



# Investor Presentation

Date: September 2020



## Forward Looking Statements

Certain statements in this presentation constitute “forward-looking statements”. These statements are made under the “safe harbor” provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements includes statements about estimated financial performance and sales performance and activity, among others, and can generally be identified by terminology such as “will”, “expects”, “anticipates”, “future”, “intends”, “plans”, “believes”, “estimates” and similar statements. Statements that are not historical statements are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties that could cause actual results to differ materially from those projected or anticipated, including, but not limited to, our ability to continue to implement our business model successfully; our ability to secure adequate financing for our project development; our ability to successfully sell or complete our property projects under construction and planning; our ability to enter successfully into new geographic markets and new business lines and expand our operations; the marketing and sales ability of our third-party sales agents; the performance of our third-party contractors; the impact of laws, regulations and policies relating to real estate developers and the real estate industry in the countries in which we operate; our ability to obtain permits and licenses to carry on our business in compliance with applicable laws and regulations; competition from other real estate developers; the growth of the real estate industry in the markets in which we operate; fluctuations in general economic and business conditions in the markets in which we operate; and other risks outlined in our public filings with the Securities and Exchange Commission, including our annual report on Form 20-F for the year ended December 31, 2019. Except as required by law, we undertake no obligation to update or review publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statement is made.



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## 1 Proven Track Record of Success

- Xinyuan has been ranking among the top 100 Chinese real estate businesses for 15 consecutive years and was recently honored with the designation as a Top 5 Innovative Chinese Real Estate Developers.
- Through 2019, Xinyuan has completed over 60 projects comprising 104,129 units with a total gross floor area of approximately 9 million square meters.
- It has been listed on the NYSE since 2007.

## 2 Completion of Follow-on Offering of HK-listed Property Management Business

Xinyuan Property Management Service (Cayman) Ltd (Xinyuan Service):

- Completed listing on the main board of HKEX under ticker HK 01895 on October 11, 2019.
- Market valuation was HK\$1.04 billion at the IPO price of HK\$2.08 per share and is now HK\$2.02 billion.
- Completed a follow-on offering, receiving about HK\$127.2 million of net proceeds.
- Xinyuan Real Estate remains Xinyuan Service's largest shareholder with its 54.55% ownership.

## 3 Focusing on High-Growth Tier 1 and Tier 2 Cities

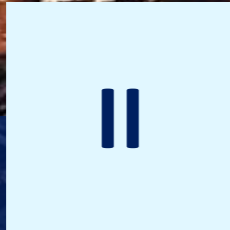
- Xinyuan develops and manages large scale, high-quality real estate projects in China, focusing on High-Growth Tier 1 and Tier 2 cities.
- As of June 30, 2020, the Company has unsold GFA of 4.28 million square meters.

## 4 International Business with Landmark Projects in NY and UK

- Xinyuan is expanding its business overseas.
- It has successfully launched big 3 projects in New York, they are Oosten project in Brooklyn, the BLOOM ON FORTY FIFTH in the Hell's Kitchen area of Manhattan, and the RKO project in Flushing.
- In UK, the Company holds 50% shares of the Madison project located in Canary Wharf of London.

## 5 Use of Technology to Enhance Operations

- Block chain-enhanced real estate operations.
- Artificial intelligence robotic technology for home use.



# Industry Overview and Business Update

## Continuation of urbanization:

- China's urbanization rate reached 60.6% in 2019, which was the goal originally set for 2020 according to the *New National Urbanization Plan (2014-2020)*.
- Hukou reform, removal of the one-child policy and formation of the resource-sharing and economically connected metropolitan clusters further accelerate urbanization and increase housing demand.

## Increasing investment in real estate:

- Total real estate investment increased to RMB 13,219 billion in 2019 from RMB 9,504 billion in 2014.
- As residential property owners do not pay property tax, the continuously increasing ASP of residential property attracts more people to invest before it gets even higher.
- People who work in top-tier cities tend to invest in real estate properties for value appreciation.
- Growing disposable income allow urban residents to buy and upgrade housing.

## Government regulations:

- A series of government policies were introduced to assure first-time buyers and upgraders a fair chance to purchase houses.

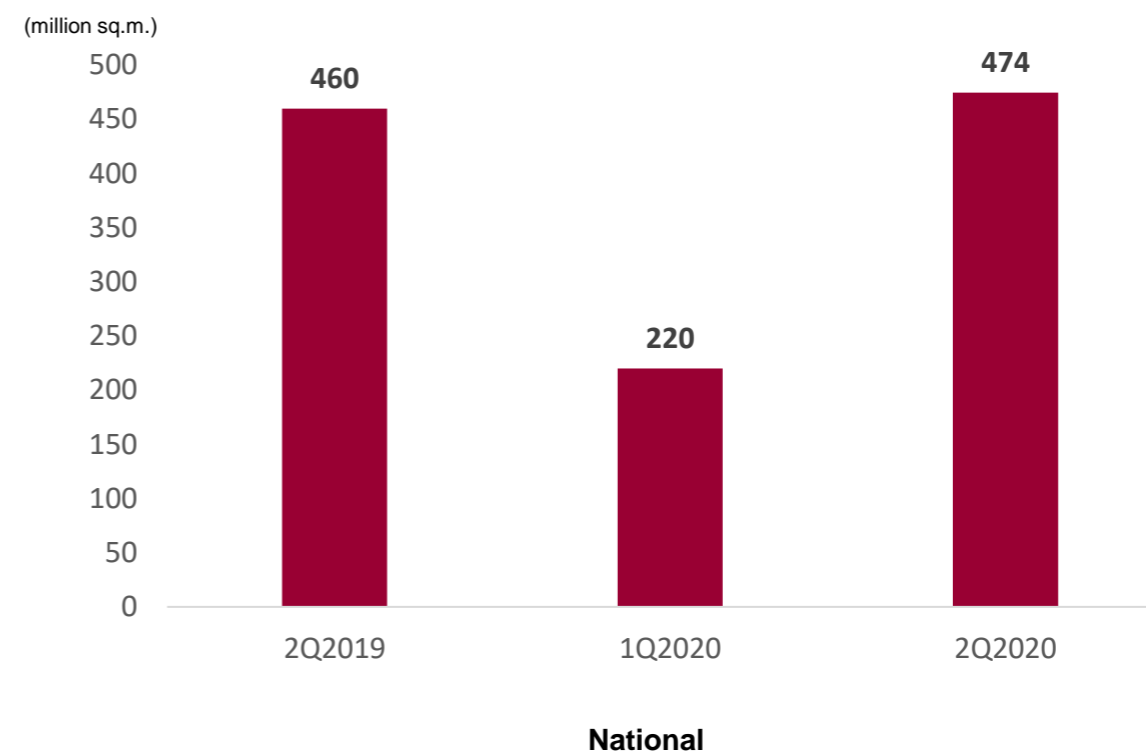
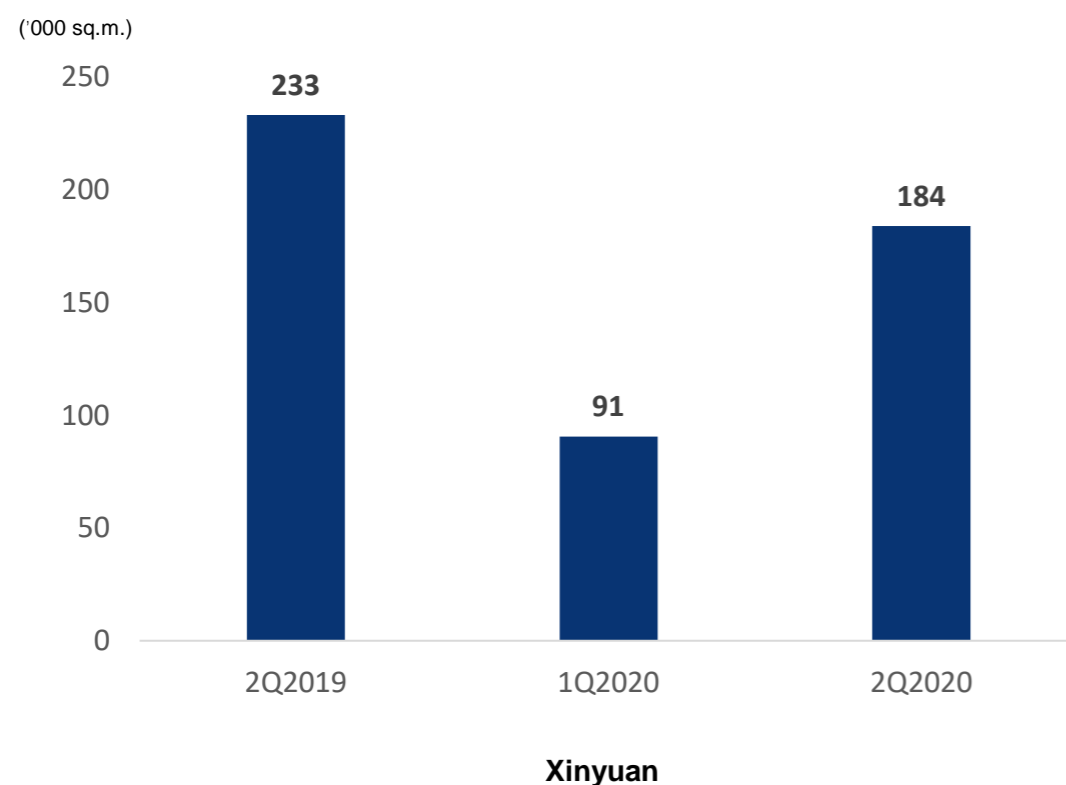
Selected Indicators	2014	2015	2016	2017	2018	2019	2014-2019 CAGR
Urbanization rate	54.8%	56.1%	57.4%	58.5%	59.6%	60.6%	N/A
Total real estate investment (RMB billion)	9,504	9,598	10,258	10,980	12,026	13,219	6.8%
Total GFA under construction (million sq.m.)	7,265	7,357	7,590	7,815	8,223	8,938	4.2%
Total GFA sold (million sq.m.)	1,206	1,285	1,573	1,694	1,717	1,716	7.3%
ASP of real estate property (RMB per sq.m.)	6,324	6,793	7,476	7,892	8,738	9,310	8.0%
ASP of residential property (RMB per sq.m.)	5,933	6,473	7,203	7,614	8,544	9,287	9.4%
Per capita disposable income of urban residents (RMB)	28,844	31,195	33,616	36,396	39,251	42,359	8.0%

*Note:* Metropolitan clusters include the Pearl River Delta, the Yangtze River Delta, the Beijing-Tianjin-Hebei and the Guangdong-Hong Kong-Macau Greater Bay Area.

*Source:* National Bureau of Statistics of China

Selected National Indicators	1H 2020	YoY Change
Total real estate investment (RMB billion)	6,278	1.9%
Total real estate investment - residential (RMB billion)	4,635	2.6%
Total GFA under construction (million sq.m.)	7,927	2.6%
Total GFA under construction - residential (million sq.m.)	5,588	3.8%
Total GFA newly started (million sq.m.)	975	-7.6%
Total GFA newly started - residential (million sq.m.)	716	-8.2%
Total GFA completed (million sq.m.)	290	-10.5%
Total GFA completed - residential (million sq.m.)	207	-9.8%
Total GFA sold (million sq.m.)	694	-8.4%
Contract Sales (RMB billion)	6,690	-5.4%

In 2Q 2020, Xinyuan's GFA sales increased 103.3% quarter-over-quarter, while National GFA sales increased 115.8%.



- Government regulations on stabilizing housing price continue to be effective, which will allow more consumers to purchase and upgrade.
- A relatively lower P/B ratio of 0.17 and P/E ratio of 1.49 indicate the greater potential and lower risk to invest in Xinyuan for the long-term.

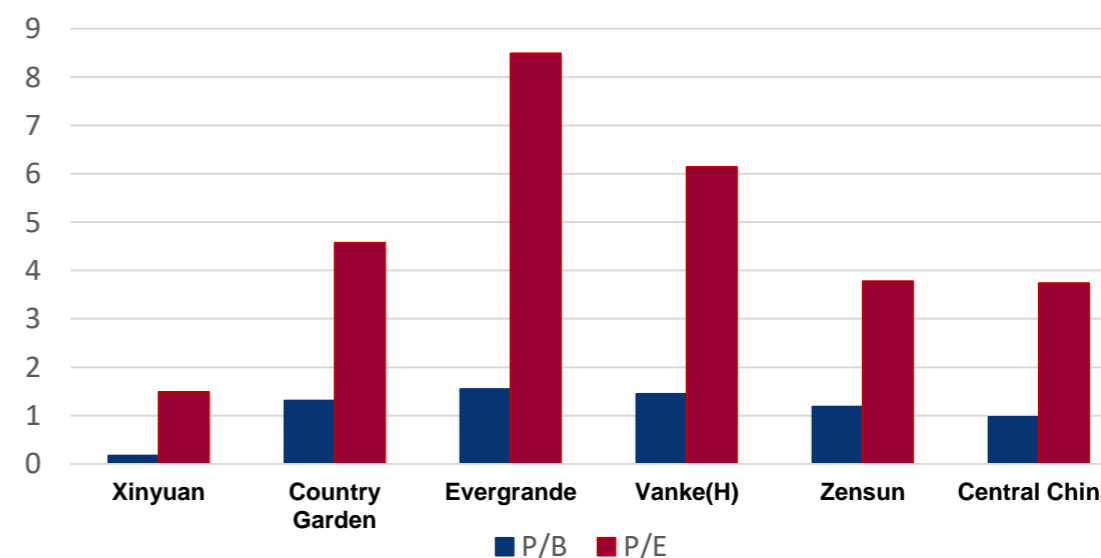
## June New Residential Property Sales Price Index

City	Chain Index	YoY Base	Fixed Base
	May 2020=100	June 2019=100	Yr. 2015=100
Beijing	100.4	103.6	145.6
Tianjin	100.6	100.0	133.2
Dalian	100.9	105.0	140.7
Shanghai	100.5	103.7	153.1
Jinan	100.3	96.9	141.4
Qingdao	100.8	102.5	140.5
Zhengzhou	100.4	99.6	144.4
Wuhan	101.4	107.9	164.1
Changsha	101.4	105.4	151.3
Chengdu	100.9	110.0	160.1
Xi'an	100.8	107.8	174.1
Sanya	100.3	104.1	155.0

## Sweetome Hurun Global House Price Index 2019

City	2019 World Ranking	2018 World Ranking	2019 Sales Price Change	2018 Sales Price Change
Xi'an	3	3	19.7%	14.6%
Wuhan	13	N/A	12.0%	4.1%
Chengdu	16	N/A	11.8%	5.6%
Dalian	19	11	11.0%	12.6%
Jinan	21	N/A	10.4%	6.9%
Qingdao	28	40	9.5%	7.6%
Sanya	29	15	9.3%	11.9%
Changsha	46	37	7.3%	7.7%

## P/B & P/E Ratio (Trailing 12 Months)



Note: Sweetome Hurun Global House Price Index 2019 published in February 2020.

P/B and P/E ratio data generated from Eikon as of August 21, 2020.

A chain index is an index number in which the value of any given period is related to the value of its immediately preceding period (resulting in an index for the given period expressed against the preceding period = 100)

Source: Eikon, National Bureau of Statistics of China





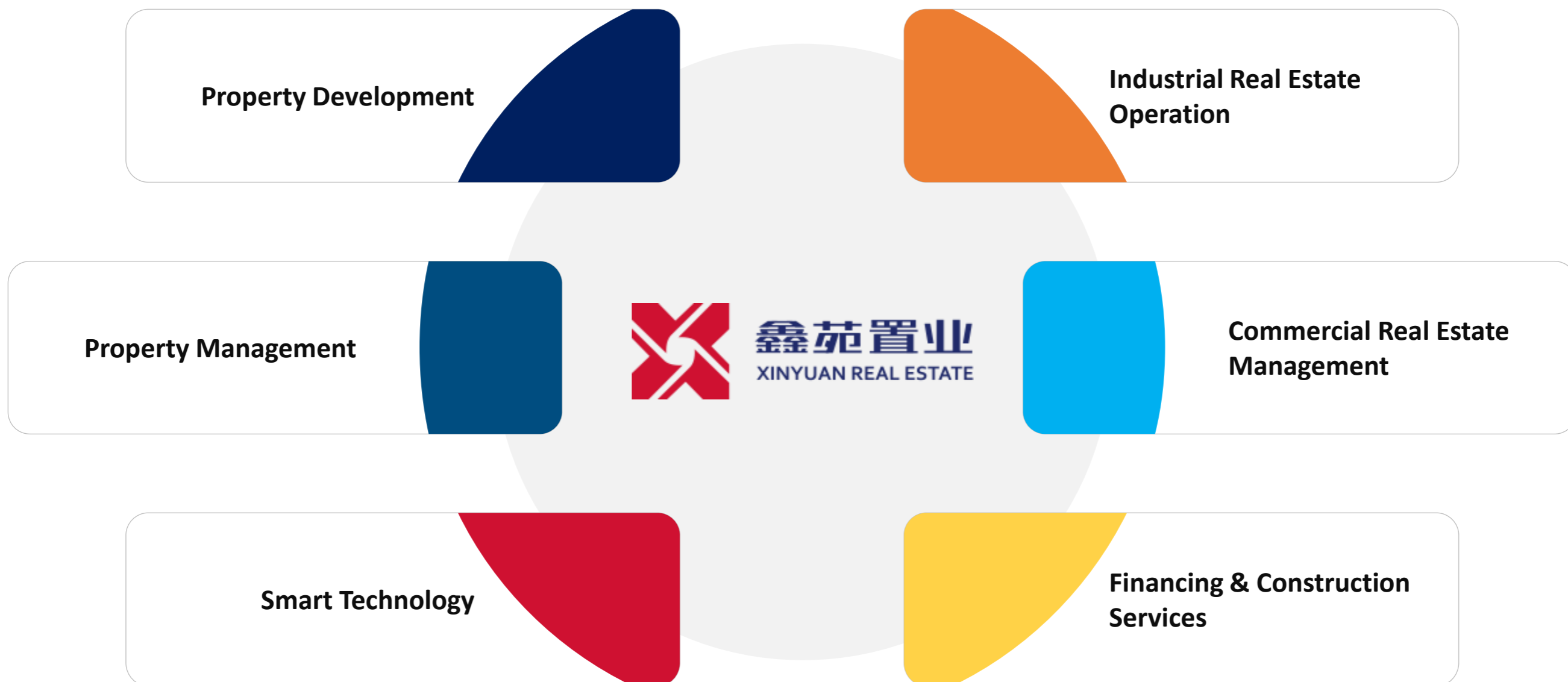
## In China

- Xinyuan develops and manages large scale, high-quality real estate projects in China, focusing on High-Growth Tier 1 and Tier 2 cities.
- As of June 30, 2020, the Company had projects covering 15 cities in China at various stages of development.
- It aims to provide comfortable and convenient real estate related products and services to middle-class consumers.
- As of June 30, 2020, the Company has unsold GFA of 4.28 million square meters.



## Overseas

- The Company was one of the first Chinese real estate developers entered the U.S. market and has been active in real estate development in New York for the past several years.



*The Company aims to provide comfortable and convenient real estate related products and services to middle-class consumers.*

## 1 Focusing on High-Growth Tier 1 and Tier 2 Cities

- Strategically focusing on high-growth tier 1 and tier 2 cities including Beijing, Shanghai, New York City, Zhengzhou, Jinan, Qingdao, Chengdu, Xi'an, Foshan and Dalian.
- Persistently strong GDP performance and population inflow are key criteria for the Company to enter new city.

## 2 Target Rapidly Expanding Middle-Class Consumers

- Expanding business through urbanization and strong upgrade residential demand from the middle class.

## 3 Expanded to U.S.

- Entered the U.S. market in 2012 and has been active in New York for several years.
- As of June 30, 2020, a total of 179 units out of 216 total units have been sold and closed for the Company's Oosten project in Brooklyn, New York.
- The Company also has 2 projects under development in Hudson Garden (Manhattan, New York) and Flushing, New York respectively.

## Property Management

- **Provide property management services.** This segment was established to develop a pan-property ecosystem systematically built on communities as its "base", cities as its "service" and locations and diversified industries as its "pillars". With community consumption as its core, greater property management, greater asset management and community industry as the driving force, the segment will establish a model that focuses on existing market services and operations and is dedicated to becoming a leading pan-property industry operator in China.
- On October 11, 2019, Xinyuan Property Management listed in HK under ticker 1895.
- Xinyuan Property Management has over 31.61mm sqm of properties under management to date, and ranks 14th among the Top 100 Property Service Providers in China and has been elected into the top 100 list for 8 consecutive years.

## Industrial Real Estate Operation

- **Target to obtain land resources.** Adhere to the development concept of "Science and Technology Service City Development, City Drives Technology Application, Integration of Technology and City Wisdom", establish a business model with technology city as the core product, and provide technology city planning-investment-construction-operation integration service, and strive to become the leader in the integration and development of global technology cities.
- Xinchuang Technology has been voted as the best town operator in Zhengzhou and received a prize of RMB20mm from the local government.
- Xinchuang has also acquired 3 pieces of land in Dalian, Foshan and Huzhou, develops Dalian International Health Technology Town, Foshan Xinchuang AI International Science and Technology Innovation Valley and Huzhou Silk Town respectively.

## Commercial Real Estate Management

- **Provide commercial real estate management services.** Propose a commercial real estate inventory optimization solution, focusing on the global commercial market operation management, and then provide the government, real estate developers, commercial property developers, commercial real estate investment institutions with market research, business planning positioning, conceptual design, business planning consulting, engineering management consulting, investment agency, commercial operation management and commercial restructuring.

## Smart Technology

- The smart technology segment is committed to building a **SaaS management platform** with an ethos of "new platform, new ecosystem and cross-organization coordination." It provides cloud computing-based information system services, consultancy services and implementation services, allowing its corporate customers to optimize their IT performance and efficiency.
- Leveraging on AI and block chain technologies, the segment aims to build a family-centric AI platform and a block chain-based digital asset instrument platform that features high scalability, streamlined processes and autonomous controllability.
- Aijieli is committed to promoting the implementation and application of artificial intelligence technology rapidly in China.

## Financing & Construction Service

- **Financing of construction, fund investment, financial services as the main business development direction**, with equity private equity fund licenses, operating in accordance with the management model and structure of financial institutions, in pursuit of profit-oriented, multi-faceted, multi-channel business, create real estate generation, build a leading real estate financial service platform.

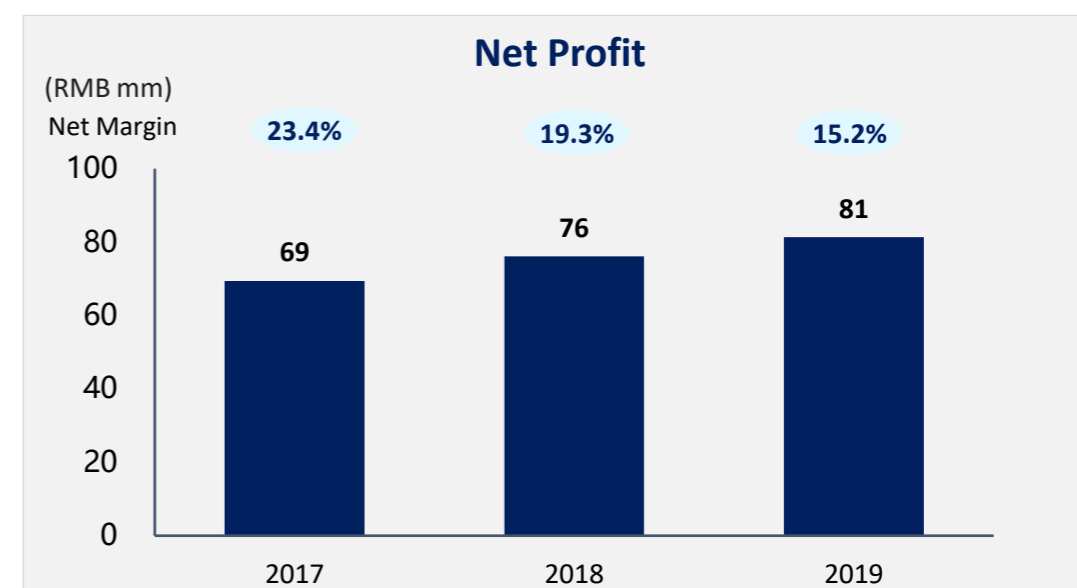
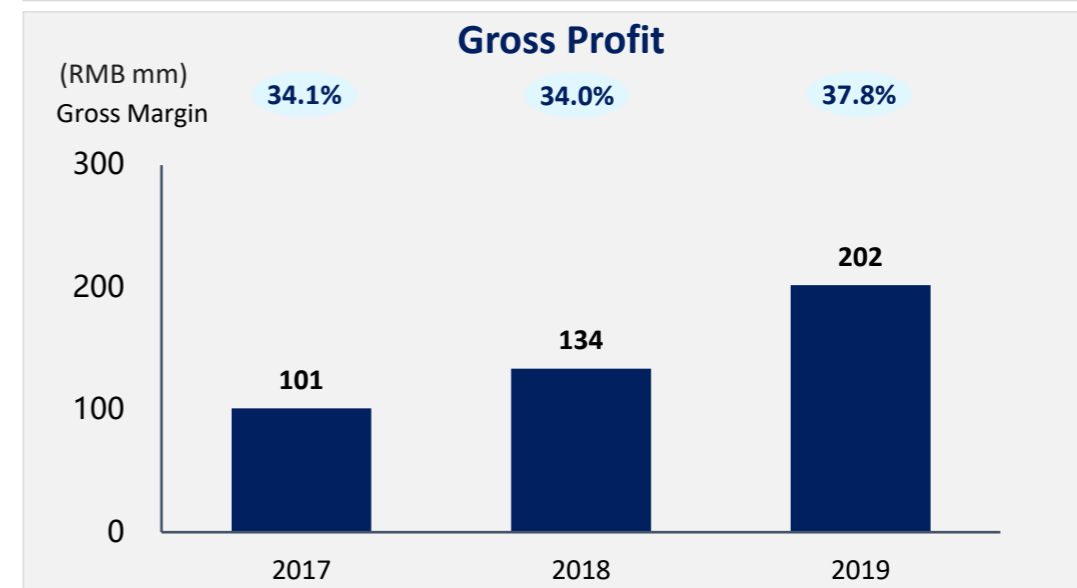
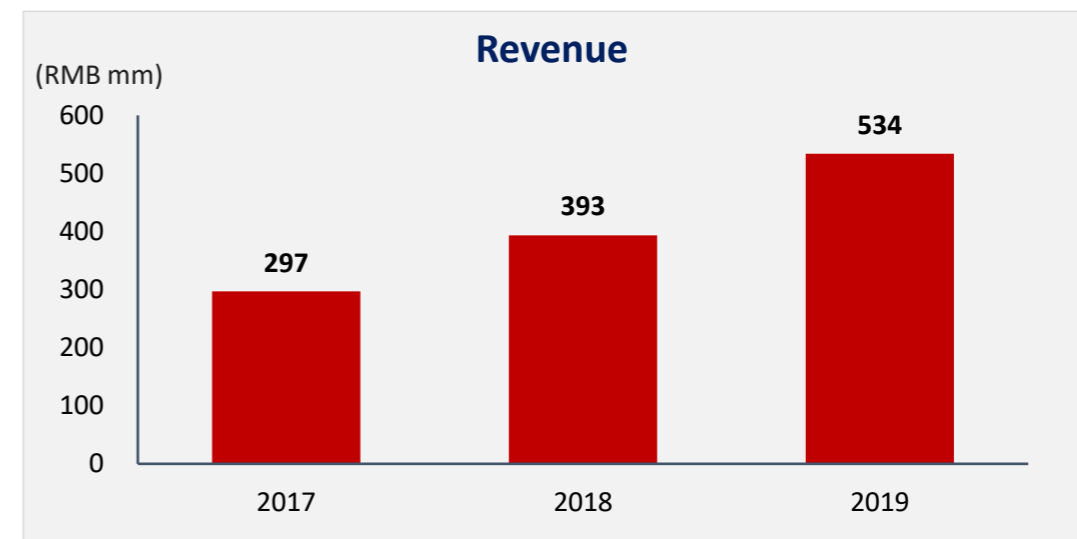


Founded in 1998, Xinyuan Property Management is the first-class national certified property management enterprise and also the vice president organization of the China Property Management Institute. Xinyuan Property Management consistently ranks among the top 100 property management companies in China and was recently designated as a "2020 leading listed property management company for business performance".

Xinyuan Property Management Services was listed on the Hong Kong Stock Exchange on October 11, 2019 under code '01895'. The market valuation at IPO was HK\$1.04 billion.

Xinyuan Property Management Services recently completed a follow-on offering, receiving about HK\$127.2 million of net proceeds. After the offering, Xinyuan Real Estate remains the largest shareholder with 54.55% ownership of Xinyuan Property Management.

As of Sep. 1, Xinyuan Property Management Services has a market cap of HK\$2.02 billion.





## IT-driven management efficiency improvement in the industry

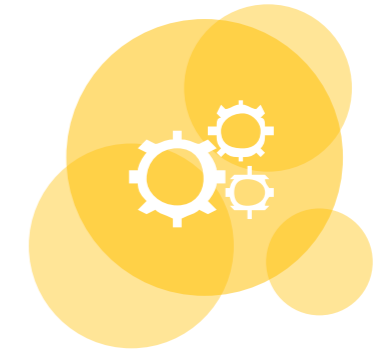
- Real estate ERP includes the land investment decision system, cost system, tendering and procurement system, planning system, quality system, expense system, sales system, cloud-based marketing platform, asset leasing system, property system, and business intelligence analysis system (BI). Together, they provide comprehensive technical support and services ranging from early-stage processes such as market estimations, land acquisition, and control and oversee various aspects in the midterm-stage, to the precise marketing and big data analysis in the later stage.
- The services help real estate enterprises to standardize their business processes, improve management and efficiency, and expand customer base and sales channels, which, in turn, ensures that the company's operations stay nimble and efficient, and that costs are minimized.



## Cloud-based property selections to address multiple pain-points in property sales

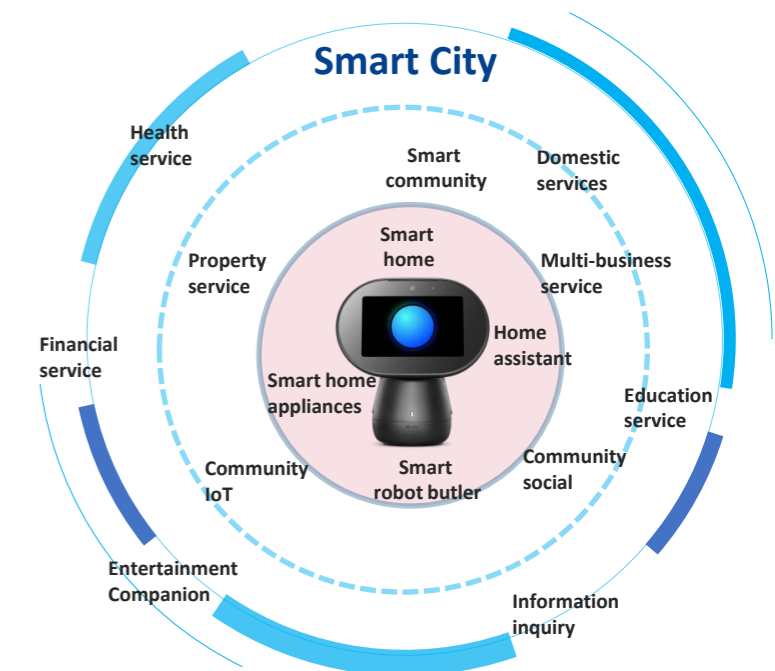
- Professional "digital marketing" solutions, refactoring property marketing scenarios by introducing technology applications, and providing digital sales sites for real estate sales.
- The Company covers several major products such as precision marketing, mobile business development, digital sales site, online sales commencement, mobile inspection, etc. It can provide multi-scenario marketing and achieve tagging and visualization via mobile applications in property marketing.

- ✓ **Fast preparation to seize the best time for sales commencement.**
- ✓ **No need for event preparation, resulting significant cost savings.**
- ✓ **Simple and convenient, only mobile phone + Internet required, with improved customer experience in sales commencement.**
- ✓ **First hand information about clients' intention in property selection, allowing real-time adjustment of sales strategies.**
- ✓ **More efficient management, more accurate data, and several times more efficient in sales commencement.**



## AI Platform to provide owners with a full range of experience in intelligent technologies

- "Aijieli" is committed to promoting the implementation and application of artificial intelligence technology rapidly in China, and creating a family-centered artificial intelligence service platform. The company is currently in its early stage of development and promotion.





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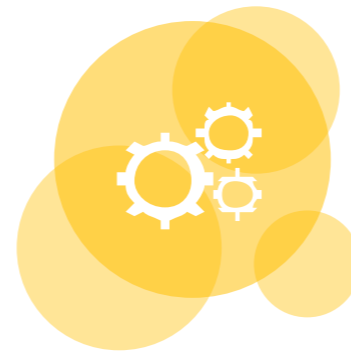


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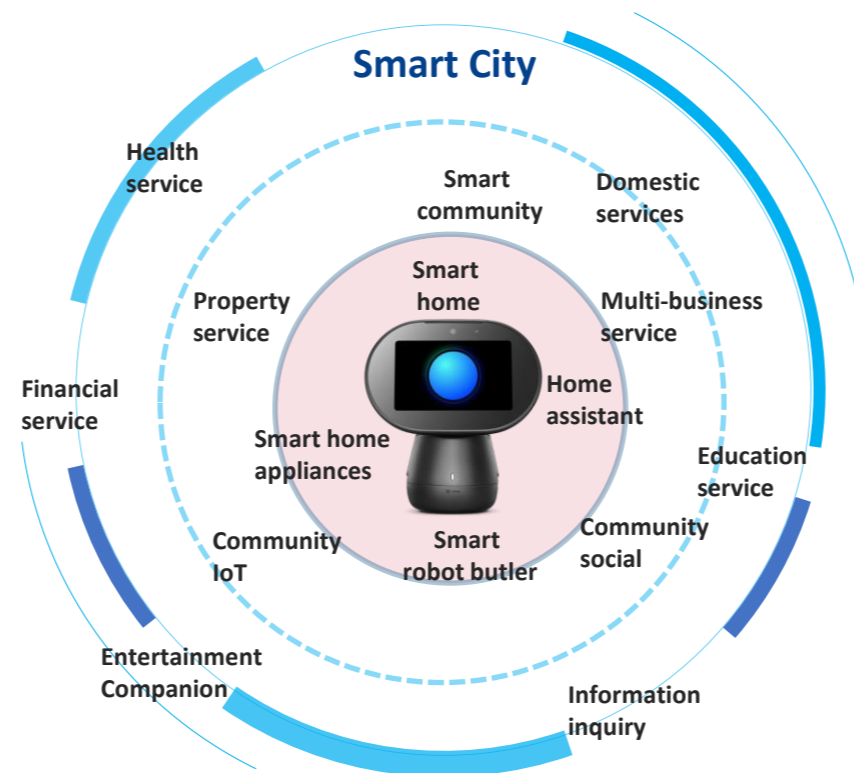
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2006-  
2020

Top 100 Developers in China for 15 consecutive years



2020

Top 5 Innovative Developers in China



2018

Top 50 in Terms of Brand Value among Chinese Property Companies



2015

Top 10 Chinese Developers for Comprehensive Development in 2015



2015

Top 5 Innovative Listed Property Developers in China



2015

Top 10 in Terms of Growth among Top 100 Chinese Property Companies



2014

Top 10 in Terms of Growth among Top 100 Chinese Property Companies



2013

Top 10 in Terms of Financing Capabilities among Top 100 Chinese Property Companies



2012

Top 10 in Terms of Operating Efficiency among Top 100 Chinese Property Companies



*The Company has an experienced, dedicated and visionary management team*



**Yong Zhang**  
*Chairman/CEO*

- Founded Xinyuan in 1997
- Vice Chairman of Henan Real Estate Association, Deputy to the 12th People's Congress of Henan Province
- Over 20 years of working experience in the real estate industry
- Received a PhD in Finance from Renmin University of China, a EMBA from Tsinghua University



**Hongwu Zhang**  
*President & GM of Financial Center*

- Master of Finance and Economics, Nanjing University of Finance and Economics
- Previously held senior management positions in Rsun Group, Tyco International and GAOLI Group



**Yongjun Gu**  
*Executive President & GM of Operation Center*

- Master degree, Nanyang Technological University
- Previously held management positions in Risesun
- Over 12 years of real estate management experience



**Brian Chen**  
*CFO*

- Bachelor of Economics, Peking University, MBA, Schulich School of Business, York University
- Canada and US CPA
- Previously held senior management positions in Pacific Securities, Riocan Reits, Husky, MDS and ZTE



**Tao Yi**  
*VP & GM of HR Center*

- Master degree, Beijing Aerospace University
- Served as HR executive of Ping An Insurance, China Life Insurance and Wanda Group, with 20 years of HR management experience



**Tian Xia**  
*VP & GM of Investment and Development Center*

- Bachelor degree, China Agricultural University
- Previously held management positions in WANKE, Sino-Ocean
- Over 15 years of real estate investment experience



**Liyang Chen**  
*VP & CEO of Xinchuang*

- Master degree, Beijing University of Technology
- Previously held management positions in Wanda Group and China Fortune Land

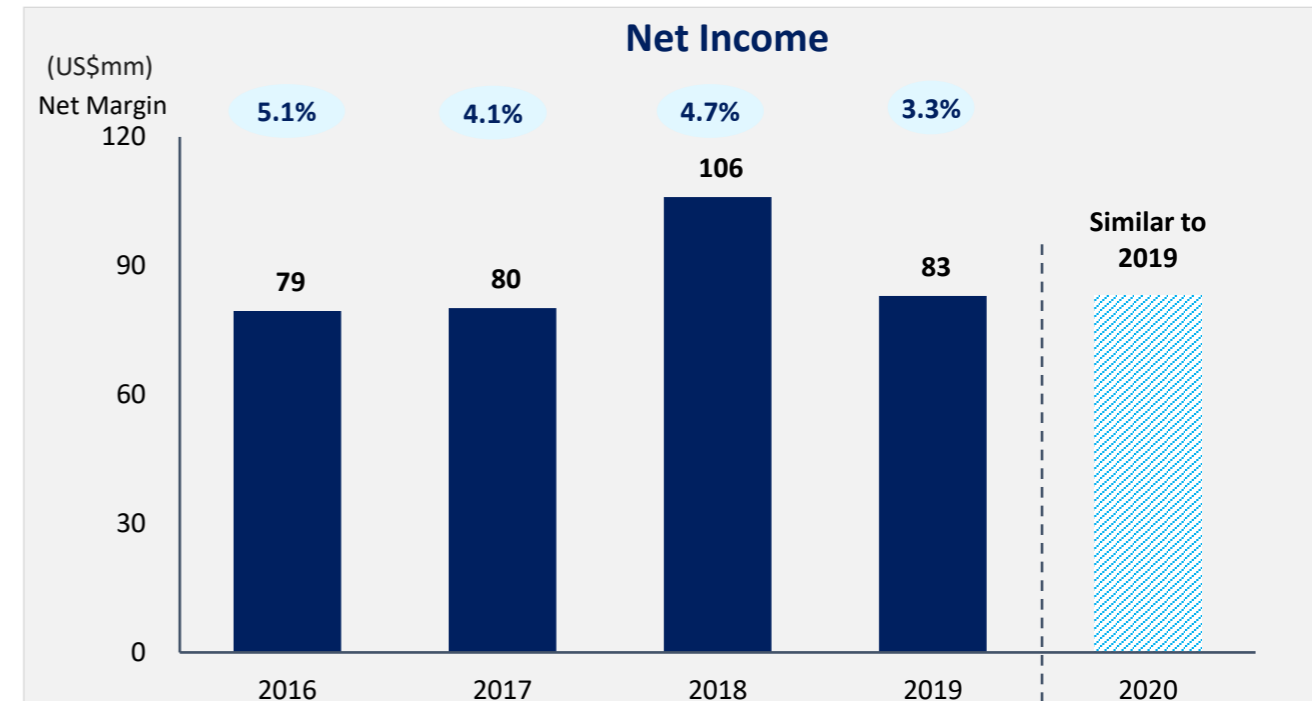
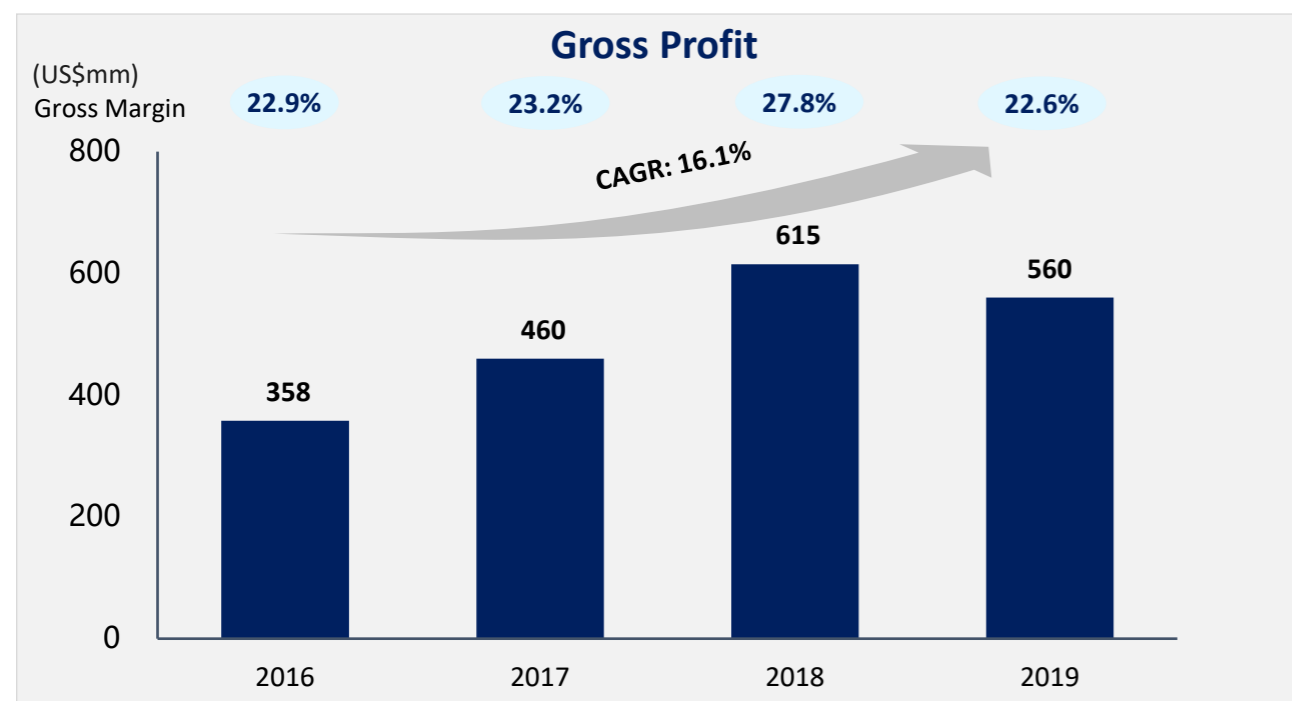
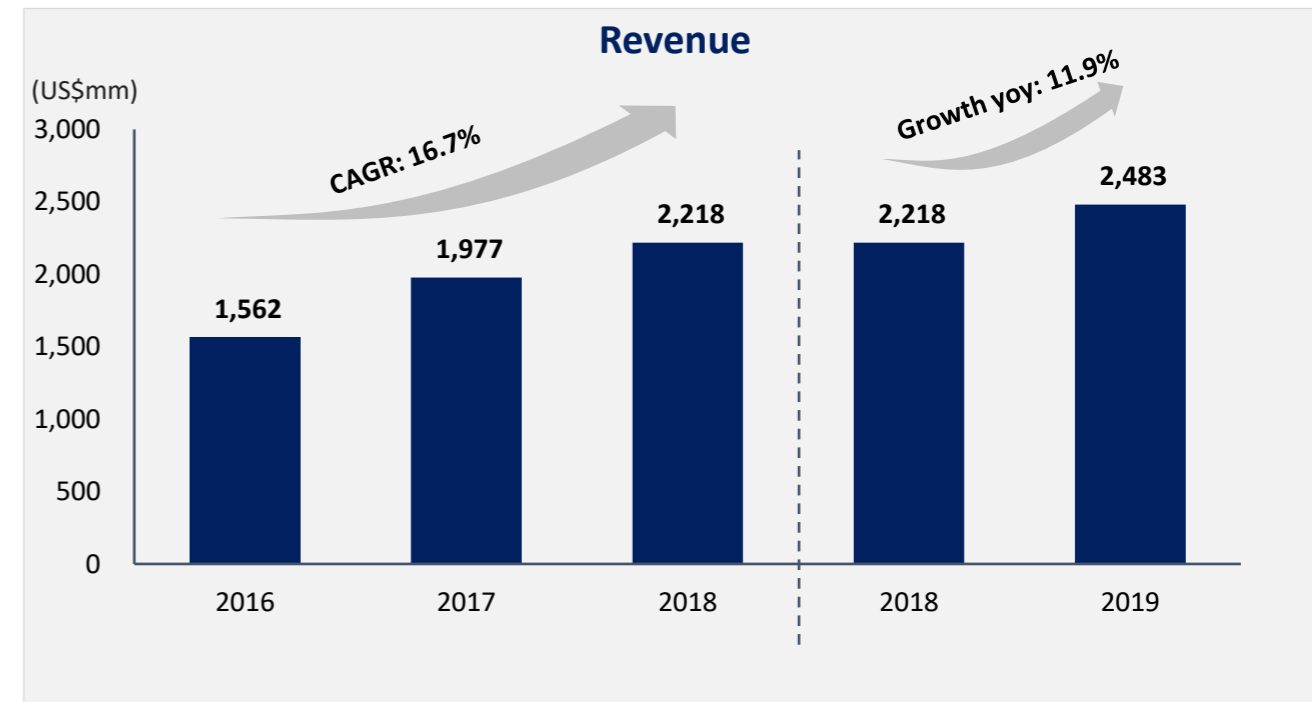
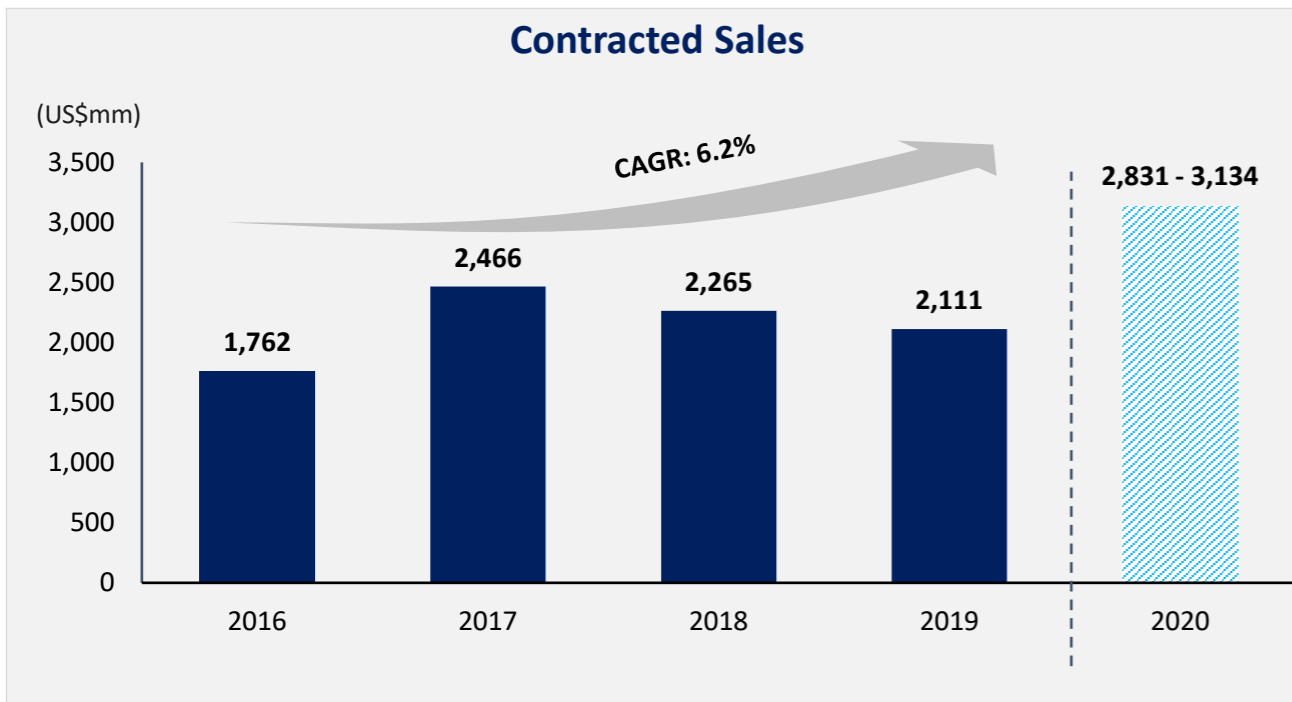


**Haiyuan Su**  
*VP & GM of Xinqu Technology*

- PhD in Resource Economic Management, University of Science and Technology, Beijing
- Previously held management positions in well-known companies including Shanshui Wenyuan, Wanda.

# Sustained Growth of Revenue and Gross Profit

- In its 20-year history of operation, Xinyuan has been adhering to the mission of providing customers with comfortable and convenient community lifestyle.
- From 2016 to 2019, the CAGR of Company's contracted sales was 6.2%. Xinyuan expects contracted sales to reach RMB20 billion to RMB22 billion in 2020.
- From 2016 to 2019, the CAGR of Company's Gross Profit reached 16.1%.

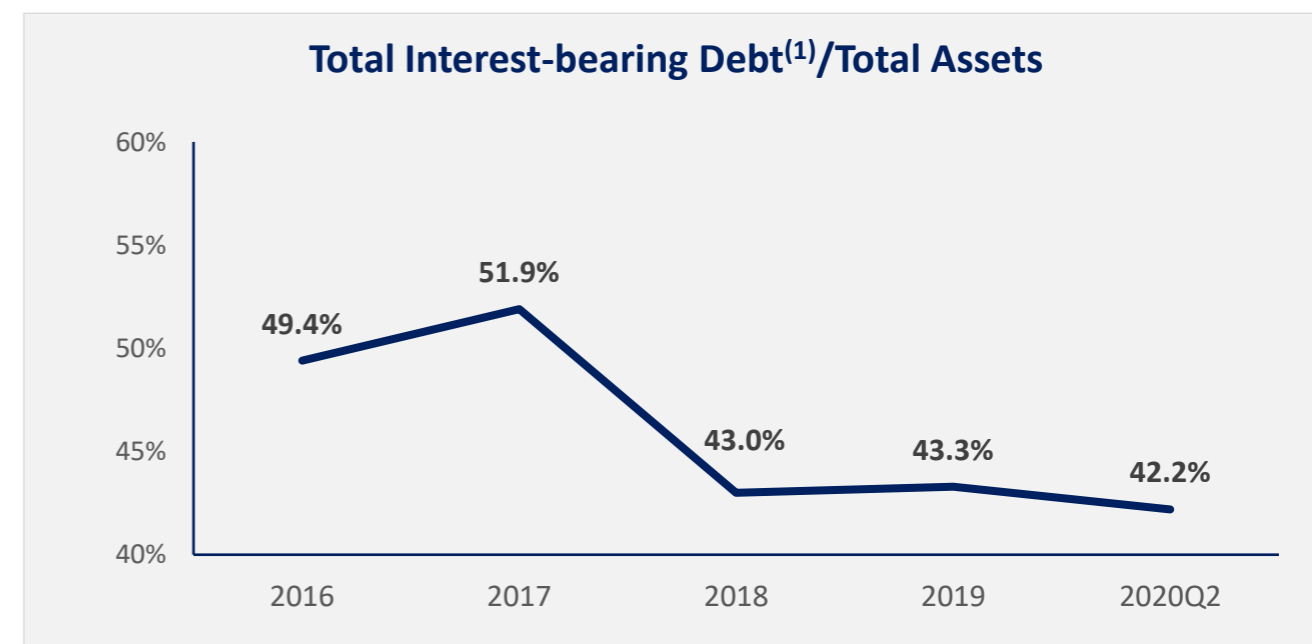
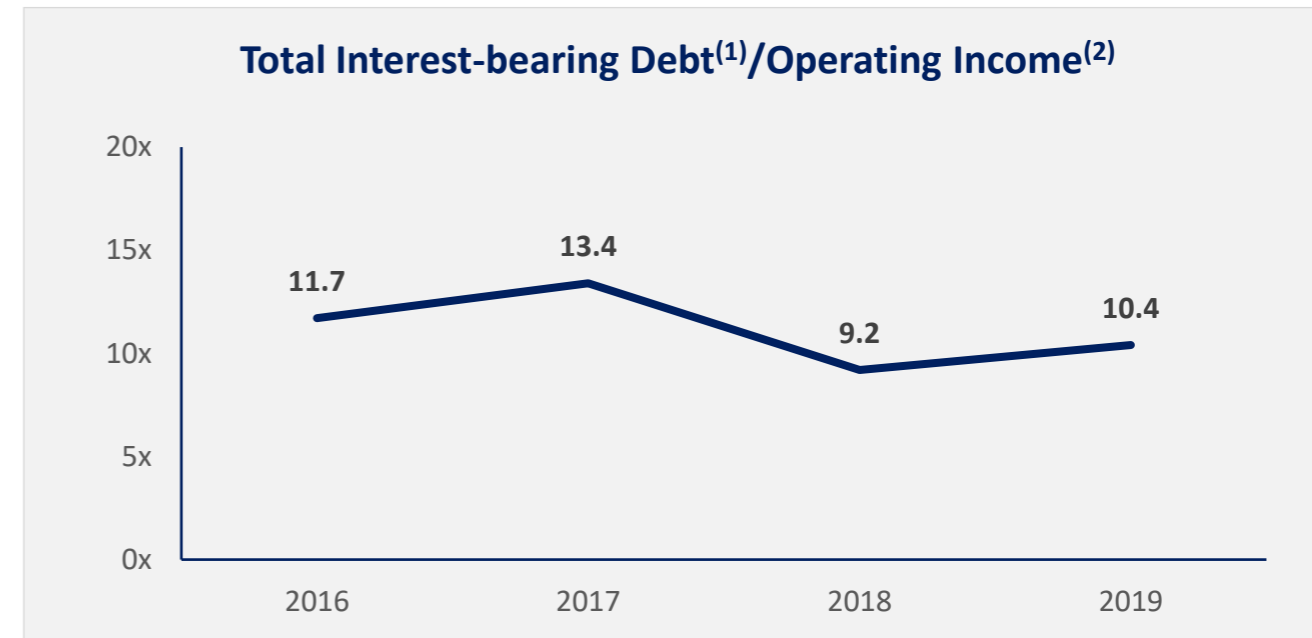
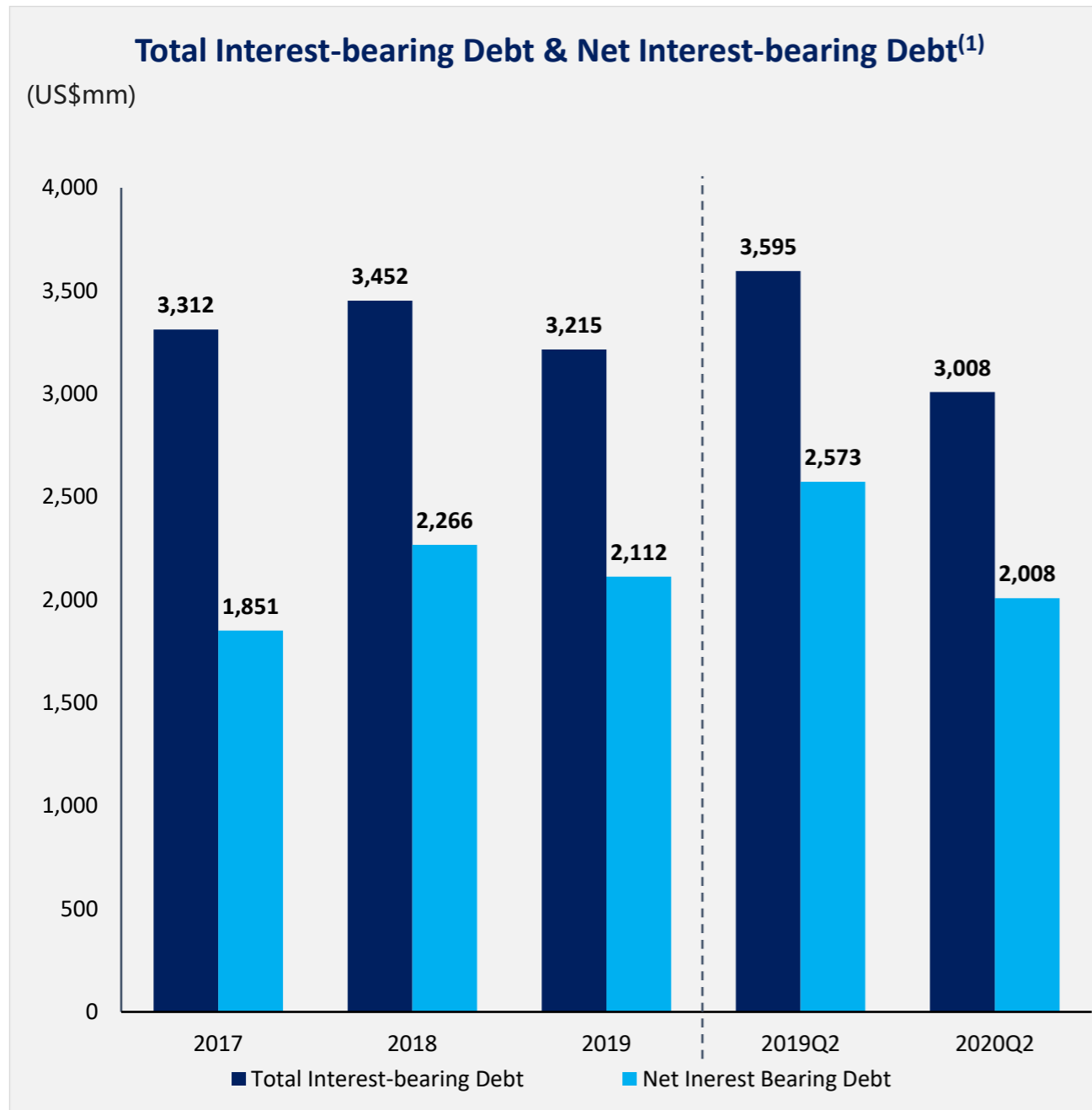


Source: Earning Release and Company Filings. As of Jun 30, 2020

Note: Translation of 2020 Contract Sales outlook was made at the rate of RMB7.0651 to US\$1.00, the noon buying rate in effect on June 30, 2020 in the H.10 statistical release of the Federal Reserve Board.

# Strictly Control Financial Leverage

- From 2018 to 2020 Q2, the Company achieved remarkable results in terms of deleveraging.
- It is devoted to continuing to increase profit and to decrease leverage for the next few years.
- As of Jun 30, 2020, its total interest-bearing debt<sup>(1)</sup> amounted to US\$3.0bn.



Source: Earnings Release and Company Filings. As of Jun 30, 2020

Notes: (1) Total Interest-bearing Debt = Short Term Bank Loans + Current Portion of Long-term Bank Loans and Other Debt + Long Term Bank Loans + Other Long-term Debt

Net Interest-bearing Debt = Total Interest-bearing Debt – Cash and Cash Equivalents (including restricted cash)

(2) LTM revenue as of June 30, 2020; LTM operating income as of Jun 30, 2020

## Prudent Strategies on Land Acquisition

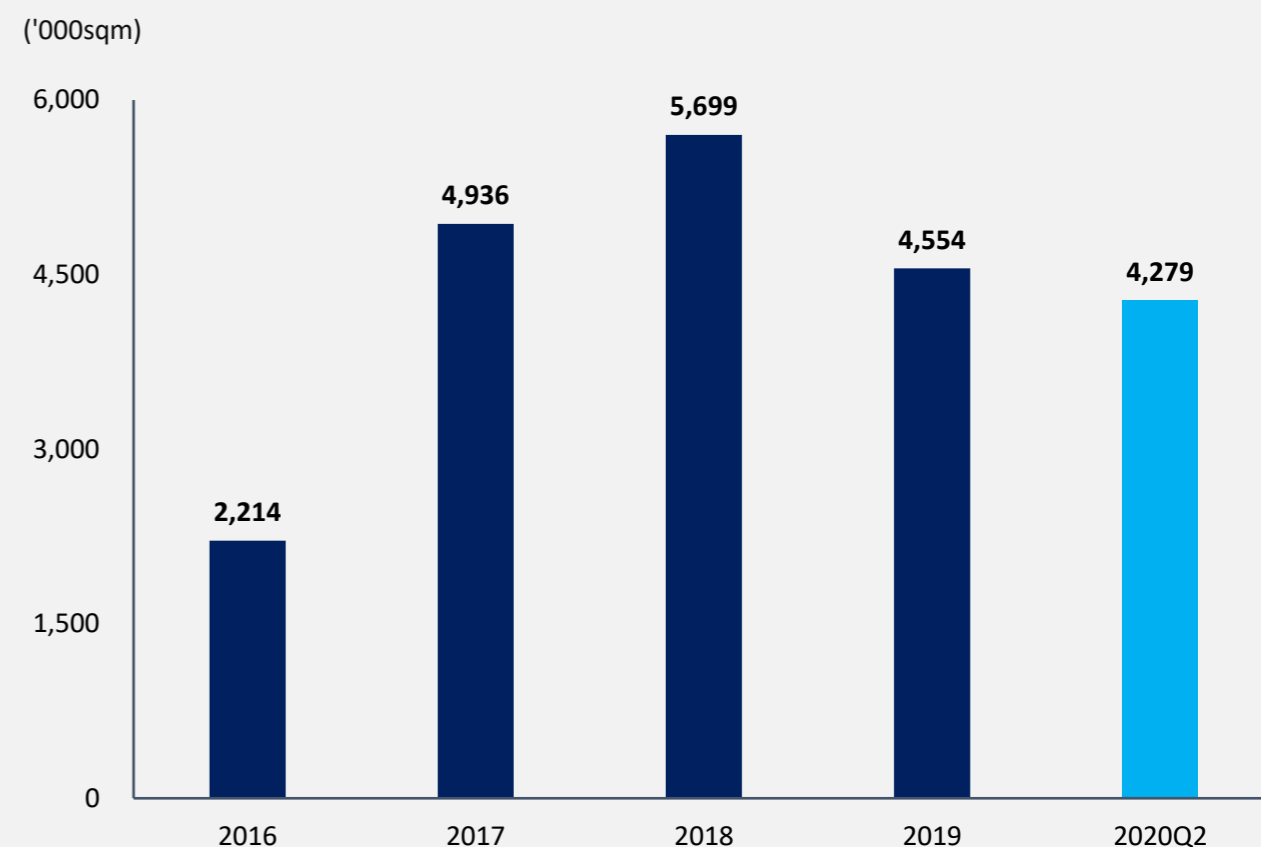
- In 2016, the Company's land bank was relatively small, therefore it expanded its land bank then.
- As of Jun 30, 2020, its total saleable GFA in China was 4.279 mm sqm, representing a reasonable land bank exposure which could support its sale and operation for the next 2-3 years.
- The Company will continue to adopt a prudent policy on land acquisition with stringent control on land acquisition cost.

Project name	Location	Unsold GFA ('000sqm)
Tongzhou Xinyuan Royal Palace	Beijing	102.3
Xi'an Xinyuan Chang'an Royal Palace	Xi'an	226.0
Zhengzhou International New City Land Bank(All land is grouped together and will be developed gradually)	Zhengzhou	879.3
Zhuhai Xin World	Zhuhai	70.0
Lingshan Bay Dragon Seal	Qingdao	383.1
Zhengzhou Hangmei Land Bank(All land is grouped together and will be developed gradually)	Zhengzhou	181.5
Wuhan Hidden Dragon Royal Palace	Wuhan	182.9
Dalian International Health Technology Town II	Dalian	34.4
Foshan Xinchuang AI International Science and Technology Innovation Valley II	Foshan	262.4
Taizhou Yihe Yayuan	Taizhou	128.1
<b>Total projects under planning</b>		<b>2,450.0</b>
<b>Total projects under construction</b>		<b>1,829.2</b>
<b>Total land bank GFA</b>		<b>4,279.2</b>

## Diversified Land Acquisition Channels to Lower the Cost

- Effectively improved project margins through M&A and joint development with other quality property developers.
- Currently, Xinyuan has entered into framework agreements with well-known financial institutions under a real equity cooperation model to address its front-end funding need.

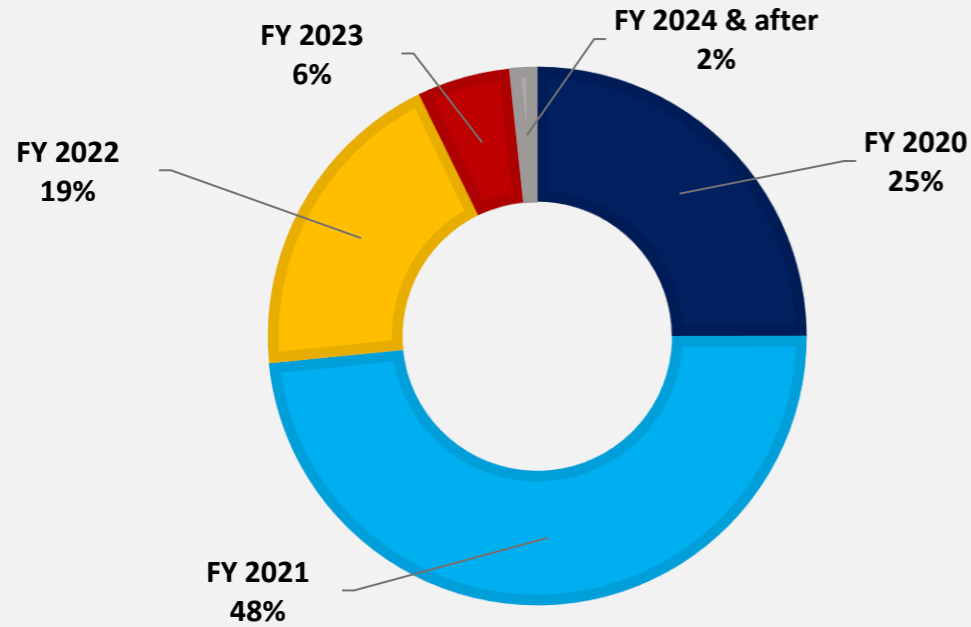
## Reasonable Land Bank Exposure



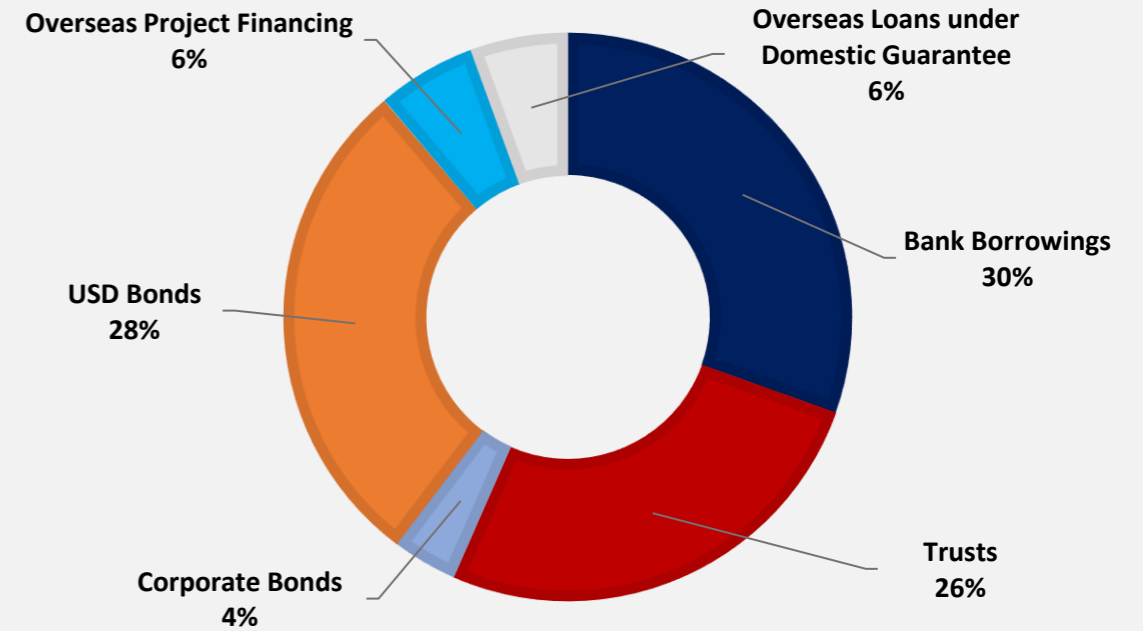


# Credit Highlights and Strategies

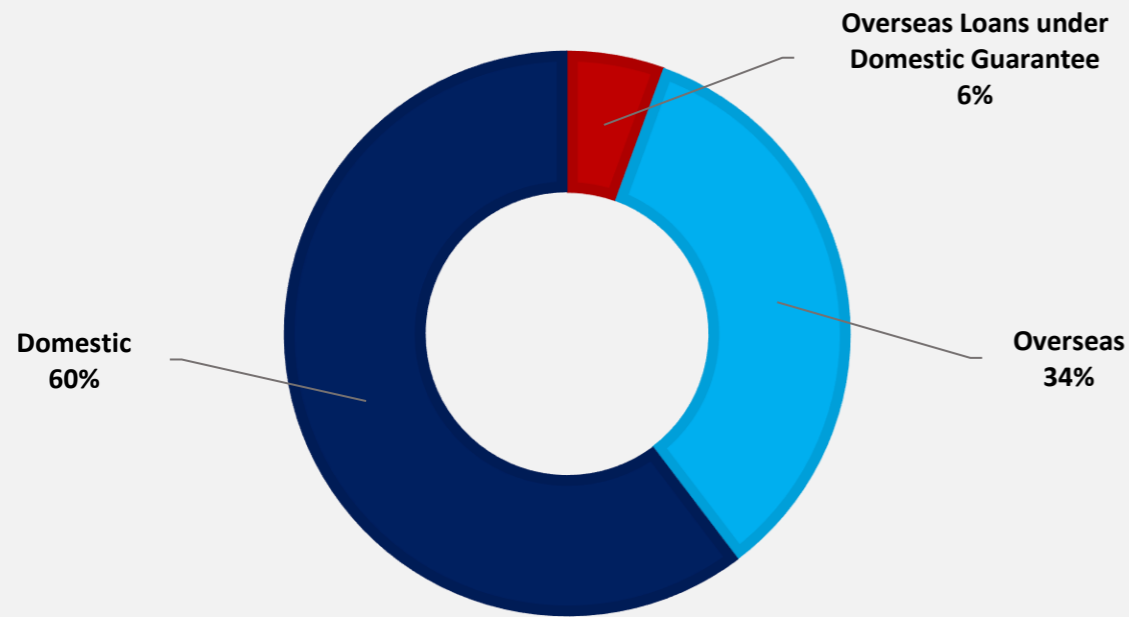
### Total Interest-bearing Debt Maturity Profile



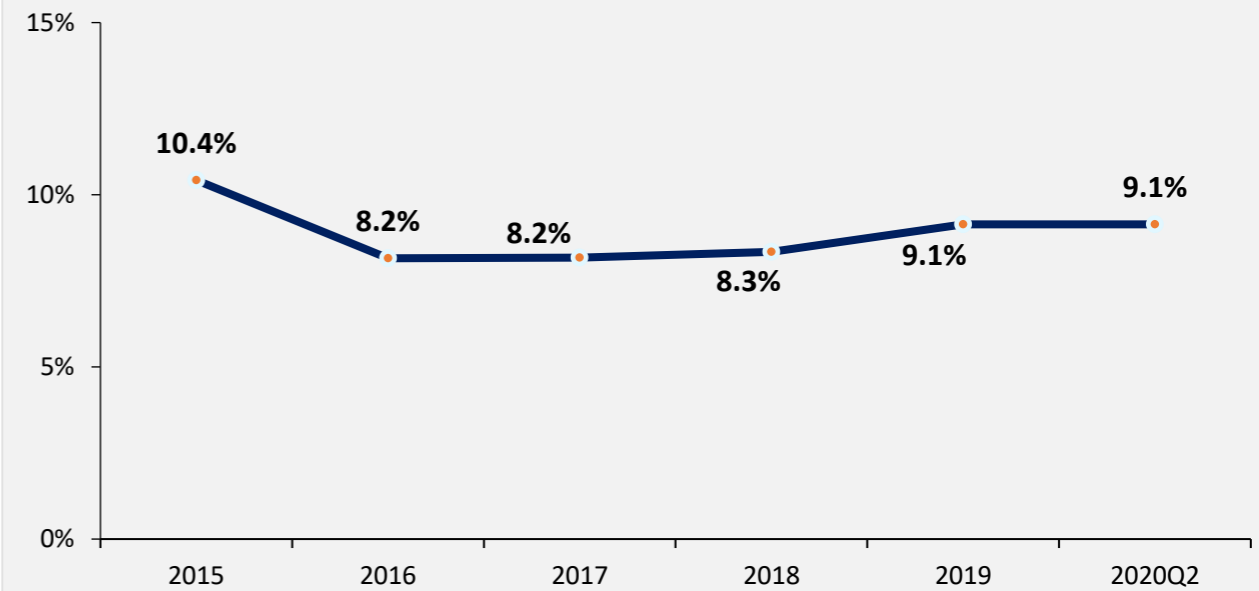
### Debt breakdown by Type



### Debt Breakdown by Currencies



### Weighted Average Interest Rate





## Diversified Financing Channels

### US Dollar Bonds

Xinyuan has successfully completed multiple USD bond offerings since May 2013.

### Trusts

In-depth cooperation with financial institutions including Ping An Trust/SDIC Trust/Kunlun Trust.

### Banks

Our certain PRC subsidiaries have entered into loan agreements with various PRC banks and financial institutions, including Bank of Beijing, Bank of China, China CITIC Bank, China Bohai Bank, Industrial and Commercial Bank of China, Huishang Bank and China Construction Bank.

### Onshore Corporate Bonds

Xinyuan has completed multiple onshore corporate bond offerings in China.

### Other Financing

Xinyuan has secured Kent EB-5 and Ozarks loans.

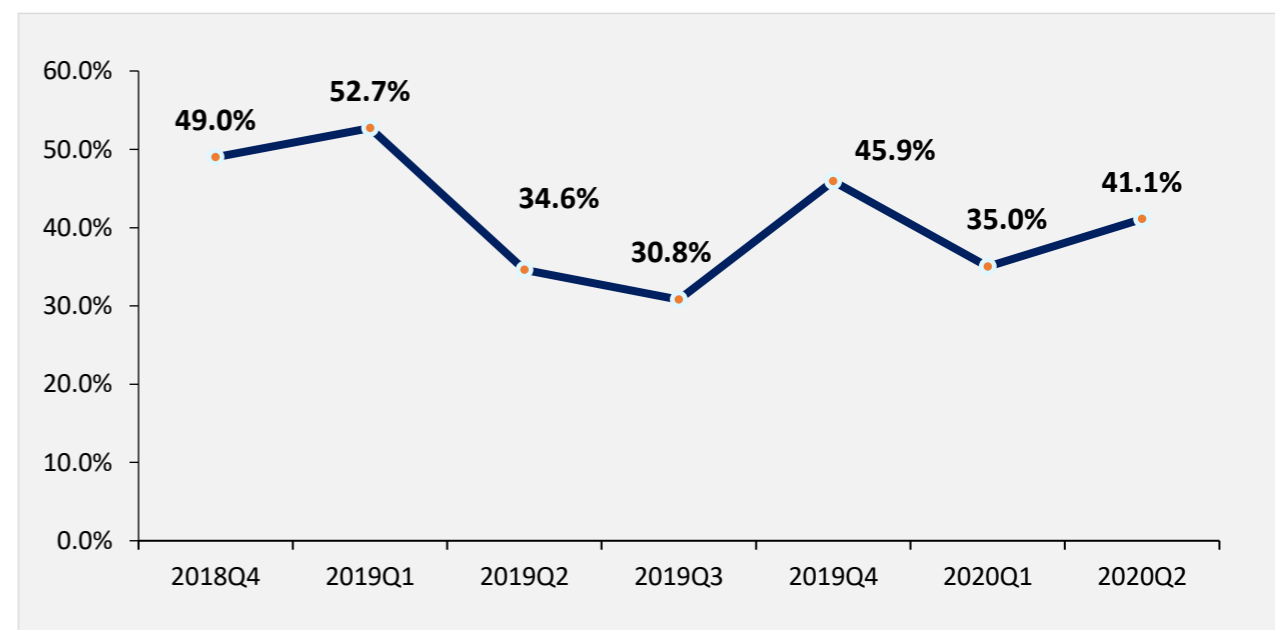
### Bank Credit Lines

Xinyuan has received RMB80 billion of credit lines from Chinese and international banks.

## Good Credit Line Profile Supported by Financial Institutions

Financial institution	Amount (RMB '00 mm)
Ping An Trust Co., Ltd. (equity cooperation)	22
Ping An Bank Co., Ltd.	18
China Construction Bank Corporation Limited	28
Huarong Rongde Asset Management Co., Ltd.	22
CITIC Trust Co., Ltd.	30
China Minsheng Trust Co., Ltd.	50
Chang'An International Trust Co., Ltd.	50
China Minsheng Banking Corp., Ltd.	70
China Bohai Bank Co., Ltd.	40
<b>Total</b>	<b>330</b>

## Continuously Optimize the Debt Structure and Reduce the Proportion of Short-term interest-bearing Debt Due in 1 Year



Source: Earnings Release and Company Filings. As of Jun 30, 2020

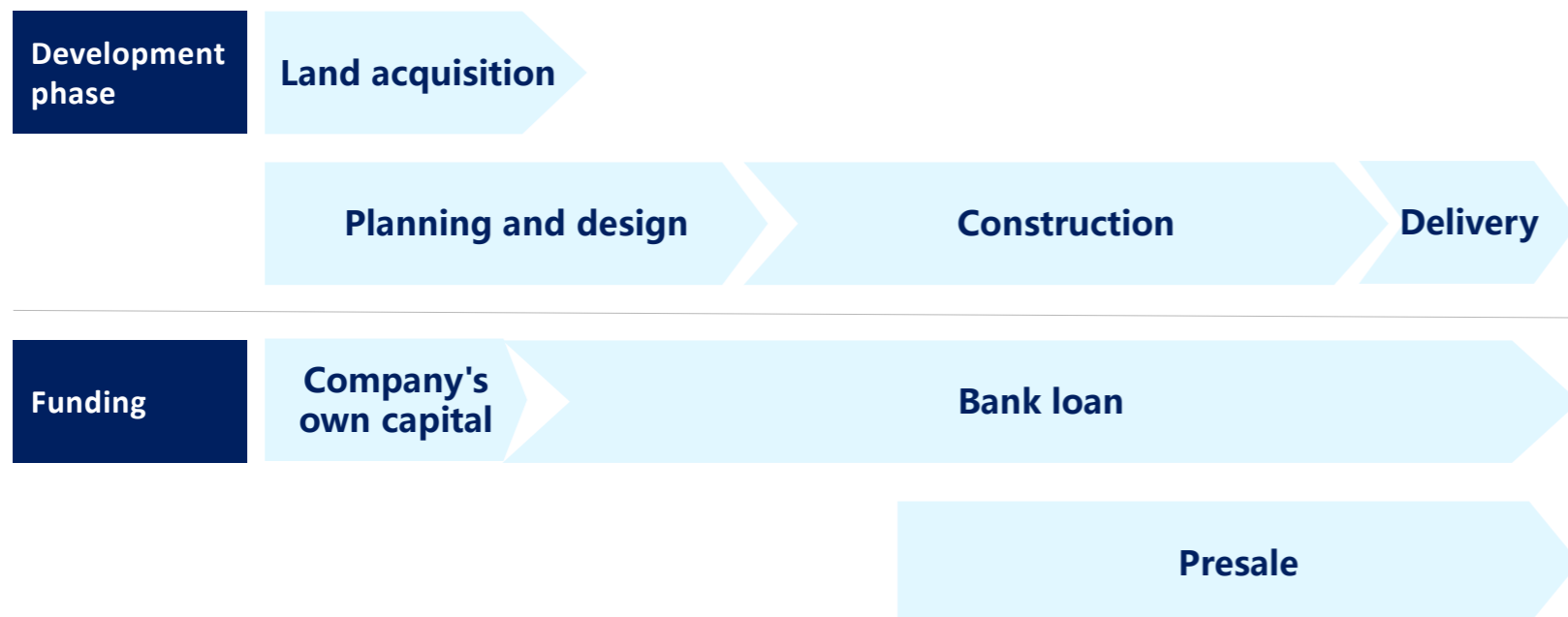
Note: (1) Proportion of Debt Due within One Year = (Short Term Bank Loans + Current Portion of Long-term Bank Loans and Other Debt) / Total Interest-bearing Debt

# Focusing on Increasing the Cash Turnover

- The Company is aiming to secure decent project returns with lower financing cost while maintaining a rapid and high cash turnover level.
- Stringent control and effective mechanism will provide Xinyuan with further liquidities.

## Standardized Development Cycle

Illustration of Xinyuan's standardized operation	Cash outflow				Cash inflow					
	Quarterly	1	2	3	4	5	6	7	8	9



Construction should start in 6-9 months after land acquisition

Pre-sales should be commenced in 3-4 months after construction begins

Projects should be completed within 18-24 months from the date of land acquisition

Over 95% of sales should be achieved before construction completion

**IV**

## Appendix

**Key Projects in China**

**Key Financials**

## Zhengzhou International New City

### Project Profile:

- Located in the downtown and city highland of Zhengzhou, Henan Province.
- 8 plots have been developed with a total floor area of 1,810,000 m<sup>2</sup>.
- Adjacent to two subway entrances of Subway Line No.2 and two BRT stations, reaching every corner swiftly.
- Well-equipped supporting facilities: 70,000 m<sup>2</sup> shopping mall, Tenth People's Hospital of Zhengzhou, Shuangxiu Park and Qicai Park.
- Quality education: A total of 11 kindergartens, primary and middle schools in the neighborhood.
- Top 100 real estate developer and first-class property management.

### Project Status:

Project	GFA (m <sup>2</sup> , 000s)		
	Total Active Projects as of June 30, 2020	Sold as of June 30, 2020	Unsold as of June 31, 2020
Zhengzhou International New City I	356.6	351.6	5.0
Zhengzhou International New City II	176.0	170.4	5.6
Zhengzhou International New City III D	46.1	45.2	0.9
Zhengzhou International New City III B	118.8	118.5	0.3
Zhengzhou International New City III C	82.3	73.8	8.5
Zhengzhou International New City IV A12	199.7	181.8	17.9
Zhengzhou International New City IV B10	92.3	67.9	24.4
Zhengzhou International New City V A04	104.9	39.6	65.3
Zhengzhou International New City Land Bank	Currently under planning		879.3

## Zhengzhou International New City I



## Zhengzhou International New City II



## Zhengzhou International New City III A



## Zhengzhou International New City III B



## Zhengzhou International New City III C



## Zhengzhou International New City III D

## Zhengzhou International New City IV A12



## Zhengzhou International New City V A04



## Zhengzhou International New City IV B10

## *Xinyuan Golden Water View City-Zhengzhou*

### Project Profile:

- ❑ Located in Jinshui district of Zhengzhou, one of the most thriving urban areas as the political, economic, cultural, financial and information center of Henan Province.
- ❑ The project covers an area of approximately 68 mu, with a total construction floor area of about 360,000 square meters.
- ❑ The second high-end urban development for Xinyuan since its return to Zhengzhou.
- ❑ In the first phase, 7 high-rise apartment buildings and some of the commercial buildings are already planned and built.
- ❑ Classic American metropolitan architectural style.
- ❑ Steps away from the subway station and a wide array of resources within one-kilometer radius.
- ❑ Unparalleled view of the Jinshui River.

### Project Status:

- ❑ Total Active Projects as of June 30, 2020: **331,400 m<sup>2</sup>**
- ❑ Sold as of June 30, 2020: **100,700 m<sup>2</sup>**
- ❑ Unsold as of June 30, 2020: **230,700 m<sup>2</sup>**





## Chengdu Xinyuan City

### Project Profile:

- ❑ Located in Shu Du New Town in the Pi Du District, Chengdu, Sichuan Province.
- ❑ The project covers an area of 301 mu and a total construction area of about 1.216 million square meters.
- ❑ The planned residence area is about 610,000 square meters, with an additional 87,000 square meters of office/admin space, 49,000 square meters of shops, and 180,000 square meters of commercial shopping.
- ❑ About 100 meters away from the Heping Street Station of Subway Line 6 (Expected to be fully operational by the end of 2020).
- ❑ Surrounded by natural resources: Medi River, Municipal Park, Knowledge Park, Cuckoo Park, and Chuangzhi Park.
- ❑ Four multi-dimensional landscaped atriums that turn the four seasons into perpetual springtime.
- ❑ Equipped with a smart home system including fresh air floor heating, central air conditioning, water purification and more.



### Project Status:

- ❑ Total Active Projects as of June 30, 2020: **741,600 m<sup>2</sup>**
- ❑ Sold as of June 30, 2020: **280,500 m<sup>2</sup>**
- ❑ Unsold as of June 30, 2020: **461,100 m<sup>2</sup>**

## ***Qingdao Royal Dragon Bay***

### Project Profile:

- ❑ Located in the center of Lingshan Bay on Binhai Avenue, Qingdao, Shandong Province.
- ❑ 200 meters away from the Metro M13 College station.
- ❑ Surrounded by three commercial hubs, more than 15 higher education schools, and natural landscapes and reserves.
- ❑ Within the community, there will be sunken courtyards, luminous sidewalks, a children's playground, and other advanced intelligent facilities, such as voice-controlled and voice-reserved elevators and WiFi coverage.
- ❑ The project serves high-end residents.

### Project Status:

- ❑ Total Active Projects as of June 30, 2020: **162,200 m<sup>2</sup>**
- ❑ Sold as of June 30, 2020: **104,300 m<sup>2</sup>**
- ❑ Unsold as of June 30, 2020: **57,900 m<sup>2</sup>**



## Tongzhou Xinyuan Royal Palace

### Project Profile:

- ❑ Located in Tongzhou District, the sub-center of Beijing.
- ❑ The project covers an area of 110,000 square meters, with a focus on urban development.
- ❑ Will be designed as a gathering area for international organizations, advocating comfortable living in a high-end city.
- ❑ The project adopts the concept of intelligence and excellent service while fulfilling the modern living needs.

### Project Status:

- ❑ Unsold GFA as of June 30, 2020: **102,300 m<sup>2</sup>**



## Lingshan Bay Dragon Seal-Qingdao

### Project Profile:

- ❑ Located in the central development area of the West Coast National New District in Qingdao, Shandong Province.
- ❑ The project covers a total construction area of 600,000 square meters, with 183 to 284 square meter villas facing the ocean and 112 to 188 square meter apartments in high-rises overlooking the sea.
- ❑ Modern design architectural style.
- ❑ Close to Eastern Film and Television Industrial Park, a world-class film and television production center.
- ❑ The peaceful entrance opens into a 1.01 city low-density villa community, with the ocean a mere 33 meters away and nearly 6 km of pristine coastline.

### Project Status:

- ❑ Unsold GFA as of Jun 30, 2020: **383,100 m<sup>2</sup>**



# Major Financial Data — Highlights

	Three months ended			Three months ended		
	Jun 30, 2020	Jun 30, 2019	% change	Jun 30, 2020	Mar 31, 2020	% change
	(US\$'000)	(US\$'000)		(US\$'000)	(US\$'000)	
<b>Total Revenue</b>	284,361	609,439	(53.3%)	284,361	125,769	126.1%
<b>Gross Profit</b>	19,218	159,215	(87.9%)	19,218	28,106	(31.6%)
<b>Operating Income</b>	(32,159)	96,239	(133.4%)	(32,159)	(15,912)	(102.1%)
<b>Net income</b>	(30,059)	19,825	(251.6%)	(30,059)	(39,140)	(23.2%)

	As of			As of		
	Jun 30, 2020	Jun 30, 2019	% change	Jun 30, 2020	Mar 31, 2020	% change
	(US\$'000)	(US\$'000)		(US\$'000)	(US\$'000)	
<b>Total Current Assets</b>	5,437,852	6,520,539	(16.6%)	5,437,852	5,356,262	1.5%
<b>Total Assets</b>	7,128,041	7,824,249	(8.9%)	7,128,041	7,144,443	(0.2%)
<b>Total Current Liabilities</b>	4,216,625	4,223,884	(0.2%)	4,216,625	4,398,224	(4.1%)
<b>Total Liabilities</b>	6,431,894	7,070,752	(9.0%)	6,431,894	6,423,456	0.1%
<b>Total Equity</b>	696,147	753,497	(7.6%)	696,147	720,987	(3.4%)
<b>Total Liabilities and Shareholders' Equity</b>	7,128,041	7,824,249	(8.9%)	7,128,041	7,144,443	(0.2%)

Source: Earnings Release and Company Filings. As of Jun 30, 2020

# Key Financials — Consolidated P&L Summary

	Three months ended					
	June 30, 2020		Mar 31, 2020		June 30, 2019	
	(US\$'000)	As % of Revenue	(US\$'000)	As % of Revenue	(US\$'000)	As % of Revenue
Total Revenue	284,361	100.0%	125,769	100.0%	609,439	100.0%
Total Costs of Revenue	(265,143)	(93.2%)	(97,663)	(77.7%)	(450,224)	(73.9%)
Gross Profit	19,218	6.8%	28,106	22.3%	159,215	26.1%
Selling and Distribution Expenses	(15,943)	(5.6%)	(6,340)	(5.0%)	(20,633)	(3.4%)
General and Administrative Expenses	(35,434)	(12.5%)	(37,678)	(30.0%)	(42,343)	(6.9%)
Operating (loss)/Income	(32,159)	(11.3%)	(15,912)	(12.7%)	96,239	15.8%
Interest Income	4,322	1.5%	4,169	3.3%	4,964	0.8%
Interest Expense	(30,434)	(10.7%)	(30,263)	(24.1%)	(28,384)	(4.7%)
Gain/(loss) on Short-term Investments	3,460	1.2%	901	0.7%	(333)	(0.1%)
Unrealized gain/ (loss) on short-term investments	-	-	-	-	838	0.1%
Other (Loss)/Income	(1,114)	(0.4%)	(208)	(0.2%)	(867)	(0.1%)
Net (Loss)/Gain on Debt Extinguishment	332	0.1%	(1,110)	(0.9%)	(1,955)	(0.3%)
Exchange (Loss)/Gain	(1,960)	(0.7%)	(850)	(0.7%)	(4,354)	(0.7%)
Share of (loss)/gain of equity investees	473	0.2%	(1,024)	(0.8%)	(1,702)	(0.3%)
(Loss)/Income Before Tax	(57,080)	(20.1%)	(44,297)	(35.2%)	64,446	10.6%
Income Tax	27,021	9.5%	5,157	4.1%	(44,621)	(7.3%)
Net (Loss)/Income	(30,059)	(10.6%)	(39,140)	(31.1%)	19,825	3.3%
Net Income/(loss) Attributable to Non-controlling Interest	3,819	1.3%	(383)	(0.3%)	(9,171)	(1.5%)
Net Income/(loss) Attributable to Xinyuan Real Estate Co., Ltd. Shareholders	(26,240)	(9.2%)	(39,523)	(31.4%)	10,654	1.7%
Earnings / (Loss) per ADS:						
Basic (USD per ADS)	(0.49)		(0.73)		0.19	
Diluted (USD per ADS)	(0.49)		(0.73)		0.19	
ADS used in Computation:						
Basic	53,639		53,904		57,003	
Diluted	53,639		53,904		57,371	

Source: Earnings Release and Company Filings. As of Jun 30, 2020

# Key Financials — Balance Sheet

	As of Jun 30, 2020	As of Mar 31, 2020		As of Jun 30, 2020	As of Jun 30, 2019	
	(US\$'000)	(US\$'000)	% change	(US\$'000)	(US\$'000)	% change
Cash and restricted cash	820,769	794,076	3.4%	820,769	1,021,833	(19.7%)
Short-term investments	5,850	7,060	(17.1%)	5,850	838	598.1%
Accounts receivable	88,103	87,508	0.7%	88,103	73,158	20.4%
Other receivables	330,833	273,866	20.8%	330,833	176,299	87.7%
Deposits for land use rights	28,816	25,970	11.0%	28,816	22,546	27.8%
Other deposits and prepayments	300,348	292,506	2.7%	300,348	297,863	0.8%
Advances to suppliers	66,317	46,081	43.9%	66,317	51,550	28.6%
Real estate properties development completed	415,430	434,478	(4.4%)	415,430	714,651	(41.9%)
Real estate properties under development	3,094,871	3,176,368	(2.6%)	3,094,871	3,843,980	(19.5%)
Amounts due from related parties	266,735	201,958	32.1%	266,735	313,532	(14.9%)
Amounts due from employees	1,594	2,392	(33.4%)	1,594	2,955	(46.1%)
Other current assets	18,186	13,999	29.9%	18,186	1,334	1,263.3%
<b>Total current assets</b>	<b>5,437,852</b>	<b>5,356,262</b>	<b>1.5%</b>	<b>5,437,852</b>	<b>6,520,539</b>	<b>(16.6%)</b>
Restricted cash, non-current	179,059	138,975	28.8%	179,059	-	-
Real estate properties held for lease, net	511,800	516,158	(0.8%)	511,800	297,565	72.0%
Property and equipment, net	40,043	41,086	(2.5%)	40,043	35,725	12.1%
Long-term investment	593,547	602,224	(1.4%)	593,547	552,312	7.5%
Deferred tax assets	188,034	267,021	(29.6%)	188,034	206,511	(8.9%)
Deposits for land use rights and properties	32,488	32,463	0.1%	32,488	21,819	48.9%
Amounts due from related parties	39,465	80,824	(51.2%)	39,465	24,632	60.2%
Contract assets <sup>(1)</sup>	20,703	22,239	(6.9%)	20,703	20,316	1.9%
Operating lease right-of-use assets	8,635	9,563	(9.7%)	8,635	12,920	(33.2%)
Other assets	76,415	77,628	(1.6%)	76,415	131,910	(42.1%)
<b>Total non current assets</b>	<b>1,690,189</b>	<b>1,788,181</b>	<b>(5.5%)</b>	<b>1,690,189</b>	<b>1,303,710</b>	<b>29.6%</b>
<b>Total assets</b>	<b>7,128,041</b>	<b>7,144,443</b>	<b>(0.2%)</b>	<b>7,128,041</b>	<b>7,824,249</b>	<b>(8.9%)</b>

Source: Earnings Release and Company Filings. As of Jun 30, 2020

Note: (1) As per the reporting standard of the annual report

# Key Financials — Balance Sheet

	As of Jun 30, 2020	As of Mar 31, 2020		As of Jun 30, 2020	As of Jun 30, 2019	
	(US\$'000)	(US\$'000)	% change	(US\$'000)	(US\$'000)	% change
Accounts payable and notes payable	992,679	1,049,106	(5.4%)	992,679	833,073	19.2%
Short-term bank loans and other debt	56,881	38,719	46.9%	56,881	35,901	58.4%
Customer deposits	1,224,998	1,152,811	6.3%	1,224,998	1,573,859	(22.2%)
Tax payable	155,914	279,473	(44.2%)	155,914	165,737	(5.9%)
Other payables and accrued liabilities	530,436	400,140	32.6%	530,436	340,145	55.9%
Payroll and welfare payables	10,269	10,952	(6.2%)	10,269	16,529	(37.9%)
Current portion of long-term bank loans and other debt	1,177,657	1,393,265	(15.5%)	1,177,657	1,207,191	(2.4%)
Lease liability, current portion	7,143	12,033	(40.6%)	7,143	12,320	(42.0%)
Mandatorily redeemable non-controlling interests	6,981	6,856	1.8%	6,981	6,905	1.1%
Amounts due to related parties	53,667	54,869	(2.2%)	53,667	32,224	66.5%
<b>Total current liabilities</b>	<b>4,216,625</b>	<b>4,398,224</b>	<b>(4.1%)</b>	<b>4,216,625</b>	<b>4,223,884</b>	<b>(0.2%)</b>
Long term bank loans	747,387	795,867	(6.1%)	747,387	732,874	2.0%
Other long term debt	1,026,103	811,717	26.4%	1,026,103	1,619,007	(36.6%)
Deferred tax liabilities	299,468	337,366	(11.2%)	299,468	393,541	(23.9%)
Unrecognized tax benefits	114,085	74,049	54.1%	114,085	58,922	93.6%
Lease liability	3,373	6,233	(45.9%)	3,373	13,645	(75.3%)
Amounts due to related parties	24,853	-	-	24,853	28,879	(13.9%)
<b>Total non current liabilities</b>	<b>2,215,269</b>	<b>2,025,232</b>	<b>9.4%</b>	<b>2,215,269</b>	<b>2,846,868</b>	<b>(22.2%)</b>
<b>Total liabilities</b>	<b>6,431,894</b>	<b>6,423,456</b>	<b>0.1%</b>	<b>6,431,894</b>	<b>7,070,752</b>	<b>(9.0%)</b>
<b>Total equity</b>	<b>696,147</b>	<b>720,987</b>	<b>(3.4%)</b>	<b>696,147</b>	<b>753,497</b>	<b>(7.6%)</b>
<b>Total liabilities and shareholders' equity</b>	<b>7,128,041</b>	<b>7,144,443</b>	<b>(0.2%)</b>	<b>7,128,041</b>	<b>7,824,249</b>	<b>(8.9%)</b>

Source: Earnings Release and Company Filings. As of Jun 30, 2020



A night cityscape with a blue overlay and a dashed white circle containing the text 'Thank You'. The background shows a dense urban skyline with illuminated buildings and streets, viewed from an elevated perspective. The entire scene is tinted with a deep blue color, and a network of thin white lines is overlaid on the image. A large, dashed white circle is centered in the upper half of the frame, enclosing the text.

**Thank You**