

(01628.HK) Stock Data

Close Price (08/01/2020)	HK\$ 4.20
52-week Range	HK\$3.02-4.84
Market Cap	HK\$21.93 billion
No. of Issued Shares	5,222 million shares
Listing Date	2 November 2009

2019IR Financial Highlights

Revenue	RMB11,637 million
Gross Profit	RMB3,140 million
Profit Attributable to Shareholders	RMB1,639 million
Core Profit Attributable to Shareholders	RMB1,397 million
Basic Earnings per Share	RMB33 cents
Core Earnings per Share	RMB28 cents

Contact Us

Corporate Finance and Investor Relations Team

Email: ir@yuzhou-group.com

Hong Kong Office

Tel: +852 2508 1718
Fax: +852 2510 0265

Shenzhen Office

Tel: +86 755 8321 7980
Fax: +86 755 8321 5470

Wechat ID: yuzhouproperties



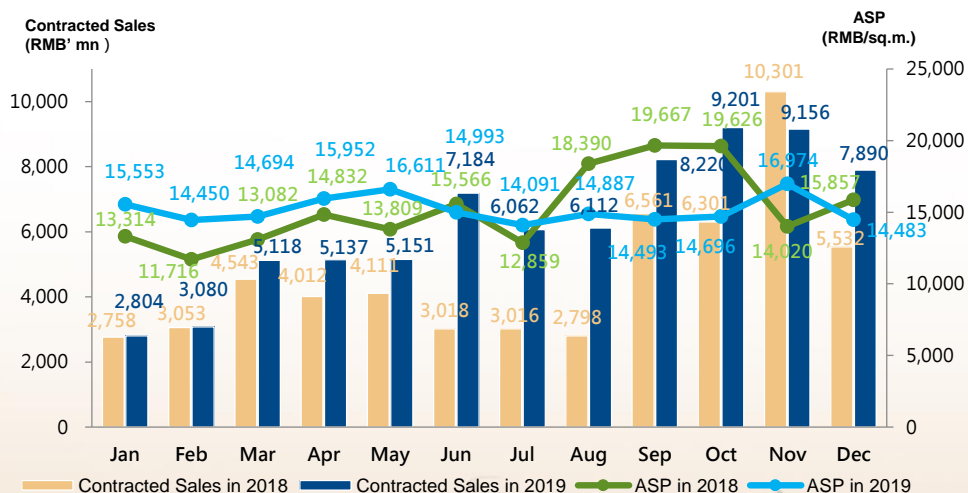
I. Sales Performance as of December 2019

In 2019, Yuzhou Properties' contracted sales reached RMB75,115 million, increased by 34.13% y/y; contracted sales in December 2019 was RMB7,890 million, increased by 42.62% y/y.

- Our contracted sales in December 2019 was RMB7,890 million, increased by 42.62% y/y. The contracted GFA was 544,797 sq.m.. ASP for this month was RMB14,483/sq.m..
- In 2019, Yuzhou Properties achieved a total contracted sales of approximately RMB75,115 million, increased by 34.13% y/y; the attributable interest of Yuzhou is around 60%. Achieved contracted GFA was 4,971,208 sq.m.. ASP for 2019 was RMB15,110/sq.m.. In addition, approximately RMB739 million was subscribed but in the process of signing contracts.

#	Region	Contracted Sales (RMB mn)	As of Total (%)	Contracted GFA (sq.m.)	Contracted ASP (RMB/sq.m.)
1	West Strait Economic Zone	10,234	13.6%	703,233	14,552
2	Yangtze River Delta	48,773	64.9%	2,894,542	16,850
3	Central Region	7,069	9.4%	627,059	11,273
4	GHM Bay Area	1,743	2.3%	130,384	13,371
5	Southwest Region	1,084	1.5%	113,324	9,567
6	Bohai Rim Region	6,212	8.3%	502,666	12,359
Total		75,115	100%	4,971,208	15,110

II. Monthly Sales Chart (Jan 2018 – December 2019)



III. Monthly Press Room

■ Yuzhou Properties' Annual Reverse Roadshow for Analysts and Media Held Successfully

(2-5 December 2019, Shanghai, Qingdao) Yuzhou Properties' Annual Reverse Roadshow for analysts and media were held in Shanghai and Qingdao. A delegation of analysts from investment banks/securities in both Mainland China and Hong Kong, and mainstream financial media visited several key projects in Shanghai and Qingdao during four days. Through deep communication with the management, analysts and media believed that they had a thorough understanding on Yuzhou's philosophy of "Building cities with heart, Building homes with love", as well as the strong belief to achieve the contracted sales target of RMB100 billion in 2020. Adhering to the strategy of developing the surrounding areas of core cities, Yuzhou is optimistic about the development in tier-1 and tier-2 cities. With good performance and abundant land bank, Yuzhou has built up a solid foundation for the contracted sales target of RMB100 billion in 2020. While pursuing economies of scale, Yuzhou Properties will uphold the strategy of "Leading with Locality Development" and manage the balance among scale, profit and leverage control.



■ Yuzhou Properties Won the "Most Valuable Listed Company Award" Again

(5 December 2019, Hong Kong) Yuzhou Properties won the "Most Valuable Listed Company Award" again in the 9th China Securities "Golden Bauhinia Awards". The professional judges made the comprehensive selection of listed companies and their management from both Mainland China and Hong Kong, and aim to recognize the outstanding performance companies and management during the year, so that the award is qualified with great value. As one of China's top 40 real estate enterprises, Yuzhou Properties has been winning this honor for many years, which shows the firm confidence and high recognition from market.



■ Yuzhou Properties Won the "2019 Operating Performance Award of China Real Estate Listed Companies"

(12 December 2019, Shenzhen) Relying on the excellent operating performance, organization and management, Yuzhou Properties won the "Operating Performance Award of China Real Estate Listed Companies" in the 2019 Real Estate Summit Forum. The award aims to select the most outstanding enterprises from more than 100 listed companies in real estate and related industry. The evaluation committee agreed that Yuzhou Properties possessed good operating performance in the changing economic environment and well deserved the award.



III. Monthly Press Room (Cont'd)

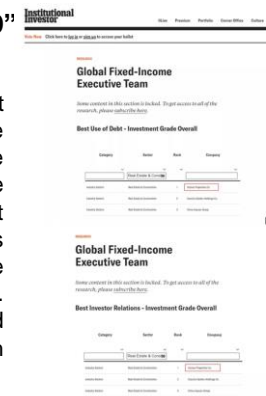
■ Yuzhou Suzhou Won the "Top 10 Outstanding Real Estate Enterprises in Suzhou"

(12 December 2019, Suzhou) Yuzhou Suzhou Company, one of the fastest-growing companies in Suzhou's real estate market, won the "Top 10 Outstanding Real Estate Enterprises in Suzhou" with excellent sales performance and brand reputation. The award is held by the Suzhou Daily and has been successfully launched for 16 years. The award is known as the "Oscar" of Suzhou Real Estate market, and is featured with high value. Yuzhou Suzhou Company's high-quality projects, such as Yuzhou Honor Hill, Yuzhou Honor Promenade and Yuzhou Honor Galaxy own the good reputation and advantages and have become the preferred choices of customers. Winning the award shows that Yuzhou Suzhou Company has won the trust from customers and the recognition from industry experts.



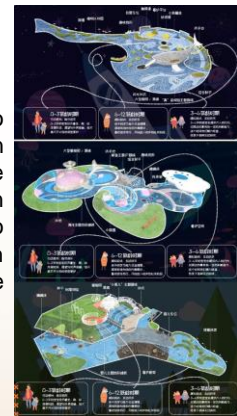
■ Yuzhou Properties Won the "Global Fixed-Income Executive Team 2019" and Ranked No.1 in Two Lists of Investment Grade

(19 December 2019, Hong Kong) Yuzhou Properties ranked No.1 in both lists of "Best Investor Relations - Investment Grade" and "Best Use of Debt - Investment Grade" in the real estate and construction sector. The lists were under the "Global Fixed-Income Executive Team 2019" which was held by an international authoritative financial magazine named Institutional Investor. Under the downward trend of global benchmark interest rates, Yuzhou Properties has continuously optimized debt structure through various methods such as bond issuance, early redemption and tender offer, helping to increase the flexibility of capital utilization to bring strong support to business development. Furthermore, each bond issuance obtained active participation of diversified investors and seven-fold oversubscription of the bonds, which shows that investors gave high recognition to the operating performance and financial status of Yuzhou Properties.



■ Yuzhou Properties Integrates the Group's Brand IP into Children's Park and is committed to Creating a Dream World for Children

(20 December 2019, Shanghai) Yuzhou Properties integrated the Group's brand IP into Children's Discovery Park. The Xiaoyuer theme park is based on the theme of "Education with Fun" and provides a good platform for interaction between parents and children. The park is composed of three themes including the universe, forest and ocean, which can meet the interests of children of different ages. Yuzhou Properties has been committed to providing clients with all-round services, and looks forward to letting children enjoy the fun of learning during exploration via building up a Children's Park for all ages, so that the interaction between parents and children can be strengthened.



III. Monthly Press Room (Cont'd)

■ Shanghai Yuzhou Luxury Mansion Won the “2019 Splendid Pioneer for City of Fashion Awards (SPCF) Awards— Fashion Residence of the year”

(23 December 2019, Shanghai) Shanghai Yuzhou Luxury Mansion won the “2019 SPCF Awards— Residence of the year” relying on its industry-leading architectural aesthetics. The award, hosted by Shanghai Promotion Center for City of Fashion and guided by Shanghai Municipal Commission of Economic and Information, aims to select the projects with the most typical Shanghai characteristics. The elements of the ocean and river were integrated into the design of Yuzhou Luxury Mansion with modern architectural style, and the use of aluminum materials brings a sense of modern technology, which fully embodies the essence of Shanghai culture. Yuzhou Properties has been insisting to build up high-quality projects in the past 25 years and will continuously improve the construction quality based on the philosophy of "Building cities with heart, Building homes with love". Winning this award shows the market's recognition for Yuzhou Properties.



IV. Awards

Date	Award	Organization
2019 January	Best Innovation Award in the “China IR Excellence Awards”	Roadshow China
	Charity Practice Award, Charitable Character Award	Huanqiu.com; China Times; International Business Daily
March	2018 Golden Hong Kong Shares Most Valuable Property Company	Zhitong Financial; Tonghuashun
	Top 40 China Real Estate Developers (Rank 36)	China Real Estate Association; Shanghai E-house China R&D Institute; China Real Estate Evaluation Center
	Top 10 China Real Estate Developers with High Potential (Rank 3)	
	2019 Top 100 China Real Estate Companies (Rank 36)	Guandian.cn
2019 Top 30 China Real Estate Companies (G30) (Rank 22)		
April	2019 Top China Real Estate Management and Team (Rank 24)	Leju Finance
	2018 Top 50 China Real Estate ROE (Rank 21)	
	2018 Top 30 Property Developer of Net Profit Margin (Rank 10)	Tospur
May	2019 Best 50 China Real Estate Listed Companies with Strongest Comprehensive Strengths (Rank 34)	China Real Estate Association, China Property Management Association and the China Real Estate Appraisal Centre of Shanghai E-House China R&D Institute
	2019 Best 5 China Real Estate Listed Companies with Best Business Performances (Rank 2)	
	2019 Top 10 Chinese Listed Property Company in Hong Kong – Financial Stability (Rank 8)	Development Research Center of the State Council, the Hang Lung Center for Real Estate at Tsinghua University and China Index Academy
	2019 Top 10 Chinese Listed Property Company in Hong Kong – Investment Value (Rank 7)	
	2019 Top 100 Chinese Property Service Enterprises (Rank 36)	China Index Academy
	Top 100 Hong Kong Listed Companies Awards Ceremony - Outstanding Property Industry Award	Top 100 Hong Kong Listed Companies Research Center
2019 Quality Chinese Real Estate Enterprises Award	PR Asia	
2019 Asia Pacific Property Awards – Award Winner of Retail Architecture in China	Aedas	

IV. Awards (Cont'd)

Date	Award	Organization
June	2019 China Blue Chip Real Estate Award	Economic Observer
	2019 Listed Real Estate profitable enterprises TOP50 (Rank 10)	Sina Finance
	China Blue Chip Real Estate Developer	Economic Observer
	Top 40 Real Estate Brands in China (Rank 39)	China Real Estate Business China Real Estate Website China Real Estate Think Tank
July	Commercial Housing of Suzhou Housing Enterprises in 1H2019 – GFA of Contracted Sales and Units of Contracted Sales No.5 Yangzhou Commercial Housing Transaction in 1H2019 Top 10 – Rank No.4	CRIC
	Fortune China 500 for 2019 (Rank No.347)	The Fortune China and CICC
	China2019 Golden Tripod Award - Annual Commercial Real Estate Excellence Award	Winshang
	2019 IFAPC Outstanding Listed Companies Award	The Hong Kong Institute of Financial Analysts and Professional Commentators Limited
August	Shopping Center Green Operation Demonstration Unit	IFeng.com and house.ifeng.com
	2019 Top 100 Companies in Xiamen (Top 10)	Xiamen Enterprises and Entrepreneurs Association, Xiamen Daily, Xiamen Media Group
	2019 China Top 30 Real Estate Enterprises in terms of Comprehensive Strength 2019 China Best 10 Real Estate Enterprises in terms of Operating Capabilities 2019 China Best 25 Real Estate Enterprises in terms of Brand value	EH Consulting
	2019 Real Estate Fashion Awards - 2019 Top 30 Real Estate Influence Company, 2019 Top 30 Real Estate Influencer	Guandian.cn
	China Top 500 Private Enterprises – (Rank 349)	China Federation of Industry and Commerce, The People's Government of Qinghai Province
	Suzhou CBD Real Estate Sales Rank (January to August 2019) - Sold GFA and units - (Rank 5), contracted sales – (Rank 6)	CRIC
Best Commercial Architecture in Asia – Pacific region	International Property Awards	



IV. Awards (Cont'd)

Date	Award	Organization
	New Fortune – The Best IR Hong Kong Listed Company	New Fortune
	China Valuable Real Estate Award of Listed Company	National Business Daily
September	Three Fees Control Rate List for Listed Real Estate Enterprises in China in the First Half of 2019	Le Ju Finance and Economics
	The 31st of the Best 50 of China Real Estate Developers Brand Value	China Real Estate Association
	Annual Best Main House Space Award	Kinpan.com, TIMES HOUSE
	Best Sale Space Award of the Year	
	The 14th Annual Best Space Design Award of Kinpan Awards (South China, Central China Division)	Kinpan.com ,TIMES HOUSE
October	The "Annual Experience Commercial Real Estate Excellence Award"	Winshang
	ListCo Excellence Award	am 730, PR Asia and finance.ifeng.com/hk.
	2019 Top 100 Fujian Private Enterprises List	Fujian Federation of Industry and Commerce
November	2019 Top 10 Growth Potential Role Models for Listed Real Estate Companies	Hexun.com and CJZG.cn
	2019 Annual Investment Value Real Estate Enterprises	ChinaTimes
	China Economic City Development Influence Enterprise in the 70th Anniversary of the Founding of the People's Republic of China Award	China Business Journal and CASS
	2019 China Listed Real Estate Enterprise Operation capability Award	GeLongHui
	Most Valuable Listed Company Award	Hong Kong Ta Kung Wen Wei Media Group
	Annual Trustworthy Innovative Real Estate Companies	Investor China
December	ranked No.1 in both lists of "Best Investor Relations - Investment Grade" and "Best Use of Debt - Investment Grade"	Institutional Investor
	2019 Golden Hong Kong Shares Most Valuable Property Company	Zhitong Financial
	Best Investor Relations Frontier Award in the "China IR Excellence Awards"	Roadshow China

V. Monthly Research Report

Date	Institution	Rating	Target Price
26 August	J.P.Morgan	Overweight	HKD\$ 6.50
27 August	Haitong International	Buy	HKD\$ 8.46
27 August	CGS-CIMB Securities	Add	HKD\$ 5.60
27 August	Citi	Buy	HKD\$ 5.05

V. Monthly Research Report (Cont'd)

Date	Institution	Rating	Target Price
27 August	Credit Suisse	Outperform	HKD\$ 5.50
27 August	BOCI	Buy	HKD\$ 5.26
28 August	Huatai	Buy	HKD\$ 4.90
28 August	CICC	Outperform	HKD\$ 4.20
28 August	CMBI	Buy	HKD\$ 5.28
28 August	Macquarie	Outperform	HKD\$ 5.51
28 August	TF Securities	Buy	HKD\$ 6.09
28 August	Guosen Securities	Add	—
29 August	Zhongtai International	Buy	HKD\$ 5.70
31 August	Essence International	Buy	HKD\$ 5.30
11 September	Morgan Stanley (Initiation)	Overweight	HKD\$ 4.61
11 September	Zhongtai International	Buy(Top pick)	HKD\$ 5.70
20 September	Guoyuan International (Initiation)	Buy	HKD\$ 5.65
8 October	AMTD(Initiation)	Buy	HKD\$ 3.96
14 October	Southwest Securities	Buy	HKD\$ 4.24
10 November	Citi	Buy	HKD\$ 5.05
10 December	CICC	Outperform	HKD\$ 4.39
10 December	DBS	Buy	HKD\$ 5.09
10 December	CMBI	Buy	HKD\$ 4.50
11 December	Haitong Securities	Outperform	HKD\$ 4.74 - 5.69
11 December	Guoyuan International	Buy	HKD\$ 5.65

VI. About Yuzhou Properties Company Limited (01628.HK)

Established in 1994, Yuzhou Properties is a property developer headquartered in Shanghai with a national foothold. Adhering to its strategy of Cultivating in Regions Leading the Market, Yuzhou Properties strives to develop residential and commercial properties which align with market trends in first-and second-tier cities. As at 30 June 2019, the Company had over 138 projects under various stages of development in Shanghai, Tianjin, Nanjing, Hefei, Hangzhou, Suzhou, Huizhou, and Hong Kong and so on. The total construction area under construction and held for future development is 1,918 million sq.m. in aggregate GFA, accounting for about 40.3%, 23.6%, 19.0%, 7.6%, 5.9% and 3.6%, respectively in the Yangtze River Delta Region, Bohai Rim Region, West Strait Economic Zone, Central China Region, the Guangdong-Hong Kong-Macau Greater Bay Area and Southwest Region. 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 twelve years in a row; and Top 50 China Real Estate Enterprises from 2011 to 2019. Yuzhou Properties was selected as the Hang Seng Composite LargeCap & MidCap Index Constituent Stocks, Shenzhen-Hong Kong Stock Connect, Shanghai-Hong Kong Stock Connect, and becomes constituent of MSCI China Index.

For more information of Yuzhou Properties, please visit the company website:

<http://www.yuzhou-group.com>