AGILE 雅居樂 AGILE GROUP HOLDINGS LIMITED
雅居樂集團控股有限公司

(Incorporated in the Cayman Islands with limited liability) Stock code: 3383
（於開曼群島註冊成立的有限公司）股份代號: 3383

2019 Interim Results Announcement
2019年中期業績公佈

August 2019
2019年8月

Develop our Future with
Vision and Enthusiasm

遠見・心建・共建未來

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Agenda
議程

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01 1H 2019 Results Review
2019年上半年業績回顧

02 Property Development Business
物業發展業務

03 Diversified Businesses
多元化業務

1H 2019 Results Review
2019年上半年業績回顧

1H 2019 Results Highlights
2019年上半年業績亮點

Pre-sales: RMB58.2bn
預售金額：人民幣582億元
Y-o-Y 同比 ↑25.0%

Revenue: RMB 27.1bn
營業額：人民幣271億元
Y-o-Y 同比 ↑12.0%

Net Profit: RMB 5.9bn
淨利潤：人民幣59億元
Y-o-Y 同比 ↑37.7%

Net Profit Margin
淨利潤率: 21.7 %
Y-o-Y 同比 ↑4.0百分點 p.p.

Profit Attributable to Shareholders: RMB 5.1bn
股東應佔利潤:人民幣51億元
Y-o-Y 同比 ↑35.1%

Profit Attributable to Shareholders Margin:18.7%
股東應佔利潤率: 18.7%
Y-o-Y 同比 ↑3.2百分點 p.p.

Newly Acquired: 6.92mn sq.m., Saleable Resources: >RMB90bn
新購: 692萬平方米,
可售貨值: 逾人民幣900億元
(Saleable Resources) Y-o-Y (可售貨值)同比 ↑40.6%

Earnings per share: RMB 1.308
每股盈利: 人民幣1.308元
Y-o-Y 同比 ↑35.1%

Financial Summary
財務概要

	2019	% of Revenue 營業額佔比	2018	% of Revenue 營業額佔比	Change 變動
	For the six months ended 30 Jun 截至6月30日止六個月				
Revenue *(RMB mn)* **營業額** *(人民幣百萬元)*	27,114	100.0%	24,206	100.0%	+12.0%
– *Revenue from property development (RMB mn)* *物業發展收入 (人民幣百萬元)*	24,685	91.0%	22,552	93.2%	+9.5%
– *Revenue from property management, hotel operations, property investment & environmental protection (RMB mn)* *物業管理、酒店營運、物業投資及環保收入 (人民幣百萬元)*	2,429	9.0%	1,654	6.8%	+46.9%
Gross profit *(RMB mn)* **毛利** *(人民幣百萬元)*	8,220	30.3%	12,018	49.6%	-19.3p.p.
Profit for the period *(RMB mn)* **期內利潤** *(人民幣百萬元)*	5,894	21.7%	4,280	17.7%	+37.7%
Profit attributable to shareholders *(RMB mn)* **股東應佔利潤** *(人民幣百萬元)*	5,077	18.7%	3,759	15.5%	+35.1%
Basic earnings per share *(RMB)* **每股基本盈利** *(人民幣元)*	1.308	-	0.968	-	+35.1%
Interim dividend per share *(HK cents)* **每股中期股息** *(港仙)*	60.0	-	50.0	-	+20.0%
Dividend payout ratio(%)* **派息比率(%)***	41.6%	-	45.2%	-	-3.6p.p.

* *Dividend Payout Ratio = Dividend / Profit attributable to shareholders*
派息比率 = 股息 / 股東應佔利潤

Financial Summary
財務概要

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 (RMB mn 人民幣百萬元)	As at 30 Jun 2019 於2019年6月30日	*Y-o-Y Change 同比變動 (2019.6.30 vs 2018.6.30)*	As at 31 Dec 2018 於2018年12月31日
Cash and bank balances 現金及銀行存款總額	41,588	***+40.9%***	*45,062*
Total assets 總資產	250,562	***+27.3%***	*230,446*
Total debt 總借貸	93,567	***+24.4%***	*88,529*
Net debt 淨借貸	51,979	***+13.5%***	*43,468*
Shareholders' equity 股東權益	44,604	***+13.2%***	*41,239*
Total equity 總權益	63,961	***+22.4%***	*54,981*

Major Financing Activities
主要融資活動

Completed the repurchase and resale of RMB 1.6bn Domestic Corporate Bonds in Jan 2019
1月完成人民幣16億元境內公司債的回購及轉售

Issued USD 500mn 6.7% Senior Notes in Mar
3月發行5億美元6.7%優先票據

Issued an aggregate USD 700mn 8.375% Senior Perpetual Capital Securities in May & Jun
5月及6月合共發行7億美元8.375%優先永續資本證券

Obtained a 24-months term loan of MOP 1,854mn in Jun (Interest: HIBOR+2.4%)
6月獲授為期24個月18.54億澳門元的定期貸款(利率:HIBOR+2.4%)

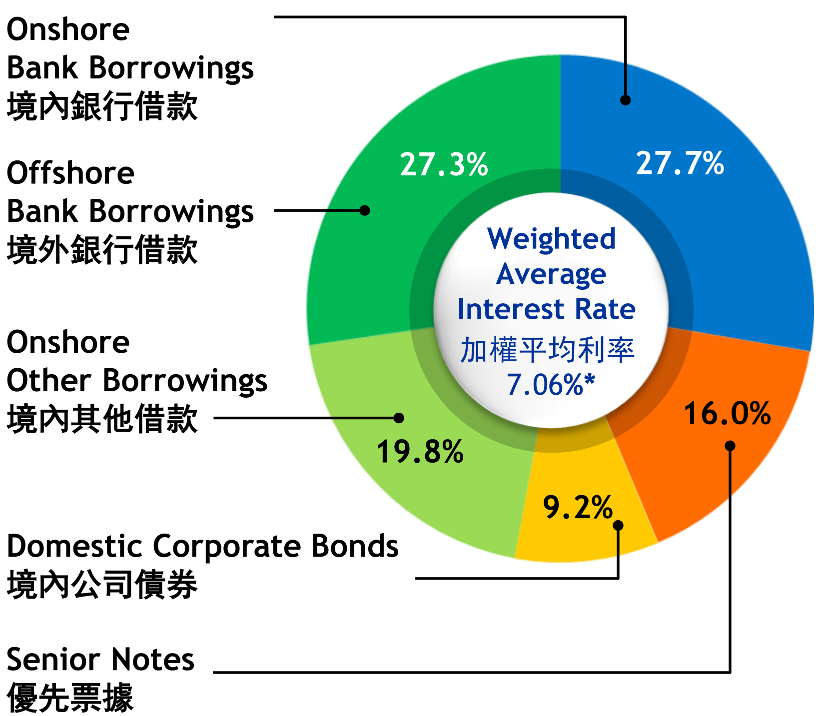
Redeemed in full USD 700mn 10.215% Subordinated Perpetual Capital Securities in Jul
7月悉數贖回7億美元10.215%次級永續資本證券

Adjusted the coupon rate of RMB 3bn Panda Bonds from 6.98% to 6.6% in Jul
7月調整人民幣30億元熊貓債利率,由6.98%至6.6%

Debt Profile (As at 30 Jun 2019)
債務結構 (於2019年6月30日)

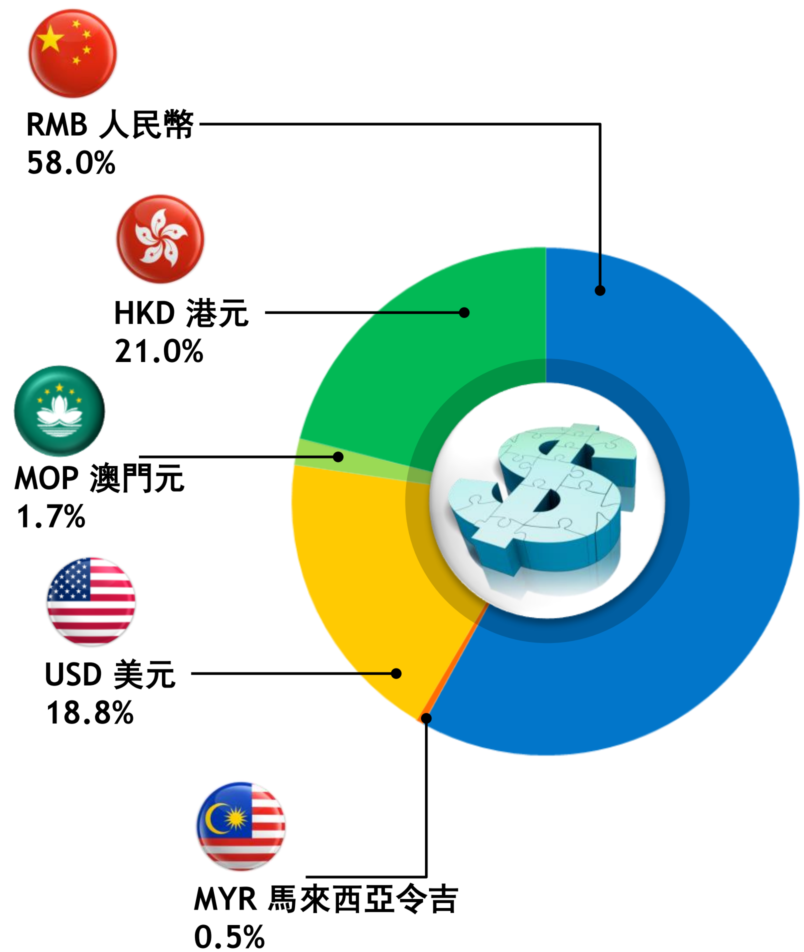
Debt Composition 債務品種

- Total Debt: RMB93.6bn
  總借貸：人民幣936億元
- Onshore 境內：56.7%
- Offshore 境外：43.3%



* *Exclude FX impact 不包括匯兌差異*

Currency Composition 貨幣組成



Debt Maturity (As at 30 Jun 2019)
債務到期 (於2019年6月30日)

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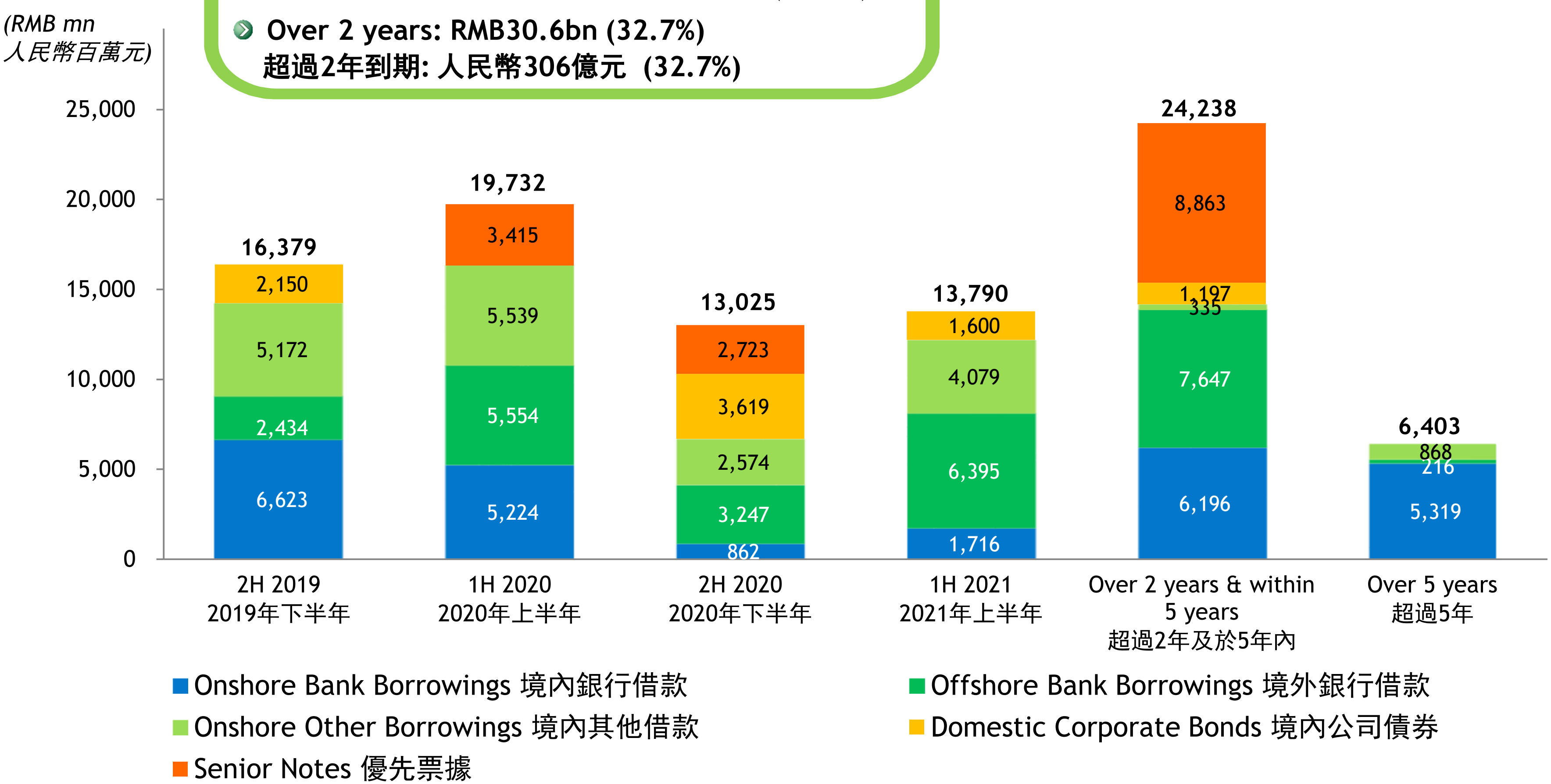
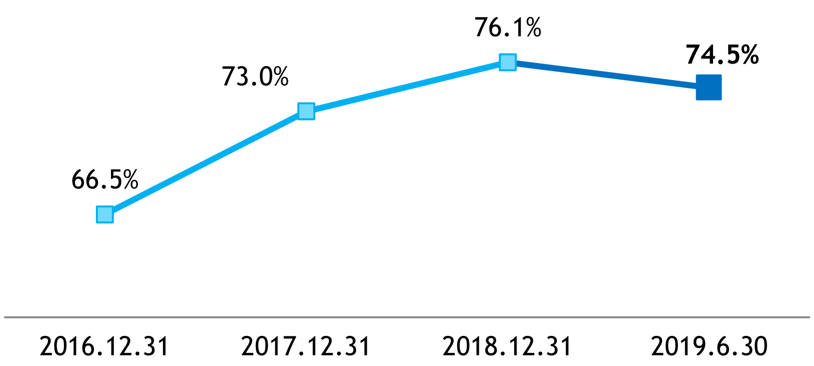
- **Within 1 year: RMB36.1bn (38.6%)**
  1年內到期: 人民幣361億元 (38.6%)
- **Over 1 year & within 2 years: RMB26.8bn (28.7%)**
  超過1年及於2年內到期: 人民幣268億元 (28.7%)
- **Over 2 years: RMB30.6bn (32.7%)**
  超過2年到期: 人民幣306億元 (32.7%)

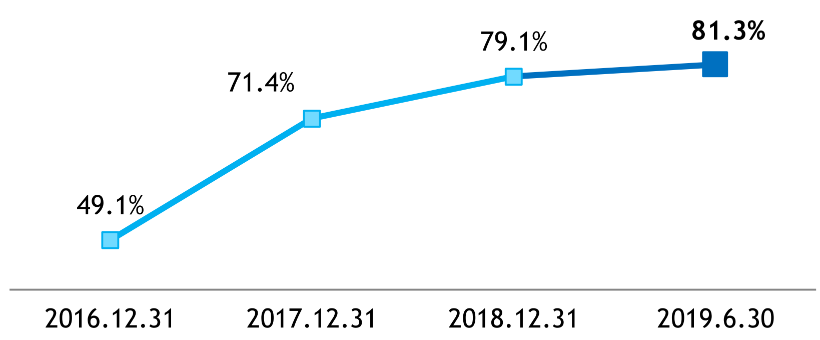


Key Financial Ratios
關鍵財務比率

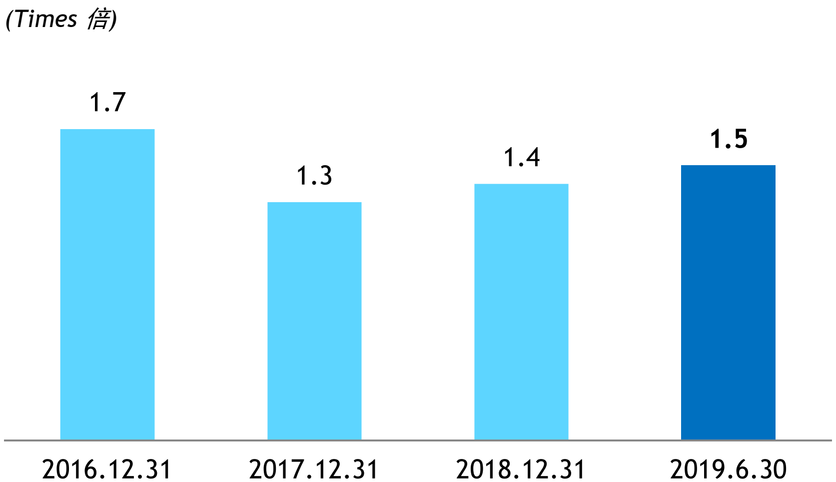
Liabilities-to-Assets Ratio 資產負債率



Net Gearing Ratio 淨借貸比率



Current Ratio 流動比率



Ratings 評級

Moody's 穆迪	Ba2
S&P 標準普爾	BB
CCXR 中誠信証評	AAA
United Ratings 聯合信用評級	AAA
Golden Credit Rating International 東方金誠國際信用評級	AAA

Credit Lines 授信額度

Total Credit Lines 總授信額度	RMB 160bn 人民幣1600億元
Undrawn Credit Lines 未提授信額度	RMB 85.8bn 人民幣858億元

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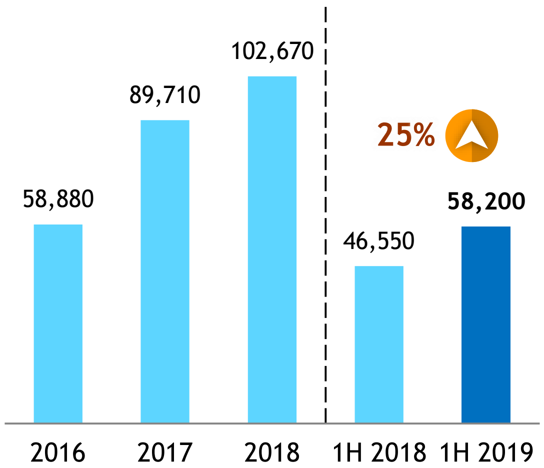
Property Development Business
物業發展業務

Stable Pre-sales Growth
預售穩步增長

- 1H 2019 Pre-sales: **RMB 58.2bn**, completed **52%** of full year pre-sales target
  2019年上半年預售金額: **人民幣582億元**,完成全年預售目標的**52%**
- GFA Pre-sold: **4.06 mn sq.m.**, **up 14.3%** yoy
  預售面積: **406萬平方米**, 同比**上升14.3%**
- Pre-sales ASP : RMB14,340/sq.m., **up 9.4%** yoy
  預售均價: 每平方米人民幣14,340元, 同比**上升9.4%**

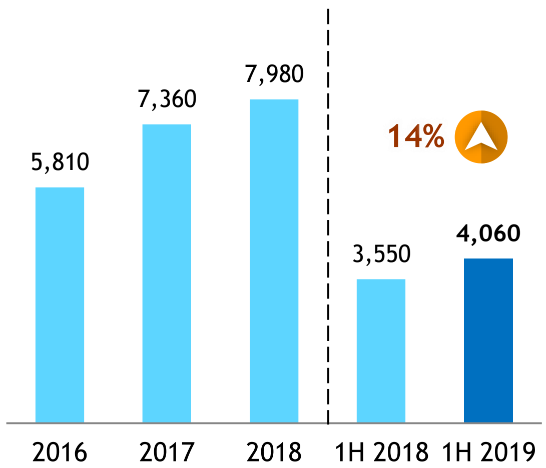
Pre-sales 預售金額

(RMB mn 人民幣百萬元)



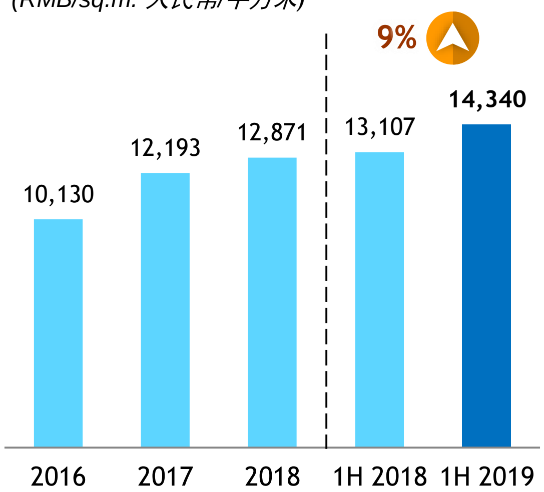
GFA Pre-sold 預售面積

('000 sq.m. 千平方米)



Pre-sales ASP 預售均價

(RMB/sq.m. 人民幣/平方米)



Sustained Effectiveness of Geographic Diversification
區域均衡佈局續見成效

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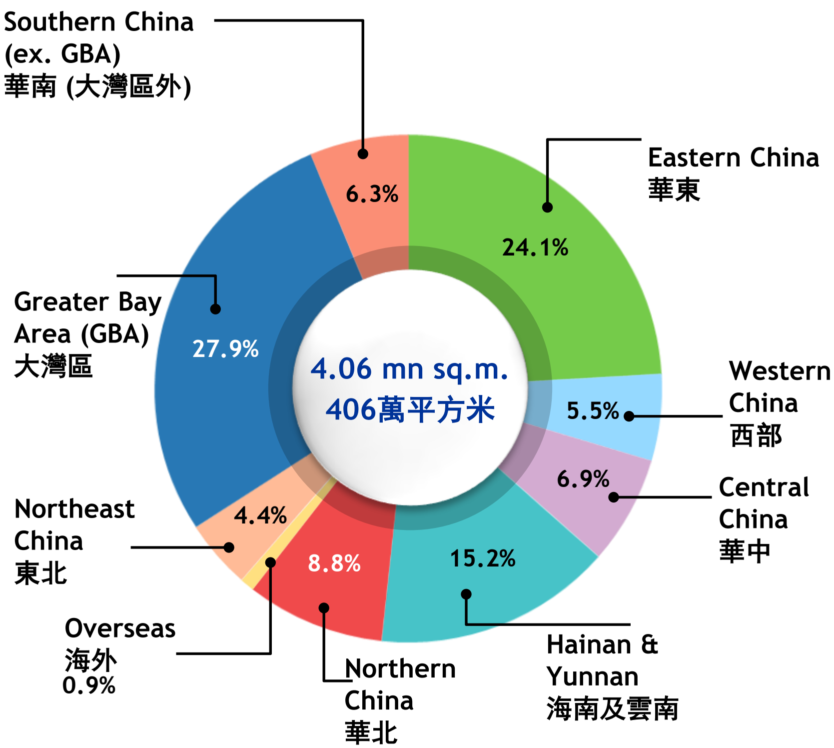
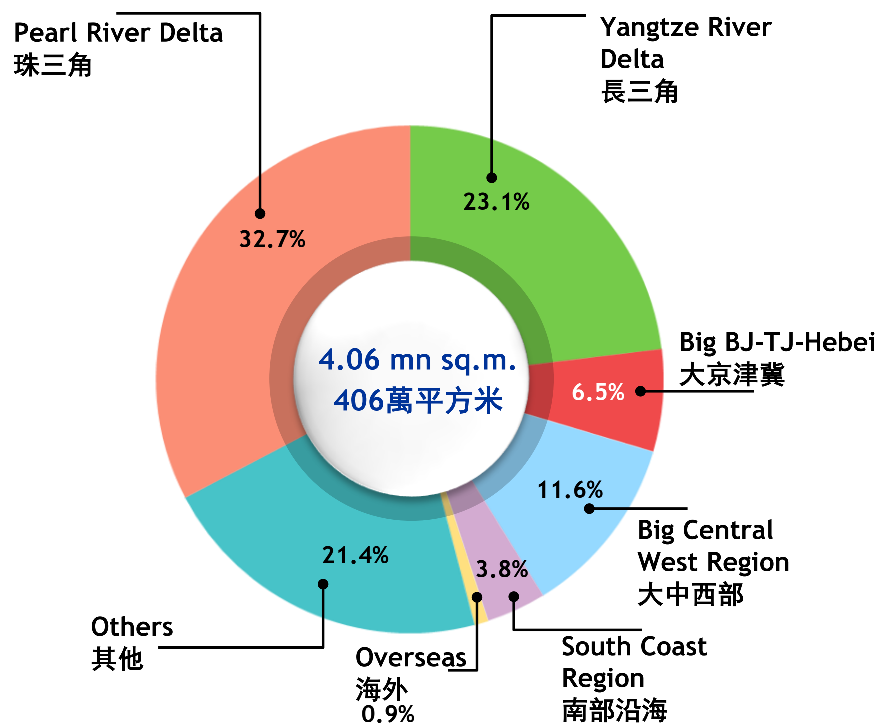
By Regions 按區域



By City Clusters 按城市群



- 1H 2019 Pre-sales contributed by **over 100 projects** in **59 cities**
  2019年上半年預售貢獻來自**59個城市逾100個項目**
- **Over 55%** GFA Pre-sold from "Strategically-penetrated" city clusters
  戰略深耕城市群佔**逾55%**預售面積

Development Plan Overview
開發計劃概覽

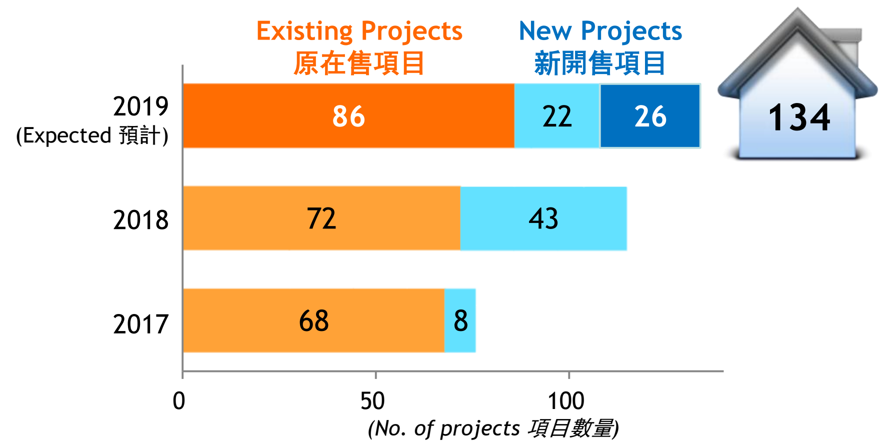
	FY2019 Projected 2019全年預計	1H 2019 Actual 2019年上半年實際
Pre-sales *(RMB)* **預售金額** *(人民幣)*	113.0bn 1,130億元	*58.2bn 582億元*
('000 sq.m. 千平方米)		
New Start GFA *(Above Ground GFA)* **新開工面積** *(地上面積)*	10,100	*4,460*
GFA Under Development *(Above Ground GFA)* **開發面積** *(地上面積)*	24,590	*18,800*
Completed GFA 竣工面積	7,270	*2,060*
Saleable Resources* *(GFA)* **可售資源*** *(建築面積)*	14,340	*7,380*

* *Saleable resources refer to GFA reaching pre-sales standard, including that of JV & associates' projects*
可售貨量指已達預售條件的建築面積, 包括合營及聯營項目

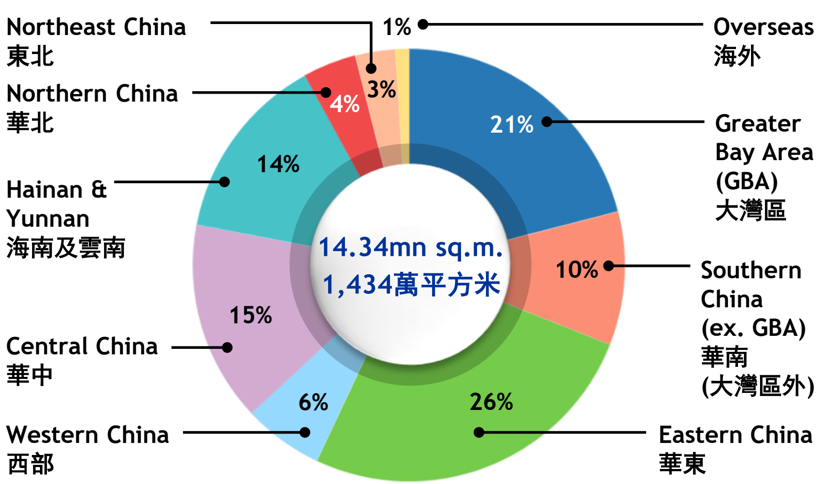
Abundant Saleable Resources
充裕可售資源

- **Over RMB 200.0 billion** saleable resources in 2019
  2019年可售資源**逾人民幣2,000億元**
- **48 new projects** in 2019 (1H: 22)
  2019年**48個新開售項目** (上半年:22個)
- Saleable resources span over different regions
  可售資源分佈不同區域

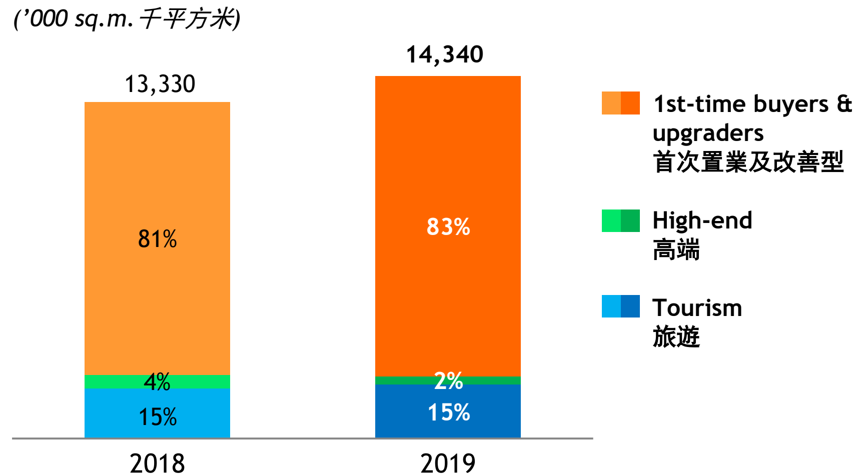
Number of Saleable Projects 可售項目數量



Geographical Breakdown (by GFA)
區域分佈 (按建築面積)



Product Composition (by GFA)
產品組成 (按建築面積)



Land Bank (As at 30 Jun 2019)
土地儲備 (於2019年6月30日)

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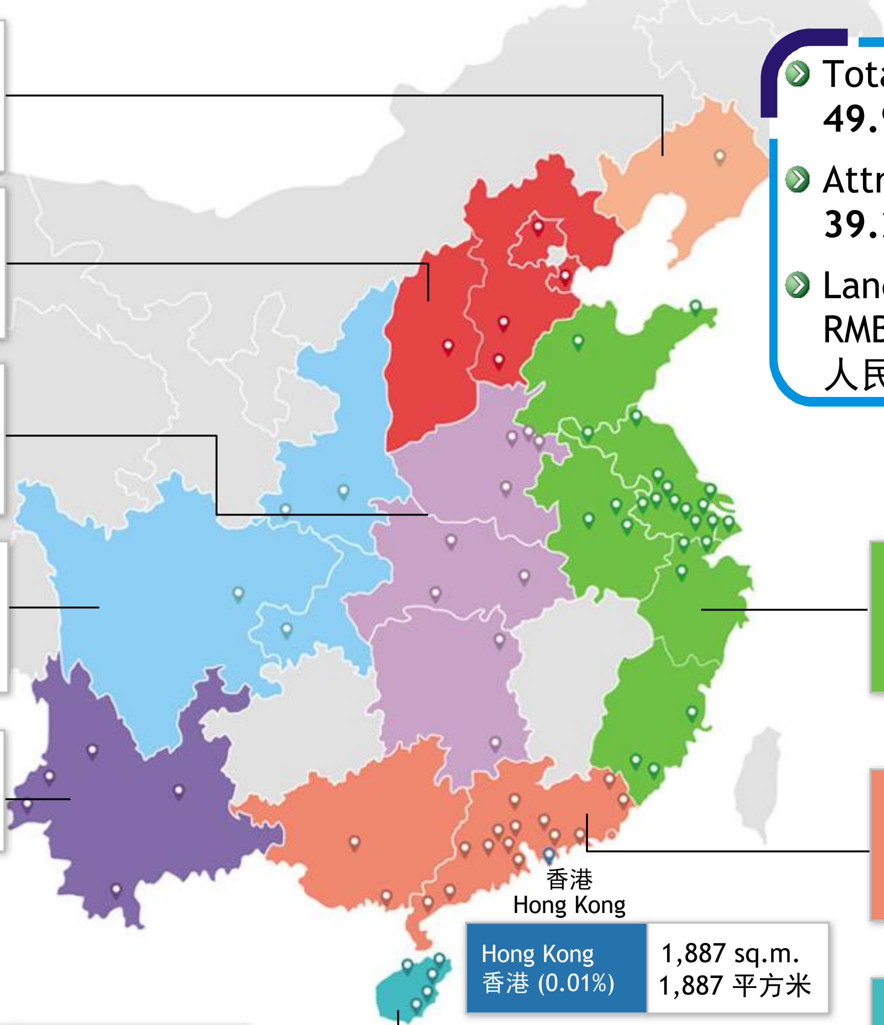
- Total land bank 總土地儲備 **49.94 mn** sq.m. **4,994萬**平方米
- Attri. land bank 應佔土地儲備 **39.27 mn** sq.m. **3,927萬**平方米
- Land cost 土地成本 RMB**3,255**/sq.m. 人民幣**3,255**/平方米



Northeast China Region 東北區域 (1.9%)	0.75 mn sq.m. 75 萬平方米
Northern China Region 華北區域 (5.2%)	2.03 mn sq.m. 203 萬平方米
Central China Region 華中區域 (8.4%)	3.30 mn sq.m. 330 萬平方米
Western China Region 西部區域 (9.1%)	3.57 mn sq.m. 357 萬平方米
Yunnan Region 雲南區域 (14.5%)	5.68 mn sq.m. 568 萬平方米
Overseas 海外 (1.0%)	0.41 mn sq.m. 41 萬平方米
Hong Kong 香港 (0.01%)	1,887 sq.m. 1,887 平方米
Eastern China Region 華東區域 (19.2%)	7.52 mn sq.m. 752 萬平方米
Southern China Region 華南區域 (28.1%)	11.04 mn sq.m. 1,104 萬平方米
Hainan Region 海南區域 (12.6%)	4.97 mn sq.m. 497 萬平方米

Abundant Land Bank in Greater Bay Area
大灣區土地儲備豐厚

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- Around **23% land bank (Over 9.1mn sq.m.)** in Greater Bay Area
  約**23% (逾910萬平方米)** 的土地儲備位於大灣區
- Sufficient for development in 4-5 years 足夠未來4-5年發展

City 城市	Total Planned GFA 預計總建築面積 (sq.m.) (平方米)	%
Zhongshan 中山	4,557,313	49.8%
Huizhou 惠州	2,433,126	26.6%
Guangzhou 廣州	789,823	8.6%
Foshan 佛山	724,455	7.9%
Jiangmen 江門	435,119	4.8%
Zhuhai 珠海	206,494	2.3%
Hong Kong 香港	1,887	0.02%
	9,148,217	**100%**

Land Acquisition Strategies
購地策略

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Key Strategies 重點策略

- "Acquire high quality and right lands by various channels"
  "多方式拿地、拿好地、不拿錯地"
  - Active yet prudent land acquisition strategy
    積極審慎的購地策略
  - Establish presence in **"2+3+N" city clusters**, focus on **Tier-1 & Tier-2 cities** and **nearby quality satellite regions**
    佈局 **"2+3+N"城市群**，重點聚焦**一二線城市**及**其輻射範圍內的優質區域**
  - Focus on **end-users & upgraders type products**
    剛需及改善型產品為主
  - Facilitate the development of **featured towns** and **urban renewal projects**
    全力推動及落實**產業小鎮**及**城市更新項目**的發展

Land Acquisition Strategies
購地策略

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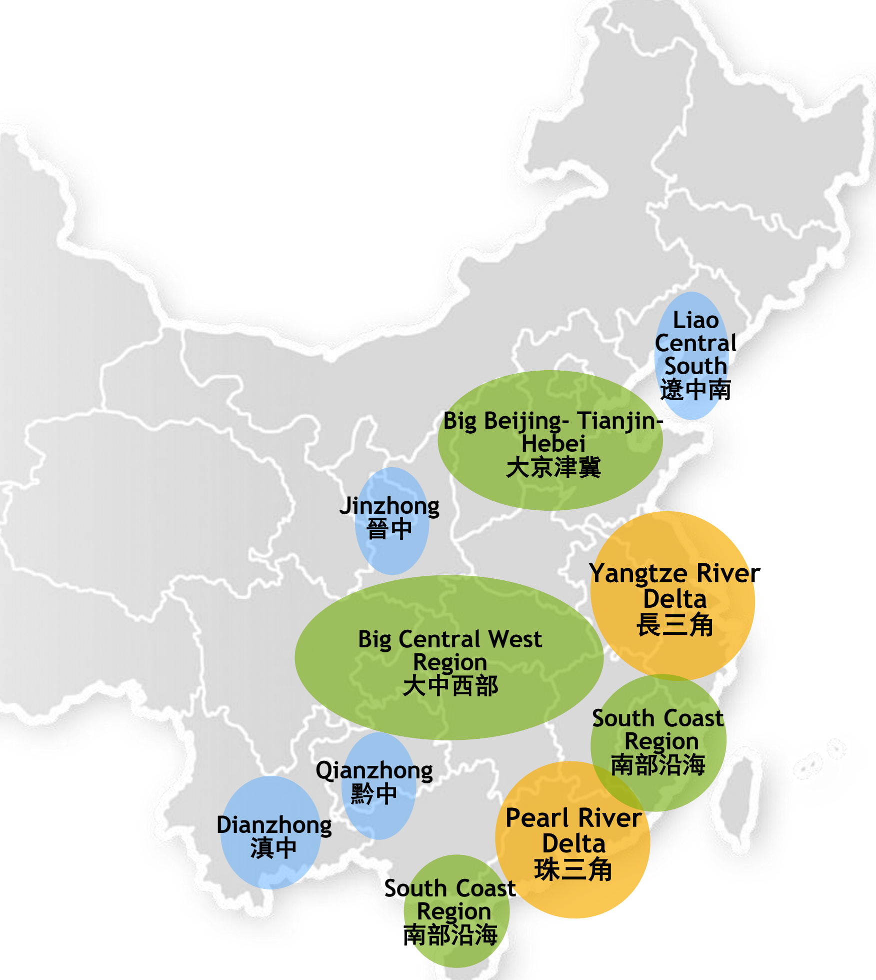
- Adopt “2+3+N” Strategy to enhance strategic foothold in city clusters
  採用 “2+3+N”策略以加強於城市群的策略佈局



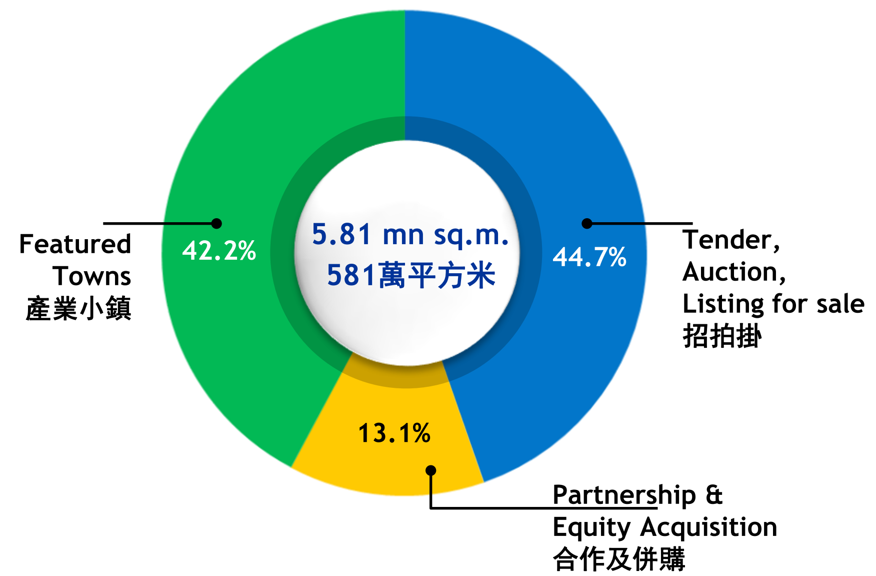
“2+3+N” Strategy 策略		
2	“Strategically-penetrated” city clusters 戰略深耕城市群	• Pearl River Delta 珠三角城市群 • Yangtze River Delta 長三角城市群
3	“Focus” city clusters 標準聚焦城市群	• Big Beijing-Tianjin-Hebei 大京津冀 (BJ-TJ-Hebei & Shandong Peninsula) (京津冀及山東半島) • Big Central West 大中西部 (Yangtze Mid-River, Central, Chengdu-Chongqing & Guanzhong) (長江中游, 中原, 成渝及關中) • South Coast Region 南部沿海 (West Coast of Taiwan Straits & Beibu Gulf) (海峽西岸及北部灣)
N	“Opportunity” city clusters 機會關注城市群	• Jinzhong, Liao Central South, Dianzhong, Qianzhong etc 晉中, 遼中南, 滇中, 黔中等

New Land Acquisitions in 1H 2019
2019年上半年新購地塊

- Newly added saleable resources: **over RMB 90.0bn**
  新增可售貨值：**逾人民幣900億元**
- Land Premium Paid in 1H2019: **RMB 14.1bn** (Land newly acquired in 1H2019: **RMB 12.4bn**)
  2019年上半年已支付土地金額：**人民幣141億元** (2019年上半年新增土地:**人民幣124億元**)

Key Data 主要數據	
No. of Projects Newly Acquired: 新購項目數目:	28
Total Planned GFA: 預計總建築面積:	6.92 mn sq.m. 692 萬平方米
Attributable Planned GFA: 應佔預計總建築面積:	5.81 mn sq.m. 581 萬平方米
Total Land Cost: 土地總價:	RMB 28.8bn 人民幣 288億元
Attributable Land Cost: 應付土地價:	RMB 23.2bn 人民幣 232億元
Average Land Cost: 平均土地成本:	~RMB 4,200/sq.m. 約每平米人民幣4,200元

By Acquisition Method 按取地方式



New Land Acquisitions in 1H 2019
2019年上半年新購地塊

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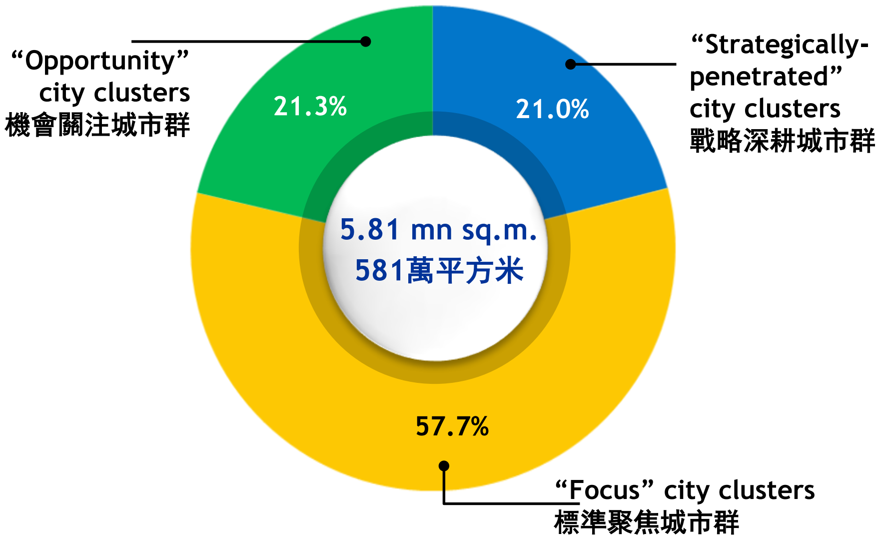
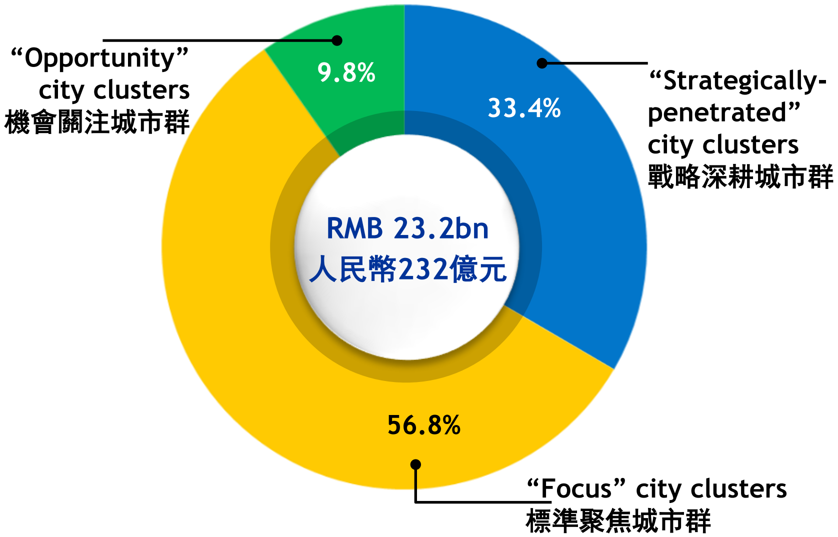
- Enhanced strategic foothold in city clusters by **“2+3+N” Strategy**
  以**“2+3+N”策略**加強於城市群的策略佈局
  - **2** “Strategically-penetrated” city clusters 戰略深耕城市群
  - **3** “Focus” city clusters 標準聚焦城市群
  - **N** “Opportunity” city clusters 機會關注城市群

Attributable Planned GFA 應佔預計建築面積



Attributable Land Cost 應付土地價



Featured Towns
產業小鎮

- Established presence in **13 cities in 9 Provinces**
  項目已佈局**9個省內13個城市**
- Entered into **14 investment agreements**
  已簽訂**14個投資協議**
- Obtained **over 3.8mn sq.m.** land bank
  已獲取**逾380萬**平方米土地儲備
- Land Cost 土地金額: **<RMB 6bn <人民幣60億元**
- Saleable Resources 可售貨值: **>RMB 39bn >人民幣390億元**

Project 項目	City 城市	Site Area 佔地面積 *(sq.m.) (平方米)*	Total Planned GFA of the Project 項目預計總建築面積 *(sq.m.) (平方米)*	Expected Launch 預計推售
Champion Town 冠軍體育小鎮	Weihai 威海	2,267,333	2,579,211	Q3 2019 2019年第3季
Baodi Jinqiao International Town 寶坻津橋國際小鎮	Tianjin 天津	231,099	329,323	Q3 2019 2019年第3季
Innovation & Technology Town 科創服務產業基地小鎮	Xiangyang 襄陽	213,809	442,912	Q4 2019 2019年第4季
Romantic Town Gongyi 鞏義羅曼小鎮	Zhengzhou 鄭州	199,507	282,671	Q3 2019 2019年第3季
International Waterfront New Town 國際濱水新城小鎮	Yangzhou 揚州	160,043	255,714	Q4 2019 2019年第4季

Urban Renewal
城市更新

- As of 30 Jun 2019, entered into **10 cooperation** agreements and **6 framework** agreements
  截至2019年6月30日,已簽訂**10個合作**協議及**6個框架**協議
- Locked in **>3.0mn sq.m.** land bank
  鎖定**>300萬平方米**土地儲備
- Focus on Greater Bay Area with extensive presence in Northern & Central China regions
  高度聚焦粵港澳大灣區及均衡佈局華北華中地區

7	**Greater Bay Area** **粵港澳大灣區**	Dongguan, Foshan, **Guangzhou**, Huizhou, Shenzhen, **Zhongshan** & **Zhuhai** 東莞、佛山、**廣州**、惠州、深圳、**中山**及**珠海**
6	**Northern & Central China Regions** **華北華中地區**	**Beijing**, **Shijiazhuang**, **Taiyuan**, Tinjian, **Xi'an** & **Zhengzhou** **北京**、**石家莊**、**太原**、天津、**西安**及**鄭州**
4	**Potential cities** **擇機進入城市**	Changsha, Chengdu, Shanghai & Wuhan 長沙、成都、上海及武漢

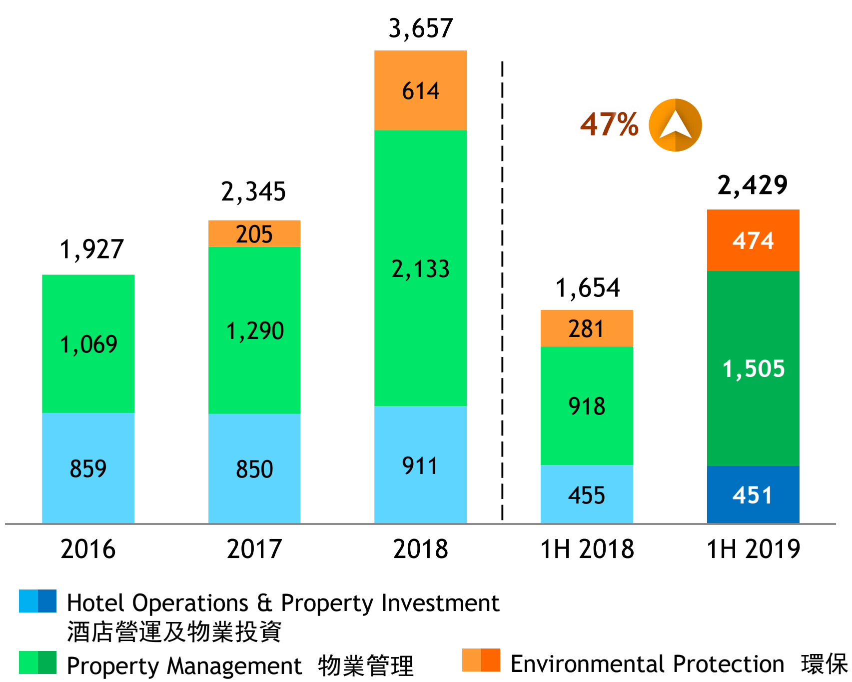
Diversified Businesses
多元化業務

Continued Expansion of Diversified Businesses
多元業務不斷發展

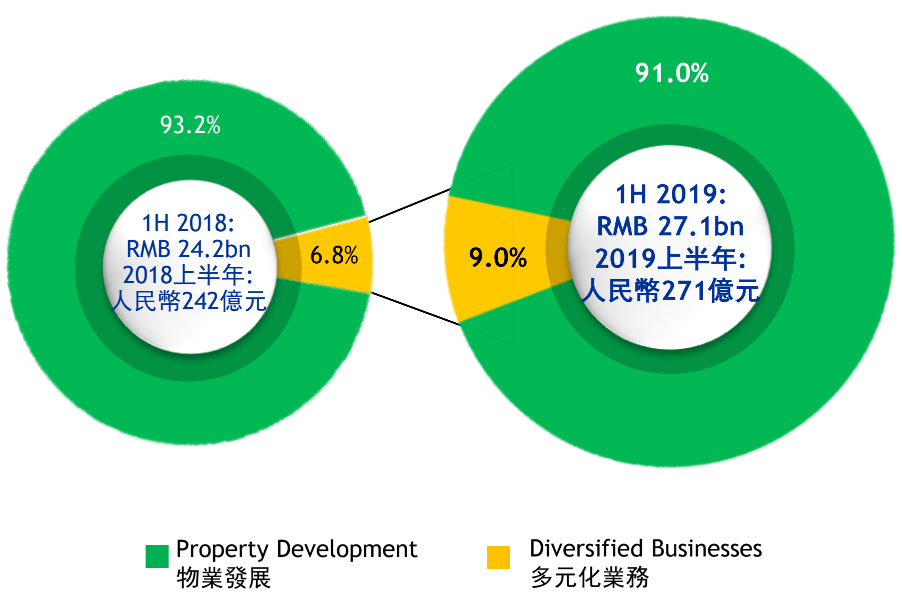
- Revenue of diversified businesses increased significantly to **RMB 2.4bn** (**↑47%**)
  多元化業務營業額增至**人民幣24億元** (**↑47%**)
- Proportion of diversified businesses' revenues **increased to 9.0%**
  多元化業務收入佔比**升至9.0%**

Diversified Businesses Revenue
多元化業務營業額

(RMB mn 人民幣百萬元)



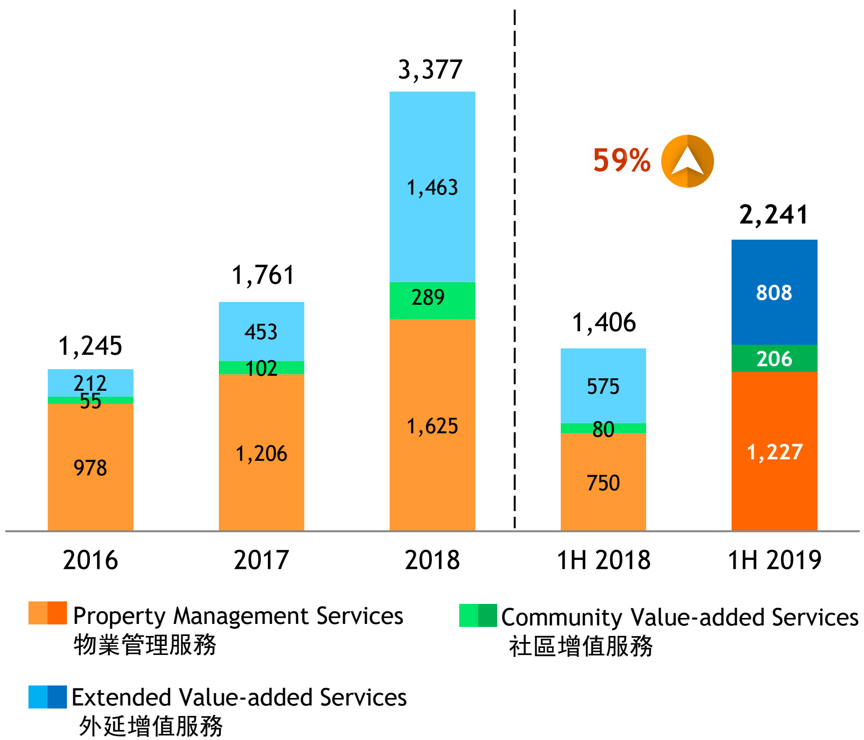
Proportion of Revenue
營業額佔比



A-Living
雅生活

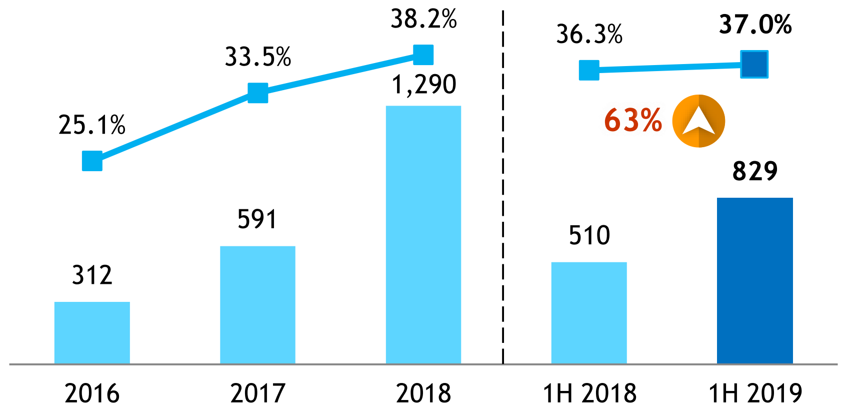
Revenue 營業額

(RMB mn 人民幣百萬元)



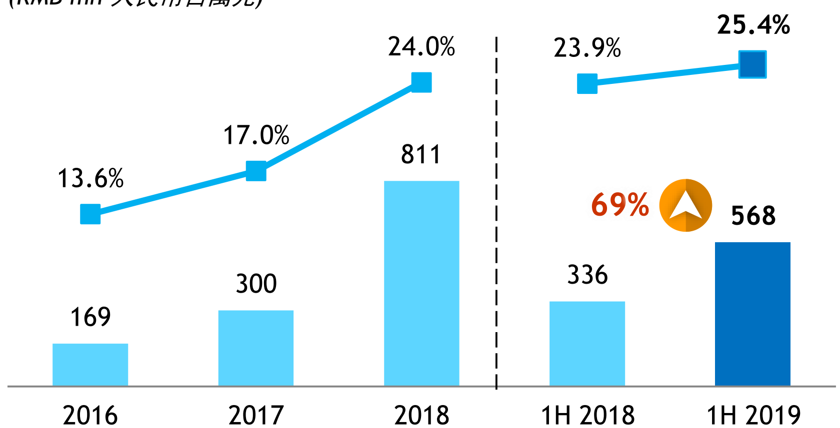
Gross Profit 毛利

(RMB mn 人民幣百萬元)



Net Profit 淨利潤

(RMB mn 人民幣百萬元)



A-Living
雅生活

- Synergetic development of 4 business segments 四大產業協同發展

A-LIVING 雅生活

A-LIVING SERVICES 雅生活物业服务 | A-LIVING ASSET MGT 雅生活资产管理 | A-LIVING PUBLIC SERVICES 雅生活公共服务 | A-LIVING COMMERCIAL 雅生活社区商业

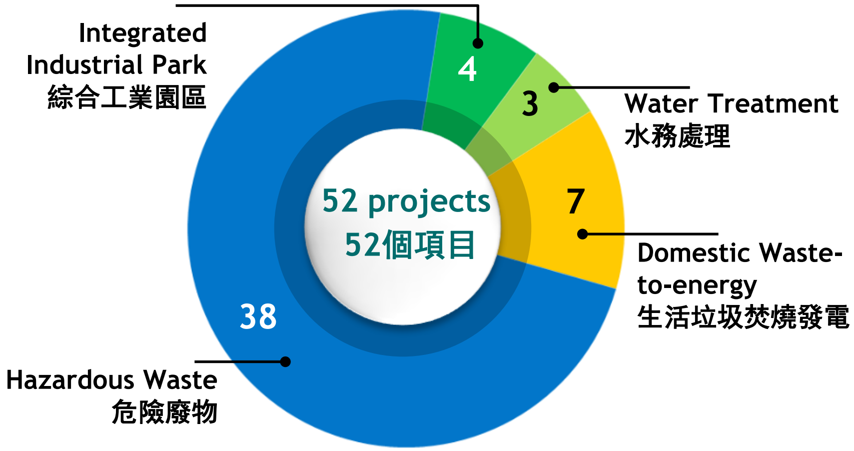
- Unleashed potential of Community Valued-Added Services 釋放社區增值服務潛力
  - Revenue 收入: RMB **206mn** 人民幣**2.06億元** (**↑158%**)
  - Gross Profit Margin 毛利率: **51.4%** (**↑ 4.5p.p 百分點**)
- Stable contracted GFA contribution from shareholders 雙股東穩定貢獻合約面積
- Quality M&A and third-party expansion 高質量收併購及第三方拓展

Project Sources 項目來源	GFA under Management 在管建築面積					Contracted GFA 合約面積				
	2019.06.30 (000'sq.m.) (千平方米)	% of Area 面積佔比	2018.12.31 (000'sq.m.) (千平方米)	% of Area 面積佔比	Growth Rate 增長率 (%)	2019.06.30 (000'sq.m.) (千平方米)	% of Area 面積佔比	2018.12.31 (000'sq.m.) (千平方米)	% of Area 面積佔比	Growth Rate 增長率 (%)
Agile 雅居樂	50,503	23.9%	48,192	34.9%	4.8%	73,175	22.6%	70,371	30.6%	4.0%
Greenland 綠地	7,829	3.7%	4,729	3.4%	65.5%	34,132	10.5%	22,026	9.6%	55.0%
Third-party (include M&A) 第三方(包括收併購)	152,857	72.4%	85,200	61.7%	79.4%	217,277	66.9%	137,402	59.8%	58.1%
Total 合計	211,189	100.0%	138,121	100.0%	52.9%	324,584	100.0%	229,799	100.0%	41.2%

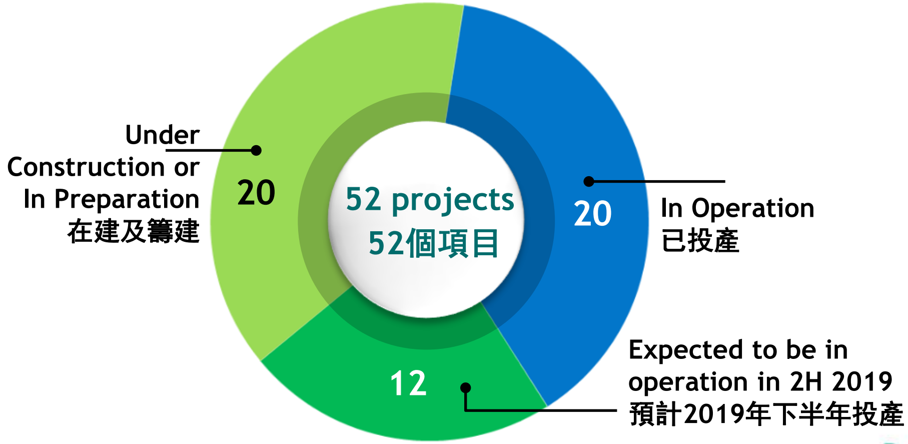
Environmental Protection
環保

- Acquired **52 projects** as of 30 Jun 2019 截至2019年6月30日已獲取**52個項目**

Project Types 項目種類



Project Status 項目階段



Planned Max. Processing Capacity (As at 30 Jun 2019)
設計最高處置規模 (於2019年6月30日)

Hazardous Waste 危險廢物
- > 3.4 mn tonnes/year
- > 340 萬噸 /年

Landfill 安全填埋
- > 16 mn m^3
- > 1,600 萬立方米

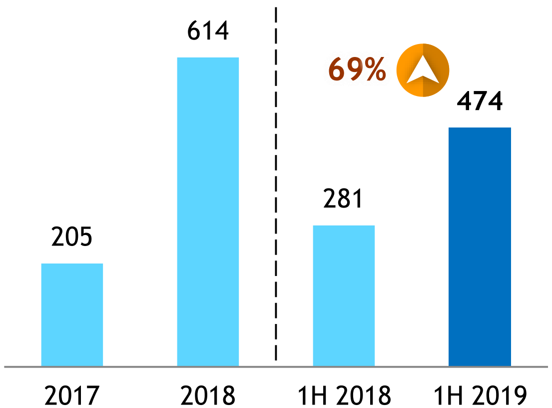
Water Treatment 水務處理
- > 2 mn tonnes/day
- > 200 萬噸 /日

Domestic Waste-to-energy 生活垃圾焚燒發電
- > 5,200 tonnes/day
- > 5,200 噸 /日

Environmental Protection
環保

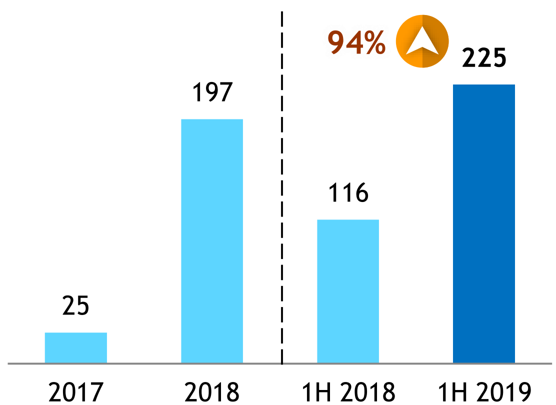
Revenue 營業額

(RMB mn 人民幣百萬元)

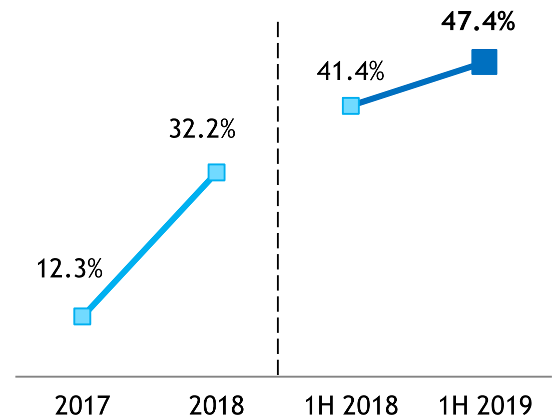


Operating Profit 經營利潤

(RMB mn 人民幣百萬元)

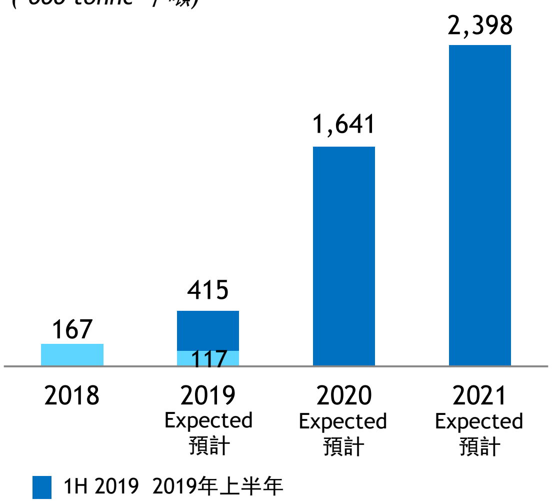


Operating Profit Margin 經營利潤率



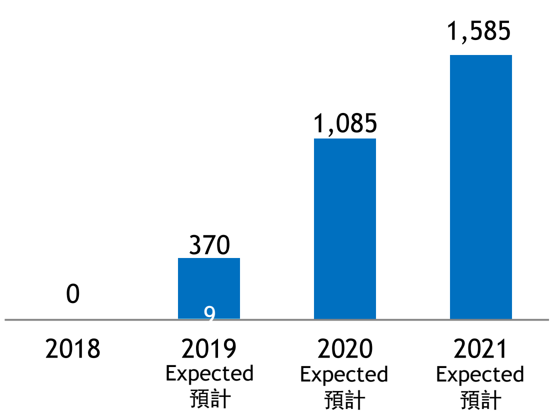
Hazardous Waste Treatment 危險廢物處理 Annual Processing Capacity 年處置量

('000 tonne 千噸)



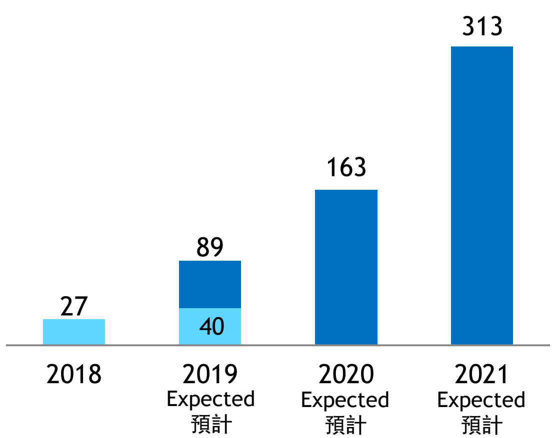
Common Solid Waste Treatment 一般固體廢物處理 Annual Processing Capacity 年處置量

('000 tonne 千噸)



Water Treatment 水務處理 Annual Processing Capacity 年處置量

('mn tonne 百萬噸)



Construction
建設

- 1H 2019 Revenue 2019年上半年營業額: **>RMB 8.0bn >人民幣80億元**
- Strategic Enhancement: **3+2** businesses 戰略提升: **3+2**業務
- Business covers **78 cities** with **over 300 projects** 業務覆蓋**78個城市**, 參與**逾300個項目**
- Further expand third-party business→ Newly obtained contract amount : **>RMB 800mn**
  全力拓展第三方業務 → 新簽合同額: **逾人民幣8億元**

3 *Major Businesses* *大主營業務*

Engineering, procurement and construction (EPC)
工程總承包

振中建设 ZHENZHONG CONSTRUCTION
RH 瑞華建設
原构设计 YUANGOU DESIGN
雅丰贸易 YAFENG BUILDING MATERIAL

Landscaping
園林景觀

雅玥园林 YAYUE LANDSCAPE ENGINEERING
雅生态科技
百绿园林 Bargreen Landscape
美景环境科技
京林园林 JINGLIN

Home Decoration
家居裝飾

木年华 WOODLIFE
SHIXING 时兴装饰
LOHOJA 乐活家
TEMING 特铭

2 *Supporting Businesses* *大支撐業務*

Design Consulting
設計諮詢

Material Trading
材料貿易

Real Estate Construction Management
房管

AGILE 雅居樂

- Obtained **5 contracted projects** in 1H 2019
  2019年上半年獲得**5個正式簽約項目**
- Total saleable resources: **Over RMB 23.0 bn**
  總可售貨值: **逾人民幣230億元**

Region 區域	Southern China 華南	Eastern China 華東	Southwest 西南	Northern China 華北	Total 合計
Existing Projects 現有項目	4	5	2	0	**11**
Potential Projects 儲備項目	2	6	9	6	**23**

Jieyang Project
揭陽項目

Qingtian Project
青田項目

Commercial
商業

- Integrate existing businesses and expand new businesses to enhance assets value
  整合現有業務, 開拓新業務, 提升資產價值

AGILE COMMERCIAL
雅居乐 商业

- Span over 50 cities, with GFA **>3mn sq.m.**
  覆蓋超過50個城市, 總體量**逾300萬平方米**
  - SH Marriott Hotel City Centre occupancy rate at **84%** 上海雅居樂萬豪酒店入住率為**84%**
  - Leasing rate of Guangzhou Agile Center at **100%** 廣州雅居樂中心出租率為**100%**

- Innovative Business 創新業務
  - Cultural & Tourism Project 文旅項目
  - Agile Fresh Market 雅鮮集街市

Agile Tengchong Cultural & Tourism Project
雅居樂騰沖原鄉棲花嶺景區
- Groundbreaking in May 2019
  於2019年5月開工動土

Agile Fresh Market of Agile Cambridgeshire Guangzhou
廣州雅居樂劍橋郡雅鮮集街市
- Soft-opening in May 2019
  於2019年5月試業

AGILE 雅居樂

Appendices
附錄

Corporate Structure (As at 30 Jun 2019)
公司架構 (於2019年6月30日)

AGILE 雅居樂

Chen's Family 陳氏家族	Others 其他
67.09%	32.91%

AGILE 雅居樂

AGILE P&M 雅居乐 房管

AGILE EDUCATION 雅居乐 教育

AGILE A-LIVING 雅居乐 雅生活

AGILE PROPERTY 雅居樂 地產

AGILE ENVIRON 雅居乐 环保

AGILE BUILD 雅居乐 建设

AGILE COMMERCIAL 雅居乐 商业

Property Development 物業開發
— Recognised Sales and GFA Sold Breakdown 確認銷售金額及面積分布

AGILE 雅居樂

	Recognised Sales 確認銷售金額			Recognised GFA Sold 確認銷售面積		
	1H2019 *RMB24.69bn 人民幣246.9億元*	1H2018 *RMB22.55bn 人民幣225.5億元*	Change 變動 *+/-p.p. +/-百分點*	1H2019 *1.92mn sq. m. 192萬平方米*	1H2018 *1.82mn sq.m. 182萬平方米*	Change 變動 *+/-p.p. +/-百分點*
Southern China 華南	32.4%	23.9%	+8.5	33.7%	37.7%	-4.0
– Greater Bay Area (GBA) 大灣區	24.3%	17.5%	+6.8	19.6%	24.6%	-5.0
– Non-GBA 除大灣區外	8.1%	6.4%	+1.7	14.1%	13.1%	+1.0
Eastern China 華東	40.5%	20.8%	+19.7	37.1%	23.6%	+13.5
Other Regions *(Non-Tourism Property)* **其他區域** *(除旅遊地產)*	15.3%	9.7%	+5.6	18.8%	11.8%	+7.0
– Western China 西部	5.0%	6.4%	-1.4	8.5%	7.8%	+0.7
– Northeast & Central China 東北及華中	8.9%	1.3%	+7.6	9.2%	2.1%	+7.1
– Overseas 海外	1.4%	2.0%	-0.6	1.1%	1.9%	-0.8
Tourism Property 旅遊地產 Hainan & Yunnan 海南及雲南	11.8%	45.6%	-33.8	10.4%	26.9%	-16.5
Total 總計	100%	100%	-	100%	100%	-

Property Development 物業開發
— Pre-Sales and GFA Pre-Sold Breakdown 預售金額及面積分布

AGILE 雅居樂

	Pre-Sales 預售金額			GFA Pre-Sold 預售面積		
	1H2019 *RMB58.20bn 人民幣582.0億元*	**1H2018** *RMB46.55bn 人民幣465.5億元*	**Change 變動** *+/-p.p. +/-百分點*	**1H2019** *4.06mn sq. m. 406萬平方米*	**1H2018** *3.55 mn sq.m. 355萬平方米*	**Change 變動** *+/-p.p. +/-百分點*
Southern China 華南	**31.6%**	**33.4%**	**-1.8**	**34.2%**	**37.8%**	**-3.6**
— Greater Bay Area (GBA) 大灣區	27.6%	29.4%	**-1.8**	27.9%	31.4%	**-3.5**
— Non-GBA 除大灣區外	4.0%	4.0%	**-**	6.3%	6.4%	**-0.1**
Eastern China 華東	**26.3%**	**15.7%**	**+10.6**	**24.1%**	**16.3%**	**+7.8**
Other Regions *(Non-Tourism Property)* **其他區域** *(除旅遊地產)*	**22.4%**	**26.6%**	**-4.2**	**26.5%**	**29.2%**	**-2.7**
— Western China 西部	3.9%	7.7%	**-3.8**	5.5%	9.1%	**-3.6**
— Northeast & Central China & Northern China 東北及華中及華北	16.3%	17.0%	**-0.7**	20.1%	18.9%	**+1.2**
— Overseas 海外	2.2%	1.9%	**+0.3**	0.9%	1.2%	**-0.3**
Tourism Property 旅遊地產 Hainan & Yunnan 海南及雲南	**19.7%**	**24.3%**	**-4.6**	**15.2%**	**16.7%**	**-1.5**
Total 總計	**100%**	**100%**	**-**	**100%**	**100%**	**-**

New Land Acquisitions in 1H 2019
2019年上半年新購地塊

AGILE 雅居樂

	City 城市	Group Attributable Interest 集團應佔權益	Site Area 佔地面積 *(sq.m.) (平方米)*	Total Planned GFA of the Project 項目預計總建築面積 (sq.m.) (平方米)	Attributable Land Cost* 地價 (按應佔)* *(RMB mn) (人民幣 百萬元)*
Southern China Region 華南區域					
1. Site in Huicheng District 惠城區地塊	Huizhou 惠州	100%	24,792	76,855	441
2. Site in Tangquan District 湯泉片區地塊	Huizhou 惠州	100%	88,844	222,110	1,301
3. Site in Taicheng District 台城區地塊	Jiangmen 江門	100%	34,387	96,284	257
4. Site in Xinhui District 新會區地塊	Jiangmen 江門	100%	29,372	63,525	529
5. Site in Dongcheng Avenue 東城大道地塊	Qingyuan 清遠	100%	53,331	111,995	365
6. Site in Golden Bay 金海灣地塊	Beihai 北海	100%	72,935	94,816	241
Eastern China Region 華東區域					
7. Site in Gaoxin District 高新區地塊	Changshu 常熟	49%	51,039	132,701	478
8. Site in Xinzhan District 新站區地塊	Hefei 合肥	100%	75,608	136,094	1,066
9. Site in Dianshan Lake Town 淀山湖鎮地塊	Kunshan 崑山	100%	60,291	108,523	1,227
10. Agile Champion Town 冠軍體育小鎮	Weihai 威海	64.8%	1,587,333	1,763,211	1,234
11. Site in Yunlong District 雲龍區地塊	Xuzhou 徐州	50%	132,397	172,115	867
12. Site in International Waterfront New Town 國際濱水新城小鎮地塊	Yangzhou 揚州	100%	160,043	255,714	1,202

New Land Acquisitions in 1H 2019
2019年上半年新購地塊

	City 城市	Group Attributable Interest 集團應佔權益	Site Area 佔地面積 *(sq.m.)* *(平方米)*	Total Planned GFA of the Project 項目預計總建築面積 (sq.m.) (平方米)	Attributable Land Cost* 地價 (按應佔)* *(RMB mn)* *(人民幣 百萬元)*
Western China Region 西部區域					
13. Site in Wenjiang District 溫江區地塊	Chengdu 成都	100%	105,832	245,068	2,284
14. Site in Beipei District 北碚區地塊	Chongqing 重慶	100%	112,059	168,089	1,310
15. Site in Jiulongpo District 九龍坡區地塊	Chongqing 重慶	100%	50,035	100,070	855
Central China Region 華中區域					
16. Site in Technology & Innovation Town 科創服務產業基地小鎮地塊	Xiangyang 襄陽	100%	213,809	442,912	639
17. Site in Zhengshang New District 鄭上新區地塊	Zhengzhou 鄭州	33%	46,691	116,726	98
18. Agile Romantic Town 雅居樂羅曼小鎮	Zhengzhou 鄭州	72%	199,507	282,671	326
Yunnan Region 雲南區域					
19. Site in Panlong District 盤龍區地塊	Kunming 昆明	50%	81,914	262,126	1,126
20. Agile International Garden 雅居樂國際花園	Ruili 瑞麗	100%	149,279	522,477	219
21. Agile Quenya 雅居樂西雙林語	Xishuangbanna 西雙版納	100%	126,400	151,680	279

New Land Acquisitions in 1H 2019
2019年上半年新購地塊

AGILE 雅居樂

	City 城市	Group Attributable Interest 集團應佔權益	Site Area 佔地面積 *(sq.m.)* *(平方米)*	Total Planned GFA of the Project 項目預計總建築面積 (sq.m.) (平方米)	Attributable Land Cost* 地價 (按應佔)* *(RMB mn)* *(人民幣 百萬元)*
Northern China Region 華北區域					
22. Site in Hexi District 河西區地塊	Beijing 北京	100%	36,478	80,252	3,180
23. Site in Yuci District 榆次區地塊	Jinzhong 晉中	49%	145,037	452,292	481
24. Site in Zhengding New District 正定新區地塊	Shijiazhuang 石家莊	100%	49,697	99,394	750
25. Site in Haijiao Garden District 海教園地塊	Tianjin 天津	50%	230,355	327,276	1,445
26. Agile Baodi Jinqiao International Town 雅居樂寶坻津僑國際小鎮	Tianjin 天津	96%	231,099	329,323	804
Northeast China Region 東北區域					
27. Site in Development District 開發區地塊	Shenyang 瀋陽	50%	30,705	52,198	78
Overseas 海外					
28. Agile Sky Residence 雅居樂天悅	Phnom Penh 金邊	49%	4,220	50,640	96
Total 合計			4,183,489	6,917,136	23,180

Flagship Projects
旗艦項目

Southern China Region 華南區域

Agile Haizhu Xiaoya
Guangzhou
廣州雅居樂海珠小雅

Agile Diyin Lake Town
Zhongshan
中山雅居樂迪茵湖小鎮

Agile Cambridgeshire
Shunde
順德雅居樂劍橋郡

Agile Honorable Mansion
Zhanjiang
湛江雅居樂雍逸廷

Agile Cambridgeshire
Zhongshan
中山雅居樂劍橋郡

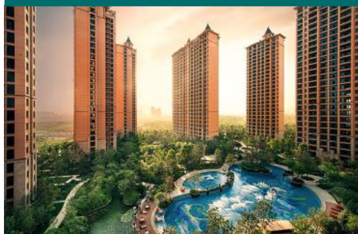
Agile International Garden
Zhuhai
珠海雅居樂國際花園

Agile Garden
Heyuan
河源雅居樂花園

Agile Chairman
Shantou
汕頭雅居樂御賓府

Flagship Projects
旗艦項目

Eastern China Region 華東區域



The Territory
Nanjing
南京雅居樂濱江國際

Agile Mountain
Yangzhou
揚州雅居樂富春山居

Agile Dream Lake Fairy Hill
Changzhou
常州雅居樂山湖城

Agile Luxuriant Palace
Suzhou
蘇州雅居樂新樂府

Agile Metropolis
Nantong
南通雅居樂中央公園

Agile Riverside Metropolis
Huzhou
湖州雅居樂濱江國際

Agile City Center Villa
Wuxi
無錫雅居樂中央府

Agile Luxuriant Palace
Zhenjiang
鎮江雅居樂新樂府

Flagship Projects
旗艦項目

Western China Region 西部區域

Agile City of Lohas Chengdu
成都雅居樂錦城

Agile Mountain Chongqing
重慶雅居樂富春山居

Agile Life Diary Xi'an
西安雅居樂湖居筆記

Agile Garden Hanzhong
漢中雅居樂花園

Overseas 海外

Agile Bukit Bintang Kuala Lumpur
吉隆坡雅居樂天匯

Central China Region 華中區域

Agile Chairman Zhengzhou
鄭州雅居樂御賓府

Agile Evian Town Changsha
長沙雅居樂依雲小鎮

Agile International Garden Wuhan
武漢雅居樂國際花園

Hainan and Yunnan Region 海南及雲南區域

Hainan Clearwater Bay
海南清水灣

Agile Eden Yunnan
雲南雅居樂原鄉

Agile Quenya Yunnan
雲南雅居樂西雙林語

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