



(01628.HK) Stock Data

Close Price
(10/Dec/2018) **HK\$ 3.19**

52-week
Range **HK\$ 2.56 – 6.18**

Market Cap **HK\$14.83 billion**

No. of Issued
Shares **4,647 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 November 2018

2018 first eleven months contracted sales reached RMB50,471 million, increased by 37% y/y, contracted sales in November 2018 was RMB10,301 million, increased by 140% y/y.

■ Our contracted sales in November 2018 was **RMB10,301 million, increased by 140% y/y**. The contracted GFA was **734,739 sq.m., increased by 195% y/y**. ASP for this month was **RMB14,020/ sq.m.**

■ In the first eleven months in 2018, Yuzhou achieved a total contracted sales of approximately **RMB50,471 million, increased by 37% y/y**. Achieved contracted GFA was **3,353,820 sq.m., increased by 156% y/y**. ASP for the first eleven months was **RMB15,049 / sq.m.** In addition, approximately **RMB362 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%	131	0.3%	9,271	14,102
2	Yuzhou Riverside City Town	Xiamen	100%	437	0.9%	26,847	16,284
3	Haicang Dream Town	Xiamen	20%	148	0.3%	6,722	21,952
4	Yuzhou Lucca Town	Xiamen	100%	182	0.4%	7,803	23,311
5	Chunjiang Central	Xiamen	51%	121	0.2%	7,568	16,020
6	Yuzhou Gushan No.1	Fuzhou	100%	273	0.5%	10,534	25,890
7	Yuzhou Oriental Venice	Fuzhou	100%	797	1.6%	52,365	15,227
8	Yuzhou Cambridge Town	Fuzhou	100%	133	0.3%	8,411	15,783
9	Yuzhou Reliance Central Mansion	Fuzhou	66%	2,148	4.3%	70,661	30,401
10	Yuzhou Royale Riverside Mansion	Fuzhou	100%	281	0.6%	12,604	22,258
11	Joy Center	Fuzhou	20%	448	0.9%	17,728	25,267
12	Yuzhou City Plaza	Quanzhou	100%	3,118	6.2%	369,627	8,436
13	Yuzhou Honor Mansion	Quanzhou	100%	126	0.2%	19,779	6,366
14	Yuzhou Castle above City	Longyan	100%	802	1.6%	145,737	5,502
15	Yuzhou Royale The Bay	Zhangzhou	51%	116	0.2%	3,315	34,858
16	Others	Xiamen	100%	672	1.3%	35,752	18,835
West Strait Economic Zone				9,933	19.7%	804,724	
17	Yuzhou City Plaza	Shanghai	100%	100	0.2%	8,297	12,117
18	Beautiful Garden Life	Shanghai	100%	200	0.4%	6,443	31,268
19	Yuzhou Noble Mansion	Shanghai	100%	2,807	5.6%	79,443	35,333
20	Yuzhou Mansion	Shanghai	40%	1,955	3.9%	43,989	44,433
21	Yuzhou Dongtan Grace Mansion	Shanghai	80%	219	0.4%	5,955	36,814
22	Yuzhou The Bustling Center	Shanghai	100%	422	0.8%	13,408	31,513
23	Yuzhou Central Plaza	Hefei	100%	1,091	2.2%	104,012	10,486
24	Yuzhou Central Town	Hefei	75%	1,029	2.0%	86,941	11,836
25	Yuzhou Sky Aqua Mall	Hefei	100%	1,498	3.0%	106,322	14,089
26	Yuzhou Moon Lake Mansion	Hefei	36%	1,205	2.4%	85,259	14,128
27	Yuzhou Royal Seal	Hefei	100%	88	0.2%	11,488	7,618
28	Yuzhou Town	Hefei	51%	46	0.1%	5,132	8,994
29	Yuzhou Langxi Community	Hefei	50%	574	1.1%	36,912	15,541
30	Yuzhou Galaxy Park	Hefei	100%	245	0.5%	21,110	11,606
31	Yuzhou Champion Mansion	Bozhou	50%	141	0.3%	21,475	6,553
32	Yuzhou The Jiqing	Nanjing	100%	203	0.4%	6,373	31,793
33	Redsun Yuzhou The Times	Nanjing	51%	101	0.2%	7,414	13,560
34	Redsun Yuzhou The Spring	Nanjing	51%	1,199	2.4%	52,291	22,922
35	Yuzhou Hechang Golden East	Nanjing	8%	2,275	4.5%	101,916	22,325
36	Yuzhou Jinning Langham	Nanjing	73%	292	0.6%	23,573	12,391
37	Yuzhou Cofo Metropolitan 09	Nanjing	51%	167	0.3%	14,884	11,199
38	Yuzhou Honor Galaxy	Nanjing	100%	588	1.2%	17,732	33,181
39	Yuzhou Riverside Sapphire	Hangzhou	49%	5,826	11.5%	180,286	32,318
40	Yuzhou Majestic Mansion	Zhoushan	50%	617	1.2%	35,891	17,179
41	Yuzhou Future Everbright	Jinghua	34%	48	0.1%	3,335	14,317
42	Zhaoshang The Absolute	Suzhou	20%	1,754	3.5%	122,989	14,261
43	Yuzhou Honor Hill	Suzhou	40%	1,079	2.1%	59,205	18,227
44	Yuzhou Blue Seasons	Suzhou	33%	904	1.8%	48,458	18,651
45	Yuzhou Royale Aqua Mansion	Suzhou	51%	340	0.7%	13,726	24,745
46	Yuzhou Honor Galaxy	Suzhou	51%	378	0.7%	11,489	32,904
47	Yuzhou Prince Lakeshire	Bengbu	100%	1,066	2.1%	135,526	7,865
48	Yuzhou New Inner City	Bengbu	100%	1,439	2.9%	191,190	7,525
49	Yuzhou Honor Promenade	Yangzhou	40%	302	0.6%	34,222	8,821
Yangtze River Delta				30,198	59.8%	1,696,686	
50	Coastal Silo City	Wuhan	100%	1,900	3.8%	160,148	11,861
51	Coastal Lingjiao River No. 1	Wuhan	100%	1,568	3.1%	62,592	25,068
52	Yuzhou Honor Century	Zhenzhou	51%	279	0.6%	30,448	9,155
Central Region				3,747	7.4%	253,188	
53	Yuzhou Wujing The Scenery	Huizhou	51%	191	0.4%	17,598	10,873
54	Coastal Xingting	Foshan	100%	118	0.2%	13,064	9,043
GHM Bay Area				309	0.6%	30,662	



I. Sales Performance as of November 2018 (Cont'd)

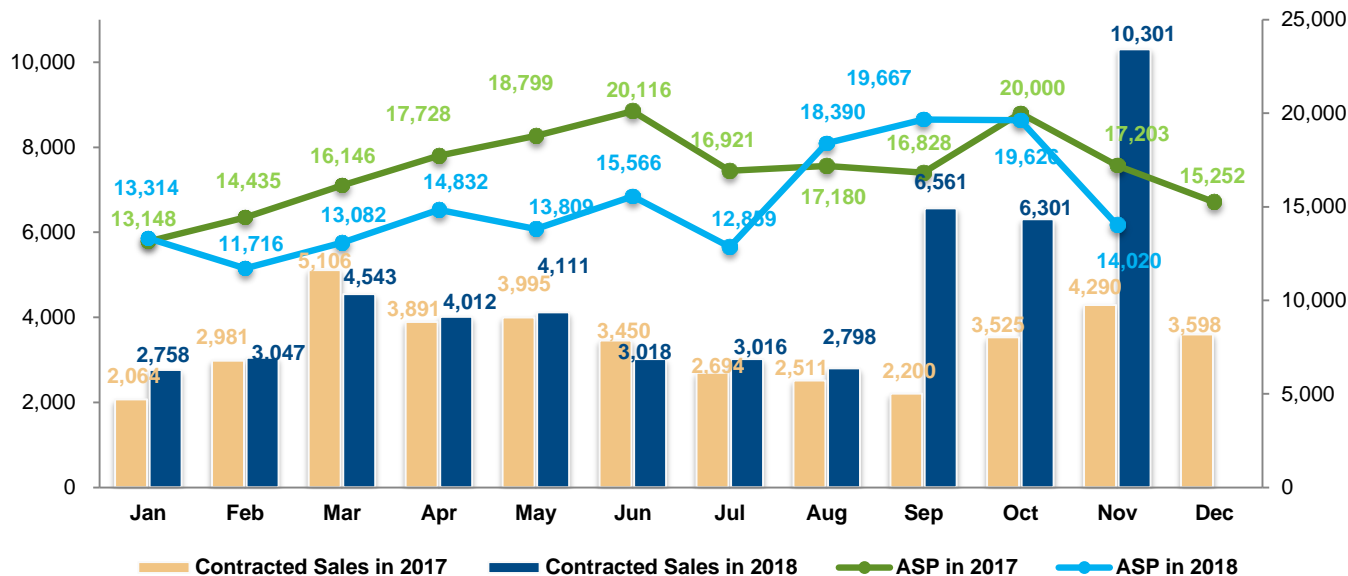
#	Project	City	Interest in Project (%)	Contracted Sales (RMB mn)	As of Total (%)	Contracted GFA (sq.m.)	Contracted ASP (RMB/sq.m.)
55	Yuzhou Redsun Joy Mansion	Chongqing	51%	27	0.1%	3,748	7,119
	Southwest Region			27	0.1%	3,748	
56	Yuzhou Lianfa Red Shire	Tianjin	40%	733	1.5%	34,928	20,972
57	Yuzhou Joy Mansion	Tianjin	49%	1,295	2.6%	117,528	11,020
58	Yuzhou Fengnan New Town	Tangshan	90%	2,056	4.1%	235,839	8,717
59	Yuzhou Art Wonderland	Qingdao	50%	720	1.4%	26,386	27,299
60	Shenyang Yuzhou Plaza	Shenyang	100%	1,453	2.9%	150,131	9,683
	Bohai Rim Region			6,257	12.4%	564,812	
	Total			50,471		3,353,820	15,049

II. Monthly Sales Chart

Contracted Sales
(RMB'million)

Monthly Contracted Sales (Jan 2017- November 2018)

ASP
(RMB/sq.m.)



III. Monthly Press Room

Yuzhou Yongjiang Mansion Wins "13th Kinpan Awards"

(5 November 2018, Zhangzhou) The result of the 13th Kinpan Awards (SouthernChina) was released. Yuzhou Yongjiang Mansion successfully won the "Best Pre-sale Property Project of the Year". Organized by the celebrated Times House magazine, the "Kinpan Awards" is a comprehensive award programme for property design and is among the most influential professional awards in real estate sector and property design industry. It is also known as the "Property Olympics" for its comprehensive, stringent and meticulous competition system and sophisticated entries. Mr. Yao Yuan, General Manager of Design Management Department of Yuzhou Group said, Yuzhou Yongjiang Mansion, as the first flagship project of Yuzhou Group in Zhangzhou, places high emphasis on the design of the demonstration area and overall planning.





III. Monthly Press Room

Reverse Roadshow Tour Visits Yuzhou's Benchmark Projects in Wuhan and Suzhou

(8 November 2018, Wuhan and Suzhou) From 5 to 8 November, investors and analysts from several institutions and financial reporters in Mainland China and Hong Kong were invited to the reverse roadshow tour 2018 and visited to the benchmark projects in Wuhan and Suzhou and had an in-depth communication with the management of the group. The delegation visited Yuzhou Langham Century and Coastal Silo City in Wuhan and Yuzhou Honor Hill, Yuzhou Honor Galaxy and Yuzhou Blue Seasons in Suzhou. Through project visit and communication, they had a deeper cognitive with the philosophy "Building cities with heart, Building homes with love" of Yuzhou.



Yuzhou Enters the 4th City in Bay Area and Acquires 270,000 sq.m. Quality Land in Zhongshan

(15 November 2018, Zhongshan) Yuzhou Properties successfully acquired a quality land in Huoju Development Zone, Zhongshan at RMB1.523 billion. Zhongshan is the fourth city since it entered in the Bay Area after Hong Kong, Huizhou and Foshan. The actual land cost is just RMB5,610/sq.m. while the selling prices for the surrounding projects are around RMB19,000/sq.m., indicating a high profit margin. This area is a state-level high-tech zone established in 1990, which is positioned for scientific and technological industry innovation and culture tourism in the Bay Area and strongly supported by the government for future development.



Yuzhou Group Ranks 27th Among 2018 Fujian Top 100 Companies

(19 November 2018, Fujian) The result of the "2018 Fujian Top 100 Companies" was released jointly by Fujian Enterprises and Entrepreneurs Confederation, Fujian Daily and Fujian Radio Film and TV Group in Fujian. Thanks to its outstanding performance in the past year, Yuzhou Group ranked 27th among 2018 Fujian Top 100 Companies. The 2018 Fujian Top 100 Companies evaluation was based on a variety of indicators such as operating revenue, net profit, total asset and total taxation. Targets of the evaluation included stated-owned and private enterprises. The programme is also known as the "Fujian Forbes" since the selection was carried out strictly and included various steps such as voluntary application by enterprises, recommendation by regional entrepreneurship associations and other relevant economic associations and industry associations as well as review by judging panel.





III. Monthly Press Room

■ Lianhe Global has initially assigned “BB” global scale Long-term Issuer Credit Rating with “Stable” Outlook to Yuzhou Properties Company Limited

(11 November 2018, Hong Kong) Lianhe Ratings Global Limited has initially assigned “BB” global scale Long-term Issuer Credit Rating with “Stable” Outlook to Yuzhou Properties Company Limited. The Issuer Rating reflects Yuzhou’s established leading market position in the Chinese property market, which is evident by its strong contracted sales growth, a higher-than-peer gross margin, and high-quality land bank primarily located in tier 1 and 2 cities in Mainland China. Lianhe Global expected that Yuzhou Properties would continuously maintain an above 30% gross margin and expand its operating scale through active land acquisition to sustain its contracted sales growth while reasonably managing its debt growth at a moderate level.



■ Yuzhou Ranks 28th in 2018 China Top 100 Commercial Property Developers

(21 November 2018, Hong Kong) The 2018 China Top 100 Commercial Property Developers cum Commercial Performance Award Presenting Ceremony was held in Hong Kong. Yuzhou Commerce ranked 28th among the 2018 China Top 100 Commercial Property Developers by operational capabilities for its stable operation, diversified development and superb product functions. The list was compiled by renowned new media Guandian by tracking the business performance of commercial property, industry dynamics and economic trends over a period of time, and evaluating the data from four dimensions, operation, management, brand and innovation.



■ Yuzhou Group Signed a RMB 15 Billion Comprehensive Cooperation Agreement with the Head of China Minsheng Bank

(29 November 2018, Beijing) Yuzhou Group signed a RMB 15 billion Comprehensive Cooperation Agreement with the Head of China Minsheng Bank in Beijing. This cooperation is based on a high degree of compatibility between the two sides in corporate culture and development strategy. China Minsheng Bank will provide all-round financial support for the group in such fields as property construction and operation, new urbanization development, green and energy-saving buildings, diversified businesses, information construction, overseas mergers and reorganizations.





V. Awards

Date	Award	Organization
	2017 China Financial Market Awards - Shenzhen-Hong Kong Stock Connect Best Investment Value Award"	China Financial Market
Jan 2018	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 th China Charity Festival – Personel Award, and 7 th China Charity Festival – Action Award	China Media
Mar 2018	2018 Best 50 China Real Estate Developers (Rank 37 th) 2018 Best 10 China Real Estate Developers with Development Potential (Rank 3 rd)	China Real Estate Research Association China Real Estate Association and CRIC
	2018 Ranking of China's 100 Best Real Estate Enterprises (Rank 36 th) 2018 China's Top 30 Listed Real Estate Enterprises (G30) (Rank 28 th) 2018 Ranking of China's Real Estate Enterprises with Best Brand Value (Top 30)	Guandian.cn
Apr 2018	Hong Kong Connect Company with the Greatest Interests from Mainland Institutional Investors" (Top 100 Companies) 2017 Top 100 Hong Kong Listed Companies Awards - Outstanding Property Industry Award	Yuediaoyan Platform and Gelonghui Tencent and Finet
May 2018	2018 Best 50 China Real Estate Listed Companies with Strongest Comprehensive Strengths (Rank 35 th) 2018 Best 5 China Real Estate Listed Companies with Best Business Performances (Rank 2 nd)	China Real Estate Association and CRIC
Jun 2018	2018 Quality Chinese Real Estate Enterprises Award	Organizing Committee for Quality Chinese Real Estate Enterprises Award
	2018 Fujian's Top 10 Development Real Estate Enterprises (Rank 4 th)	China Real Estate Research Association China Real Estate Association and CRIC
	Listed Company of the Year	Hong Kong Institute of Financial Analysts and Professional Commentators Limited
Jul 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 th)	China Real Estate Business China Real Estate Website China Real Estate Think Tank
Aug 2018	2018 China's Influential Listed Property Company of the Year	Boao Real Estate Forum Association
	35 th Chinese Property Company by Brand Value in 2018 2018 Top 10 Chinese Property Companies	Yihan Zhiku China Real Estate Chamber of Commerce



V. Awards

Date	Award	Organization
Sep 2018	2018 Top 50 Chinese Real Estate Enterprises by Brand Value	China Real Estate Research Association China Real Estate Association and CRIC
	ListCo Excellence Awards 2018	Am730, PR ASIA, RoadShow
Oct 2018	The Influential Hong Kong Stock Connect Companies in the 2018 Golden Wing Awards (Top 30)	Securities Times
	2018 Shanghai Property Management Outstanding Demonstration Project Award	Shanghai property management industry association
	Shanghai "Magnolia Gold Award" in construction project	Shanghai construction industry association
	13 th Kinpan Award - Best Pre-sale Property Project of the Year	Times House
Nov 2018	2018 Fujian Top 100 Companies (Rank 27th)	Fujian Enterprises and Entrepreneurs Confederation, Fujian Daily and Fujian Radio Film and TV Group in Fujian
	2018 China Top 100 Commercial Property Developers (Rank 28th)	Guandian

VI. Upcoming Investor Relations Activities

No	Date	Location	Event
1	Dec 6	Shanghai	Non Deal Roadshow
2	Dec 6	Shanghai	2019 Essence Securities Investment Strategic Report Meeting
3	Dec 11	Shanghai	Non Deal Roadshow
4	Dec 14	Shanghai	Haitong Securities Investment Strategic Report Meeting 2019
5	Dec 17	Shenzhen	Guoyuan International 2019 Global Capital Market Investment Strategy Meeting
6	Dec 19	Beijing	Non Deal Roadshow
7	Jan 8	Hong Kong	Barclays Asia Credit Outlook 2019
8	Jan 9	Singapore	DBS Pulse of Asia Conference 2019
9	Jan 10	Shanghai	Non Deal Roadshow

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.