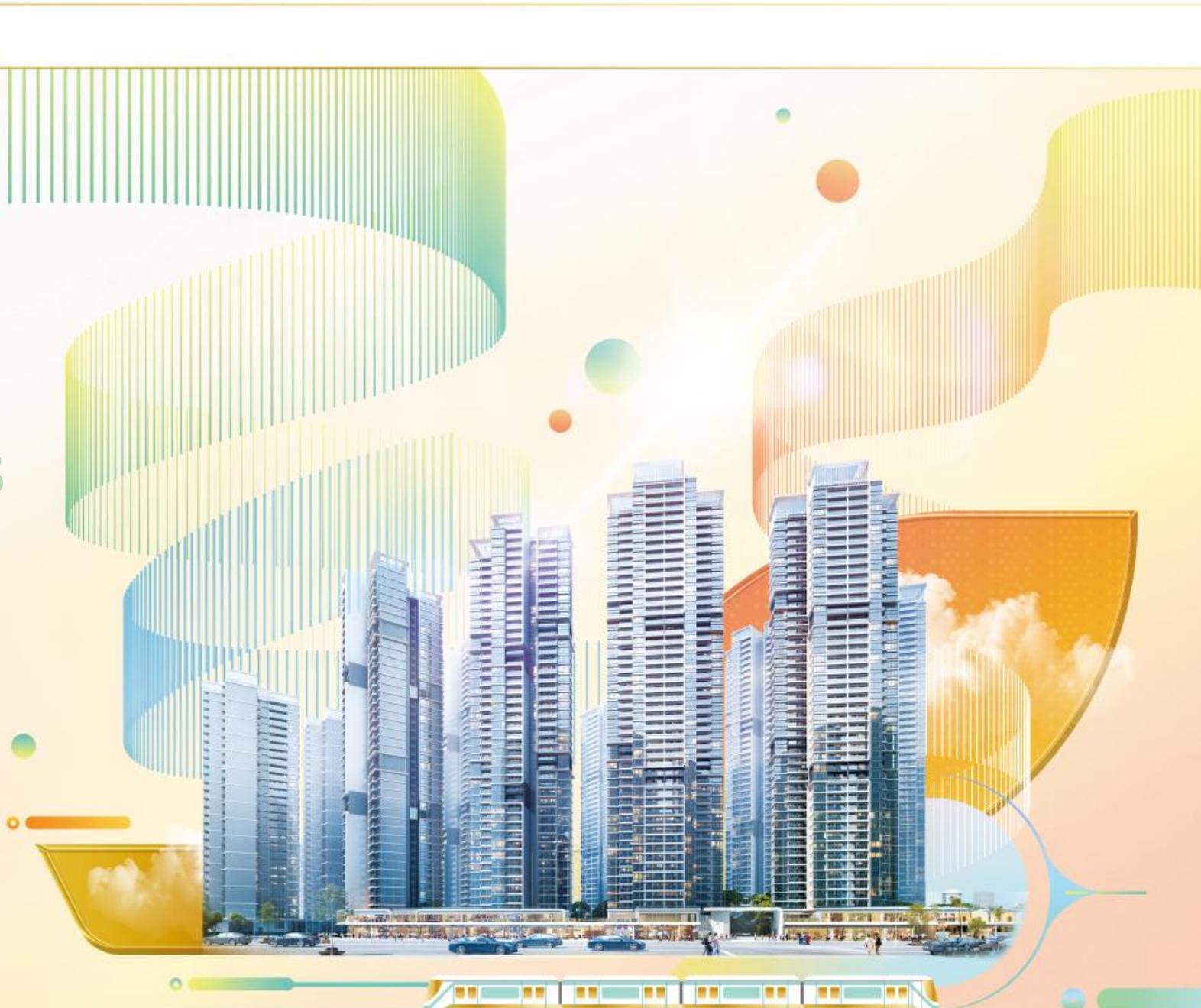


# 2023 Annual Results

26 March 2024

WHERE **GOOD**  
**LIVING** STARTS





# *Contents*

- 1** Annual Results
- 2** Business Updates
- 3** Future Outlook

# Results Highlights

## Steady Growth in Contracted Sales

**RMB142.03 bn**  **13.6%**

- Contracted sales value reached approx. RMB142.03 bn, +13.6%, achieved 107.6% of the annual sales target of RMB132.0 bn
- Contracted sales value in GBA reached approx. RMB71.60 bn, +20.0% y-o-y, among which Guangzhou reached approx. RMB61.32 bn, +15.3% y-o-y
- Total contracted sales value in Eastern China Region, Central-western China Region and Northern China Region reached approx. RMB70.43 bn, +7.8% y-o-y
- As of 31 December, unrecognized sales value was approx. RMB199.28 bn, +11.3% compared with the beginning of the year

## Stable Increase in Revenue

**RMB80.22 bn**  **10.8%**

- Revenue was approx. RMB80.22 bn
- Core net profit was approx. RMB3.49 bn
- Final dividend per share was RMB0.134
- Annual dividend per share was RMB0.347
- Dividend payout ratio was 40% of core net profit

## Safe and Healthy Financial Position

**Weighted Average Borrowing Interest Rate 3.82%**  **34b.p.t.**

- The weighted average borrowing interest rate decreased by 34 b.p.t. to 3.82%, the average borrowing interest rate at the end of the year further decreased to 3.63%
- “Three Red Lines” indicators remained in “green lights”, total liabilities/total assets ratio(ex. unearned revenue), net gearing ratio and cash/short-term debt ratio were 67.4%, 57.0% and 2.01x respectively. Maintained Baa3 and BBB- “Investment Grade” ratings by Moody’s and Fitch respectively
- Issued a total of RMB6.9 bn onshore corporate bonds with a weighted average borrowing interest rate of 3.37% per annum; issued RMB3.4 bn offshore FTZ bonds with a weighted average borrowing interest rate of 3.92% per annum; issued RMB1.21 bn offshore dim sum bonds with a coupon rate of 4.0%
- Completed the Rights Issue, which was 1.15 times over-subscribed, raising approximately HKD8.3 bn in net proceeds

# Results Highlights

## Newly Added Quality Landbank

**4.91 mm sq.m. adding sellable value of approx. RMB130 bn**

- Through “6+1” unique and diversified land acquisition model, 28 land parcels with a total GFA of 4.91 mm sq.m. were newly acquired in 11 cities including Guangzhou, Beijing, Shanghai, Hangzhou, Nanjing, Wuhan, Hefei, Zhengzhou, Chengdu, Xi’an and Qingdao
- Acquired Hangzhou Xingqiao TOD project with a GFA of approx. 0.48 mm sq.m., which is the second TOD project acquired by the Group outside Guangzhou
- New sellable value was approx. RMB130 bn, laying a solid foundation for the Group's sustainable growth

## Continuous Enhancement in Investment Quality

**95% of total landbank in tier 1 and key tier 2 cities**

- All new land parcels acquired for the year are located in Tier 1 and key Tier 2 cities, of which 10 parcels were added in Tier 1 cities and 18 parcels in key Tier 2 cities
- 53% of the new landbank was acquired through such diversified acquisition channels as TOD, industry-driven acquisition, SOEs cooperation and urban renewal
- As of 31 December, the total landbank of the Group was 25.67 mm sq.m., of which the GBA accounted for 41.9%, Guangzhou accounted for 38.2%, Eastern China Region, Central-western China Region and Northern China Region together accounted for 58.1%
- 95% of the Group's total landbank is located in Tier 1 and key Tier 2 cities, with 44% in Tier 1 cities and 51% in key Tier 2 cities

## Remarkable Progress in Urban Renewal

**Lirendong Old Village Renewal Project reached 82% signing rate**

- Guangzhou Lirendong Old Village Renewal Project made substantial progress with overall signing rate of 82%
- Guangzhou Lirendong Old Village Renewal Project has a total sellable value of approx. RMB69 bn, of which approx. RMB18 bn are expected to launch for sales by end of 2024, with a GFA of approx. 0.34 mm sq.m.
- The overall signing rate of Guangzhou Nanyang Electrical Appliances Factory Project reached 90%, with a total sellable value of approx. RMB4.5 bn
- The first urban renewal project in Shanghai Hongkou District was acquired with a total sellable value of approx. RMB3.0 bn, which further enhanced the Group's diversified land acquisition model in Shanghai

# Key Income Statement Items

RMB bn	2023	2022	Y-O-Y
Revenue	80.22	72.42	+10.8%
Gross Profit	12.26	14.81	-17.2%
Gross Profit Margin	15.3%	20.4%	-5.1 p.p.t.
Net Other Gains	(1.35)	0.21	-
SG&A Expenses	4.25	3.81	+11.5%
Profit Attributable to Equity Holders	3.19	3.95	-19.4%
Core Net Profit <sup>(1)</sup>	3.49	4.24	-17.5%
EPS <sup>(2)</sup>	RMB0.8542	RMB1.1932	-28.4%
Annual Dividend Per Share(RMB) <sup>(3)</sup>	RMB0.347	RMB0.547	-36.6%
Annual Dividend Per Share(HKD) <sup>(3)</sup>	HKD0.380	HKD0.626	-39.3%
Dividend Payout Ratio <sup>(4)</sup>	40%	40%	-

(1) Excluding net foreign exchange gains/(losses) recognised in the consolidated statement of profit or loss and net fair value (losses)/gains on investment properties held on a continuing basis (excluding investment properties disposed during the year) and the related tax effect

Notes: (2) The weighted average number of ordinary shares in 2023 were 3,728,632,295

(3) Number of ordinary shares as at 31 December 2023 were 4,025,392,913

(4) Proportion of core net profit

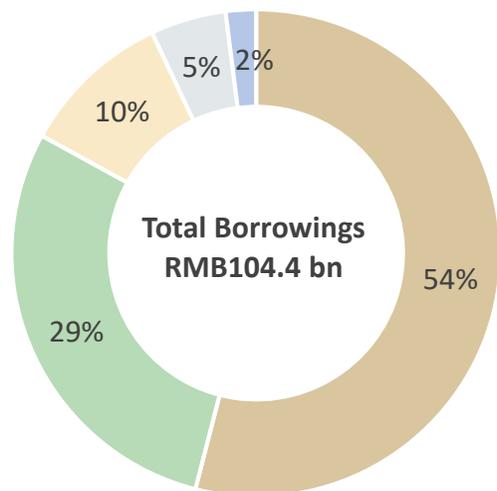
# Key Balance Sheet Items

RMB bn	31 December 2023	31 December 2022	Change
Cash <sup>(1)</sup>	46.10	35.12	+31.3%
Total Borrowings	104.37	88.30	+18.2%
Gearing Ratio <sup>(2)</sup>	42.6%	44.3%	-1.7 p.p.t.
Net Gearing Ratio <sup>(3)</sup>	57.0%	62.7%	-5.7 p.p.t.
Total Assets	401.18	346.35	+15.8%
Shareholders' Equity	55.63	47.43	+17.3%
Net Asset Per Share	RMB13.82	RMB15.32	-9.8%

Notes:  
 (1) Including cash, cash equivalents and charged bank deposits  
 (2) Gearing Ratio=(Total Borrowings-Cash)/Total Capitalization  
 (3) Net Gearing Ratio=(Total Borrowings-Cash)/Net Asset

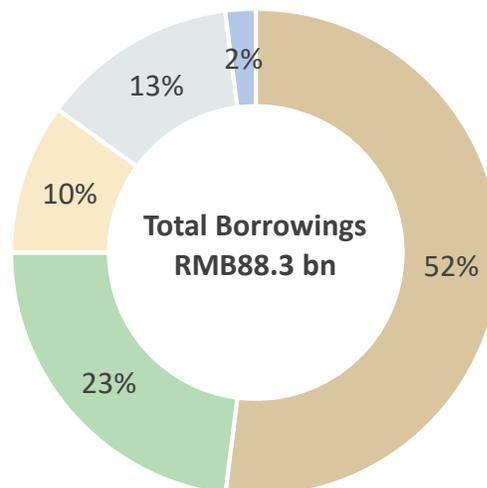
# Debt Structure Analysis

## 31 December 2023



**Onshore Borrowings: 83%**  
**Offshore Borrowings: 17%**

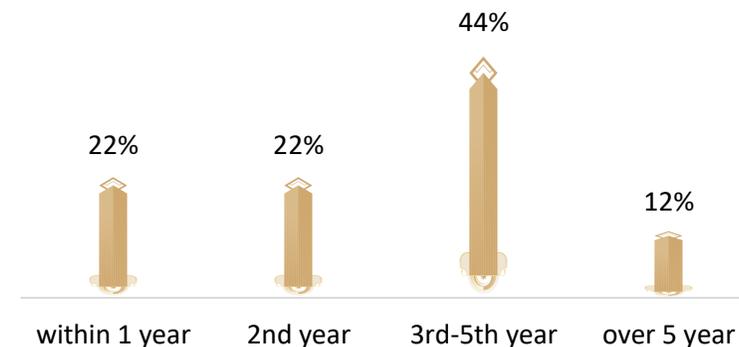
## 31 December 2022



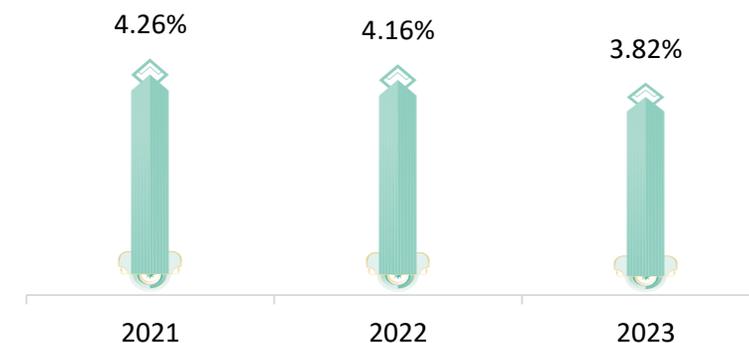
**Onshore Borrowings: 75%**  
**Offshore Borrowings: 25%**

- RMB Bank Borrowings
- RMB Bonds
- HKD Bank Borrowings
- USD Borrowings
- HKD Bonds

## Debt Maturity



## Weighted Average Borrowing Interest Rate



# Cash Flow Analysis

RMB bn	2023	2022
Cash at the Beginning of the Year*	35.12	40.50
Cash from Operation	89.80	78.30
Operating Expenses	(81.45)	(74.64)
Land Premium Paid and Auction Deposits	(32.36)	(41.58)
Development Cost	(24.86)	(15.07)
Tax and Administrative and Other Expenses	(24.23)	(17.99)
<b>Cash Inflow from Operating</b>	<b>8.35</b>	<b>3.66</b>
<b>Cash Inflow/ (Outflow) from Investing</b>	<b>4.01</b>	<b>(1.55)</b>
<b>Cash Inflow/(Outflow) from Financing</b>	<b>(1.38)</b>	<b>(7.49)</b>
Cash at 31 December 2023*	46.10	35.12

\*Note: Including cash, cash equivalents and charged bank deposits

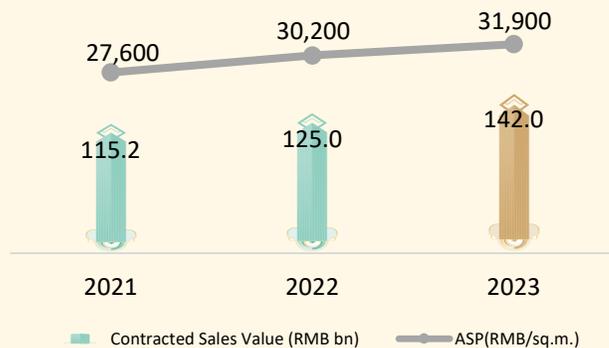


# *Contents*

- 1** Annual Results
- 2** Business Updates
- 3** Future Outlook



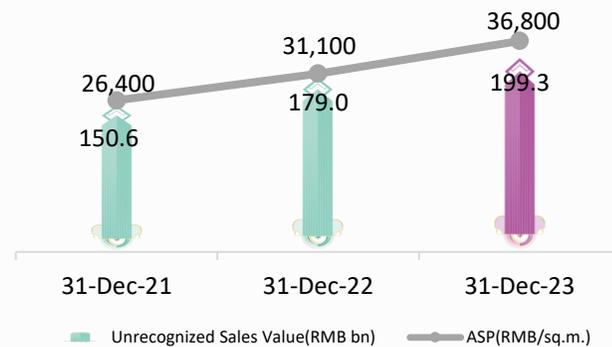
# Contracted, Recognized & Unrecognized Sales



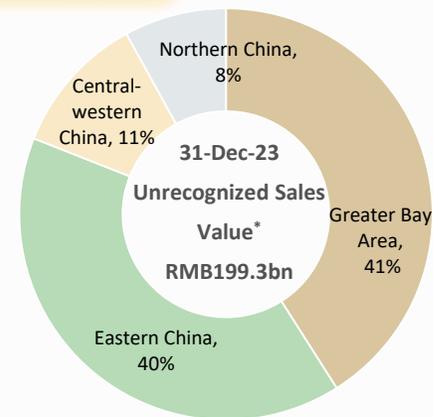
## Contracted Sales



## Recognized Sales



## Unrecognized Sales

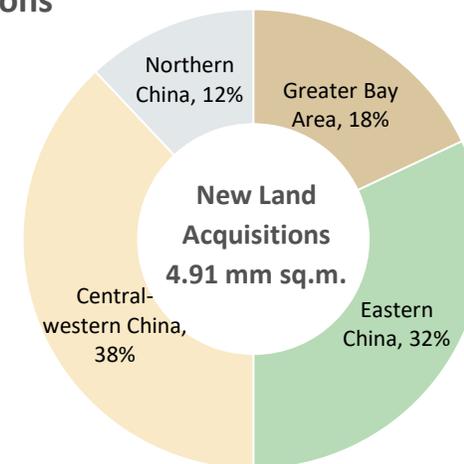


\*note: Including sales from joint venture projects and associates

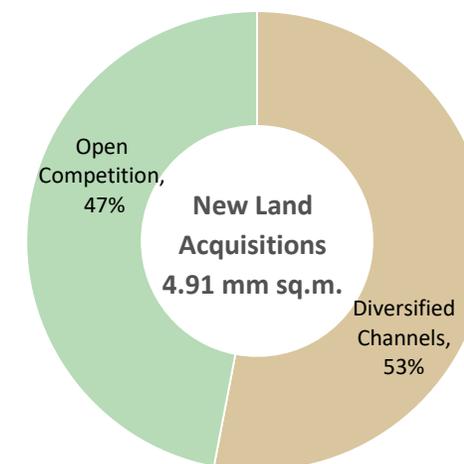
# New Land Acquisitions in 2023

No.	Projects	GFA (sq.m.)	Equity Holding
1	Guangzhou Naturalistic Mansion	220,600	27.77%
2	Guangzhou World Grand Land II	153,500	27.77%
3	Guangzhou Pazhou West Land	49,500	95.48%
4	Nansha Hong Kong People's Community	478,200	27.77%
	<b>Subtotal(Greater Bay Area)</b>	<b>901,800</b>	
5	Shanghai Jing'an Yue (previous name: Shanghai Jing'an Land)	17,800	95.00%
6	Shanghai Hongkou Land	35,900	46.55%
7	Shanghai Putuo Land	101,100	95.00%
8	Hangzhou Villa Layer	137,800	32.14%
9	Hangzhou Tide Joy City	266,800	24.23%
10	Hangzhou Hushu Land	72,500	33.67%
11	Hangzhou Jadeite	213,400	38.86%
12	Hangzhou Tingcui Mansion	200,300	47.98%
13	Hangzhou Infinite Affluent (previous name: Hangzhou Xingqiao TOD)	478,500	18.05%
14	Nanjing Wonderland	45,600	100.00%
	<b>Subtotal(Eastern China Region)</b>	<b>1,569,700</b>	
15	Wuhan Qiaokou Land	118,900	27.73%
16	Hefei Baohe Land	99,400	99.64%
17	Hefei Binhu Land	55,000	95.48%
18	Zhengzhou Joy Bay	544,900	76.00%
19	Chengdu Joy Cloud (previous name: Chengdu Chenghua Land)	133,200	27.73%
20	Chengdu Chenghua Land II	90,900	27.73%
21	Chengdu Lakeside Life	175,700	27.73%
22	Xi'an Gaoxin Land I (previous name: Xi'an Gaoxin Land)	162,800	49.00%
23	Xi'an Gaoxin Land II	186,800	48.45%
24	Xi'an Gaoxin Land III	303,400	27.73%
	<b>Subtotal(Central-western China Region)</b>	<b>1,871,000</b>	
25	Beijing Fragrant Shade (previous name: Beijing Haidian Land)	164,700	48.45%
26	Beijing Yuexiu Tianyue	94,100	100.00%
27	Beijing Yuexiu Melody	175,300	100.00%
28	Qingdao Grand Mansion	132,500	51.00%
	<b>Subtotal(Northern China Region)</b>	<b>566,600</b>	
	<b>Total</b>	<b>4,909,100</b>	

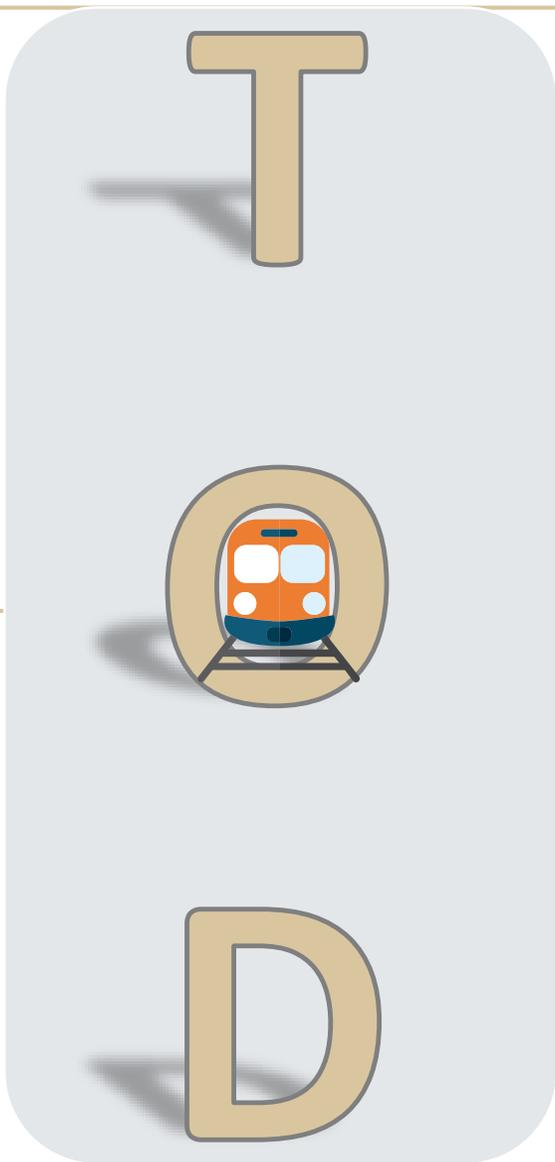
## By Regions



## By Acquisition Methods



# Landbank of TOD Projects



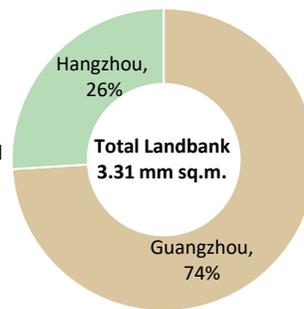
## Newly Acquisition

- Newly added 1 project in Hangzhou with a total GFA of 0.48 mm sq.m.

## Total Landbank

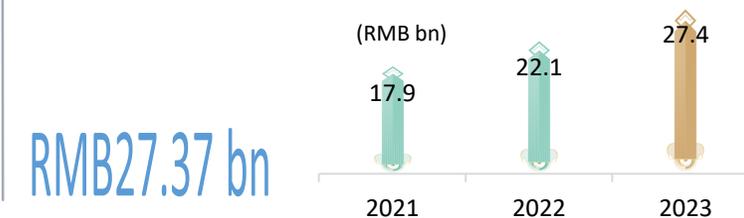
- Developed 9 TOD projects in Guangzhou and Hangzhou

3.31 mm sq.m.



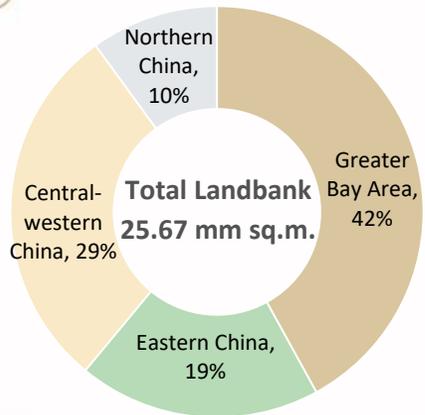
## Contracted Sales

- All 9 TOD projects generated sales in 2023

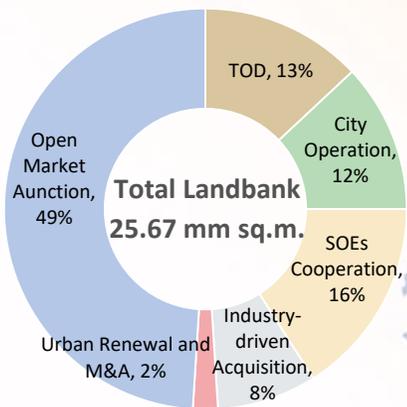


# Total Landbank

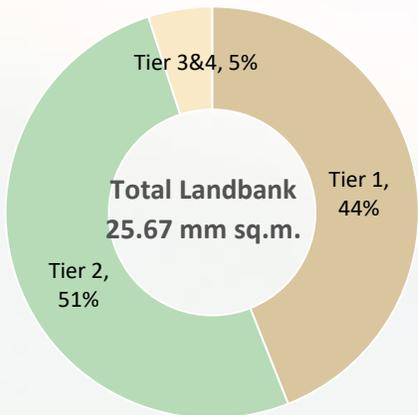
By Regions



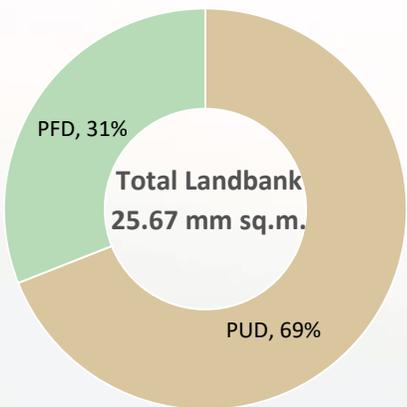
By Acquisition Channels



By Tier



By PUD & PFD



Total Landbank: **25.67 mm sq.m.**

Number of Cities Entered: **29**



**Northern China:**  
2.60 mm sq.m.

Beijing, Shenyang, Qingdao,  
Ji'nan, Yantai

**Central-western China:**  
7.43 mm sq.m.

Wuhan, Xiangyang,  
Zhengzhou, Hefei, Changsha,  
Chenzhou, Chongqing,  
Chengdu, Xi'an, Haikou

**Eastern China:**  
4.89 mm sq.m.

Shanghai, Hangzhou, Suzhou,  
Nanjing, Jiaxing, Ningbo,  
Nantong

**Greater Bay Area:**  
10.75 mm sq.m.

Guangzhou, Shenzhen,  
Foshan, Dongguan, Jiangmen,  
Zhongshan, Hong Kong



# Deepen the Strategy of “Coordinated Development of Commercials and Residentials”: Yuexiu Commercials



Total Rental Income in 2023: **RMB487 mm, +49.7%**

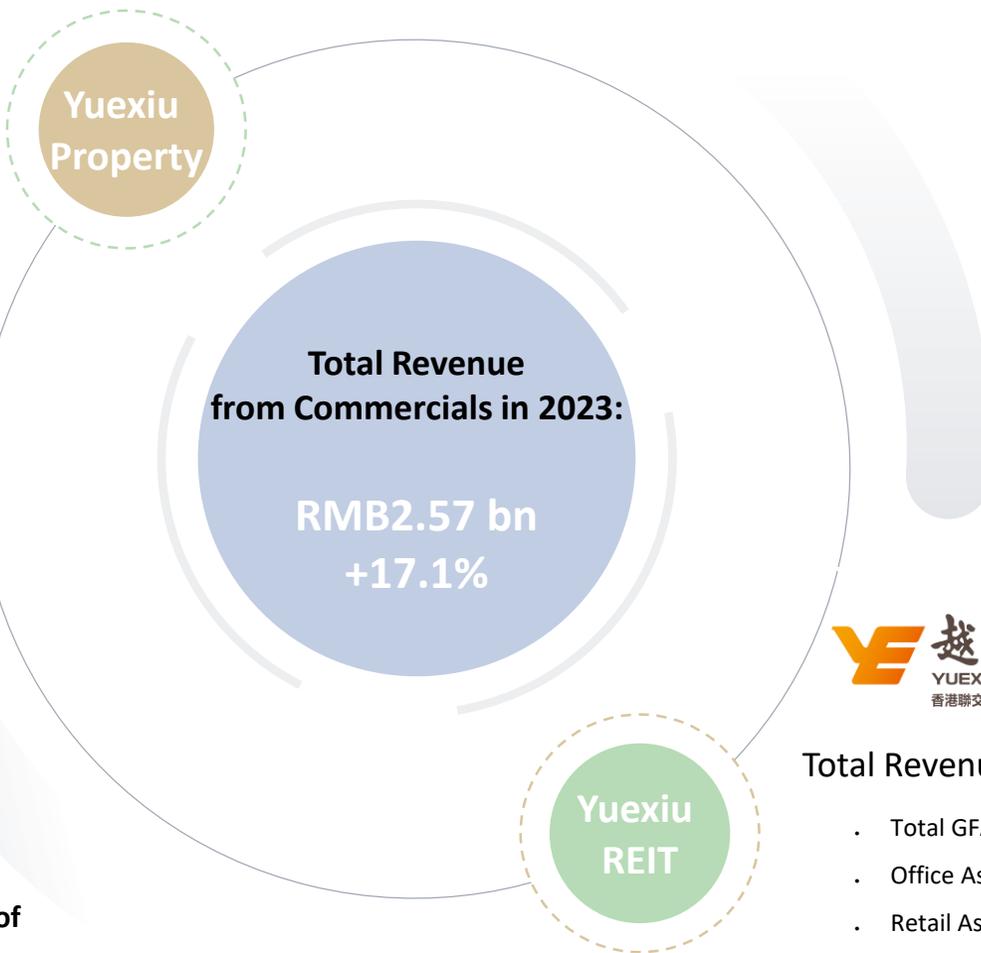
- Leasing GFA: 865,800 sq.m.
- PUD GFA: 324,600 sq.m.
- PFD GFA: 563,500 sq.m.

## Unique Commercial Development Model

- Enforce the Strategy of “Coordinated Residential and Commercial Development”
- Optimize the “Asset Manager” commercial business model and continuously strengthen commercial management capability
- Strengthen the commercial "dual platform" interactive development of Yuexiu Property and Yuexiu REIT

Notes: (1) Yuexiu Property held 37.89% of Yuexiu REIT as at 31 December 2023

(2) 804,000 sq.m. was rentable GFA



Total Revenue in 2023: **RMB 2,087 mm, +11.4%**

- Total GFA<sup>(2)</sup>: 1,184,200 sq.m.
- Office Assets GFA: 871,200 sq.m.
- Retail Assets GFA: 120,200 sq.m.
- Hotel and Apartment GFA: 142,600 sq.m.
- Wholesale Assets GFA: 50,200 sq.m.

# Deepen the Strategy of “Coordinated Development of Commercials and Residentials”: Yuexiu Services and Yuexiu Health



## 2023 Annual Results

### Revenue

3,224 RMB million ↑ 29.7%

### Net Profit

487 RMB million ↑ 17.0%

### Dividend Payout Ratio

[50%] ↑ 15 p.p.t.

### Annual Dividend Per Share

(RMB0.160) ↑ 64.9%

### Annual Dividend Per Share

(HKD0.176) ↑ 61.5%

### GFA under management

65.21 million sq.m. ↑ 26.2%

### Contracted GFA

83.45 million sq.m. ↑ 18.2%

### No. of households served

280,000

### Cash & Fixed bank deposits

4,704 RMB million ↑ 7.9%

### Cash Inflow from Operating

695 RMB million



Pursue the development of four key business types

\*Note: as at 31 December 2023, Yuexiu Property held 66.92% and 100% of Yuexiu Services and Yuexiu Health, respectively



A total of **22** projects with about **8,000** beds in the two key economic regions of the Greater Bay Area and Yangtze River Delta, of which **7,273** beds are currently in operation



### HAI Series

HAIYIYUAN  
HAIYUEHUI(Xiwan Road)  
HAIYUEHUI(Jingyun Road)

### YUE Series

YUELJUJ(Pension Flat,  
Nursing Home)

### Yiyuan Series

Yuexiu Yinxing Yiyuan (Xiaoyuan North Road)  
Yuexiu Yinxing Yiyuan (Chigang West Road)  
Yuexiu Yinxing Yiyuan (Dade Road)

### Langgao Series

Wuxi Langgao Nursing Home  
Wuxi Meiyuan Nursing Home  
Huzhou Langgao Nursing Home  
Taizhou Luqiao Langgao Nursing Home  
Taizhou Huangyan Langgao Nursing Home  
Taizhou Huangyan Rehabilitation and Nursing Centre for the Disabled  
Taizhou Jiaojiang Langgao Rehabilitation and Nursing Home  
Wenling Langgao Medical and Nursing Home  
Wenling Langgao Zeguo Nursing Home

### Other Projects

Zhenjiang Xingrui Nursing Home  
Yuexiu Yinxing Chigang Rehabilitation Center  
Wei Min Rehabilitation Hospital  
Yuexiu Elderly Home Care Service Platform  
Yuexiu Evergreen College (University for the Elderly)  
South China Institute for Healthcare Research

Platform projects

# ESG Achievements

## ESG KEY PERFORMANCE INDICATORS

**13.5 tons**

Reduction of carbon emissions by electronic signatures

**100%**

Coverage rate of employee health examinations

**100%**

Coverage rate of special audits on business ethics

**1,311 tons**

Reduction of carbon emissions by commercial project enhancements

**100%**

Coverage rate of Green Convention Signing for Super Grade A Office Buildings

**18.2%**

Proportion of female directors of board

**100%**

Coverage rate of project environmental impact assessment

**↑25%**

Proportion of bonds and loans coming from green financing

**14 years**

Continuously publishing ESG reports

## SETTING DUAL CARBON STRATEGY GOALS

### Public projects:

Scope 1 and 2 emissions, peaking by 2030 or before and achieving neutrality by 2060 or before  
Carbon emission intensity for per unit area (kgCO<sub>2</sub>/m<sup>2</sup>)

2025 compared to 2019 **↓27%**, 2030 compared to 2019 **↓44%**

### Residential projects:

Scope 1 and 2 emissions, peaking by 2030 or before and achieving neutrality by 2060 or before  
Carbon emission intensity for per unit area (kgCO<sub>2</sub>/m<sup>2</sup>)

2025 compared to 2019 **↓12%**, 2030 compared to 2019 **↓23%**

## ENHANCEMENT IN SUSTAINABLE GOVERNANCE

- Yuexiu Property continues to enhance its ESG governance framework and has set up the "TCFD Working Group" and the "Green Office Working Group" to promote climate change and green office-related work comprehensively

## ESG DIGITAL MANAGEMENT SYSTEM IN OPERATION

- **2023.09** Yuexiu Property officially launched the "Yuexiu Property ESG Management System" to enhance Yuexiu Property's ESG management by digital means.

## CONTINUOUS IMPROVEMENT IN ESG DISCLOSURE

- **2023.04** Yuexiu Property launched version 3.0 of the "Sustainability" section on its official website and the "Sustainability" section on its WeChat Official Account respectively, providing more disclosure channels for stakeholders to understand the progress of Yuexiu Property's sustainability issues.

## ESG RATINGS & HONOURS

**2023 4-star**, 2th in Eastern Asia Residential Listed, Scored 92 points  
GRESB (2022 2-star, Scored 79 points)



**恒生指數**  
HANG SENG INDEXES

Hang Seng SCHK SOEs High Dividend Yield ESG Index Constituent  
Included as the first batch of constituent stocks

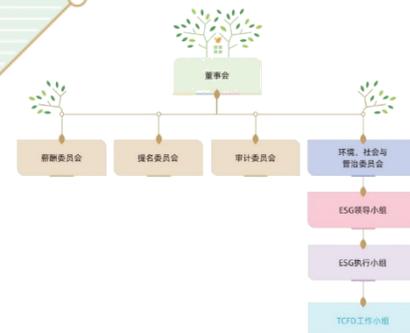
**Wind ESG**



Hang Seng Corporate Sustainability Index Series

Rated A- in 2023  
(Rated BBB+ in 2022)

Rated A in 2023  
(Rated BBB in 2022)



**Hong Kong Corporate Governance & ESG Excellence Award**

First real estate company in the GBA to win the Award



# *Contents*

- 1** Annual Results
- 2** Business Updates
- 3** Future Outlook



# Property Market Outlook in 2024

## Policy

- The regulatory policies will continuously loosen stressing "city-specific policies", "precise policies" and "one-city-one-policy". Each city is given more autonomy to make its own policy in accordance with local conditions to support residents' self-occupation and upgrading housing demand and maintain a healthy recovery and development of property market

## Land

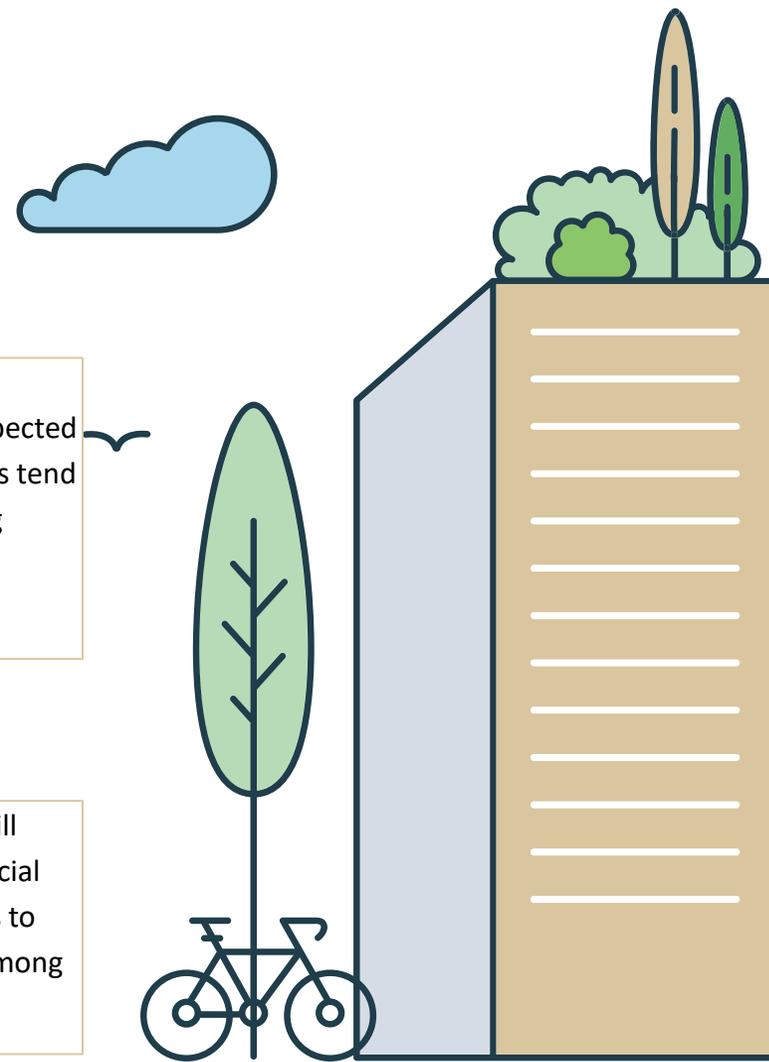
- The land markets will continue to differentiate, as land markets in Tier 1 and key Tier2 cities remaining highly competitive, and those in tier 3 and tier 4 cities remaining weak. Land acquisitions will concentrate on core cities and core regions

## Market

- As more supportive policies to release and market confidence gradually improve, property market is expected to bottom out and recover, the market size and prices tend to be stable with intensified differentiation and rising market concentration

## Finance

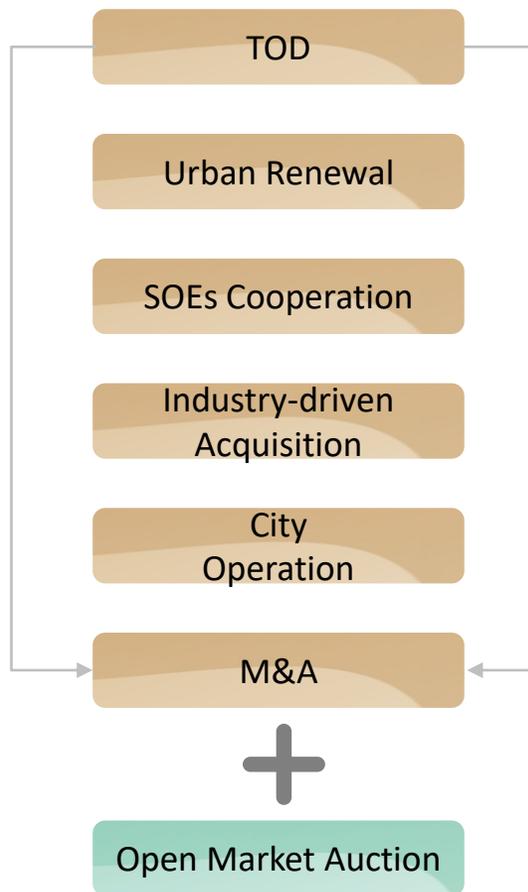
- The financing environment for the property sector will remain loosening with further more and better financial supportive policies to come. Abilities and advantages to access financial resources will further differentiate among developers



# Investment Strategies

## Investment Strategies

- Adhere to prudent investment strategy of “city-specific decision” and “in line with sales cash inflows”
- Sustainably penetrate those regions and cities with advantages focusing on Tier 1 and key Tier 2 provincial cities
- Investment focuses on high-return and quick cash flow projects
- Continuously enhance the "6+1" unique and diversified land acquisition model



## “6+1” Land Acquisition Platform

- Intensify the strategic cooperation with Guangzhou Metro Group, continuously obtain TOD projects inside GBA and look for new opportunities outside GBA, aiming at becoming a leading TOD developer nationwide
- Strengthen urban renewal policy research and focus on old village projects. Deepen penetration in key regions and projects. Intensify M&A and cooperation of urban renewals
- Strengthen strategic cooperation with various types of SOEs and jointly develop their high-quality land resources
- Coordinate the introduction of internal and external industrial resources to strengthen our capabilities for high quality landbank and enhance our services for industries
- Deepen “City Operator” strategy, through constructing urban public facilities and effectively manage cash flow
- Take advantage of policy encouragement and favorable environment to look for opportunities for acquiring high quality M&A projects
- Maintain a prudent investment style and select best projects with “city-specific policy” strategy by strengthening market research, better understanding rules and policies and following strict investment standards

# Operation Strategies

## Market Strategy

- Deepen the construction and application of the customer research system to better understand cities and customers, implement pinpoint project-based marketing strategy, improve sell-through rate and accelerate property sales and cash inflows
- Achieve the annual sales target

## Operation Strategy

- Comprehensively optimize 7 major capabilities of customer research, investment, product, marketing, service, cost control and operation
- Strengthen the capabilities of operation such as performance focus, production synergy, lean management and internal/external benchmarking
- Promote in-depth organizational change to release organizational dynamics and vitality. Optimize the organizational structure and implement the strategy of city focus and deep penetration. Fully implement the corporate culture of "customer-oriented, product-focus and long-termism"

## Operation Philosophy and Goals:

Adhere to beliefs of "Good Products, Good Services, Good Brands and Good Teams"

Build "New Capabilities, New Mechanisms and New Cultures"

## Product Strategy

- Continuously carry out the action of "building good products with high quality" by creating product brands centered on customers and tailored to the needs from different customer segments, and making high-value products
- Promote the full implementation of the BIM system and the integration of design and construction, continuously facilitate the construction, application and updates of product standardization
- Fully implement "good product pact" of Yuexiu Property

## Financial Strategy

- Keep the "Three Red Lines" indicators all in "green lights" and maintain the "investment grade" ratings of Moody's and Fitch
- Maintain net operating cash inflow
- Strengthen the management of sales cash flow and maintain high cash collection rate to ensure healthy financial position and sufficient liquidity

# 2024 Sales and Operational Targets

## 2024 Contracted Sales Target: RMB 147.0 bn<sup>(1)</sup>



## 2024 Total Sellable Resource: RMB 270.0 bn<sup>(2)</sup>



## Operational Plans<sup>(1)</sup>

(mm sq.m.)	As at the end of 2024	As at the end of 2023
PUD	13.98	17.71
New Construction Starts	4.06	4.47
Completion	7.79 <sup>(3)</sup>	7.68 <sup>(4)</sup>

- Notes:
- (1) Including joint venture projects and associates
  - (2) Excluding sellable resources provided by new acquisitions this year
  - (3) Consolidation GFA is 5.21 mm sq.m.
  - (4) Consolidation GFA is 4.93 mm sq.m.

# 2024 Key Operating Cash Flows

Cash Inflows (RMB bn)	2024E
Property Sales	99.30
Other Income	2.36
<b>Total</b>	<b>101.66</b>

Cash Outflows (RMB bn)	2024E
Land Premium and Auction Deposits	40.00
Construction Cost	26.13
Interest Payment	5.38
Tax and Other Expenses	23.23
<b>Total</b>	<b>94.74</b>

**Thank you!**



# DISCLAIMER

- The material in this document is a presentation of general background information about the Company's activities at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to potential investors. These documents are not an offer of securities for sale inside or outside of the United States. Securities may not be offered or sold in the United States unless they are registered or exempt from registration. Any offering of securities to be made in the United States will be made by means of an offering circular that may be obtained from the Bank. Such offering circular will contain detailed information about the company and its management, as well as the Company's financial statements.
- This document may not be copied or otherwise reproduced and may not be distributed in the United States or to U.S. persons, or in Canada or Japan.

