Estate Research Association
September 2018	2018 Top 50 Chinese Real Estate Enterprises by Brand Value	China Real Estate Association and CRIC
Oct 2018	ListCo Excellence Awards 2018 The Influential Hong Kong Stock Connect Companies in the 2018 Golden Wing Awards (Top 30) 2018 Shanghai Property Management Outstanding Demonstration Project Award Shanghai "Magnolia Gold Award" in construction project	Am730,PR ASIA,RoadShow Securities Times Shanghai property management industry association Shanghai construction industry association

## VI. Upcoming Investor Relations Activities

No	Date	Location	Event
1	Nov 9	Hong Kong	Nomura Asian High Yield Corporate Day 2018
2	Nov 13	Hong Kong	Non Deal Roadshow
3	Nov 15-16	Macao	2018 Citi China Investor Conference
4	Nov 30	Shenzhen	2018 Huatai Securities Annual Strategic Meeting
5	Dec 14	Shanghai	Haitong Securities Investment Strategic Report Meeting 2019

## VII. About Yuzhou Properties Company Limited (01628.HK)

Established in 1994, Yuzhou Properties is a national property developer which headquartered in Shanghai. Adhering to its strategy of Cultivating in Regions Leading the Market, Yuzhou Properties strives to develop residential and commercial properties which focus on in-depth development in first-and second-tier cities. As at 30 June 2018, the Company had over 118 projects under various stages of development in Shanghai, Tianjin, Nanjing, Hefei, Hangzhou, Suzhou, Huizhou, Hong Kong and so on. The total construction area under construction and held for future development is 17.25 million sq.m. in aggregate GFA, accounting for about 41.8%, 24.1%, 21.6%, 5.8%, 4.0% and 2.7%, respectively in the Yangtze River Delta Region, Bohai Rim Region, West Strait Economic Zone, Central China Region, southwest Region, the Bay Area. Renowned for its distinguished product quality, diversified product portfolio, strong brand awareness and seasoned management team, Yuzhou Properties has been named "Top 100 China Real Estate Enterprises" for eleven years in a row; and Top 50 China Real Estate Enterprises from 2011 to 2017. In 2018, Yuzhou Properties was selected as the Hang Seng Composite LargeCap & MidCap Index Constituent Stocks, Shanghai-Hong Kong Stock Connect, and becomes constituent of MSCI China Index.