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**Zhenro Properties Group Limited**  
**正榮地產集團有限公司**

*(Incorporated in Cayman Islands with limited liability)*

**(Stock code: 6158)**

**INTERIM RESULTS ANNOUNCEMENT**  
**FOR THE SIX MONTHS ENDED JUNE 30, 2018**

**INTERIM RESULTS HIGHLIGHTS**

- Contracted sales for the period ended June 30, 2018 was RMB58,129.4 million, an increase of 170.3% as compared to RMB21,507.9 million for the six months ended June 30, 2017
- Revenue for the six months ended June 30, 2018 was RMB12,314.6 million, an increase of 52.3% as compared to RMB8,085.2 million for the six months ended June 30, 2017
- Gross profit for the six months ended June 30, 2018 was RMB2,714.4 million, an increase of approximately 61.1% as compared to RMB1,685.3 million for the six months ended June 30, 2017
- Profit for the period attributable to owners of the Company for the six months ended June 30, 2018 was RMB840.4 million, an increase of 171.9% as compared to RMB309.1 million for the six months ended June 30, 2017
- Net gearing ratio improved to 171.8% as of June 30, 2018 from 183.2% as of December 31, 2017

## INTERIM RESULTS

The board (the “**Board**”) of directors (the “**Directors**”) of Zhenro Properties Group Limited (the “**Company**”) is pleased to announce the unaudited interim condensed consolidated results of the Company and its subsidiaries (the “**Group**”) for the six months ended June 30, 2018 together with the audited comparative figures for the corresponding period in 2017 as follows:

### INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS

For the six months ended June 30, 2018

|                                                                                    |       | Six months ended 30 June |                    |
|------------------------------------------------------------------------------------|-------|--------------------------|--------------------|
|                                                                                    | Notes | 2018                     | 2017               |
|                                                                                    |       | RMB'000                  | RMB'000            |
|                                                                                    |       | (Unaudited)              | (Audited)          |
| <b>REVENUE</b>                                                                     | 5     | <b>12,314,646</b>        | 8,085,246          |
| Cost of sales                                                                      |       | <u>(9,600,262)</u>       | <u>(6,399,933)</u> |
| <b>GROSS PROFIT</b>                                                                |       | <b>2,714,384</b>         | 1,685,313          |
| Finance income                                                                     |       | <b>116,540</b>           | 58,288             |
| Other income and gains                                                             | 5     | <b>35,299</b>            | 5,459              |
| Selling and distribution expenses                                                  |       | <b>(321,978)</b>         | (284,894)          |
| Administrative expenses                                                            |       | <b>(511,109)</b>         | (263,840)          |
| Other expenses                                                                     |       | <b>(14,514)</b>          | (9,529)            |
| Fair value gains on investment properties                                          |       | <b>98,047</b>            | 49,555             |
| Net fair value gains from financial assets<br>at fair value through profit or loss |       | <b>27,594</b>            | —                  |
| Finance costs                                                                      | 6     | <b>(191,453)</b>         | (251,657)          |
| Share of losses of:                                                                |       |                          |                    |
| Joint ventures                                                                     |       | <b>(27,291)</b>          | (17,927)           |
| Associates                                                                         |       | <u><b>(56,876)</b></u>   | <u>(214)</u>       |
| <b>PROFIT BEFORE TAX</b>                                                           |       | <b>1,868,643</b>         | 970,554            |
| Income tax expense                                                                 | 7     | <u><b>(911,465)</b></u>  | <u>(593,965)</u>   |
| <b>PROFIT FOR THE PERIOD</b>                                                       |       | <u><b>957,178</b></u>    | <u>376,589</u>     |

| Six months ended 30 June  |              |                |                |
|---------------------------|--------------|----------------|----------------|
|                           | <i>Notes</i> | 2018           | 2017           |
|                           |              | RMB'000        | RMB'000        |
|                           |              | (Unaudited)    | (Audited)      |
| Attributable to:          |              |                |                |
| Owners of the parent      |              | 840,364        | 309,120        |
| Non-controlling interests |              | <u>116,814</u> | <u>67,469</u>  |
|                           |              | <u>957,178</u> | <u>376,589</u> |

**EARNINGS PER SHARE**  
**ATTRIBUTABLE TO ORDINARY**  
**EQUITY HOLDERS OF THE PARENT**

|                   |   |                |                |
|-------------------|---|----------------|----------------|
| Basic and diluted | 9 | <u>RMB0.21</u> | <u>RMB0.10</u> |
|-------------------|---|----------------|----------------|

**INTERIM CONDENSED CONSOLIDATED STATEMENT OF  
COMPREHENSIVE INCOME**

|                                                                                                      | <b>Six months ended 30 June</b> |                       |
|------------------------------------------------------------------------------------------------------|---------------------------------|-----------------------|
|                                                                                                      | <b>2018</b>                     | <b>2017</b>           |
|                                                                                                      | <b>RMB'000</b>                  | <b>RMB'000</b>        |
|                                                                                                      | <b>(Unaudited)</b>              | <b>(Audited)</b>      |
| <b>PROFIT FOR THE PERIOD</b>                                                                         | <b><u>957,178</u></b>           | <b><u>376,589</u></b> |
| Other comprehensive income to be reclassified to<br>profit or loss in subsequent periods:            |                                 |                       |
| Exchange differences on translation of foreign<br>operations                                         | <b><u>(78,448)</u></b>          | <b><u>—</u></b>       |
| <b>Net other comprehensive income to be reclassified<br/>to profit or loss in subsequent periods</b> | <b><u>(78,448)</u></b>          | <b><u>—</u></b>       |
| <b>OTHER COMPREHENSIVE INCOME FOR THE<br/>PERIOD, NET OF TAX</b>                                     | <b><u>(78,448)</u></b>          | <b><u>—</u></b>       |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE<br/>PERIOD, NET OF TAX</b>                                     | <b><u>878,730</u></b>           | <b><u>376,589</u></b> |
| Attributable to:                                                                                     |                                 |                       |
| Owners of the parent                                                                                 | <b><u>761,916</u></b>           | <b><u>309,120</u></b> |
| Non-controlling interests                                                                            | <b><u>116,814</u></b>           | <b><u>67,469</u></b>  |
|                                                                                                      | <b><u>878,730</u></b>           | <b><u>376,589</u></b> |

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at June 30, 2018

|                                                          | Notes | 30 June<br>2018<br>RMB'000<br>(Unaudited) | 31 December<br>2017<br>RMB'000<br>(Audited) |
|----------------------------------------------------------|-------|-------------------------------------------|---------------------------------------------|
| <b>NON-CURRENT ASSETS</b>                                |       |                                           |                                             |
| Property, plant and equipment                            |       | 76,160                                    | 74,702                                      |
| Investment properties                                    |       | 9,073,000                                 | 8,542,700                                   |
| Prepaid land lease payments                              |       | 125,360                                   | 125,360                                     |
| Other intangible assets                                  |       | 7,003                                     | 7,130                                       |
| Financial assets at fair value through<br>profit or loss |       | 537,842                                   | —                                           |
| Investments in joint ventures                            |       | 1,457,161                                 | 1,404,370                                   |
| Investments in associates                                |       | 1,227,071                                 | 207,587                                     |
| Deferred tax assets                                      |       | <u>1,305,461</u>                          | <u>1,059,807</u>                            |
| Total non-current assets                                 |       | <u>13,809,058</u>                         | <u>11,421,656</u>                           |

|                                                       |              | <b>30 June</b>            | <b>31 December</b>       |
|-------------------------------------------------------|--------------|---------------------------|--------------------------|
|                                                       | <i>Notes</i> | <b>2018</b>               | <b>2017</b>              |
|                                                       |              | <b>RMB'000</b>            | <b>RMB'000</b>           |
|                                                       |              | <b>(Unaudited)</b>        | <b>(Audited)</b>         |
| <b>CURRENT ASSETS</b>                                 |              |                           |                          |
| Available-for-sale investment                         |              | —                         | 5,000                    |
| Financial assets at fair value through profit or loss |              | <b>51,875</b>             | —                        |
| Properties under development                          |              | <b>47,121,258</b>         | 40,802,768               |
| Completed properties held for sale                    |              | <b>13,879,485</b>         | 16,103,145               |
| Trade receivables                                     | 10           | <b>9,106</b>              | 15,605                   |
| Due from related companies                            |              | <b>3,898,828</b>          | 2,677,975                |
| Prepaid land lease payments                           |              | <b>6,650,452</b>          | 2,926,996                |
| Prepayments, deposits and other receivables           |              | <b>16,228,292</b>         | 11,815,558               |
| Tax recoverable                                       |              | <b>1,081,792</b>          | 986,699                  |
| Restricted cash                                       |              | <b>5,199,521</b>          | 3,931,480                |
| Pledged deposits                                      |              | <b>839,749</b>            | 1,195,303                |
| Cash and cash equivalents                             |              | <b>14,797,864</b>         | 14,539,485               |
| <b>Total current assets</b>                           |              | <b><u>109,758,222</u></b> | <b><u>95,000,014</u></b> |
| <b>CURRENT LIABILITIES</b>                            |              |                           |                          |
| Trade and bills payables                              | 11           | <b>5,680,073</b>          | 5,539,852                |
| Other payables, deposits received and accruals        |              | <b>5,994,448</b>          | 4,471,244                |
| Advances from customers                               |              | —                         | 39,324,143               |
| Contract liabilities                                  |              | <b>40,582,517</b>         | —                        |
| Due to related companies                              |              | <b>3,046,579</b>          | 801,280                  |
| Interest-bearing bank loans and other borrowings      |              | <b>23,156,623</b>         | 20,981,757               |
| Senior notes                                          |              | <b>1,034,915</b>          | —                        |
| Corporate bond                                        |              | <b>2,072,918</b>          | 2,002,359                |
| Tax payable                                           |              | <b>1,700,529</b>          | 1,429,557                |
| <b>Total current liabilities</b>                      |              | <b><u>83,268,602</u></b>  | <b><u>74,550,192</u></b> |
| <b>NET CURRENT ASSETS</b>                             |              | <b><u>26,489,620</u></b>  | <b><u>20,449,822</u></b> |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>          |              |                           |                          |
|                                                       |              | <b><u>40,298,678</u></b>  | <b><u>31,871,478</u></b> |

|                                                  | <b>30 June</b>           | 31 December       |
|--------------------------------------------------|--------------------------|-------------------|
| <i>Notes</i>                                     | <b>2018</b>              | 2017              |
|                                                  | <b>RMB'000</b>           | RMB'000           |
|                                                  | <b>(Unaudited)</b>       | <b>(Audited)</b>  |
| <b>NON-CURRENT LIABILITIES</b>                   |                          |                   |
| Interest-bearing bank loans and other borrowings | <b>19,163,366</b>        | 19,079,421        |
| Senior notes                                     | <b>1,607,280</b>         | —                 |
| Receipts under a securitisation arrangement      | <b>2,289,151</b>         | —                 |
| Deferred tax liabilities                         | <b><u>657,902</u></b>    | <u>567,756</u>    |
| <b>Total non-current liabilities</b>             | <b><u>23,717,699</u></b> | <u>19,647,177</u> |
| <b>NET ASSETS</b>                                | <b><u>16,580,979</u></b> | <u>12,224,301</u> |
| <b>EQUITY</b>                                    |                          |                   |
| Equity attributable to owners of the parent      |                          |                   |
| Share capital                                    | <b>265</b>               | 3                 |
| Reserves                                         | <b><u>12,090,734</u></b> | <u>8,178,781</u>  |
|                                                  | <b><u>12,090,999</u></b> | <u>8,178,784</u>  |
| <b>Non-controlling interests</b>                 | <b><u>4,489,980</u></b>  | <u>4,045,517</u>  |
| <b>TOTAL EQUITY</b>                              | <b><u>16,580,979</u></b> | <u>12,224,301</u> |

# NOTES TO UNAUDITED INTERIM FINANCIAL INFORMATION

## For the six months ended June 30, 2018

### 1. CORPORATE INFORMATION

The Company is a limited liability company incorporated in the Cayman Islands. The registered office address of the Company is Walkers Corporate Limited, Cayman Corporate Centre, 27 Hospital Road, George Town, Grand Cayman, KY1-9008, Cayman Islands. The Company's shares were listed on the Main Board of the Stock Exchange of Hong Kong Limited (the "Hong Kong Stock Exchange") on January 16, 2018.

The Company is an investment holding company. During the six months ended June 30, 2018, the Group is principally engaged in property development, property leasing and commercial property management.

### 2. BASIS OF PREPARATION

The interim financial information for the six months ended June 30, 2018 has been prepared in accordance with IAS 34 *Interim Financial Reporting* issued by the International Accounting Standards Board (the "IASB").

The interim financial information does not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual consolidated financial statements for the year ended December 31, 2017.

All intra-group transactions and balances have been eliminated on combination in full.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended December 31, 2017, except for the adoption of new and revised standards effective as of January 1, 2018. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

The Group has adopted the following new and revised IFRSs for the first time in these interim condensed consolidated financial statements.

|                       |                                                                        |
|-----------------------|------------------------------------------------------------------------|
| IFRS 9                | <i>Financial Instruments</i>                                           |
| IFRS 15               | <i>Revenue from Contracts with Customers</i>                           |
| Amendments to IFRS 15 | <i>Clarifications to IFRS 15 Revenue from Contracts with Customers</i> |
| IFRIC 22              | <i>Foreign Currency Transactions and Advance Consideration</i>         |

|                                            |                                                                              |
|--------------------------------------------|------------------------------------------------------------------------------|
| Amendments to IFRS 2                       | <i>Classification and Measurement of Share-based Payment Transactions</i>    |
| Amendments to IFRS 4                       | <i>Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts</i> |
| Amendments to IAS 40                       | <i>Transfers of Investment Property</i>                                      |
| <i>Annual Improvements 2014-2016 Cycle</i> | Amendments to IFRS 1 and IAS 28                                              |

The Group has applied, for the first time, IFRS 15 *Revenue from Contracts with Customers* and IFRS 9 *Financial Instruments* that require restatement of previous financial statements. As required by IAS 34, the nature and effect of these changes are disclosed below.

The other amendments and interpretations apply for the first time in 2018, but do not have an impact on the interim condensed consolidated financial statements of the Group.

#### **IFRS 15 *Revenue from Contracts with Customers***

IFRS 15 supersedes IAS 11 *Construction Contracts*, IAS 18 *Revenue* and related Interpretations and it applies to all revenue arising from contracts with customers, unless those contracts are in the scope of other standards. The new standard establishes a five-step model to account for revenue arising from contracts with customers. Under IFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The standard requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model to contracts with their customers. The standard also specifies the accounting for the incremental costs of obtaining a contract and the costs directly related to fulfilling a contract.

The Group has adopted IFRS 15 using the modified retrospective method of adoption and it has elected to apply that method to only those contracts that were not completed at the date of initial application. The comparative information for each of the primary financial statements has been presented based on the requirements of IAS 18 and related interpretations, and thus the comparative figures have not been restated.

The Group mainly engages in the businesses of property development, property leasing and commercial property management. The effects of the adoption of IFRS 15 are further explained below:

#### *Property development activities*

In prior reporting periods, revenue from the sale of completed properties is recognised upon the signing of the property handover letter, which is taken to be the point in time when the risks and rewards of ownership of the property have been passed to the buyer, not continuously recognised based on construction progresses.

Under IFRS 15, for properties that have no alternative use to the Group due to contractual reasons and when the Group has an enforceable right to payment from the customers for performance completed to date, the Group recognises revenue as the performance obligation is satisfied over time in accordance with the input method for measuring progress.

The excess of cumulative revenue recognised in profit or loss over the cumulative billings to purchasers of properties is recognised as contract assets. The contract assets will be reclassified as receivables when the progress billings are issued or properties are delivered as this is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

The excess of cumulative billings to purchasers of properties over the cumulative revenue recognised in profit or loss is recognised as contract liabilities. The contract liabilities are recognised as revenue when the Group satisfies its performance obligations.

For the six months ended June 30, 2018, the Group has assessed that there is an enforceable right to payment from the customers for performance completed to date for a few properties. For property development and sales contracts for which the control of the property is transferred at a point in time, revenue is recognised when the purchaser obtains the physical possession or the legal title of the completed property and the Group has the present right to payment and the collection of the consideration is probable. Thus, the Group has concluded that the adoption of IFRS 15 did not have a material impact on the timing of revenue recognition.

For contracts where the period between the payment by the customer and the transfer of the promised property or service exceeds one year, the transaction price and the amount of revenue from the sales of completed properties are adjusted for the effects of a financing component, if significant. For the six months ended June 30, 2018, the Group has assessed that the financing component effect is significant.

Under IFRS 15, proceeds from customers of pre-sold properties, which were previously presented as receipt in advance from customers included in “Advances from customers”, are recorded as “contract liabilities” before the relevant sale revenue is recognised.

#### *Property management service income*

Under IFRS 15, property management service income derived from the provision of property maintenance and management services is recognised when the relevant services are rendered and the customer simultaneously receives and consumes the benefits provided by the entity’s performance as the entity performs.

The Group has adopted IFRS 15 using the modified retrospective method of adoption as at January 1, 2018. The effect of adopting IFRS 15 is as follows:

|                               | <b>Adjustments<br/>RMB'000</b> |
|-------------------------------|--------------------------------|
| Assets                        |                                |
| Deferred tax assets           | <u>12,150</u>                  |
| Total non-current assets      | 12,150                         |
| Properties under development  | <u>651,846</u>                 |
| Total current assets          | <u>651,846</u>                 |
| Total assets                  | <u><u>663,996</u></u>          |
| Liabilities                   |                                |
| Advances from customers       | 39,324,143                     |
| Contract liabilities          | <u>(40,024,590)</u>            |
| Total current liabilities     | <u>(700,447)</u>               |
| Total non-current liabilities | <u>—</u>                       |
| Total liabilities             | <u><u>(700,447)</u></u>        |
| Equity                        |                                |
| Reserves                      | <u>36,451</u>                  |
| Total equity                  | <u><u>36,451</u></u>           |

### **IFRS 9 *Financial Instruments***

IFRS 9 *Financial Instruments* replaces IAS 39 *Financial Instruments: Recognition and Measurement* for annual periods beginning on or after January 1, 2018. The standard introduces new requirements for classification and measurement and impairment.

#### *Classification and measurement*

Under IFRS 9, debt financial instruments are subsequently measured at fair value through profit or loss (“FVPL”), amortised cost, or fair value through other comprehensive income (“FVOCI”). The classification is based on two criteria: the Group’s business model for managing the assets; and whether the instrument’s contractual cash flows represent solely payments of principal and interest on the principal amount outstanding (the “SPPI” criterion).

The new classification and measurement of the Group's financial assets are as follows:

- (a) Debt instruments at amortised cost that are held within a business model with the objective to hold the financial assets in order to collect contractual cash flows that meet the SPPI criterion. This category includes the Group's trade receivables, amounts due from related companies and financial assets included in prepayments, deposits and other receivables.
- (b) Equity instruments at FVOCI, with no recycling of gains or losses to profit or loss on derecognition. This category only includes equity instruments, which the Group intends to hold for the foreseeable future and which the Group has irrevocably elected to so classify upon initial recognition or transition. The Group has classified its unquoted equity instruments as equity instruments at FVOCI. Equity instruments at FVOCI are not subject to an impairment assessment under IFRS 9. Under IAS 39, the Group's unquoted equity instruments were classified as available-for-sale investments.
- (c) Financial assets at FVPL include debt instruments whose cash flow characteristics fail the SPPI criterion or are not held within a business model whose objective is either to collect contractual cash flows, or to both collect contractual cash flows and sell. Under IAS 39, the Group's debt instruments were classified as available-for-sale investments.

#### *Impairment*

The adoption of IFRS 9 has fundamentally changed the Group's accounting for impairment losses for financial assets by replacing IAS 39's incurred loss approach with a forward-looking expected credit loss ("ECL") approach. IFRS 9 requires the Group to record an allowance for ECLs for all loans and other debt financial assets not held at FVPL.

The Group has types of financial assets subject to IFRS 9's new expected credit loss model: trade receivables, financial assets included in prepayments, deposits and other receivables, amounts due from related companies, restricted cash, pledged deposits and cash and cash equivalents.

For trade receivables, the Group has applied the simplified approach permitted by IFRS 9, which requires expected lifetime losses to be recognised from the initial recognition of trade receivables.

The Group assesses on a forward-looking basis the expected credit losses associated with its debt instruments carried at amortised cost including other receivables, and with the exposure arising from financial guarantee contracts. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

Impairment on other receivables is measured as either 12-month expected credit losses or lifetime expected credit losses, depending on whether there has been a significant increase in credit risk since initial recognition. If a significant increase in credit risk of a receivable has occurred since initial recognition, then impairment is measured as lifetime expected credit losses.

The Group considers that default has occurred when a financial asset is more than 90 days past due unless the Group has reasonable and supportable information to demonstrate that a more lagging default criterion is more appropriate.

The Group has applied IFRS 9, effective for the period beginning on January 1, 2018. The Group has not restated financial information for the year ended December 31, 2017 for financial instruments in the scope of IFRS 9.

A reconciliation between the carrying amounts under IAS 39 to the balances reported under IFRS 9 as of January 1, 2018 is as follows:

| In RMB'000                                                                       | IAS 39 |          |                   | Re-<br>Classification | Remeasurement |       | IFRS 9 measurement |          |
|----------------------------------------------------------------------------------|--------|----------|-------------------|-----------------------|---------------|-------|--------------------|----------|
|                                                                                  | Ref    | Category | Amount            |                       | ECL           | Other | Amount             | Category |
| <b>Financial assets</b>                                                          |        |          |                   |                       |               |       |                    |          |
| Due from related companies                                                       |        | L&R*     | 2,677,975         | —                     | —             | —     | 2,677,975          | AC**     |
| Trade receivables                                                                |        | L&R      | 15,605            | —                     | —             | —     | 15,605             | AC       |
| Financial assets included in prepayments, deposits and other receivables         |        | L&R      | 567,607           | —                     | —             | —     | 567,607            | AC       |
| Restricted cash                                                                  |        | L&R      | 3,931,480         | —                     | —             | —     | 3,931,480          | AC       |
| Pledged deposits                                                                 |        | L&R      | 1,195,303         | —                     | —             | —     | 1,195,303          | AC       |
| Cash and cash equivalents                                                        |        | L&R      | <u>14,539,485</u> | —                     | —             | —     | <u>14,539,485</u>  | AC       |
|                                                                                  |        | —        |                   |                       |               |       |                    |          |
|                                                                                  |        | L&R      | <u>22,927,455</u> | —                     | —             | —     | <u>22,927,455</u>  | AC       |
| Financial investments                                                            |        |          |                   |                       |               |       |                    |          |
| - Available-for-sale investments (AFS)                                           |        |          | 5,000             | (5,000)               | —             | —     | N/A                |          |
| To: Financial asset at FVPL                                                      | A ***  |          |                   | (5,000)               |               |       |                    |          |
|                                                                                  |        | AFS      | <u>5,000</u>      | <u>(5,000)</u>        | —             | —     | <u>N/A</u>         |          |
| Financial assets at FVPL                                                         |        |          | N/A               | 5,000                 | —             | —     | 5,000              | FVPL     |
| From: Financial investments - AFS                                                | A      |          |                   | 5,000                 |               | —     | 5,000              |          |
|                                                                                  |        |          | N/A               | <u>5,000</u>          | —             | —     | <u>5,000</u>       | FVPL     |
| Trade payables                                                                   |        | AC       | 5,539,852         | —                     | —             | —     | 5,539,852          | AC       |
| Financial liabilities included in other payables, deposits received and accruals |        | AC       | 1,075,316         | —                     | —             | —     | 1,075,316          | AC       |
| Due to related companies                                                         |        | AC       | 801,280           | —                     | —             | —     | 801,280            | AC       |
| Corporate bond                                                                   |        | AC       | 2,002,359         | —                     | —             | —     | 2,002,359          | AC       |
| Interest-bearing bank and other borrowings                                       |        | AC       | <u>40,061,178</u> | —                     | —             | —     | <u>40,061,178</u>  | AC       |
|                                                                                  |        | AC       | <u>49,479,985</u> | —                     | —             | —     | <u>49,479,985</u>  | AC       |

\* L&R: Loans and receivables

\*\* AC: Amortised cost

\*\*\* A: As at January 1, 2018, the Group classified its AFS as financial assets at FVPL as these financial instruments were held for trading.

There was no significant impact by replacing the aggregate opening loan loss provision allowances under IAS 39 with ECL allowances under IFRS 9 on financial instruments as at January 1, 2018.

#### **4. OPERATING SEGMENT INFORMATION**

Management monitors the operating results of the Group's business which includes property development and leasing and commercial property management by project locations for the purpose of making decisions about resource allocation and performance assessment, and no single location's revenue, net profit or total assets exceeds 10% of the Group's combined revenue, net profit or total assets. As all the locations have similar economic characteristics and are similar in the nature of property development and leasing and management, the nature of the aforementioned business processes, the type or class of customer for the aforementioned business and the methods used to distribute the properties or provide the services, all locations were aggregated as one reportable operating segment.

##### **Geographical information**

No geographical information is presented as the Group's revenue from the external customers is derived solely from its operation in Mainland China and no non-current assets of the Group are located outside Mainland China.

##### **Information about major customers**

No sales to a single customer or a group of customers under common control accounted for 10% or more of the Group's revenue during the six months ended June 30, 2018 and 2017.

## 5. REVENUE, OTHER INCOME AND GAINS

Revenue represents income from the sale of properties, property management service income, and rental income for the six months ended June 30, 2018.

An analysis of revenue and other income and gains is as follows:

|                                                       | <b>Six months ended 30 June</b> |                         |
|-------------------------------------------------------|---------------------------------|-------------------------|
|                                                       | <b>2018</b>                     | <b>2017</b>             |
|                                                       | <b>RMB'000</b>                  | <b>RMB'000</b>          |
|                                                       | <b>(Unaudited)</b>              | <b>(Audited)</b>        |
| <b>Revenue</b>                                        |                                 |                         |
| Sale of properties                                    | <b>12,224,314</b>               | 8,037,186               |
| Rental income                                         | <b>46,875</b>                   | 33,696                  |
| Property management service income                    | <b>40,262</b>                   | 14,364                  |
| Others                                                | <b><u>3,195</u></b>             | <u>—</u>                |
|                                                       | <b><u><u>12,314,646</u></u></b> | <u><u>8,085,246</u></u> |
|                                                       |                                 |                         |
|                                                       | <b>Six months ended 30 June</b> |                         |
|                                                       | <b>2018</b>                     | <b>2017</b>             |
|                                                       | <b>RMB'000</b>                  | <b>RMB'000</b>          |
|                                                       | <b>(Unaudited)</b>              | <b>(Audited)</b>        |
| <b>Represented by:</b>                                |                                 |                         |
| Revenue from sale of properties:                      |                                 |                         |
| Recognised at a point in time                         | <b><u>12,224,314</u></b>        | <u>8,037,186</u>        |
| Revenue from property management services and others: |                                 |                         |
| Recognised over time                                  | <b><u>43,457</u></b>            | <u>14,364</u>           |
| Revenue from other sources:                           |                                 |                         |
| Rental income                                         | <b><u>46,875</u></b>            | <u>33,696</u>           |
|                                                       | <b><u><u>12,314,646</u></u></b> | <u><u>8,085,246</u></u> |

## Other income and gains

|                                                            | Six months ended 30 June |              |
|------------------------------------------------------------|--------------------------|--------------|
|                                                            | 2018                     | 2017         |
|                                                            | RMB'000                  | RMB'000      |
|                                                            | (Unaudited)              | (Audited)    |
| Exchange gain                                              | 18,480                   | —            |
| Disposal of subsidiaries                                   | 5,270                    | —            |
| Forfeiture of deposits                                     | 5,092                    | 3,770        |
| Gain on bargain purchase                                   | 3,734                    | —            |
| Gain on disposal of items of property, plant and equipment | 191                      | 312          |
| Others                                                     | <u>2,532</u>             | <u>1,377</u> |
|                                                            | <u>35,299</u>            | <u>5,459</u> |

## 6. FINANCE COSTS

An analysis of finance costs is as follows:

|                                                                                                                            | Six months ended 30 June |                    |
|----------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------|
|                                                                                                                            | 2018                     | 2017               |
|                                                                                                                            | RMB'000                  | RMB'000            |
|                                                                                                                            | (Unaudited)              | (Audited)          |
| Interest on bank loans and other borrowings, corporate bonds, senior notes and receipts under a securitisation arrangement | 1,721,065                | 1,462,861          |
| Interest from significant financing components of contract liabilities                                                     | 554,255                  | —                  |
| Less: Interest capitalised                                                                                                 | <u>(2,083,867)</u>       | <u>(1,211,204)</u> |
|                                                                                                                            | <u>191,453</u>           | <u>251,657</u>     |

## 7. INCOME TAX

The Group is subject to income tax on an entity basis on profits arising in or derived from the tax jurisdictions in which members of the Group are domiciled and operate. Pursuant to the rules and regulations of the Cayman Islands and British Virgin Islands, the Group's subsidiaries incorporated in the Cayman Islands and British Virgin Islands are not subject to any income tax. The Group's subsidiaries incorporated in Hong Kong are not liable for income tax as they did not have any assessable income currently arising in Hong Kong for the six months ended June 30, 2018.

Subsidiaries of the Group operating in Mainland China are subject to the PRC corporate income tax rate of 25%.

Land appreciation tax (“LAT”) is levied at progressive rates ranging from 30% to 60% on the appreciation of land value, being the proceeds from sale of properties less deductible expenditures including land costs, borrowing costs and other property development expenditures. The Group has estimated, made and included in taxation a provision for LAT according to the requirements set forth in the relevant Mainland China tax laws and regulations. The LAT provision is subject to the final review and approval by the local tax bureau.

|                                 | <b>Six months ended<br/>30 June</b> |                         |
|---------------------------------|-------------------------------------|-------------------------|
|                                 | <b>2018</b>                         | <b>2017</b>             |
|                                 | <b>RMB'000</b>                      | <b>RMB'000</b>          |
|                                 | <b>(Unaudited)</b>                  | <b>(Audited)</b>        |
| Current tax:                    |                                     |                         |
| Corporate income tax            | <b>671,902</b>                      | 369,760                 |
| LAT                             | <b>490,937</b>                      | 338,713                 |
| Deferred tax                    | <b><u>(251,374)</u></b>             | <b><u>(114,508)</u></b> |
| Total tax charge for the period | <b><u>911,465</u></b>               | <b><u>593,965</u></b>   |

A reconciliation of income tax expense applicable to profit before tax at the statutory rates for the jurisdictions in which the Company and the majority of its subsidiaries are domiciled to the income tax expense at the effective income tax rate for the six months ended June 30, 2018 and 2017 is as follows:

|                                                                              | <b>Six months ended 30 June</b> |                        |
|------------------------------------------------------------------------------|---------------------------------|------------------------|
|                                                                              | <b>2018</b>                     | <b>2017</b>            |
|                                                                              | <b>RMB'000</b>                  | <b>RMB'000</b>         |
|                                                                              | <b>(Unaudited)</b>              | <b>(Audited)</b>       |
| Profit before tax                                                            | <b><u>1,868,643</u></b>         | <b><u>970,554</u></b>  |
| At the statutory income tax rate                                             | <b>467,161</b>                  | 242,639                |
| Profits and losses attributable to joint ventures and associates             | <b>21,042</b>                   | 4,535                  |
| Expenses not deductible for tax                                              | <b>8,130</b>                    | 6,885                  |
| Tax losses and deductible temporary differences utilised from previous years | <b>(51,390)</b>                 | (46,609)               |
| Deductible temporary differences not recognised                              | <b>31,680</b>                   | 57,236                 |
| Tax losses not recognised                                                    | <b>66,639</b>                   | 75,244                 |
| Provision for LAT                                                            | <b>490,937</b>                  | 338,713                |
| Tax effect on LAT                                                            | <b><u>(122,734)</u></b>         | <b><u>(84,678)</u></b> |
| Tax charge for the period                                                    | <b><u>911,465</u></b>           | <b><u>593,965</u></b>  |

## 8. DIVIDENDS

The proposed 2017 final dividend of HK10.00 cents (equivalent to approximately RMB 8.00 cents) per share, totalling HK\$412,300,000 (equivalent to approximately RMB329,918,000), was approved by the Company's shareholders at the 2018 annual general meeting on May 18, 2018. It was recorded in "other payables, deposits received and accruals" in the interim condensed consolidated statement of financial position and was subsequently distributed in July 2018.

The Board has resolved not to pay an interim dividend for the six months ended June 30, 2018 (six months ended 30 June 2017: nil).

## 9. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of the basic earnings per share amount is based on the profit for the period attributable to ordinary equity holders of the Company, and the weighted average number of ordinary shares of 4,014,983,425 in issue during the six months ended June 30, 2018 (six months ended 30 June 2017: 2,999,950,001).

No adjustment has been made to the basic earnings per share amounts presented for the six months ended June 30, 2018 and 2017 in respect of a dilution as the Group had no potentially dilutive ordinary shares in issue during the six months ended June 30, 2018 and 2017.

|                                                                     | Six months ended 30 June |                  |
|---------------------------------------------------------------------|--------------------------|------------------|
|                                                                     | 2018                     | 2017             |
|                                                                     | RMB'000                  | RMB'000          |
|                                                                     | (Unaudited)              | (Audited)        |
| <b>Earnings</b>                                                     |                          |                  |
| Profit attributable to ordinary equity holders of the parent entity | <u>840,364</u>           | <u>309,120</u>   |
| <b>Shares</b>                                                       |                          |                  |
| Weighted average number of ordinary shares outstanding (thousand)   | <u>4,014,983</u>         | <u>2,999,950</u> |
| <b>Earnings per share</b>                                           |                          |                  |
| Basic and diluted                                                   | <u>RMB0.21</u>           | <u>RMB0.10</u>   |

## 10. TRADE RECEIVABLES

|                   | <b>30 June<br/>2018<br/>RMB'000<br/>(Unaudited)</b> | <b>31 December<br/>2017<br/>RMB'000<br/>(Audited)</b> |
|-------------------|-----------------------------------------------------|-------------------------------------------------------|
| Trade receivables | <b>9,106</b>                                        | 15,605                                                |
| Impairment        | <u>—</u>                                            | <u>—</u>                                              |
|                   | <b><u>9,106</u></b>                                 | <b><u>15,605</u></b>                                  |

Trade receivables mainly represent rentals receivable from tenants. The Group seeks to maintain strict control over its outstanding receivables. Overdue balances are reviewed regularly by management. In view of the aforementioned and the fact that the Group's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk.

Trade receivables are unsecured and non-interest-bearing. The carrying amounts of trade receivables approximate to their fair values. An aging analysis of the trade receivables as at the end of the reporting period, based on the invoice date, is as follows:

|                  | <b>30 June<br/>2018<br/>RMB'000<br/>(Unaudited)</b> | <b>31 December<br/>2017<br/>RMB'000<br/>(Audited)</b> |
|------------------|-----------------------------------------------------|-------------------------------------------------------|
| Less than 1 year | <b>6,905</b>                                        | 11,693                                                |
| Over 1 year      | <u><b>2,201</b></u>                                 | <u>3,912</u>                                          |
|                  | <b><u>9,106</u></b>                                 | <b><u>15,605</u></b>                                  |

Receivables that were not past due relate to a large number of diversified customers for whom there was no recent history of default.

The Group applies the simplified approach to provide for expected credit losses prescribed by IFRS 9, which permits the use of the lifetime expected loss provision for all trade receivables. To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due. The expected loss rate of trade receivables is assessed to be 0.1%. Based on evaluation on the expected loss rate and the gross carrying amount, the directors of the Company are of the opinion that the ECL in respect of these balances is immaterial and therefore there has not been a loss allowance provision.

## 11. TRADE AND BILLS PAYABLES

An aging analysis of the trade and bills payables as at the end of the reporting period, based on the invoice date is as follows:

|                  | <b>30 June<br/>2018<br/>RMB'000<br/>(Unaudited)</b> | <b>31 December<br/>2017<br/>RMB'000<br/>(Audited)</b> |
|------------------|-----------------------------------------------------|-------------------------------------------------------|
| Less than 1 year | <b>5,582,476</b>                                    | 5,461,411                                             |
| Over 1 year      | <u><b>97,597</b></u>                                | <u>78,441</u>                                         |
|                  | <u><b>5,680,073</b></u>                             | <u><b>5,539,852</b></u>                               |

Trade payables are unsecured and interest-free and are normally settled based on the progress of construction.

## CHAIRMAN’S STATEMENT

Dear Shareholders,

I am pleased to present you the business review and outlook of the Group for the six months ended June 30, 2018.

## RESULTS

From January to June 2018, the contracted sales of the Group reached RMB58.1 billion, representing a 170.3% increase, compared with the same period of last year. With the rapid growth of scale, the Group has reached over half of the one hundred billion contract sales goal. The turnover was RMB12.3 billion, representing a year-on-year increase of 52.3%. The gross profit for the six months ended June 30, 2018 was RMB2.7 billion. The profit for the period attributable to owners of the Company was RMB0.8 billion, representing a year-on-year increase of 171.9%. The net gearing ratio as of June 30, 2018 also improved to 171.8% compared with 183.2% as of December 31, 2017. The board of directors has resolved not to distribute interim dividend for the six months ended June 30, 2018.

Since the beginning of the year, with the overall liquidity shortage in the industry, the outlook indicator has declined, while the housing prices in certain cities have increased significantly, leading to enhanced controls, including increase in the number of cities being placed under “four restrictions” (restrictions of sales, loans, prices and purchase), including extension of the sale restriction period, a halt to purchase of properties by enterprises in hot spots, increase in down payments and tightening of industry regulation by seven ministries and commissions, along with the withdrawal of implementation of “renovation of shanty towns” starting in cities with a low stock of properties for sale.

In an overall tightening environment and an industry decline, the Group took advantage of the “micro prosperity”, with its focus on first and second-tier cities, establishing layout for extensive exploration in city agglomeration, and the product orientation of “home upgrade master”.

In the first half of the year, there was a growth in results of brand real estate enterprises generally, with a great demand in the land market, but land prices in the first and second-tier core cities were lower as compared with previous periods. This helped the Company further focus on the first and second-tier cities in due course, thus laying a foundation for sustainable growth in results in the future. The Company had a clear strategy, which was effectively implemented. Meanwhile, it focused on

use of multiple strategies and strictly controlled land costs. During the six months ended June 30, 2018, it additionally acquired 33 parcels of land, with an average floor area price of RMB4,843 per m<sup>2</sup>, thus expanding its businesses to regions including Western Region (西部區域) and Pearl River Delta Region (珠三角區域).

After listing, the Group gradually secured financing channels in the capital market. In the first half of the year, the Group entered the USD bond market, successfully issuing bonds of US\$410 million, which were popular among investors even under uncertain external environment. The ability of the Group to finance through multiple channels at a low cost was further enhanced.

## **OUTLOOK FOR THE SECOND HALF OF THE YEAR**

In the first half of the year, in spite of strict policy control, the Group believed that the real estate industry in China was highly resilient, so the role of real estate as a pillar in China would not be changed in the next few years. The policy control is conducive to long-term and steady development of the industry and to the enterprises which operate steadily and are committed to sustainable development. Urbanization in China was developing rapidly. The supply of upgraded housing was low, compared with the stock in cities and the upgrade demands of the increased population. With the brand position of upgraded housing development as the focus on the demands of mid-to-high end upgraders, the Group has built three benchmark product brands, which are highly competitive in the market, namely “Zhenro Mansion (正榮府)”, “The Pinnacle (紫闕台)” and “Habitat (雲麓)”, respectively responding to functional demand for space, cultural quality demand for residence and lifestyle demand for natural resources.

With the increase in the amount recovered from sales and the increasingly mature operation capacity in three product lines of commercial property of the Group, namely Zhenro Center (“正榮中心”), Times Plaza (“時代廣場”) and Zhenro Street (“正榮街”), the Group will continue to make progress in the second half of the year in terms of commercial property, with new commercial benchmark projects in Nanjing. Meanwhile, the Group will continue to actively explore the community-based self-operated business model, and will create a convenient and wonderful community life with focus on residential projects while enriching its commercial product range.

With the emphasis of the Party Central Committee on the residential use of housing, developing the housing rental market becomes part of the long-term mechanism. The housing rental market enters a new stage of scale development. “Rongyu (榮遇)”, a long-term rental apartment brand of the Group, is expected to be launched in the second half of the year, with existing urban layout and brand advantages of the Group.

The real estate industry reaches a crucial point for reform, against the backdrop of changing external environment, generational and lifestyle change in groups of real estate consumers, and urban population development and population migration in urbanization. Over the years, the Group has achieved recognition by the real estate industry and capital market, with its integrity, quality and responsibility. We continuously enhance our ability, capital and talent pool, and focus on size and more on profitability. We strive to seize opportunities to achieve sustainable development.

## **APPRECIATION**

Finally, on behalf of the Board, I would like to express our sincere appreciation to all shareholders for their support, and all employees for their dedication and hard work in the past year. We will continue to uphold our core value of “prosperity from integrity” and achieve a sustainable and healthy growth, so as to bring our shareholders economic returns and develop ourselves into a respectful and sustainable competitive enterprise.

**Zhenro Properties Group Limited**  
**HUANG Xianzhi**  
*Chairman*

Shanghai, China  
August 27, 2018

## MANAGEMENT DISCUSSION AND ANALYSIS

### PERFORMANCE HIGHLIGHTS

|                                                            | <b>Six Months Ended June 30,</b> |                     | <b>Year-over-</b>  |
|------------------------------------------------------------|----------------------------------|---------------------|--------------------|
|                                                            | <b>2018</b>                      | <b>2017</b>         | <b>Year Change</b> |
| <b>Contracted sales<sup>(1)</sup></b>                      |                                  |                     |                    |
| Contracted sales (RMB million)                             | 58,129                           | 21,508              | 170.3%             |
| Contracted GFA sold (sq.m.)                                | 3,384,534                        | 1,150,463           | 194.2%             |
| Contracted ASP (RMB/sq.m.)                                 | 17,175                           | 18,695              | -8.1%              |
| <b>Selected financial information</b>                      |                                  |                     |                    |
| <b>(RMB million)</b>                                       |                                  |                     |                    |
| Revenue                                                    | 12,315                           | 8,085               | 52.3%              |
| Cost of sales                                              | 9,600                            | 6,400               | 50.0%              |
| Gross profit                                               | 2,714                            | 1,685               | 61.1%              |
| Profit before income tax                                   | 1,869                            | 971                 | 92.5%              |
| Profit for the period                                      | 957                              | 377                 | 154.2%             |
| Attributable to:                                           |                                  |                     |                    |
| Owners of the Company                                      | 840                              | 309                 | 171.9%             |
| Non-controlling interest                                   | 117                              | 67                  | 73.1%              |
| Gross profit margin (%)                                    | 22.0%                            | 20.8%               |                    |
| Core net profit <sup>(2)</sup>                             | 863                              | 339                 | 154.2%             |
|                                                            |                                  |                     |                    |
|                                                            | <b>As of</b>                     | <b>As of</b>        | <b>Year-over-</b>  |
|                                                            | <b>June 30,</b>                  | <b>December 31,</b> | <b>Year Change</b> |
|                                                            | <b>2018</b>                      | <b>2017</b>         |                    |
| Total assets (RMB million)                                 | 123,567                          | 106,422             | 16.1%              |
| Total liabilities (RMB million)                            | 106,986                          | 94,198              | 13.6%              |
| Total equity (RMB million)                                 | 16,581                           | 12,224              | 35.6%              |
| Equity attributable to owners of the Company (RMB million) | 12,091                           | 8,179               | 47.8%              |
| Current ratio <sup>(3)</sup>                               | 1.3                              | 1.3                 |                    |
| Net gearing ratio <sup>(4)</sup>                           | 171.8%                           | 183.2%              |                    |

*Notes:*

- (1) Includes contracted sales by the Group's subsidiaries, joint ventures and associated companies. Contracted sales data is unaudited and is based on internal information of the Group. Contracted sales data may be subject to various uncertainties during the process of collating such sales information and is provided for investors' reference only.
- (2) Defined as net profit excludes fair value gains/losses and net of deferred taxes.
- (3) Current ratio equals to current assets divided by current liabilities as of the end of the period.
- (4) Net gearing ratio equals to total borrowings less cash and bank balances divided by total equity as of the end of the period and multiplied by 100.

## **PROPERTY DEVELOPMENT**

### **Contracted Sales**

For the six months ended June 30, 2018, the Group recorded contracted sales of RMB58,129.4 million, representing an increase of approximately 170.3% from RMB21,507.9 million for the six months ended June 30, 2017, which was primarily due to the increase in salable GFA accumulated by the Group in first- and second-tier cities in the past several years by executing the Group's development strategies.

For the six months ended June 30, 2018, total contracted GFA sold amounted to approximately 3.4 million sq.m., representing an increase of approximately 194.2% from approximately 1.2 million sq.m. for the six months ended June 30, 2017. Contracted average selling price ("**ASP**") for the six months ended June 30, 2018 was approximately RMB17,175 per sq.m., compared with RMB18,695 per sq.m. for the six months ended June 30, 2017. The decrease was primarily due to the increase in the proportion of GFA with a relatively lower ASP among total contracted GFA in 2018.

Contracted sales from Yangtze River Delta Economic Region, Western Taiwan Straits Economic Zone, Middle China Economic Region, Bohai Economic Rim and West China Economic Region contributed to approximately 58.6%, 27.3%, 9.5%, 3.4% and 1.2%, respectively, of the Group's total contracted sales in the first half of 2018.

The following table sets out the geographic breakdown of the Group's contracted sales in 2018.

|                                      | <b>Contracted<br/>GFA Sold</b> | <b>Contracted<br/>Sales</b> | <b>Contracted<br/>ASP</b> | <b>% of<br/>Contracted<br/>Sales</b> |
|--------------------------------------|--------------------------------|-----------------------------|---------------------------|--------------------------------------|
|                                      | <i>sq.m.</i>                   | <i>RMB'000</i>              | <i>RMB/sq.m.</i>          | <i>%</i>                             |
| Yangtze River Delta Economic Region  | 1,877,982                      | 34,081,757                  | 18,148                    | 58.6%                                |
| Western Taiwan Straits Economic Zone | 1,026,267                      | 15,853,860                  | 15,448                    | 27.3%                                |
| Middle China Economic Region         | 357,131                        | 5,525,253                   | 15,471                    | 9.5%                                 |
| Bohai Economic Rim                   | 75,392                         | 1,990,340                   | 26,400                    | 3.4%                                 |
| West China Economic Region           | <u>47,762</u>                  | <u>678,225</u>              | <u>14,200</u>             | <u>1.2%</u>                          |
| <b>Total</b>                         | <u><u>3,384,534</u></u>        | <u><u>58,129,435</u></u>    | <u><u>17,175</u></u>      | <u><u>100.0%</u></u>                 |

Contract liabilities amounted to approximately RMB40,582.5 million as of June 30, 2018, representing an increase of 3.2% from approximately RMB39,324.1 million as of December 31, 2017. Such contract liabilities represents the proceeds received from customers in connection with our pre-sale of properties, which formed a solid basis for the Group's future growth in recognized revenue.

### **Revenue Recognized from Sales of Properties**

Revenue recognized from sales of properties increased by approximately 52.1% from RMB8,037.2 million for the six months ended June 30, 2017 to RMB12,224.3 million for the six months ended June 30, 2018, accounting for 99.3% of the Group's total revenue. Total completed and delivered GFA amounted to 0.8 million sq.m. in the six months ended June 30, 2018, representing an increase of 6.1% from the six months ended June 30, 2017. The Group's recognized ASP from sales of properties was approximately RMB15,625 per sq.m. in the six months ended June 30, 2018, representing an increase of 43.4% from RMB10,898 per sq.m. in the six months ended June 30, 2017, primarily due to the Group's further penetration in Yangtze River Delta Economic Region and Bohai Economic Rim, where prevailing market prices of properties are relatively higher.

The increase in revenue recognized from sales of properties was primarily due to (i) more GFA completed and delivered as a result of the Group's continuing expansion, and (ii) an overall increase in the ASP recognized in 2018.

During the six months ended June 30, 2018, the properties delivered by the Group included Nanjing Zhenro Splendid Land (南京正榮•潤錦城), Nanjing Zhenro Royal Fame (南京正榮•潤峰) and Shanghai Zhenro Royal Kingdom Phase (上海正榮•國領) and others. The following table sets forth the details of the revenue recognized from the sales of properties of the Group by geographical location for the periods indicated.

|                                      | Recognized Revenue<br>from Sales of<br>Properties |                  | % of Recognized<br>Revenue from<br>Sale of Properties |              | Total GFA Delivered |                | Recognized ASP   |                  |
|--------------------------------------|---------------------------------------------------|------------------|-------------------------------------------------------|--------------|---------------------|----------------|------------------|------------------|
|                                      | <i>RMB'000</i>                                    | <i>RMB'000</i>   | <i>%</i>                                              | <i>%</i>     | <i>sq.m.</i>        | <i>sq.m.</i>   | <i>RMB/Sq.m.</i> | <i>RMB/Sq.m.</i> |
|                                      | 2018                                              | 2017             | 2018                                                  | 2017         | 2018                | 2017           | 2018             | 2017             |
| Yangtze River Delta Economic Region  | 9,384,906                                         | 3,109,119        | 76.8                                                  | 38.6         | 458,116             | 151,320        | 20,486           | 20,547           |
| Western Taiwan Straits Economic Zone | 2,180,619                                         | 3,509,251        | 17.8                                                  | 43.7         | 215,215             | 413,491        | 10,132           | 8,487            |
| Middle China Economic Region         | 539,544                                           | 383,941          | 4.4                                                   | 4.8          | 102,927             | 71,044         | 5,242            | 5,404            |
| Bohai Economic Rim                   | 93,434                                            | 1,034,875        | 0.8                                                   | 12.9         | 3,994               | 101,667        | 23,392           | 10,179           |
| West China Economic Region           | 25,811                                            | —                | 0.2                                                   | —            | 2,097               | —              | 12,307           | —                |
| Total                                | <u>12,224,314</u>                                 | <u>8,037,186</u> | <u>100.0</u>                                          | <u>100.0</u> | <u>782,349</u>      | <u>737,522</u> | <u>15,625</u>    | <u>10,898</u>    |

## Completed Properties Held for Sale

Properties held for sale represent completed properties remaining unsold at the end of each financial period and are stated at the lower of cost and net realizable value. Cost of properties held for sale is determined by an apportionment of related costs incurred attributable to the unsold properties.

As of June 30, 2018, the Group had completed properties held for sale of RMB13,879.5 million, representing a decrease of 13.8% from RMB16,103.1 million as of December 31, 2017. The decrease was primarily due to the decreased number of completed properties in 2018. The Group has obtained the construction completion certificates in respect of all completed properties held for sale.

## Properties Under Development

Properties under development are intended to be held for sale after completion. Properties under development are stated at the lower of cost comprising land costs, construction costs, capitalized interests and other costs directly attributable to such properties incurred during the development period and net realizable value. Upon completion, the properties are transferred to completed properties held for sale.

As of June 30, 2018, the Group had properties under development of RMB47,121.3 million, representing an increase of 15.5% from RMB40,802.8 million as of December 31, 2017. The increase was primarily because the Group continued to accelerate its property development activities which resulted in an increase in properties under development in 2018.

## **PROPERTY INVESTMENT**

### **Rental Income**

The Group's rental income for the six months ended June 30, 2018 was approximately RMB46.9 million, representing an increase of 39.1% from the six months ended June 30, 2017. The increase was primarily due to the continued growth of our investment properties completed and put in operation, in particular, the commencement of operation of Changsha Zhenro Fortune Center in late 2017.

### **Investment Properties**

As of June 30, 2018, the Group had 11 investment properties with a total GFA of approximately 799,971 sq.m. Out of such investment properties portfolio of the Group, 6 investment properties with a total GFA of approximately 466,639 sq.m. had commenced leasing.

## **LAND BANK**

In 2018, the Group continued its nationwide expansion and entered into six new cities. It acquired a total of 33 new land parcels with a total site area of approximately 2.2 million sq.m. and an aggregate estimated GFA of approximately 5.9 million sq.m. The following table sets forth details of the Group's newly acquired land parcels during the six months ended June 30, 2018.

## PROPERTIES DEVELOPED BY THE GROUP AND ITS SUBSIDIARIES

| City                                        | Land Parcel/Project Name                          | Land Use           | Site Area | Estimated<br>Total GFA | Land<br>Premium | Average Land<br>Cost (Based<br>on the<br>Estimated<br>Total GFA) |
|---------------------------------------------|---------------------------------------------------|--------------------|-----------|------------------------|-----------------|------------------------------------------------------------------|
|                                             |                                                   |                    |           |                        |                 |                                                                  |
|                                             |                                                   |                    | sq.m.     | sq.m.                  | RMB million     | RMB/sq.m.                                                        |
| <i>Yangtze River Delta Economic Region</i>  |                                                   |                    |           |                        |                 |                                                                  |
| Jiaxing                                     | Jiaxing Zhenro Country Garden Yue Mansion         | Residential/retail | 7,342     | 16,574                 | 38              | 2,279                                                            |
| <i>Middle China Economic Region</i>         |                                                   |                    |           |                        |                 |                                                                  |
| Zhengzhou                                   | Zhengzhou Chengnan Zhenro Mansion                 | Residential        | 212,099   | 670,738                | 900             | 1,342                                                            |
| Changsha                                    | Changsha Zhenro Pinnacle                          | Residential/retail | 20,275    | 216,671                | 768             | 3,544                                                            |
| <i>Western Taiwan Straits Economic Zone</i> |                                                   |                    |           |                        |                 |                                                                  |
| Fuzhou                                      | Fuqing No. 2018-02                                | Residential/retail | 68,079    | 207,859                | 1,008           | 4,849                                                            |
| Fuzhou                                      | Fuqing No. 2018-03                                | Residential/retail | 64,728    | 198,936                | 900             | 4,524                                                            |
| Pingtian                                    | Pingtian Lanwan Zhenro Mansion                    | Residential/retail | 55,161    | 197,394                | 1,163           | 5,892                                                            |
| Ji'an                                       | Ji'an Country Garden Zhenro Lulin Mansion         | Residential/retail | 74,388    | 193,387                | 739             | 3,823                                                            |
| Ji'an                                       | Ji'an Country Garden Zhenro Lulin Mansion Phase 2 | Residential/retail | 78,938    | 193,236                | 776             | 4,014                                                            |
| Subtotal                                    |                                                   |                    | 581,010   | 1,894,794              | 6,291           | 3,320                                                            |

## PROPERTIES DEVELOPED BY THE GROUP'S JOINT VENTURES AND ASSOCIATED COMPANIES

| City                                        | Land Parcel/Project Name                               | Land Use           | Site Area | Estimated Total GFA | Land Premium | Average Land Cost (Based on the Estimated Total GFA) | Attributable Interest |
|---------------------------------------------|--------------------------------------------------------|--------------------|-----------|---------------------|--------------|------------------------------------------------------|-----------------------|
|                                             |                                                        |                    | sq.m.     | sq.m.               | RMB million  | RMB/ sq.m.                                           |                       |
| <i>Yangtze River Delta Economic Region</i>  |                                                        |                    |           |                     |              |                                                      |                       |
| Jiaxing                                     | Jiaxing Cifi Light Blooming Land                       | Residential/retail | 58,321    | 148,409             | 875          | 5,895                                                | 25.0%                 |
| Jiaxing                                     | Jiaxing Shimao Shining Times                           | Residential/retail | 67,291    | 202,686             | 1,351        | 6,665                                                | 30.0%                 |
| Nanjing                                     | Nanjing Long Yue                                       | Residential        | 35,051    | 113,632             | 1,340        | 11,792                                               | 33.0%                 |
| Nanjing                                     | Nanjing Zhaoshang Zhenro East Forwarding Mansion       | Residential/retail | 90,981    | 318,279             | 2,240        | 7,038                                                | 49.0%                 |
| Chuzhou                                     | Chuzhou Hongyang Times Billow Courtyard                | Residential/retail | 89,886    | 225,975             | 466          | 2,062                                                | 30.0%                 |
| Xuzhou                                      | Xuzhou Splendid Mountain Mansion Parcel 34             | Residential/retail | 60,584    | 111,024             | 347          | 3,123                                                | 33.0%                 |
| Xuzhou                                      | Xuzhou Splendid Mountain Mansion Parcel 35             | Residential/retail | 86,948    | 157,192             | 572          | 3,641                                                | 33.0%                 |
| Suzhou                                      | Suzhou Shanghu Masterpiece Garden                      | Residential/retail | 46,004    | 119,180             | 803          | 6,741                                                | 33.0%                 |
| Suzhou                                      | Suzhou River City Fountainhead Garden                  | Residential/retail | 69,982    | 122,187             | 399          | 3,269                                                | 13.0%                 |
| Suzhou                                      | Suzhou Sea Times Garden                                | Residential/retail | 69,206    | 186,396             | 590          | 3,163                                                | 14.5%                 |
| Suzhou                                      | Suzhou Lake Yue Billow Courtyard                       | Residential/retail | 59,235    | 158,869             | 366          | 2,305                                                | 16.3%                 |
| Suzhou                                      | Suzhou Flavour Yue Four Seasons Garden                 | Residential/retail | 56,479    | 123,795             | 361          | 2,914                                                | 20.0%                 |
| Suzhou                                      | Suzhou Platinum Jade Mansion                           | Residential/retail | 36,748    | 85,647              | 829          | 9,683                                                | 16.7%                 |
| Suzhou                                      | Suzhou Girty Celebrity                                 | Residential/retail | 131,418   | 240,548             | 2,116        | 8,797                                                | 33.3%                 |
| <i>Middle China Economic Region</i>         |                                                        |                    |           |                     |              |                                                      |                       |
| Xuchang                                     | Xuchang Sky Yue Mansion                                | Residential/retail | 20,994    | 61,000              | 187          | 3,071                                                | 33.3%                 |
| Xiangyang                                   | Xiangyang Changtou Zhenro Mansion                      | Residential/retail | 68,554    | 270,205             | 850          | 3,147                                                | 49.0%                 |
| <i>Bohai Economic Rim</i>                   |                                                        |                    |           |                     |              |                                                      |                       |
| Tianjin                                     | Tianjin Heshan Garden Parcel 41                        | Residential        | 50,458    | 101,069             | 553          | 5,472                                                | 50.0%                 |
| Tianjin                                     | Tianjin Heshan Garden Parcel 39                        | Residential        | 25,428    | 51,862              | 270          | 5,206                                                | 50.0%                 |
| Tianjin                                     | Tianjin Heshan Garden Parcel 38                        | Residential        | 38,606    | 75,333              | 423          | 5,615                                                | 50.0%                 |
| Tianjin                                     | Tianjin Jiuhe Mansion                                  | Residential/retail | 52,482    | 242,060             | 3,520        | 14,542                                               | 18.0%                 |
| Jinan                                       | Jinan Jiu Long Mansion                                 | Residential/retail | 101,792   | 268,000             | 1,082        | 4,035                                                | 33.0%                 |
| <i>Western Taiwan Straits Economic Zone</i> |                                                        |                    |           |                     |              |                                                      |                       |
| Fuzhou                                      | Fuzhou Country Garden Zhenro Yue Linglong              | Residential/retail | 77,113    | 158,846             | 889          | 5,597                                                | 20.0%                 |
| Fuzhou                                      | Fuzhou Yango Poly Qixi Garden                          | Residential/retail | 131,972   | 227,767             | 1,225        | 5,378                                                | 20.0%                 |
| Nanchang                                    | Nanchang Cifi Zhenro Country Garden Cloud Over Mansion | Residential/retail | 27,980    | 64,790              | 147          | 2,274                                                | 33.0%                 |
| Sub-total                                   |                                                        |                    | 1,608,741 | 3,960,872           | 22,068       | 5,571                                                |                       |
| Total                                       |                                                        |                    | 2,189,751 | 5,855,666           | 28,359       | 4,843                                                |                       |

Total contractual land premium for the newly acquired land parcels in 2018 was approximately RMB28,359.3 million. The average cost of land parcels acquired in 2018 was approximately RMB4,843 per sq.m.

As such, as of June 30, 2018, the Group had a total of 121 property projects located in 24 cities. Among these properties, 76 projects were developed and owned by the Group and 45 were developed by the Group's joint venture and associated companies. The Group had a total land bank of over 19.7 million sq.m. in GFA, or over 14.0 million sq.m. on an attributable basis, as of June 30, 2018.

Total land bank represents the sum of (i) total GFA available for sale and total leasable GFA for completed properties, (ii) total GFA for properties under development and (iii) total GFA for properties held for future development.

The following table sets forth details of the Group's land bank by regions as of June 30, 2018.

| Regions                                                |           | Number of Projects | Completed GFA Available for Sale/Leasable GFA | GFA under Development | Planned GFA of Future Development | Total Land Bank | % of Total Land Bank |
|--------------------------------------------------------|-----------|--------------------|-----------------------------------------------|-----------------------|-----------------------------------|-----------------|----------------------|
|                                                        |           |                    | sq.m.                                         | sq.m.                 | sq.m.                             | sq.m.           | %                    |
|                                                        |           |                    |                                               |                       |                                   |                 |                      |
| Properties developed by the Group and its subsidiaries |           |                    |                                               |                       |                                   |                 |                      |
| Yangtze River Delta Economic Region                    |           |                    |                                               |                       |                                   |                 |                      |
| 1                                                      | Shanghai  | 5                  | 271,147                                       | 146,311               | 234,238                           | 651,696         | 3.3%                 |
| 2                                                      | Nanjing   | 4                  | 382,464                                       | 299,122               | —                                 | 681,587         | 3.5%                 |
| 3                                                      | Suzhou    | 7                  | 258,562                                       | 572,192               | —                                 | 830,755         | 4.2%                 |
| 4                                                      | Hefei     | 3                  | —                                             | 633,405               | 53,501                            | 686,906         | 3.5%                 |
| 5                                                      | Jiaxing   | 4                  | —                                             | 235,568               | 183,818                           | 419,386         | 2.1%                 |
| 6                                                      | Chuzhou   | 1                  | —                                             | 193,964               | —                                 | 193,964         | 1.0%                 |
| Sub-total                                              |           | 24                 | 912,174                                       | 2,080,563             | 471,557                           | 3,464,293       | 17.5%                |
| Middle China Economic Region                           |           |                    |                                               |                       |                                   |                 |                      |
| 7                                                      | Zhengzhou | 1                  | —                                             | —                     | 670,738                           | 670,738         | 3.4%                 |
| 8                                                      | Wuhan     | 1                  | —                                             | 190,675               | 16,701                            | 207,377         | 1.1%                 |
| 9                                                      | Changsha  | 3                  | 79,759                                        | 73,021                | 875,013                           | 1,027,793       | 5.2%                 |
| Sub-total                                              |           | 5                  | 79,759                                        | 263,697               | 1,562,452                         | 1,905,908       | 9.7%                 |
| West China Economic Region                             |           |                    |                                               |                       |                                   |                 |                      |
| 10                                                     | Xi'an     | 2                  | —                                             | 329,201               | —                                 | 329,201         | 1.7%                 |
| Sub-total                                              |           | 2                  | —                                             | 329,201               | —                                 | 329,201         | 1.7%                 |
| Bohai Economic Rim                                     |           |                    |                                               |                       |                                   |                 |                      |
| 11                                                     | Tianjin   | 3                  | 593                                           | 270,646               | 113,483                           | 384,722         | 1.9%                 |
| 12                                                     | Jinan     | 2                  | —                                             | —                     | 343,998                           | 343,998         | 1.7%                 |
| Sub-total                                              |           | 5                  | 593                                           | 270,646               | 457,480                           | 728,720         | 3.7%                 |
| Western Taiwan Straits Economic Zone                   |           |                    |                                               |                       |                                   |                 |                      |
| 13                                                     | Fuzhou    | 13                 | 84,613                                        | 1,124,078             | 246,635                           | 1,455,326       | 7.4%                 |
| 14                                                     | Nanping   | 1                  | 32,718                                        | 203,980               | 244,393                           | 481,092         | 2.4%                 |
| 15                                                     | Pingtán   | 6                  | 6,859                                         | 572,016               | 197,394                           | 776,269         | 3.9%                 |
| 16                                                     | Nanchang  | 6                  | 36,765                                        | 298,219               | —                                 | 334,984         | 1.7%                 |
| 17                                                     | Ganzhou   | 1                  | —                                             | —                     | 162,760                           | 162,760         | 0.8%                 |
| 18                                                     | Ji'an     | 2                  | —                                             | 172,578               | 214,044                           | 386,623         | 2.0%                 |
| 19                                                     | Putian    | 11                 | 264,720                                       | 634,716               | 434,635                           | 1,334,072       | 6.8%                 |
| 20                                                     | Quanzhou  | 1                  | —                                             | 115,779               | —                                 | 115,779         | 0.6%                 |
| 21                                                     | Yichun    | 2                  | 4,986                                         | 77,484                | 2,700                             | 85,170          | 0.4%                 |
| Sub-total                                              |           | 43                 | 430,662                                       | 3,198,850             | 1,502,562                         | 5,132,074       | 26.0%                |
| Sub-total                                              |           | 79                 | 1,423,188                                     | 6,142,956             | 3,994,050                         | 11,560,195      | 58.6%                |

| Regions                                                                                              | Number of Projects     | Completed GFA Available for | GFA under Development | Planned GFA of Future Development | Total Land Bank | % of Total Land Bank |        |
|------------------------------------------------------------------------------------------------------|------------------------|-----------------------------|-----------------------|-----------------------------------|-----------------|----------------------|--------|
|                                                                                                      |                        | Sale/Leasable GFA           |                       |                                   |                 |                      |        |
|                                                                                                      |                        | sq.m.                       |                       |                                   |                 |                      | sq.m.  |
| Properties developed by the Group's joint ventures and associated companies                          |                        |                             |                       |                                   |                 |                      |        |
| Yangtze River Delta Economic Region                                                                  |                        |                             |                       |                                   |                 |                      |        |
|                                                                                                      | Shanghai               | 1                           | —                     | —                                 | 307,227         | 307,227              | 1.6%   |
|                                                                                                      | Jiaxing                | 3                           | —                     | 436,147                           | —               | 436,147              | 2.2%   |
|                                                                                                      | Nanjing                | 3                           | —                     | 643,405                           | —               | 643,405              | 3.3%   |
|                                                                                                      | Chuzhou                | 1                           | —                     | 225,975                           | —               | 225,975              | 1.1%   |
| 22                                                                                                   | Xuzhou                 | 2                           | —                     | 111,024                           | 157,192         | 268,216              | 1.4%   |
|                                                                                                      | Suzhou                 | 14                          | —                     | 1,569,724                         | 240,548         | 1,810,272            | 9.2%   |
|                                                                                                      | Hefei                  | 2                           | —                     | 434,194                           | —               | 434,194              | 2.2%   |
|                                                                                                      | Sub-total              | 26                          | —                     | 3,420,468                         | 704,967         | 4,125,436            | 20.9%  |
|                                                                                                      | Attributable sub-total |                             | —                     | 987,851                           | 193,421         | 1,181,272            |        |
| Middle China Economic Region                                                                         |                        |                             |                       |                                   |                 |                      |        |
| 18                                                                                                   | Zhengzhou              | 1                           | —                     | 221,307                           | —               | 221,307              | 1.1%   |
| 23                                                                                                   | Xuchang                | 1                           | —                     | —                                 | 61,000          | 61,000               | 0.3%   |
|                                                                                                      | Wuhan                  | 2                           | —                     | 421,338                           | 538,210         | 959,548              | 4.9%   |
| 24                                                                                                   | Xiangyang              | 1                           | —                     | —                                 | 270,205         | 270,205              | 1.4%   |
|                                                                                                      | Changsha               | 1                           | —                     | 305,023                           | 32,223          | 337,246              | 1.7%   |
|                                                                                                      | Sub-total              | 6                           | —                     | 947,668                           | 901,638         | 1,849,306            | 10.0%  |
|                                                                                                      | Attributable sub-total |                             | —                     | 375,277                           | 375,780         | 751,057              |        |
| Bohai Economic Rim                                                                                   |                        |                             |                       |                                   |                 |                      |        |
|                                                                                                      | Tianjin                | 6                           | —                     | 478,937                           | 458,238         | 937,175              | 4.7%   |
|                                                                                                      | Jinan                  | 1                           | —                     | 268,000                           | —               | 268,000              | 1.4%   |
|                                                                                                      | Sub-total              | 7                           | —                     | 746,937                           | 458,238         | 1,205,175            | 6.1%   |
|                                                                                                      | Attributable sub-total |                             | —                     | 155,934                           | 151,660         | 307,594              |        |
| Western Taiwan Straits Economic Zone                                                                 |                        |                             |                       |                                   |                 |                      |        |
|                                                                                                      | Fuzhou                 | 2                           | —                     | 386,613                           | —               | 386,613              | 2.0%   |
|                                                                                                      | Yichun                 | 1                           | —                     | —                                 | 126,119         | 126,119              | 0.6%   |
|                                                                                                      | Nanchng                | 3                           | —                     | 488,989                           | —               | 488,989              | 2.5%   |
|                                                                                                      | Sub-total              | 6                           | —                     | 875,602                           | 126,119         | 1,001,721            | 4.4%   |
|                                                                                                      | Attributable sub-total |                             | —                     | 190,209                           | 44,142          | 234,351              |        |
| Properties developed by the Group's joint ventures and associated companies                          |                        | 45                          | —                     | 5,990,676                         | 2,190,963       | 8,181,639            | 41.4%  |
| Properties developed by the Group's joint ventures and associated companies on an attributable basis |                        |                             | —                     | 1,709,271                         | 765,003         | 2,474,274            |        |
| Total land bank                                                                                      |                        | 124                         | 1,423,188             | 12,133,632                        | 6,185,013       | 19,741,834           | 100.0% |
| Total land bank on an attributable basis                                                             |                        |                             | 1,423,188             | 7,852,227                         | 4,759,054       | 14,034,469           |        |

The following table sets forth details of the Group's land bank by projects as of June 30, 2018.

| Project Names                                          | City                                              | Interest Attributable to the Group | Primary Intended Use of the Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land Bank <sup>(1)</sup><br><i>sq.m.</i> |
|--------------------------------------------------------|---------------------------------------------------|------------------------------------|-------------------------------------|---------------------------|------------------------------------------------------------|------------------------------------------------|
| Properties developed by the Group and its subsidiaries |                                                   |                                    |                                     |                           |                                                            |                                                |
| Yangtze River Delta Economic Region                    |                                                   |                                    |                                     |                           |                                                            |                                                |
| 1                                                      | Shanghai Hongqiao Zhenro Mansion Phase 1          | Shanghai                           | 100.0%                              | Residential/retail        | 35,759 June 2017                                           | 24,452                                         |
|                                                        | Shanghai Hongqiao Zhenro Mansion Phase 2          | Shanghai                           | 100.0%                              | Residential               | 22,564 December 2017                                       | 16,986                                         |
|                                                        | Shanghai Hongqiao Fortune Center                  | Shanghai                           | 100.0%                              | Retail                    | 24,039 May 2021                                            | 106,825                                        |
| 2                                                      | Shanghai Hongqiao Zhenro Center Phase 1           | Shanghai                           | 100.0%                              | Retail/SOHO and office    | 50,585 December 2016                                       | 61,333                                         |
|                                                        | Shanghai Hongqiao Zhenro Center Phase 2           | Shanghai                           | 100.0%                              | Retail/SOHO and office    | 23,110 November 2018                                       | 89,625                                         |
| 3                                                      | Shanghai Zhenro Royal Kingdom Phase 1             | Shanghai                           | 100.0%                              | Residential/retail        | 55,274 May 2016                                            | 27,907                                         |
|                                                        | Shanghai Zhenro Royal Kingdom Phase 2             | Shanghai                           | 100.0%                              | Residential               | 54,748 November 2017                                       | 26,844                                         |
| 4                                                      | Shanghai Zhenro The Capital of Jinshan Phase 1    | Shanghai                           | 100.0%                              | Residential               | 60,692 June 2016                                           | 2,156                                          |
|                                                        | Shanghai Zhenro The Capital of Jinshan Phase 2    | Shanghai                           | 100.0%                              | Residential               | 43,045 July 2018                                           | 102,143                                        |
|                                                        | Shanghai Zhenro The Capital of Jinshan Phase 3    | Shanghai                           | 100.0%                              | Retail/SOHO and office    | 41,948 May 2021                                            | 127,413                                        |
| 5                                                      | Shanghai Zhenro Fontainebleau Phase 1             | Shanghai                           | 100.0%                              | Residential/retail        | 33,008 December 2016                                       | 355                                            |
|                                                        | Shanghai Zhenro Fontainebleau Phase 2             | Shanghai                           | 100.0%                              | Residential/retail        | 32,000 November 2017                                       | 8,973                                          |
|                                                        | Shanghai Zhenro Fontainebleau Phase 3             | Shanghai                           | 100.0%                              | Residential               | 37,798 February 2019                                       | 56,686                                         |
| Shanghai sub-total                                     |                                                   |                                    |                                     | 514,570                   |                                                            | 651,696                                        |
| 6                                                      | Jiaxing Zhenro Jinmao Xiuhu Jinmao Mansion        | Jiaxing                            | 100.0%                              | Residential/retail        | 72,100 August 2020                                         | 183,818                                        |
| 7                                                      | Jiaxing Zhongnan Zhenro Country Garden Manyue Bay | Jiaxing                            | 100.0%                              | Residential               | 39,984 October 2020                                        | 71,226                                         |
| 8                                                      | Jiaxing Zhenro Country Garden Yue Mansion         | Jiaxing                            | 100.0%                              | Residential/retail        | 7,342 November 2019                                        | 16,574                                         |
| 9                                                      | Jiaxing Excellence Zhenro Canal Grand Mansion     | Jiaxing                            | 100.0%                              | Residential/retail        | 63,568 October 2019                                        | 147,768                                        |
| Jiaxing sub-total                                      |                                                   |                                    |                                     | 182,994                   |                                                            | 419,386                                        |
| 10                                                     | Nanjing Zhenro Riverside Wonderland               | Nanjing                            | 100.0%                              | Residential/retail        | 71,345 December 2018                                       | 81,912                                         |
| 11                                                     | Nanjing Zhenro Splendid Land                      | Nanjing                            | 100.0%                              | Residential/retail        | 105,353 January 2019                                       | 114,438                                        |
| 12                                                     | Nanjing Zhenro Royal Fame                         | Nanjing                            | 100.0%                              | Residential/retail        | 84,545 May 2019                                            | 118,892                                        |

| Project Names                       |                                                     | City      | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|-------------------------------------|-----------------------------------------------------|-----------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| 13                                  | Nanjing Zhenro Riverside<br>Violet Mansion Parcel A | Nanjing   | 100.0%                                   | Residential/retail                        | 83,048                    | December 2020                                              | 157,145                                           |
|                                     | Nanjing Zhenro Riverside<br>Violet Mansion Parcel B | Nanjing   | 100.0%                                   | Retail/SOHO and<br>office                 | /                         | May 2022                                                   | 209,199                                           |
|                                     | Nanjing sub-taotal                                  |           |                                          |                                           | 344,291                   |                                                            | 681,587                                           |
| 14                                  | Chuzhou Zhenro Mansion                              | Chuzhou   | 100.0%                                   | Residential/retail                        | 80,867                    | April 2021                                                 | 193,964                                           |
|                                     | Chuzhou sub-total                                   |           |                                          |                                           | 80,867                    |                                                            | 193,964                                           |
| 15                                  | Suzhou Zhenro Royal<br>Kingdom                      | Suzhou    | 100.0%                                   | Residential/retail                        | 107,542                   | December 2018                                              | 48,720                                            |
| 16                                  | Suzhou Zhenro Happiness<br>Town Phase I             | Suzhou    | 100.0%                                   | Residential/retail                        | 48,866                    | August 2017                                                | 86,991                                            |
|                                     | Suzhou Zhenro Happiness<br>Town Phase II            | Suzhou    | 100.0%                                   | Residential/retail                        | 35,812                    | August 2017                                                | 23,535                                            |
| 17                                  | Suzhou Zhenro Top Mountain                          | Suzhou    | 100.0%                                   | Residential                               | 65,679                    | May 2018                                                   | 12,568                                            |
| 18                                  | Suzhou Zhenro Majestic<br>Garden                    | Suzhou    | 100.0%                                   | Residential/retail                        | 29,531                    | December 2018                                              | 56,429                                            |
| 19                                  | Suzhou Yue Tang Bay<br>Garden House                 | Suzhou    | 100.0%                                   | Residential                               | 105,210                   | September 2020                                             | 320,992                                           |
| 20                                  | Suzhou Taihu Billion<br>Mansion Parcel B            | Suzhou    | 100.0%                                   | Residential                               | 24,583                    | November 2019                                              | 75,322                                            |
|                                     | Suzhou Taihu Billion<br>Mansion Parcel C            | Suzhou    | 100.0%                                   | Residential                               | 30,760                    | May 2019                                                   | 94,685                                            |
|                                     | Suzhou Taihu Billion<br>Mansion Parcel A            | Suzhou    | 100.0%                                   | Retail/SOHO and<br>office                 | 7,239                     | March 2020                                                 | 53,459                                            |
| 21                                  | Suzhou Zhenro Xiangshan<br>Piedmont Garden          | Suzhou    | 100.0%                                   | Residential                               | 39,098                    | December 2019                                              | 58,054                                            |
|                                     | Suzhou sub-total                                    |           |                                          |                                           | 494,319                   |                                                            | 830,755                                           |
| 22                                  | Hefei Capital Yue                                   | Hefei     | 100.0%                                   | Residential/retail/<br>SOHO and office    | 120,705                   | May 2020                                                   | 272,943                                           |
| 23                                  | Hefei City 1907                                     | Hefei     | 100.0%                                   | Residential/SOHO<br>and office            | 111,380                   | July 2020                                                  | 335,227                                           |
| 24                                  | Hefei Zhenro Mansion                                | Hefei     | 100.0%                                   | Residential                               | 38,221                    | October 2020                                               | 78,736                                            |
|                                     | Hefei sub-total                                     |           |                                          |                                           | 270,305                   |                                                            | 686,906                                           |
| <i>Middle China Economic Region</i> |                                                     |           |                                          |                                           |                           |                                                            |                                                   |
| 25                                  | Zhengzhou Chengnan Zhenro<br>Mansion                | Zhengzhou | 100.0%                                   | Residential                               | 212,099                   | November 2020                                              | 670,738                                           |
|                                     | Zhengzhou sub-total                                 |           |                                          |                                           | 212,099                   |                                                            | 670,738                                           |
| 26                                  | Wuhan Zhenro Mansion<br>Parcel A                    | Wuhan     | 100.0%                                   | Residential/retail                        | 39,235                    | September 2019                                             | 170,339                                           |
|                                     | Wuhan Zhenro Mansion<br>Parcel B                    | Wuhan     | 100.0%                                   | SOHO and office                           | 9,501                     | September 2018                                             | 37,037                                            |
|                                     | Wuhan sub-total                                     |           |                                          |                                           | 48,736                    |                                                            | 207,376                                           |

| Project Names                               |                                                            | City     | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|---------------------------------------------|------------------------------------------------------------|----------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| 27                                          | Changsha Zhenro Fortune<br>Centure South 1                 | Changsha | 100.0%                                   | Residential/retail                        | 48,021                    | February 2018                                              | 2,548                                             |
|                                             | Changsha Zhenro Fortune<br>Centure South 2                 | Changsha | 100.0%                                   | Residential/retail                        | /                         | May 2018                                                   | 960                                               |
|                                             | Changsha Zhenro Fortune<br>Centure North1                  | Changsha | 100.0%                                   | Retail/SOHO and<br>office                 | 97,199                    | March 2020                                                 | 115,742                                           |
|                                             | Changsha Zhenro Fortune<br>Centure North 2                 | Changsha | 100.0%                                   | Residential/retail                        | /                         | October 2019                                               | 362,861                                           |
| 28                                          | Changsha Riverside Zhenro<br>Mansion                       | Changsha | 100.0%                                   | Residential/retail/<br>SOHO and office    | 106,652                   | May 2021                                                   | 329,011                                           |
| 29                                          | Changsha Zhenro Pinnacle                                   | Changsha | 100.0%                                   | Residential/retail                        | 20,275                    | September 2021                                             | 216,671                                           |
| Changsha sub-total                          |                                                            |          |                                          |                                           | 272,148                   |                                                            | 1,027,793                                         |
| <b>West China Economic Region</b>           |                                                            |          |                                          |                                           |                           |                                                            |                                                   |
| 30                                          | Xi'an Zhenro Rainbow<br>Valley                             | Xi'an    | 100.0%                                   | Retail/SOHO and<br>office                 | 30,422                    | March 2018                                                 | 123,945                                           |
| 31                                          | Xi'an Zhenro Mansion Phase<br>I (Parcel QJ10-8-484)        | Xi'an    | 100.0%                                   | Residential                               | 24,150                    | April 2020                                                 | 108,002                                           |
|                                             | Xi'an Zhenro Mansion Phase<br>I (Parcel QJ10-8-485)        | Xi'an    | 100.0%                                   | Retail/SOHO and<br>office                 | 15,172                    | May 2020                                                   | 103,091                                           |
| Xi'an sub-total                             |                                                            |          |                                          |                                           | 69,743                    |                                                            | 329,201                                           |
| <b>Bohai Economic Rim</b>                   |                                                            |          |                                          |                                           |                           |                                                            |                                                   |
| 32                                          | Tianjin Zhenro Jade Bay<br>Phase I                         | Tianjin  | 100.0%                                   | Residential/retail                        | 66,955                    | December 2016                                              | 398                                               |
|                                             | Tianjin Zhenro Jade Bay<br>Phase II                        | Tianjin  | 100.0%                                   | Residential/retail                        | 60,742                    | June 2018                                                  | 195                                               |
| 33                                          | Tianjin Zhenro Zhenro<br>Mansion Phase I                   | Tianjin  | 100.0%                                   | Residential/retail                        | 111,524                   | November 2019                                              | 270,646                                           |
|                                             | Tianjin Zhenro Zhenro<br>Mansion Phase II (with<br>School) | Tianjin  | 100.0%                                   | N/A                                       | 17,785                    | November 2019                                              | 14,228                                            |
| 34                                          | Tianjin No. Jinnan honggua<br>2016-099                     | Tianjin  | 100.0%                                   | Residential/retail/<br>SOHO and office    | 18,190                    | September 2021                                             | 99,255                                            |
| Tianjin sub-total                           |                                                            |          |                                          |                                           | 275,196                   |                                                            | 384,722                                           |
| 35                                          | Jinan No.2017-G121                                         | Jinan    | 100.0%                                   | Residential/retail                        | 57,785                    | May 2021                                                   | 252,224                                           |
| 36                                          | Jinan No.2017-G122                                         | Jinan    | 100.0%                                   | Residential/retail                        | 23,013                    | December 2021                                              | 91,774                                            |
| Jinan sub-total                             |                                                            |          |                                          |                                           | 80,798                    |                                                            | 343,998                                           |
| <b>Western Taiwan Straits Economic Zone</b> |                                                            |          |                                          |                                           |                           |                                                            |                                                   |
| 37                                          | Fuzhou Zhenro Fortune<br>Center Phase I (Residential)      | Fuzhou   | 100.0%                                   | Residential/retail                        | 66,667                    | April 2018                                                 | 1,910                                             |
|                                             | Fuzhou Zhenro Fortune<br>Center Phase II (1#, 2#, 7#)      | Fuzhou   | 100.0%                                   | Retail                                    | 46,667                    | December 2017                                              | 77,199                                            |

| Project Names |                                                           | City     | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|---------------|-----------------------------------------------------------|----------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| 38            | Fuzhou Mawei Zhenro Fortune Center Phase I                | Fuzhou   | 100.0%                                   | Residential/retail                        | 67,032                    | September 2018                                             | 37,575                                            |
|               | Fuzhou Mawei Zhenro Fortune Center Phase II               | Fuzhou   | 100.0%                                   | Residential/retail/<br>SOHO and office    |                           | January 2019                                               | 51,211                                            |
| 39            | Fuzhou Zhenro Rivage Garden Phase I (excluding 3# and 5#) | Fuzhou   | 100.0%                                   | Residential                               | 51,447                    | October 2015                                               | 189                                               |
| 40            | Fuzhou Zhenro Mansion Parcel I                            | Fuzhou   | 100.0%                                   | N/A                                       | 6,290                     | December 2019                                              | 600                                               |
|               | Fuzhou Zhenro Mansion Parcel II                           | Fuzhou   | 100.0%                                   | Residential/retail                        | 19,434                    | December 2019                                              | 69,584                                            |
|               | Fuzhou Zhenro Mansion Parcel III                          | Fuzhou   | 100.0%                                   | Residential/retail                        | 41,149                    | December 2019                                              | 143,982                                           |
| 41            | Mawei Zhenro Top Mountain                                 | Fuzhou   | 100.0%                                   | Residential/retail/<br>SOHO and office    | 25,027                    | April 2019                                                 | 42,765                                            |
| 42            | Fuzhou Zhenro Yue Lan Bay                                 | Fuzhou   | 100.0%                                   | Residential/retail                        | 29,160                    | April 2019                                                 | 99,774                                            |
| 43            | Fuzhou Zhenro Yuejingtai                                  | Fuzhou   | 100.0%                                   | Residential                               | 35,164                    | November 2020                                              | 151,931                                           |
| 44            | Fuzhou Zhenro Sanjiang Cloud Piedmont                     | Fuzhou   | 100.0%                                   | Residential                               | 36,014                    | September 2020                                             | 47,699                                            |
| 45            | Mawei Yue River Bay                                       | Fuzhou   | 100.0%                                   | Residential                               | 47,200                    | August 2020                                                | 144,368                                           |
| 46            | Fuqing No. 2018-02                                        | Fuzhou   | 100.0%                                   | Residential/retail                        | 68,079                    | October 2020                                               | 207,859                                           |
| 47            | Fuqing No. 2018-03                                        | Fuzhou   | 100.0%                                   | Residential/retail                        | 64,728                    | April 2021                                                 | 198,936                                           |
| 48            | Fujian Zhenro Yue Long Bay                                | Fuzhou   | 100.0%                                   | Residential/retail                        | 66,706                    | May 2020                                                   | 179,744                                           |
|               | Fuzhou sub-total                                          |          |                                          |                                           | 604,056                   |                                                            | 1,455,326                                         |
| 49            | Nanping Zhenro Fortune Center Parcel I Phase I            | Nanping  | 100.0%                                   | Residential/retail                        | 87,546                    | November 2019                                              | 124,844                                           |
|               | Nanping Zhenro Fortune Center Parcel I Phase II           | Nanping  | 100.0%                                   | Retail/SOHO and office                    | 42,231                    | November 2020                                              | 159,856                                           |
|               | Nanping Zhenro Fortune Center Parcel II                   | Nanping  | 100.0%                                   | Residential                               | 76,050                    | April 2019                                                 | 196,392                                           |
|               | Nanping sub-totbal                                        |          |                                          |                                           | 205,827                   |                                                            | 481,092                                           |
| 50            | Pingtang Zhenro Smooth Sea Phase I                        | Pingtang | 100.0%                                   | Residential/retail                        | 48,282                    | September 2018                                             | 2,882                                             |
|               | Pingtang Zhenro Smooth Sea Phase II                       | Pingtang | 100.0%                                   | Residential/retail                        | 37,935                    | June 2018                                                  | 2,866                                             |
| 51            | Pingtang Zhenro Royal Lake Bay                            | Pingtang | 100.0%                                   | Residential/retail                        | 23,228                    | December 2018                                              | 1,111                                             |
| 52            | Pingtang Zhenro Yue Lake Bay Phase I                      | Pingtang | 100.0%                                   | Residential/retail                        | 19,275                    | April 2020                                                 | 69,558                                            |
|               | Pingtang Zhenro Yue Lake Bay Phase II                     | Pingtang | 100.0%                                   | Residential/retail                        | /                         | October 2020                                               | 67,793                                            |
| 53            | Pingtang Zhenro Mansion Phase I                           | Pingtang | 100.0%                                   | Residential/retail                        | 66,560                    | October 2021                                               | 239,620                                           |
| 54            | Pingtang Zhenro Mansion Phase II                          | Pingtang | 100.0%                                   | Residential/retail                        | 52,321                    | September 2021                                             | 195,704                                           |

| Project Names |                                             | City     | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|---------------|---------------------------------------------|----------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| 55            | Pingtian Lanwan Zhenro Mansion              | Pingtian | 100.0%                                   | Residential/retail                        | 55,161                    | December 2021                                              | 197,394                                           |
|               | Pingtian sub-total                          |          |                                          |                                           | 322,037                   |                                                            | 776,269                                           |
| 56            | Putian Zhenro Smooth Jade                   | Putian   | 100.0%                                   | Residential/retail                        | 70,655                    | May 2018                                                   | 233,135                                           |
| 57            | Putian Zhenro Fortune Center Parcel A1      | Putian   | 100.0%                                   | Retail/SOHO and office                    | 199,941                   | January 2017                                               | 176,552                                           |
|               | Putian Zhenro Fortune Center Parcel A2      | Putian   | 100.0%                                   | SOHO and office                           | /                         | December 2020                                              | 109,919                                           |
|               | Putian Zhenro Fortune Center Parcel B1      | Putian   | 100.0%                                   | Residential/retail                        | /                         | January 2016                                               | 16,992                                            |
|               | Putian Zhenro Fortune Center Parcel B2      | Putian   | 100.0%                                   | Residential/retail                        | /                         | November 2016                                              | 20,718                                            |
| 58            | Putian Zhenro Litchi Garden                 | Putian   | 100.0%                                   | Residential/retail                        | 35,268                    | June 2010                                                  | 819                                               |
| 59            | Putian Zhenro Times Plaza                   | Putian   | 100.0%                                   | Residential/retail                        | 118,943                   | March 2014                                                 | 44,310                                            |
| 60            | Putian Zhenro Royal Family                  | Putian   | 100.0%                                   | Residential/retail                        | 42,431                    | October 2016                                               | 5,328                                             |
| 61            | Putian Zhenro Mansion                       | Putian   | 100.0%                                   | Residential/retail                        | 94,108                    | December 2019                                              | 293,673                                           |
| 62            | Putian Zhenro Magnolia Royal Summit         | Putian   | 100.0%                                   | Residential/retail                        | 33,283                    | November 2019                                              | 107,909                                           |
| 63            | Putian Zhenro Cloud Piedmont Garden Phase 1 | Putian   | 100.0%                                   | Residential                               | 79,698                    | October 2020                                               | 159,487                                           |
| 64            | Putian Riverside Zhenro Mansion             | Putian   | 100.0%                                   | Residential/retail                        | 23,926                    | April 2020                                                 | 63,526                                            |
| 65            | Putian Zhenro Cloud Piedmont Garden Phase 2 | Putian   | 100.0%                                   | Residential                               | 33,942                    | March 2020                                                 | 101,703                                           |
| 66            | Putian Zhenro Magnolia Royal Summit         | Putian   | 100.0%                                   | Residential/retail/<br>SOHO and office    | 39,848                    | April 2020                                                 | 44,310                                            |
|               | Putian sub-total                            |          |                                          |                                           | 772,041                   |                                                            | 1,449,850                                         |
| 67            | Nanchang Zhenro First Mansion               | Nanchang | 100.0%                                   | Residential/retail                        | 59,558                    | August 2017                                                | 1,407                                             |
| 68            | Nanchang Zhenro Royal Sunrise               | Nanchang | 100.0%                                   |                                           |                           |                                                            |                                                   |
|               | Nanchang Zhenro Royal Statue                | Nanchang | 100.0%                                   | Residential/retail                        | 22,185                    | May 2015                                                   | 370                                               |
|               | Nanchang Zhenro Royal Quality               | Nanchang | 100.0%                                   | Residential/retail                        | 46,986                    | September 2015                                             | 727                                               |
|               | Nanchang Zhenro Royal Summit                | Nanchang | 100.0%                                   | Residential/retail                        | 44,387                    | June 2016                                                  | 1,026                                             |
|               | Nanchang Zhenro The Country                 | Nanchang | 100.0%                                   | Residential/retail                        | 36,488                    | February 2016                                              | 162                                               |
| 69            | Nanchang Zhenro The Capital of Great Loch   | Nanchang | 100.0%                                   | Residential/retail                        | 872,794                   | June 2017                                                  | 33,073                                            |
| 70            | Nanchang Zhenro Mansion                     | Nanchang | 100.0%                                   | Residential/retail                        | 103,413                   | November 2020                                              | 277,498                                           |

| Project Names                                                      |                                                   | City     | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|--------------------------------------------------------------------|---------------------------------------------------|----------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| 71                                                                 | Nanchang West Lake Violet Mansion                 | Nanchang | 100.0%                                   | Residential                               | 7,049                     | November 2019                                              | 20,721                                            |
| 72                                                                 | Nanchang No. DBA2017077                           | Nanchang | 100.0%                                   | Residential/retail                        | 60,732                    | February 2020                                              | 162,760                                           |
| Nanchang sub-total                                                 |                                                   |          |                                          |                                           | 1,253,592                 |                                                            | 497,744                                           |
| 73                                                                 | Ji'an Country Garden Zhenro Lulin Mansion         | Ji'an    | 100.0%                                   | Residential/retail                        | 74,388                    | October 2020                                               | 193,387                                           |
| 74                                                                 | Ji'an Country Garden Zhenro Lulin Mansion Phase 2 | Ji'an    | 100.0%                                   | Residential/retail                        | 78,938                    | October 2020                                               | 193,236                                           |
| Ji'an sub-total                                                    |                                                   |          |                                          |                                           | 153,326                   |                                                            | 386,623                                           |
| 75                                                                 | Yichun Zhenro Landscape Riverside                 | Yichun   | 100.0%                                   | Residential/retail                        | 138,667                   | September 2013                                             | 26                                                |
| 76                                                                 | Yichun Zhenro Royal Riverside South 2             | Yichun   | 100.0%                                   | Residential/retail                        | 171,791                   | December 2013                                              | 3,670                                             |
|                                                                    | Yichun Zhenro Royal Riverside North 1             | Yichun   | 100.0%                                   | Residential/retail                        |                           | August 2015                                                | 3,835                                             |
|                                                                    | Yichun Zhenro Royal Riverside North 2             | Yichun   | 100.0%                                   | Residential/retail/<br>SOHO and office    |                           | June 2018                                                  | 13,919                                            |
|                                                                    | Yichun Zhenro Royal Riverside North 3             | Yichun   | 100.0%                                   | Residential                               |                           | August 2018                                                | 63,720                                            |
| Yichun sub-total                                                   |                                                   |          |                                          |                                           | 310,458                   |                                                            | 85,170                                            |
| Sub-total of land bank developed by the Group and its subsidiaries |                                                   |          |                                          |                                           | 6,412,243                 |                                                            | 11,560,195                                        |

| Project Names                                                               |                                                  | City     | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup> |
|-----------------------------------------------------------------------------|--------------------------------------------------|----------|------------------------------------------|-------------------------------------------|-----------|------------------------------------------------------------|-----------------------------------|
|                                                                             |                                                  |          |                                          |                                           | sq.m.     |                                                            | sq.m.                             |
| Properties developed by the Group's joint ventures and associated companies |                                                  |          |                                          |                                           |           |                                                            |                                   |
| Yangtze River Delta Economic Region                                         |                                                  |          |                                          |                                           |           |                                                            |                                   |
| 1                                                                           | Shanghai BU Centre                               | Shanghai | 20.0%                                    | Retail/SOHO and office                    | 70,857    | November 2020                                              | 307,227                           |
| 2                                                                           | Jiaxing Zhongnan Zhenro Haishang Mingyue         | Jiaxing  | 50.0%                                    | Residential/retail                        | 33,424    | December 2019                                              | 85,051                            |
| 3                                                                           | Jiaxing Cifi Light Blooming Land                 | Jiaxing  | 25.0%                                    | Residential/retail                        | 58,321    | November 2019                                              | 148,409                           |
| 4                                                                           | Jiaxing Shimao Shining Times                     | Jiaxing  | 30.0%                                    | Residential/retail                        | 67,291    | April 2020                                                 | 202,686                           |
| 5                                                                           | Nanjing Times Tianyue                            | Nanjing  | 20.0%                                    | Residential/retail/SOHO and office        | 54,311    | June 2021                                                  | 211,494                           |
| 6                                                                           | Nanjing Long Yue                                 | Nanjing  | 33.0%                                    | Residential                               | 35,051    | April 2020                                                 | 113,632                           |
| 7                                                                           | Nanjing Zhaoshang Zhenro East Forwarding Mansion | Nanjing  | 49.0%                                    | Residential/retail                        | 90,981    | April 2020                                                 | 318,279                           |
| 8                                                                           | Chuzhou Hongyang Times Billow Courtyard          | Chuzhou  | 30.0%                                    | Residential/retail                        | 89,886    | December 2020                                              | 225,975                           |
| 9                                                                           | Xuzhou Splendid Mountain Mansion Parcel 34       | Xuzhou   | 33.0%                                    | Residential/retail                        | 60,584    | August 2020                                                | 111,024                           |
| 10                                                                          | Xuzhou Splendid Mountain Mansion Parcel 35       | Xuzhou   | 33.0%                                    | Residential/retail                        | 86,948    | November 2020                                              | 157,192                           |
| 11                                                                          | Suzhou Jinhui Zhenro Four Seasons                | Suzhou   | 49.0%                                    | Residential                               | 32,044    | March 2019                                                 | 82,018                            |
| 12                                                                          | Suzhou Yuzhou Zhaoshang Shili                    | Suzhou   | 20.0%                                    | Residential/retail                        | 128,313   | November 2019                                              | 313,263                           |
| 13                                                                          | Suzhou Lanxi Bay Garden                          | Suzhou   | 36.0%                                    | Residential                               | 66,738    | November 2018                                              | 122,061                           |
| 14                                                                          | Suzhou Shanghu Masterpiece Garden                | Suzhou   | 33.0%                                    | Residential/retail                        | 46,004    | November 2018                                              | 119,180                           |
| 15                                                                          | Suzhou River City Fountainhead Garden            | Suzhou   | 13.0%                                    | Residential/retail                        | 69,982    | December 2019                                              | 122,187                           |
| 16                                                                          | Suzhou Miles Splendid Garden                     | Suzhou   | 16.4%                                    | Residential/retail                        | 98,783    | December 2019                                              | 171,955                           |
| 17                                                                          | Suzhou Sea Times Garden                          | Suzhou   | 14.5%                                    | Residential/retail                        | 69,206    | June 2020                                                  | 186,396                           |
| 18                                                                          | Suzhou Lake Yue Billow Courtyard                 | Suzhou   | 16.3%                                    | Residential/retail                        | 59,235    | December 2019                                              | 158,869                           |
| 19                                                                          | Suzhou Flavour Yue Four Seasons Garden           | Suzhou   | 20.0%                                    | Residential/retail                        | 56,479    | December 2019                                              | 123,795                           |
| 20                                                                          | Suzhou Platinum Jade Mansion                     | Suzhou   | 16.7%                                    | Residential/retail                        | 36,748    | December 2019                                              | 85,647                            |
| 21                                                                          | Suzhou Girty Celebrity                           | Suzhou   | 33.3%                                    | Residential/retail                        | 131,418   | October 2020                                               | 240,548                           |
| 22                                                                          | Suzhou Tian Qin Elegance Garden                  | Suzhou   | 16.7%                                    | Residential/retail                        | 21,638    | November 2019                                              | 48,926                            |
| 23                                                                          | Suzhou No. WJ-J-2017-017                         | Suzhou   | 50.0%                                    | Residential/retail                        | 5,759     | March 2019                                                 | 21,201                            |
| 24                                                                          | Suzhou No. WJ-J-2017-016                         | Suzhou   | 50.0%                                    | Residential                               | 7,585     | March 2019                                                 | 14,226                            |
| 25                                                                          | Hefei Country Garden Zhenro Jade Yue             | Hefei    | 49.0%                                    | Residential/SOHO and office               | 44,787    | June 2020                                                  | 98,895                            |
| 26                                                                          | Hefei Century World                              | Hefei    | 33.0%                                    | Residential/SOHO and office               | 130,918   | October 2019                                               | 335,299                           |
| Yangtze River Delta Economic Region sub-total                               |                                                  |          |                                          |                                           | 1,653,293 |                                                            | 4,125,436                         |
|                                                                             |                                                  |          |                                          |                                           | 470,517   |                                                            | 1,181,272                         |

| Project Names                               |                                                         | City      | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|---------------------------------------------|---------------------------------------------------------|-----------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| <b>Middle China Economic Region</b>         |                                                         |           |                                          |                                           |                           |                                                            |                                                   |
| 27                                          | Zhengzhou Clifi Zhenro Capital Mansion                  | Zhengzhou | 24.0%                                    | Residential/retail                        | 69,439                    | March 2019                                                 | 221,307                                           |
| 28                                          | Xuchang Sky Yue Mansion                                 | Xuchang   | 33.3%                                    | Residential/retail                        | 20,994                    | March 2021                                                 | 61,000                                            |
| 29                                          | Wuhan Zhenro Pinnacle Phase 1                           | Wuhan     | 50.0%                                    | Residential/retail                        | 136,139                   | January 2020                                               | 193,465                                           |
|                                             | Wuhan Zhenro Pinnacle Phase 2                           | Wuhan     | 50.0%                                    | Residential                               | /                         | June 2021                                                  | 192,832                                           |
| 30                                          | Wuhan Qingneng Zhenro Mansion                           | Wuhan     | 32.0%                                    | Residential/retail                        | 156,511                   | November 2021                                              | 573,251                                           |
| 31                                          | Xiangyang Changtou Zhenro Mansion                       | Xiangyang | 49.0%                                    | Residential/retail                        | 68,554                    | December 2020                                              | 270,205                                           |
| 32                                          | Changsha Meixi Zhenro Mansion Phase 1                   | Changsha  | 50.0%                                    | Residential/retail                        | 108,221                   | September 2018                                             | 193,602                                           |
|                                             | Changsha Meixi Zhenro Mansion Phase 2                   | Changsha  | 50.0%                                    | Residential                               | /                         | April 2020                                                 | 143,644                                           |
| Midwest China Economic Region sub-total     |                                                         |           |                                          |                                           | 559,858                   |                                                            | 1,849,306                                         |
|                                             |                                                         |           |                                          |                                           | 229,518                   |                                                            | 751,057                                           |
| <b>Bohai Economic Rim</b>                   |                                                         |           |                                          |                                           |                           |                                                            |                                                   |
| 33                                          | Tianjin No. Jinbinbeitanggua 2017-1-A/B/C/D/E/F/G/H/I/J | Tianjin   | 12.5%                                    | Residential/retail                        | 149,245                   | December 2020                                              | 260,551                                           |
| 34                                          | Tianjin Wisdom Luck Elengent Garden                     | Tianjin   | 14.0%                                    | Residential/retail/SOHO and office        | 45,511                    | August 2020                                                | 206,300                                           |
| 35                                          | Tianjin Heshan Garden Parcel 41                         | Tianjin   | 50.0%                                    | Residential                               | 50,458                    | December 2020                                              | 101,069                                           |
| 36                                          | Tianjin Heshan Garden Parcel 39                         | Tianjin   | 50.0%                                    | Residential                               | 25,428                    | December 2020                                              | 51,862                                            |
| 37                                          | Tianjin Heshan Garden Parcel 38                         | Tianjin   | 50.0%                                    | Residential                               | 38,606                    | December 2021                                              | 75,333                                            |
| 38                                          | Tianjin Jiuhe Mansion                                   | Tianjin   | 18.0%                                    | Residential/retail                        | 52,482                    | November 2020                                              | 242,060                                           |
| 39                                          | Jinan Jiu Long Mansion                                  | Jinan     | 33.0%                                    | Residential/retail                        | 101,792                   | March 2020                                                 | 268,000                                           |
| Bohai Economic Rim sub-total                |                                                         |           |                                          |                                           | 463,522                   |                                                            | 1,205,175                                         |
|                                             |                                                         |           |                                          |                                           | 125,311                   |                                                            | 307,594                                           |
| <b>Western Taiwan Straits Economic Zone</b> |                                                         |           |                                          |                                           |                           |                                                            |                                                   |
| 40                                          | Fuzhou Country Garden Zhenro Yue Linglong               | Fuzhou    | 20.0%                                    | Residential/retail                        | 77,113                    | May 2020                                                   | 158,846                                           |
| 41                                          | Fuzhou Yango Poly Qixi Garden                           | Fuzhou    | 20.0%                                    | Residential/retail                        | 131,972                   | November 2019                                              | 227,767                                           |
| 42                                          | Nanchang Xinli Garden                                   | Nanchang  | 19.0%                                    | Residential/retail                        | 90,420                    | September 2019                                             | 242,401                                           |
| 43                                          | Nanchang Zhenro Linlong Mansion                         | Nanchang  | 25.0%                                    | Residential/retail                        | 72,103                    | November 2019                                              | 181,797                                           |
| 44                                          | Nanchang Cifi Zhenro Country Garden Cloud Over Mansion  | Nanchang  | 33.0%                                    | Residential/retail                        | 27,980                    | February 2020                                              | 64,790                                            |

| Project Names                                                                                    | City   | Interest<br>Attributable<br>to the Group | Primary Intended<br>Use of the<br>Project | Site Area<br><i>sq.m.</i> | Actual/<br>Estimated<br>Construction<br>Completion<br>Date | Total Land<br>Bank <sup>(1)</sup><br><i>sq.m.</i> |
|--------------------------------------------------------------------------------------------------|--------|------------------------------------------|-------------------------------------------|---------------------------|------------------------------------------------------------|---------------------------------------------------|
| 45 Yichun Zhenro Jintou<br>Yuanzhou Mansion                                                      | Yichun | 35.0%                                    | Residential/retail                        | 55,227                    | November 2020                                              | 126,119                                           |
| Western Taiwan Straits<br>Economic Zone sub-total                                                |        |                                          |                                           | 454,815                   |                                                            | 1,001,721                                         |
|                                                                                                  |        |                                          |                                           | 105,585                   |                                                            | 234,351                                           |
| Sub-total of land bank<br>developed by the Group's<br>joint ventures and associated<br>companies |        |                                          |                                           | 3,131,489                 |                                                            | 8,181,639                                         |
| Sub-total associated<br>companies on an attributable<br>basis                                    |        |                                          |                                           | 930,932                   |                                                            | 2,474,274                                         |
| Total land bank                                                                                  |        |                                          |                                           | 9,543,732                 |                                                            | 19,741,834                                        |
| Total land bank on an<br>attributable basis                                                      |        |                                          |                                           | 7,343,175                 |                                                            | 14,034,469                                        |

*Note:*

- (1) Total GFA of the Group's land bank includes (i) GFA available for sale and total leasable GFA for completed properties, (ii) total GFA for properties under development and (iii) total GFA for properties held for future development. For projects held by our Joint Ventures and associated companies, total GFA will be adjusted by our equity interest in the respective project.

## FINANCIAL REVIEW

### Revenue

The Group's revenue increased by approximately 52.3% from RMB8,085.2 million for the six months ended June 30, 2017 to RMB12,314.6 million for the six months ended June 30, 2018. Out of the Group's total recognized revenue for the six months ended June 30, 2018, (i) sales of properties increased by approximately 52.1% to RMB12,224.3 million compared to the same period in 2017, (ii) property leasing increased by approximately 39.1% to RMB46.9 million compared to the same period in 2017, and (iii) provision of commercial property management services increased by approximately 180.3% to RMB40.3 million compared to the same period in 2017. The table below sets forth the Group's revenue for each of the components described above and the percentage of total revenue represented for the periods indicated.

|                            | Six months ended<br>June 30, 2018 |                       | Six months ended<br>June 30, 2017 |                       | Year- over-<br>Year<br>Change |
|----------------------------|-----------------------------------|-----------------------|-----------------------------------|-----------------------|-------------------------------|
|                            | Revenue                           | % of Total<br>Revenue | Revenue                           | % of Total<br>Revenue |                               |
|                            | RMB'000                           | %                     | RMB'000                           | %                     | %                             |
| Sales of properties        | 12,224,314                        | 99.3                  | 8,037,186                         | 99.4                  | 52.1                          |
| Rental income              | 46,875                            | 0.4                   | 33,696                            | 0.4                   | 39.1                          |
| Property management income | 40,262                            | 0.3                   | 14,364                            | 0.2                   | 180.3                         |
| Other                      | 3,195                             | 0.0                   | —                                 | —                     | —                             |
| Total                      | <u>12,314,646</u>                 | <u>100.0</u>          | <u>8,085,246</u>                  | <u>100.0</u>          | <u>52.3</u>                   |

### Cost of Sales

The Group's cost of sales primarily represents the costs it incurs directly for the property development activities as well as its commercial property management and leasing operations. The principal components of cost of sales for property development include cost of properties sold, which represents direct construction costs, land use right costs and capitalized interest costs on related borrowings for the purpose of property development during the period of construction.

The Group's cost of sales increased by approximately 50.0% from RMB6,399.9 million for the six months ended June 30, 2017 to RMB9,600.2 million for the six months ended June 30, 2018, primarily attributable to the increase in the number of properties completed and delivered by the Group during the six months ended June 30, 2018.

### **Gross Profit and Gross Profit Margin**

As a result of the foregoing, the Group's gross profit increased by approximately 61.1% from RMB1,685.3 million for the six months ended June 30, 2017 to RMB2,714.4 million, for the six months ended June 30, 2018.

Gross profit margin was 22.0% for the six months ended June 30, 2018, increased from 20.8% for the six months ended June 30, 2017.

### **Other Income and Gains and Finance income**

The Group's other income and gains and finance income primarily consist of interest income, commercial compensation and others. Interest income primarily consists of interest income on bank deposits. Commercial compensation primarily represents forfeited deposits received from certain potential customers who did not subsequently entered into sales contracts with the Group and penalties received from certain customers due to their breach of sales or pre-sales contracts.

Other income and gains and finance income increased by approximately 138.2% from RMB63.7 million for the six months ended June 30, 2017 to RMB151.8 million for the six months ended June 30, 2018, primarily due to an increase in interest income on bank deposits mainly as a result of the increase in the total amount of bank deposits, as well as an increase in commercial compensation collected by the Group in the six months ended June 30, 2018.

### **Selling and Distribution Expenses**

Selling and distribution expenses primarily consist of advertising, marketing and business development expenses, sales and marketing staff cost, office expenses, fees paid to our third-party sales agents, rental and other expenses relating to sales of our properties and property leasing services.

The Group's selling and distribution expenses increased by approximately 13.0% from RMB284.9 million for the six months ended June 30, 2017 to RMB322.0 million for the six months ended June 30, 2018, primarily due to (i) the strengthened selling

and marketing efforts to promote newly-launched property projects in new cities and regions in which the Group operates as part of its business expansion; and (ii) the expansion of the Group's in-house sales and marketing team to support its business expansion in the first half of 2018.

### **Administrative Expenses**

Administrative expenses primarily consist of management and administrative staff costs, entertainment expenses, office and meeting expenses, stamped duties and other taxes, rental costs, depreciation of property, plant and equipment, professional fees, travelling expenses, bank charges, listing expenses and other general office expenses and miscellaneous expenses.

The Group's administrative expenses increased by approximately 93.7% from RMB263.8 million for the six months ended June 30, 2017 to RMB511.1 million for the six months ended June 30, 2018, primarily due to the continuous increase in the number of property projects under development and planned for future development, which was in line with the Group's business expansion, resulting in increases in its management and administrative headcount, entertainment expenses, traveling expenses and other miscellaneous expenses.

### **Other Expenses**

Other expenses increased by 52.3% from RMB9.5 million for the six months ended June 30, 2017 to RMB14.5 million for the six months ended June 30, 2018.

### **Fair Value Gains on Investment Properties**

The Group develops and holds certain commercial properties on a long-term basis for rental income or capital appreciation. Fair value gains on investment properties increased by approximately 97.9% from RMB49.6 million for the six months ended June 30, 2017 to RMB98.0 million for the six months ended June 30, 2018, primarily because the increased proportion of investment properties of Shanghai Hongqiao Zhenro Center in such period.

### **Finance Costs**

Finance costs primarily consist of interest expenses for bank and other borrowings net of capitalized interest relating to properties under development.

The Group's finance costs decreased by approximately 23.9% from RMB251.7 million for the six months ended June 30, 2017 to RMB191.5 million for the six months ended June 30, 2018, primarily due to an increase in the level of interest costs that were capitalized in the six months ended June 30, 2018.

## **Share of Losses of Joint Ventures and Associated Companies**

The Group's share of losses of joint ventures was RMB27.3 million for the six months ended June 30, 2018, increased by 52.2% from RMB17.9 million for the six months ended June 30, 2017, primarily due to an increase in the Group's relevant expenses resulting from the increased property projects held by its new joint ventures.

The Group's share of losses of associated companies was RMB56.9 million for the six months ended June 30, 2018, increased by 26,477.5% from RMB0.2 million for the six months ended June 30, 2017, primarily represented the Group's relevant expenses resulting from the increased property projects held by its new associated companies.

## **Income Tax Expenses**

Income tax expenses represent corporate income tax and land appreciation tax ("LAT") payable by the Group's subsidiaries in the PRC.

The Group's income tax expenses increased by approximately 53.5% from RMB594.0 million for the six months ended June 30, 2017 to RMB911.5 million for the six months ended June 30, 2018, primarily due to an increase in the Group's profit before tax. The effective corporate income tax rate was 30.5% for the six months ended June 30, 2018, compared with 40.4% for the six months ended June 30, 2017.

## **Profit for the Period**

As a result of the foregoing, the Group's profit increased by approximately 154.2% from RMB376.6 million for the six months ended June 30, 2017 to RMB957.2 million, for the six months ended June 30, 2018.

## **LIQUIDITY, FINANCIAL AND CAPITAL RESOURCES**

The industry in which the Group engages is a capital-intensive industry. The Group met and expects to continue meeting its operating capital, capital expenditure and other capital needs with proceeds from the IPO, proceeds from pre-sale and sale of properties, loans from commercial banks, proceeds from corporate debts or other securities offerings, and capital injections from shareholders. The Group's need for short-term liquid capital is mainly associated with loan repayments and capital needs for operation, and the Group's short-term liquid capital comes from cash balance, proceeds from pre-sale and sale of properties and new bank loans. The Group's need for long-term liquid capital is associated with capital allocated for new property development projects and repayment of long-term loan.

## **Cash Positions**

As of June 30, 2018, the Group had cash and bank balances of approximately RMB14,797.9 million (December 31, 2017: RMB14,539.5 million), pledged deposits of approximately RMB839.7 million (December 31, 2017: RMB1,195.3 million) and restricted cash of approximately RMB5,199.5 million (December 31, 2017: RMB3,931.5 million)

## **Indebtedness**

As of June 30, 2018, the Group has total outstanding bank and other borrowings of RMB42,320.0 million, compared with RMB40,061.2 million as of December 31, 2017. As of June 30, 2018, the Group also had onshore corporate bond, senior notes and receipts under a securitisation arrangement with carrying amounts of approximately RMB7,004.3 million, compared with RMB2,002.4 million as of December 31, 2017. The Group's borrowings are mainly denominated in Renminbi.

All of the Group's secured borrowings were secured by its asset portfolio which includes investment properties, prepaid land lease payments, properties under development, completed properties held for sale, and restricted cash.

The following table sets forth the Group's total borrowings as of the dates indicated.

|                                                                 | <b>As of</b><br><b>June 30,</b> | <b>As of</b><br><b>December 31,</b> |
|-----------------------------------------------------------------|---------------------------------|-------------------------------------|
|                                                                 | <b>2018</b>                     | <b>2017</b>                         |
|                                                                 | <i>RMB'000</i>                  | <i>RMB'000</i>                      |
| Current borrowings:                                             |                                 |                                     |
| Bank borrowings — secured                                       | 774,400                         | 250,000                             |
| Bank borrowings — unsecured                                     | 210,000                         | 230,000                             |
| Other borrowings — secured                                      | 5,344,588                       | 4,106,572                           |
| Other borrowings — unsecured                                    | 1,520,045                       | 688,416                             |
| Plus: current portion of non-current borrowings                 |                                 |                                     |
| Bank borrowings — secured                                       | 7,973,436                       | 7,032,732                           |
| Bank borrowings — unsecured                                     | 889,230                         | 33,400                              |
| Other borrowings — secured                                      | 4,605,243                       | 7,660,637                           |
| Other borrowings — unsecured                                    | 1,839,681                       | 980,000                             |
| Senior notes and Corporate bonds                                | <u>3,107,833</u>                | <u>2,002,359</u>                    |
| Total current borrowings                                        | 26,264,456                      | 22,984,116                          |
| Non-current borrowings:                                         |                                 |                                     |
| Bank borrowings — secured                                       | 11,248,586                      | 7,722,609                           |
| Bank borrowings — unsecured                                     | 1,770,789                       | 1,705,859                           |
| Other borrowings — secured                                      | 6,031,991                       | 9,531,953                           |
| Other borrowings — unsecured                                    | 112,000                         | 119,000                             |
| Senior notes and Receipts under a<br>securitisation arrangement | <u>3,896,431</u>                | <u>—</u>                            |
| Total non-current borrowings                                    | <u>23,059,797</u>               | <u>19,079,421</u>                   |
| <b>Total</b>                                                    | <b><u>49,324,253</u></b>        | <b><u>42,063,537</u></b>            |

The following table sets forth the maturity profiles of the Group's total borrowings as of the dates indicated.

|                                    | <u>As of</u><br><b>June 30,</b> | <u>As of</u><br><b>December 31,</b> |
|------------------------------------|---------------------------------|-------------------------------------|
|                                    | <b>2018</b>                     | <b>2017</b>                         |
|                                    | <i>RMB'000</i>                  | <i>RMB'000</i>                      |
| Repayable within one year          | 26,264,456                      | 22,984,116                          |
| Repayable in the second year       | 13,243,192                      | 13,585,642                          |
| Repayable within two to five years | 9,176,605                       | 5,493,779                           |
| Repayable more than five years     | 640,000                         | —                                   |
| <b>Sub-total</b>                   | <u>23,059,797</u>               | <u>19,079,421</u>                   |
| <b>Total</b>                       | <u><u>49,324,253</u></u>        | <u><u>42,063,537</u></u>            |

Additionally, as of June 30, 2018, the Group issued varieties of unsecured senior notes and receipts under a securitisation arrangement. Please refer to “Bond Offerings” below for more details.

### **Borrowing Costs**

The Group's weighted average effective interest rates on bank and other borrowings were 7.4% for the six months ended June 30, 2018, compared with 7.3% for the year ended December 31, 2017. The increase was primarily due to the increase in overseas financing costs.

### **Financial Risks**

The Group is not subject to significant credit risk and liquidity risk.

The Group primarily operates its business in the PRC. The currency in which the Group denominates and settles substantially all of its transactions is Renminbi. Any depreciation of Renminbi would adversely affect the value of any dividends the Group pays to shareholders outside of the PRC. The Group had cash at banks denominated in foreign currencies, which exposed the Group to foreign exchange risk. The Group currently does not engage in hedging activities designed or intended to manage foreign exchange rate risk. The Group will continue to monitor foreign exchange changes to best preserve the Group's cash value.

## **KEY FINANCIAL RATIOS**

The Group's current ratio keep stable at 1.3 as of December 31, 2017 and June 30, 2018.

The Group's net gearing ratio decreased from 183.2% as of December 31, 2017 to 171.8% as of June 30, 2018, primarily due to the Group's continuous efforts to manage its financial leverage to achieve sustainable growth.

## **CONTINGENT LIABILITIES**

### **Mortgage Guarantees**

The Group provides mortgage guarantees to banks in respect of the mortgage loans they provided to the Group's customers in order to secure the repayment obligations of such customers. The mortgage guarantees are issued from the date of grant of the relevant mortgage loans and released upon the earlier of (i) the transfer of the relevant real estate ownership certificates to the customers, or (ii) the settlement of mortgage loans by the customers. If a purchaser defaults on the mortgage loan, the Group is typically required to repurchase the underlying property by paying off the mortgage loan. If it fails to do so, the mortgagee banks will auction the underlying property and recover the balance from the Group if the outstanding loan amount exceeds the net foreclosure sale proceeds.

As of June 30, 2018, the material contingent liabilities incurred for the Group's provision of guarantees to financial institutions in respect of the mortgage loans they provided to the Group's customers were approximately RMB21,089.9 million, compared with RMB21,961.4 million as of December 31, 2017.

The Directors confirm that the Group has not encountered defaults by purchasers in which it provided mortgage guarantees that, in aggregate, had a material adverse effect on our financial condition and results of operations.

### **Legal Contingents**

The Group may be involved in lawsuits and other proceedings in its ordinary course of business from time to time. The Group believes that no liabilities resulting from these proceedings will have a material and adverse effect on our business, financial condition or operating results.

## **Commitments**

As of June 30, 2018, the Group's property development expenditures and acquisition of land use rights and capital contributions payable to joint ventures and associates that had contracted but yet provided for were RMB12,736.6 million, compared with RMB9,168.6 million as of December 31, 2017.

As of June 30, 2018, the Group's operating lease expenditures was RMB134.1 million, compared with RMB89.6 million as of December 31, 2017.

## **OFF-BALANCE SHEET COMMITMENTS AND ARRANGEMENTS**

Except for the contingent liabilities disclosed above, as of June 30, 2018, the Group did not have any outstanding loan capital issued or agreed to be issued, bank overdrafts, loans, debt securities, borrowings or other similar indebtedness, liabilities under acceptances (other than normal trade bills), acceptance credits, debentures, mortgages, charges, finance leases or hire purchase commitments, guarantees or other material contingent liabilities.

As of the date of this interim results announcement, net proceeds not utilized are held in bank deposits and it is intended that they will be applied in the manner consistent with the proposed allocations in the prospectus.

## **BOND OFFERINGS**

The Group continuously looks for financing opportunities to support its business development. These opportunities include the raising of funds through asset-backed securities programs, senior notes, corporate bonds and other debt offerings.

In April 2018, the Group issued the asset-backed securities through a private placement in an aggregate proposed principal amount of approximately RMB2,421.0 million. The securities will be issued in two tranches. The first tranche being the senior tranche of the securities with an issue amount of RMB2,300.0 million has a three-year tenure and a coupon rate of 7.3%. The second tranche being the subordinated tranche of the securities with an issue amount of RMB121.0 million has a three-year tenure and has no fixed coupon rate and the mature date is April 2021.

In May 2018, the Group issued a one-year senior notes of US\$160.0 million through a private placement, with an annual interest rate of 8.5% and maturity date of May 2019.

In addition, in June 2018, the Group issued senior notes of US\$250.0 million through public offering. The notes will bear interest at a rate of 10.5% per annum due June 2020.

The Group intends to use the proceeds from these bond offerings to repay external borrowings and may also consider other debt offering plans in the near future.

## **EMPLOYEES**

As of June 30, 2018, the Group had a total of 2,065 employees. The Group offers employees competitive remuneration packages that include basic salaries, discretionary bonuses, performance-based payments, year-end bonuses and share awards. It contributes to social insurance for its employees, including medical insurance, work-related injury insurance, retirement insurance, maternity insurance, unemployment insurance and housing funds.

## **SUBSEQUENT EVENTS**

Save as disclosed herein, no material events were undertaken by the Group subsequent to June 30, 2018.

## **USE OF PROCEEDS FROM THE INITIAL PUBLIC OFFERING**

The Group completed its IPO and was successfully listed on the Main Board of the Stock Exchange on January 16, 2018. Net proceeds from the IPO (including the exercise of the over-allotment options), after deducting the underwriting commission and other estimated expenses in connection with the Offering which the Company received amounted to approximately HK\$4,392.3 million.

During the six months ended June 30, 2018, in a manner consistent with the proposed allocations in the prospectus, the Group utilized the proceeds from IPO, of which approximately RMB902.1 million was used to repay borrowings falling due and approximately RMB753.8 million was allocated to project companies as general working capital. Among the remaining proceeds used for construction and development of property projects, RMB438.4 million was paid, while the remaining will be paid year by year according to the progress of construction in the following years.

## **OTHER INFORMATION**

### **COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE**

The Company is committed to achieving high standards of corporate governance by focusing on principles of integrity, accountability, transparency, independence, responsibility and fairness. The Company has developed and implemented sound governance policies and measures with the Board being responsible for performing such corporate governance duties. The Board will continue to review and monitor the

corporate governance of the Company with reference to the Corporate Governance Code (the “Code”) set out in Appendix 14 to the Listing Rules so as to maintain a high standard of corporate governance of the Company. So far as the Directors are aware, the Company has complied with the Code since January 16, 2018 (the “Listing Date”) to June 30, 2018.

## **MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS**

During the reporting period, the Company has adopted the Model Code as set out in Appendix 10 to the Listing Rules as its code of conduct regarding Directors’ securities transactions. All Directors have confirmed, following specific enquiry by the Company, that they have complied with the Model Code since Listing Date to June 30, 2018.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY’S LISTED SECURITIES**

The Company and its subsidiaries did not purchase, sell or redeem any of the listed securities of the Company since the Listing Date to June 30, 2018.

## **CHANGES IN MEMBER OF BOARD OF DIRECTOR’S AND CHIEF EXECUTIVE’S BIOGRAPHICAL DETAILS UNDER RULE 13.51B(1) OF THE LISTING RULES**

According to the Company’s announcement dated 3 August 2018, Mr. CHAN Wai Kin has been appointed as an executive Director and vice president of the Company with effect from September 3, 2018.

Mr. LIN Zhaoyang has resigned as an executive Director and joint chief executive officer of the Company with effect from August 27, 2018.

Mr. WANG Benlong, an executive Director has been redesignated as the chief executive officer of the Company with effect from August 27, 2018.

Dr. LOKE Yu has resigned as Company Secretary of Minth Group Ltd with effect from February 8, 2018 and has resigned as the independent non-executive director of Winfair Investment Company Limited with effect from April 3, 2018 and has been appointed as an independent non-executive Director of TC Orient Lighting Holdings Limited (stock code 0515) with effect from June 6, 2018.

Save as disclosed above, there is no other change in Directors’ biographical details which is required to be disclosed pursuant to rule 13.51B(1) of the Listing Rules since the date of the 2017 annual report.

## **INTERIM DIVIDEND**

The Board did not recommend the payment of any interim dividend for the six months ended June 30, 2018 (for the six months ended June 30, 2017: Nil).

## **AUDIT COMMITTEE**

The Company established an audit committee with written terms of reference in compliance with Rule 3.21 of the Listing Rules and the Corporate Governance Code as set out in Appendix 14 to the Listing Rules. The Audit Committee consists of three members, namely Dr. LOKE Yu (alias LOKE Hoi Lam) and Mr. WANG Chuanxu, our independent non-executive Directors, and Mr. OU Guowei, non-executive Director. Dr. LOKE Yu (alias LOKE Hoi Lam) has been appointed as the chairman of the Audit Committee, and is our independent non-executive Director possessing the appropriate professional qualifications. The primary duties of the Audit Committee include: (i) making recommendations regarding the appointment and removal of external auditors of our Company; (ii) reviewing the accounting policies and financial positions of our Company; (iii) reviewing and supervising the internal audit functions and internal control structure of our Company; and (iv) reviewing and overseeing the risk management of our Company.

The Company's unaudited condensed consolidated interim results and interim report for the six months ended June 30, 2018 were reviewed by the Audit Committee before recommendation to the Board for approval.

## **PUBLICATION OF INTERIM RESULTS AND INTERIM REPORT ON THE WEBSITES OF THE STOCK EXCHANGE AND THE COMPANY**

The interim results announcement is published on the website of the Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)) and that of the Company ([www.zhenrodc.com](http://www.zhenrodc.com)). The interim report will be dispatched to the shareholders of the Company and will be available on the website of the Stock Exchange and that of the Company in due course.

By order of the Board  
**Zhenro Properties Group Limited**  
**HUANG Xianzhi**  
*Chairman*

Hong Kong, August 27, 2018

*As at the date of this announcement, the executive directors of the Company are Mr. Huang Xianzhi and Mr. Wang Benlong, the non-executive directors of the Company are Mr. Ou Guoqiang and Mr. Ou Guowei, and the independent non-executive directors of the Company are Mr. Loke Yu (alias Loke Hoi Lam), Mr. Shen Guoquan and Mr. Wang Chuanxu.*