



鑫苑置业  
XINYUAN REAL ESTATE

# Xinyuan Real Estate

1Q 2020  
Earnings Presentation

June 5, 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.



# ***AGENDA***

1

**Financial Highlights**

2

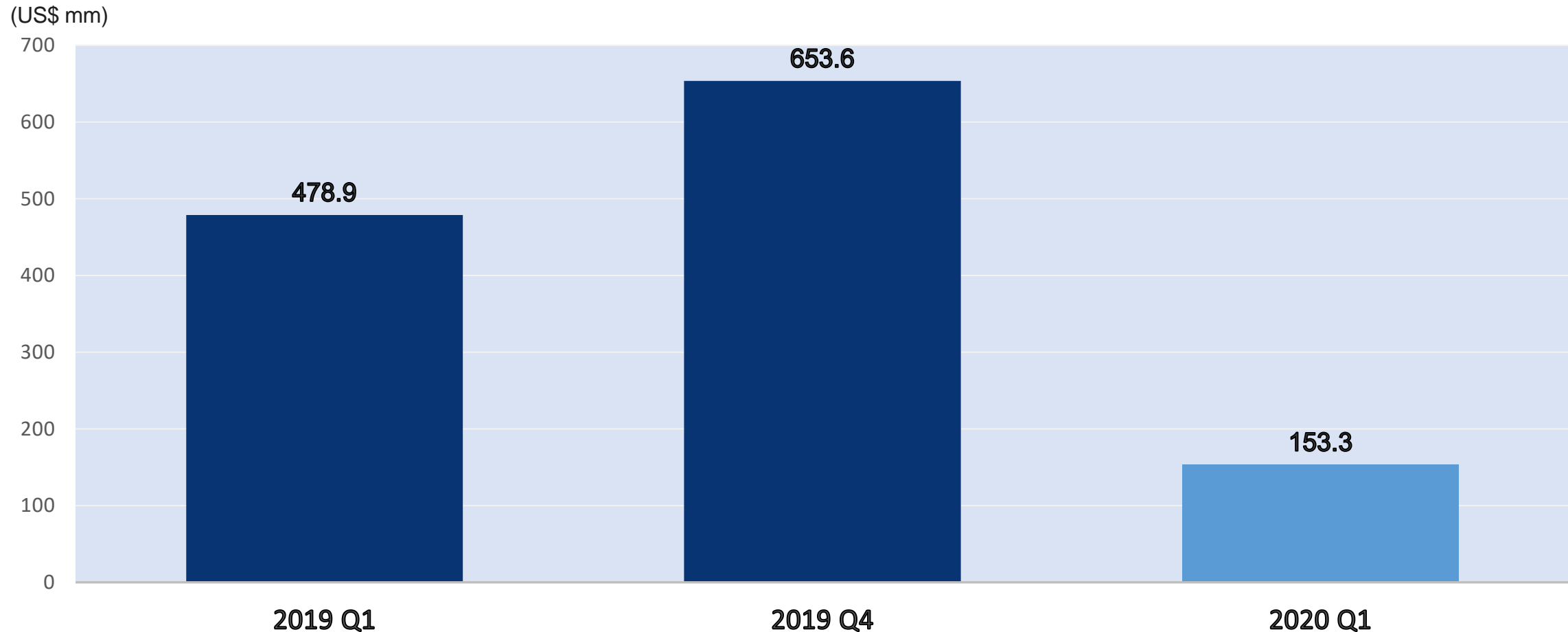
**Overseas Projects Update**

3

**Business Outlook**

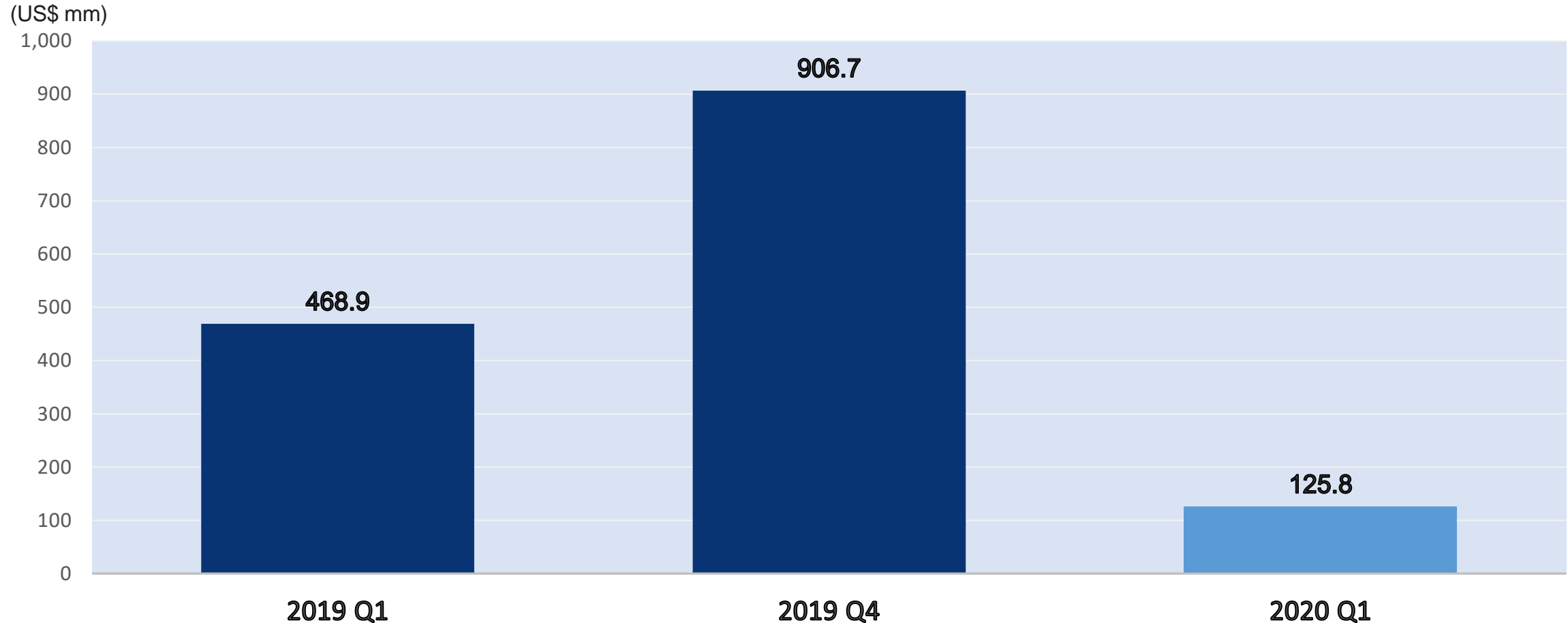
# Contract Sales

- Contract sales was US\$153.3 million in 1Q 2020, compared to US\$478.9 million in 1Q 2019 and US\$653.6 million in 4Q 2019.



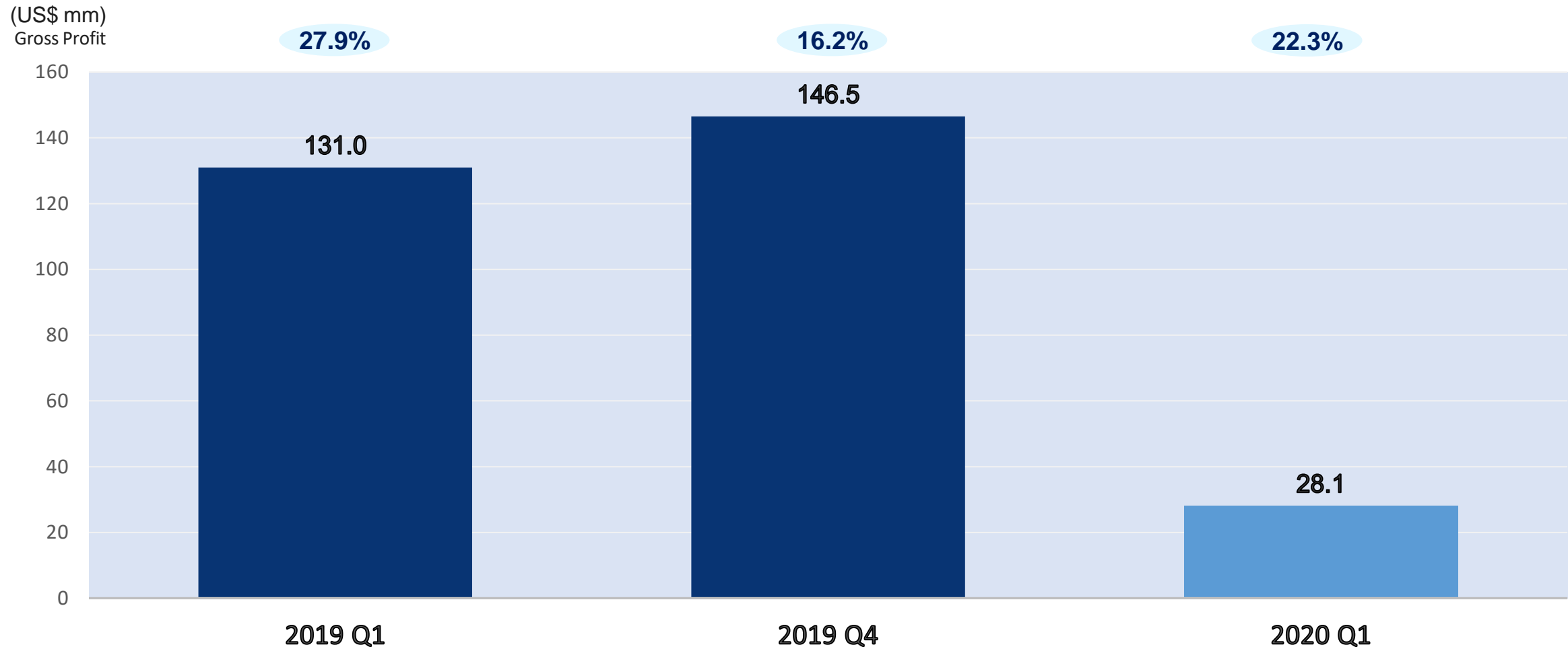
# Revenue

- Total revenues were US\$125.8 million in 1Q 2020, compared to US\$468.9 million in 1Q 2019 and US\$906.7 million in 4Q 2019.



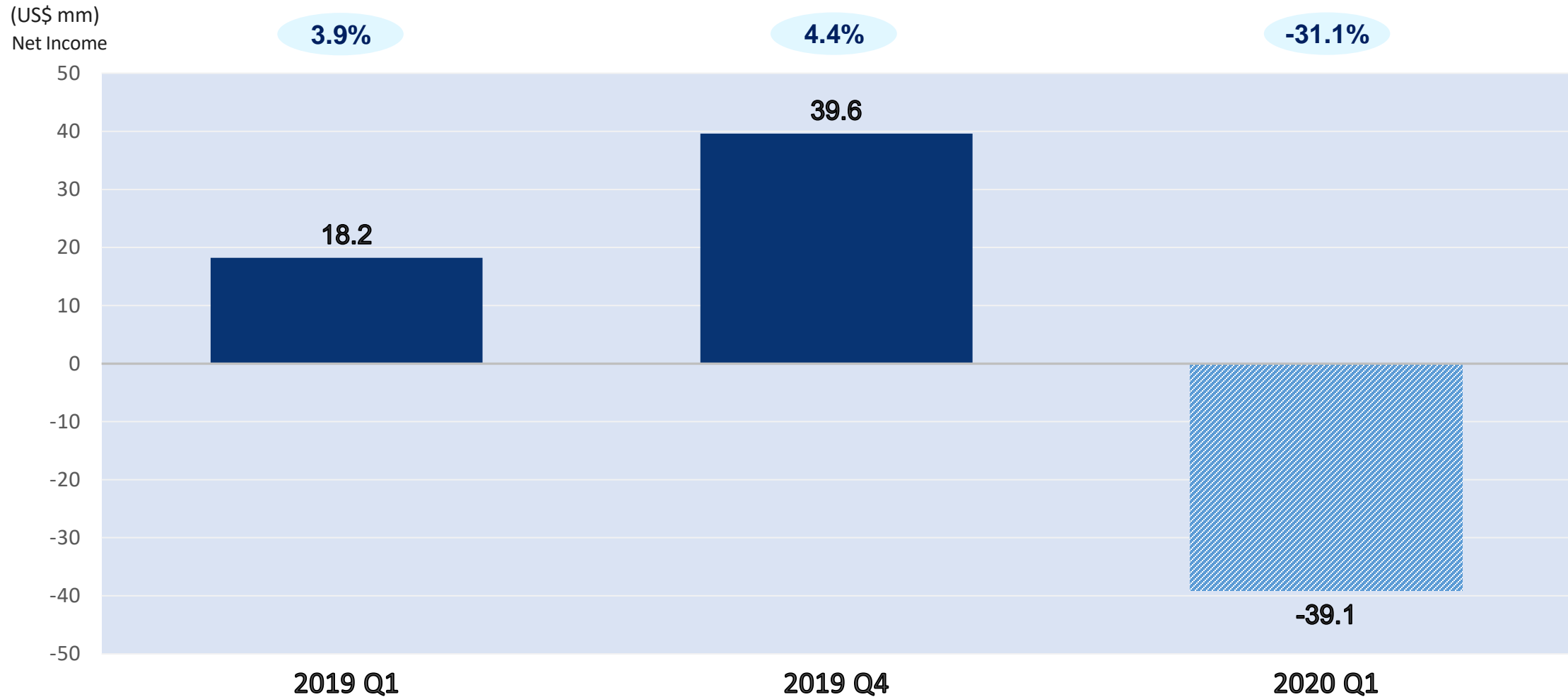
# Gross Profit

- Gross profit was US\$28.1 million in 1Q 2020, compared to US\$131.0 million in 1Q 2019 and US\$146.5 million in 4Q 2019.



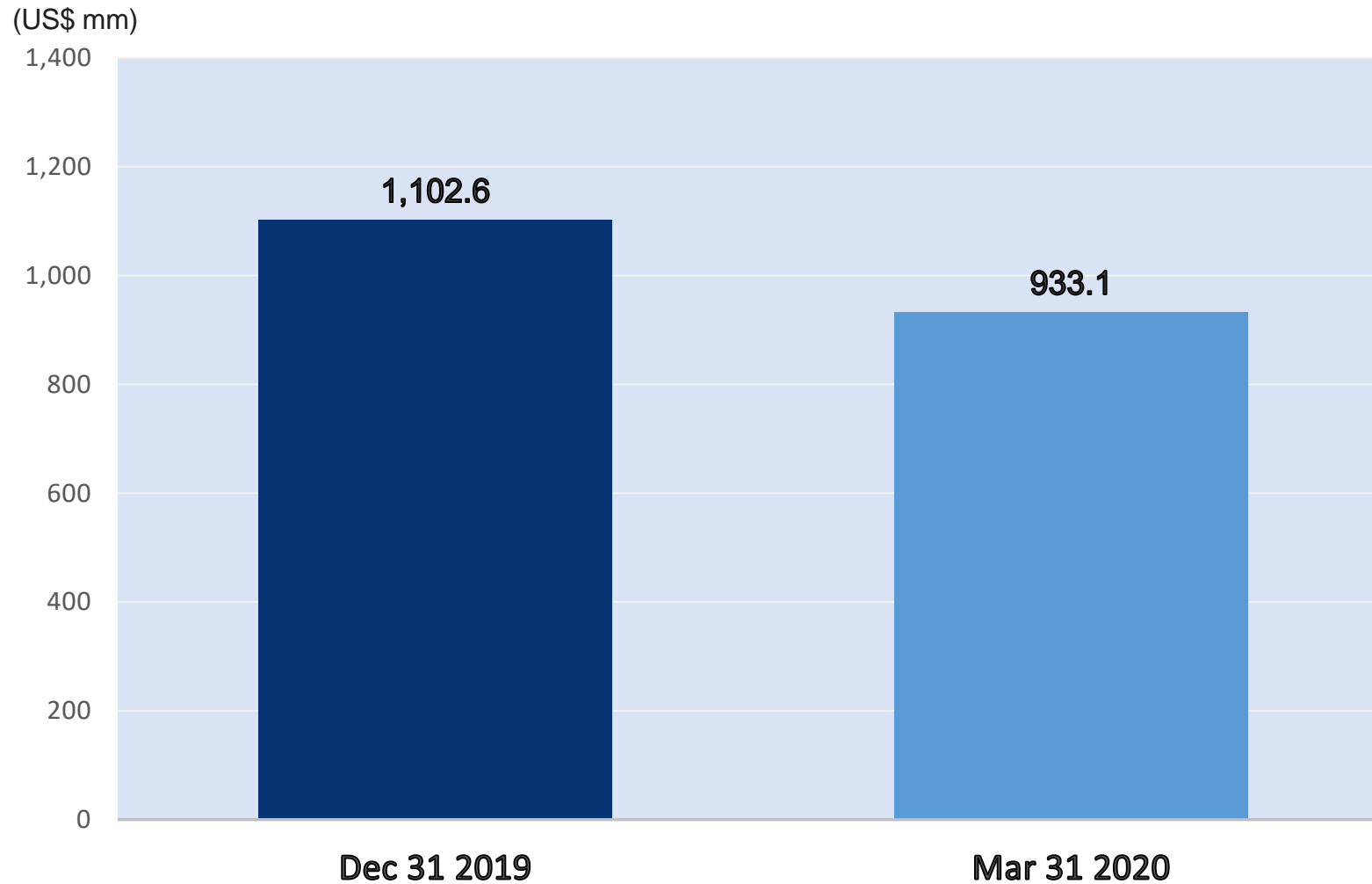
# Net Income/Loss

- Net loss was US\$39.1 million in 1Q 2020, compared to net income of US\$18.2 million in 1Q 2019 and net income of US\$39.6 million in 4Q 2019.



# Cash and Cash Equivalents

- As of March 31, 2020, cash and restricted cash (including bank deposit for long-term debt) was US\$933.1 million, compared to US\$1,102.6 million as of December 31, 2019.

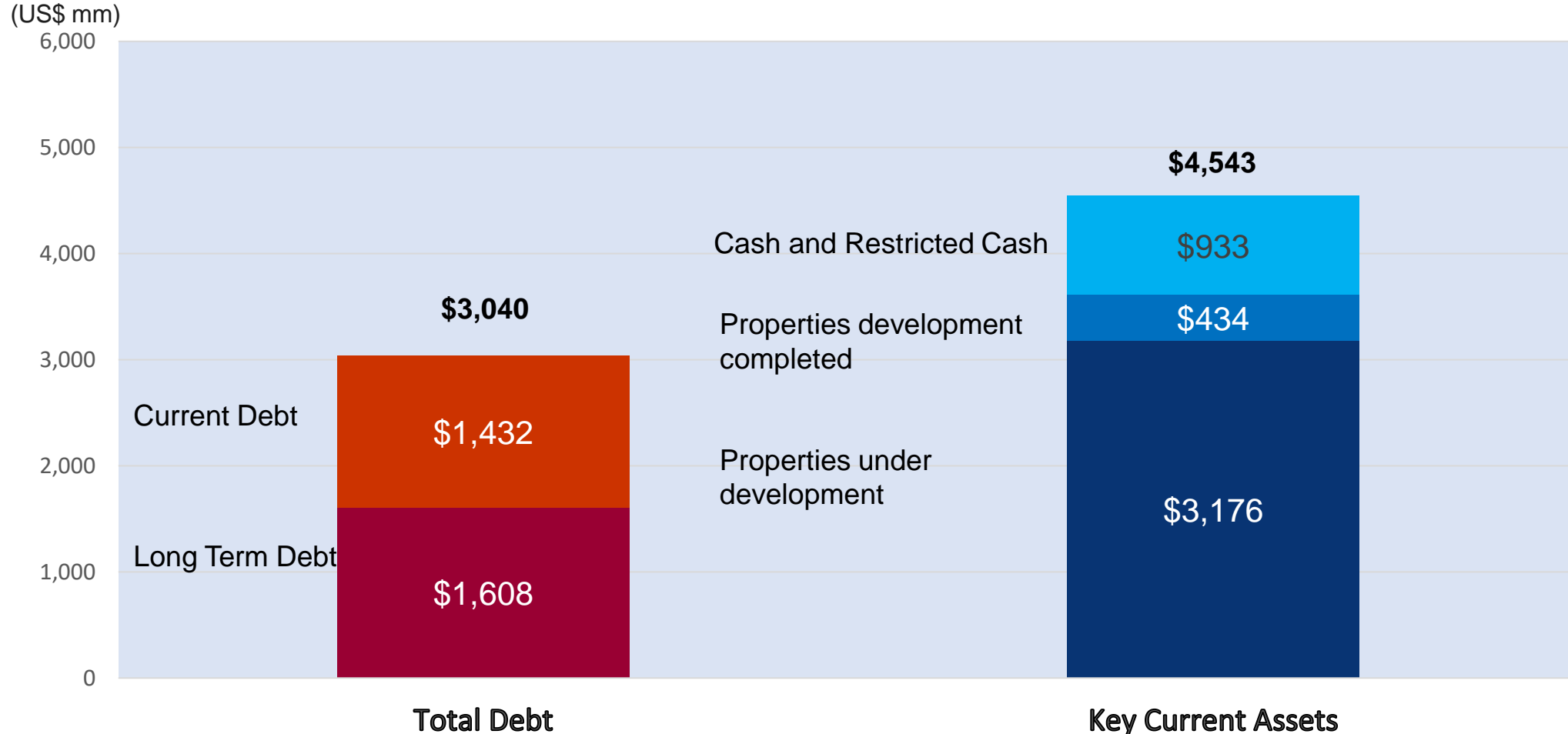




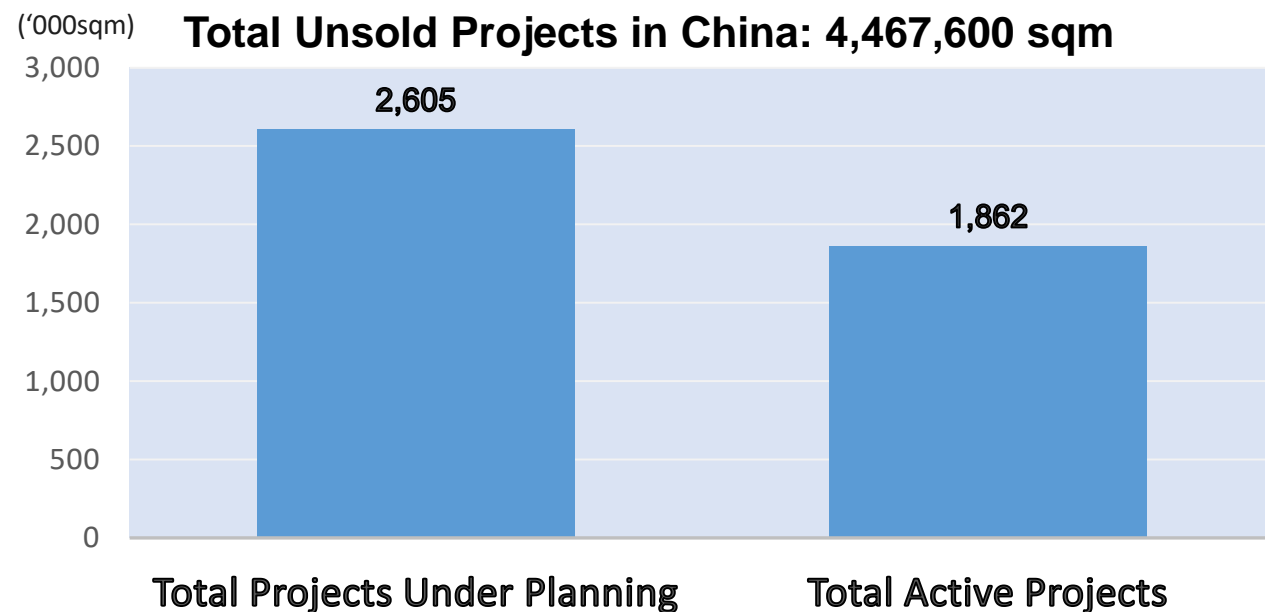
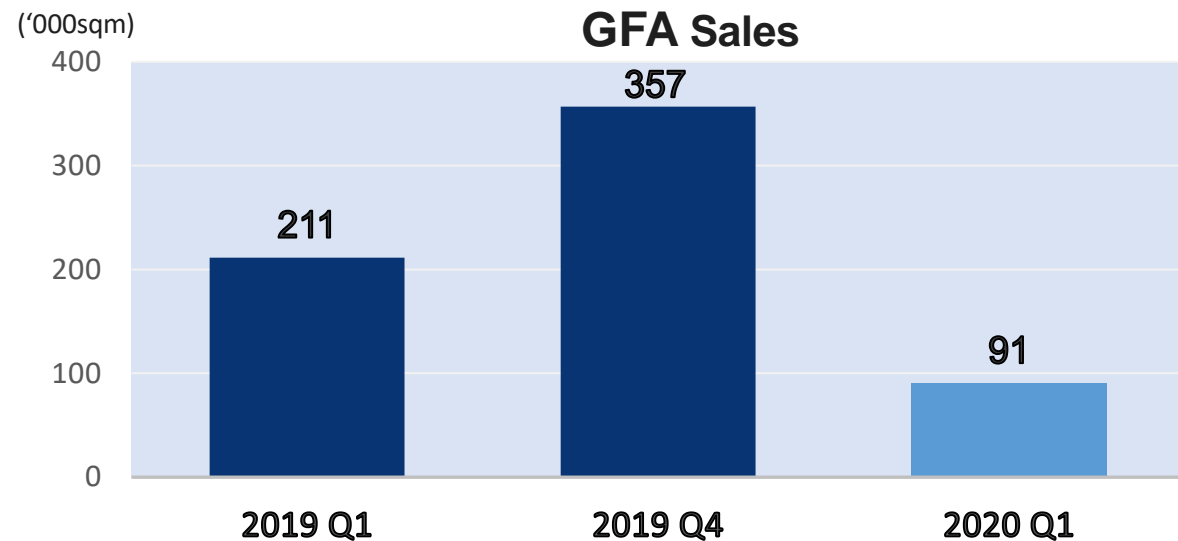
# Total Debt vs. Key Current Assets



- As of March 2020, Cash and Restricted Cash was US\$933.1 million.
- In China, the real estate developers can do pre-sale. The average cash collection for properties under development is relatively short. \$3.6 B properties would generate cash quickly.



# GFA Sales



Project Name	Location	Unsold GFA ('000sqm)
Tongzhou Xinyuan Royal Palace	Beijing	102.3
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	380.0
Zhengzhou Hangmei Project Land Bank (all land is grouped together and will be developed gradually)	Zhengzhou	181.5
Wuhan Hidden Dragon Royal Palace	Wuhan	185.0
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	127.9
Suzhou He'an Garden	Suzhou	156.6
<b>Total projects under planning</b>		<b>2,605.4</b>
<b>Total active projects</b>		<b>1,862.2</b>
<b>Total of all Xinyuan unsold projects in China</b>		<b>4,467.6</b>

## The Company Expects:

01

**Contract Sales in 2020 at RMB20 billion to RMB22 billion.**

02

**Consolidated Net Income in 2020 in the range of  
US\$60 million to US\$80 million.**



Thank You!

