



鑫苑置业  
XINYUAN REAL ESTATE

# Xinyuan Real Estate

4Q 2019  
Earnings Presentation

April 3, 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

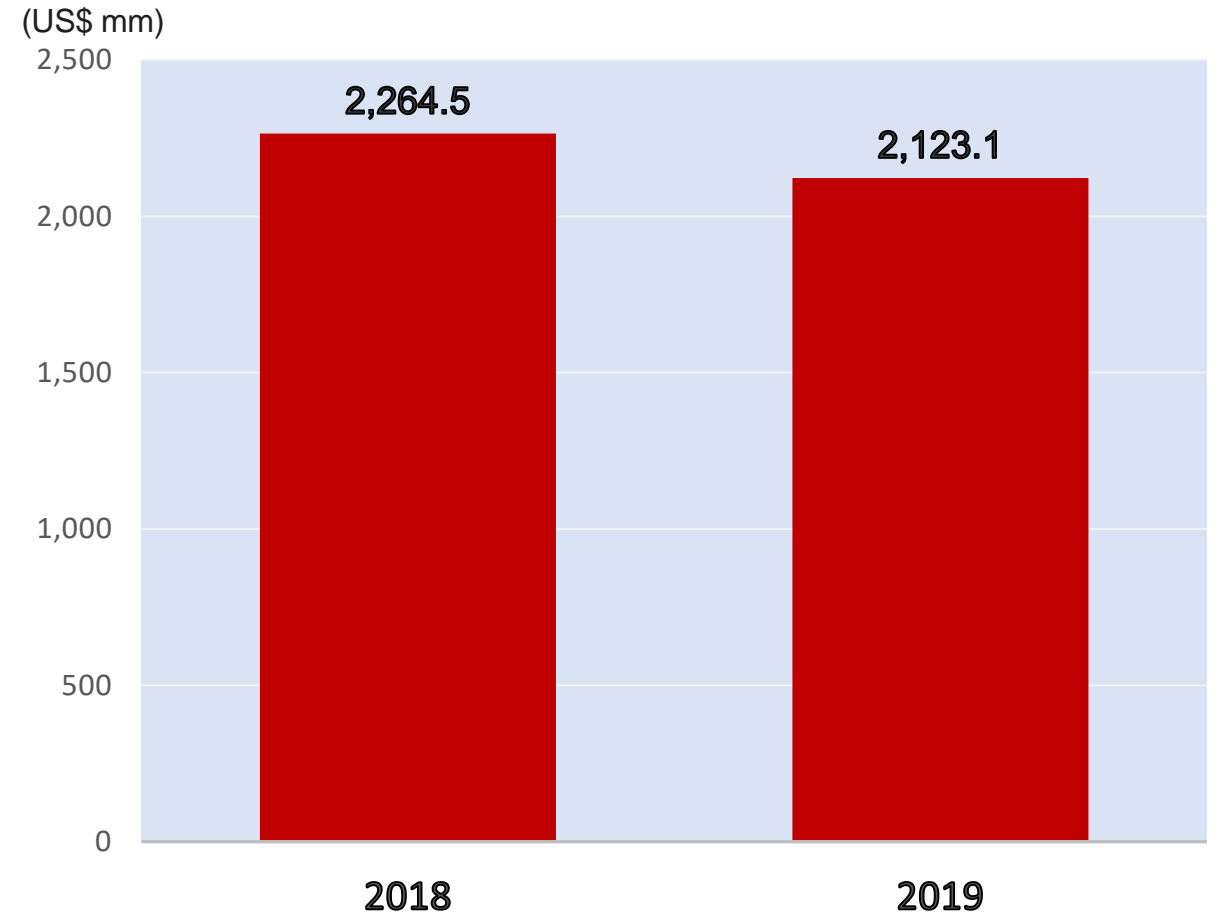
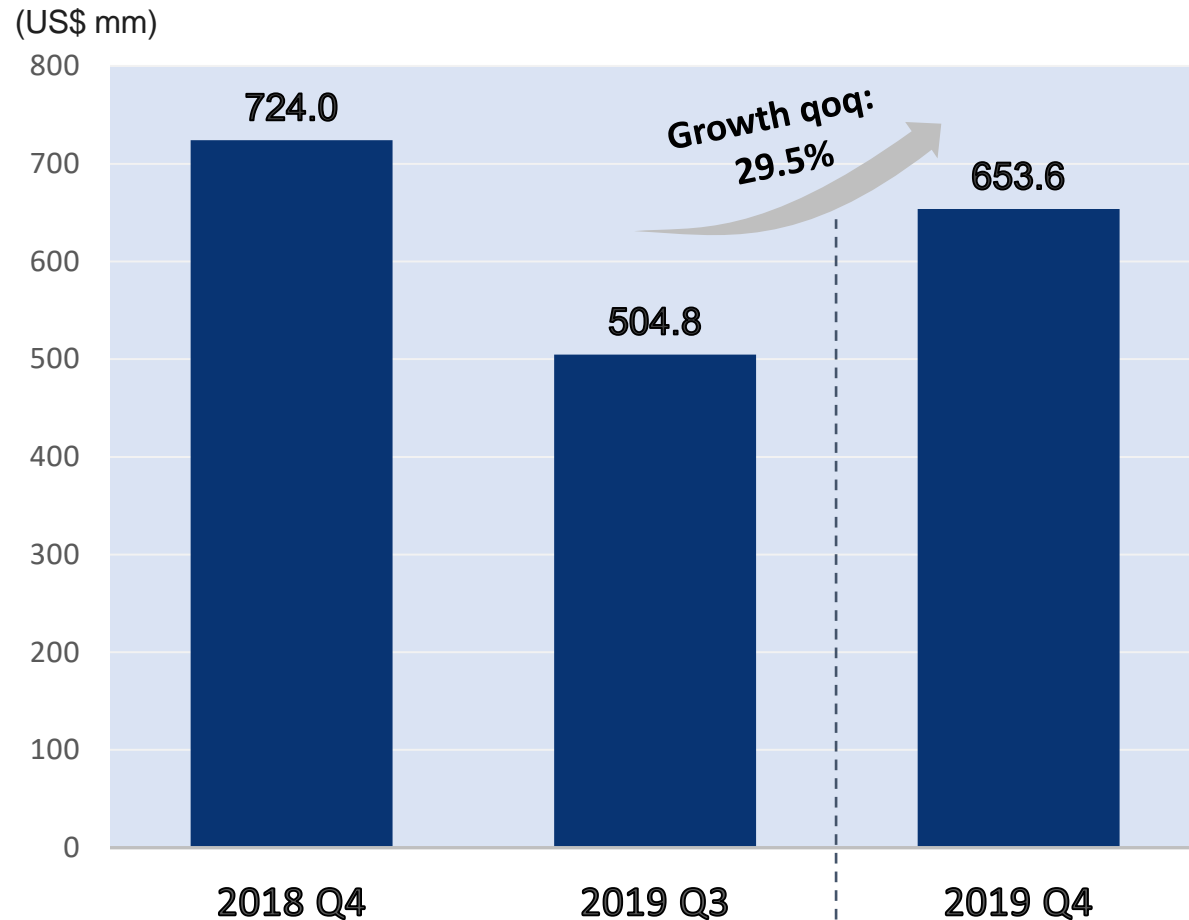
**Financial Highlights**

2

**Overseas Projects Update**

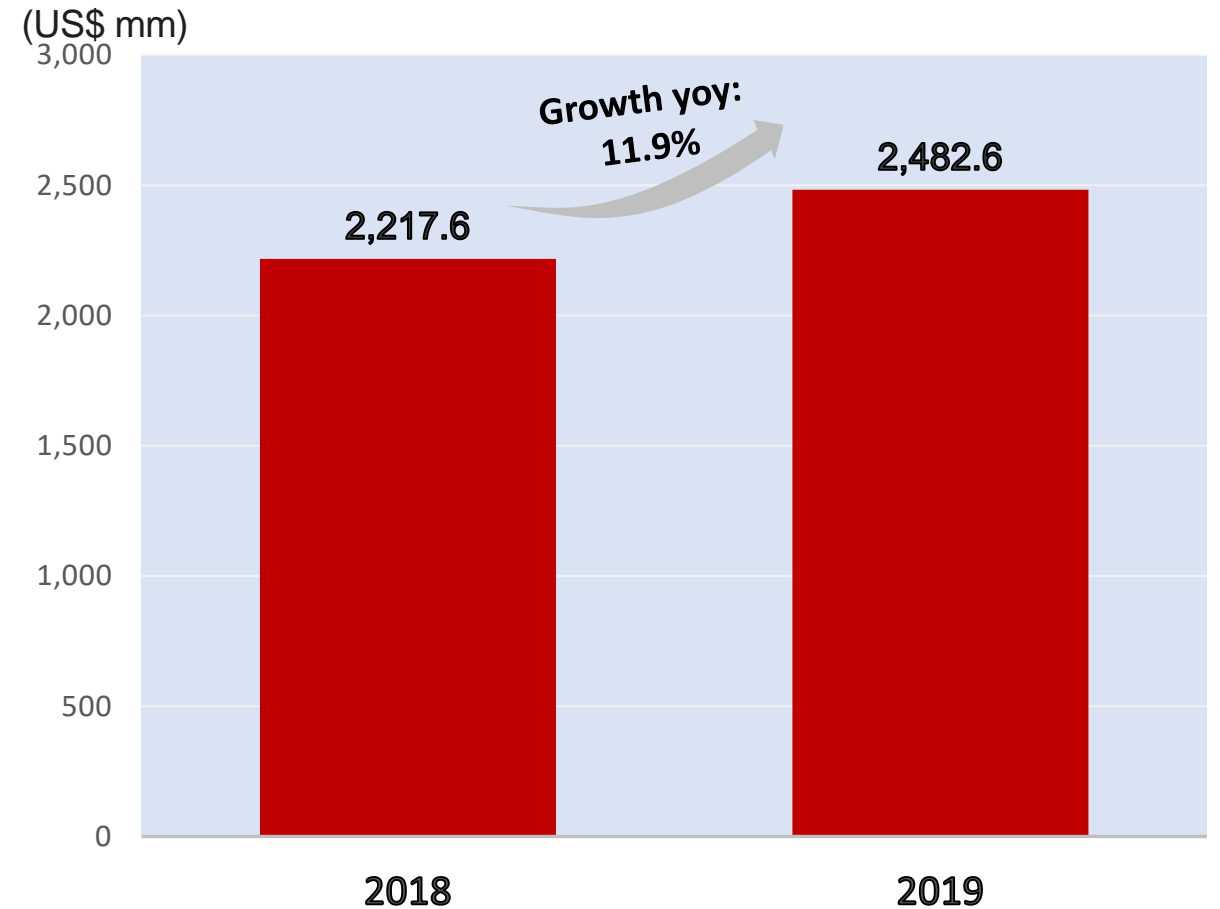
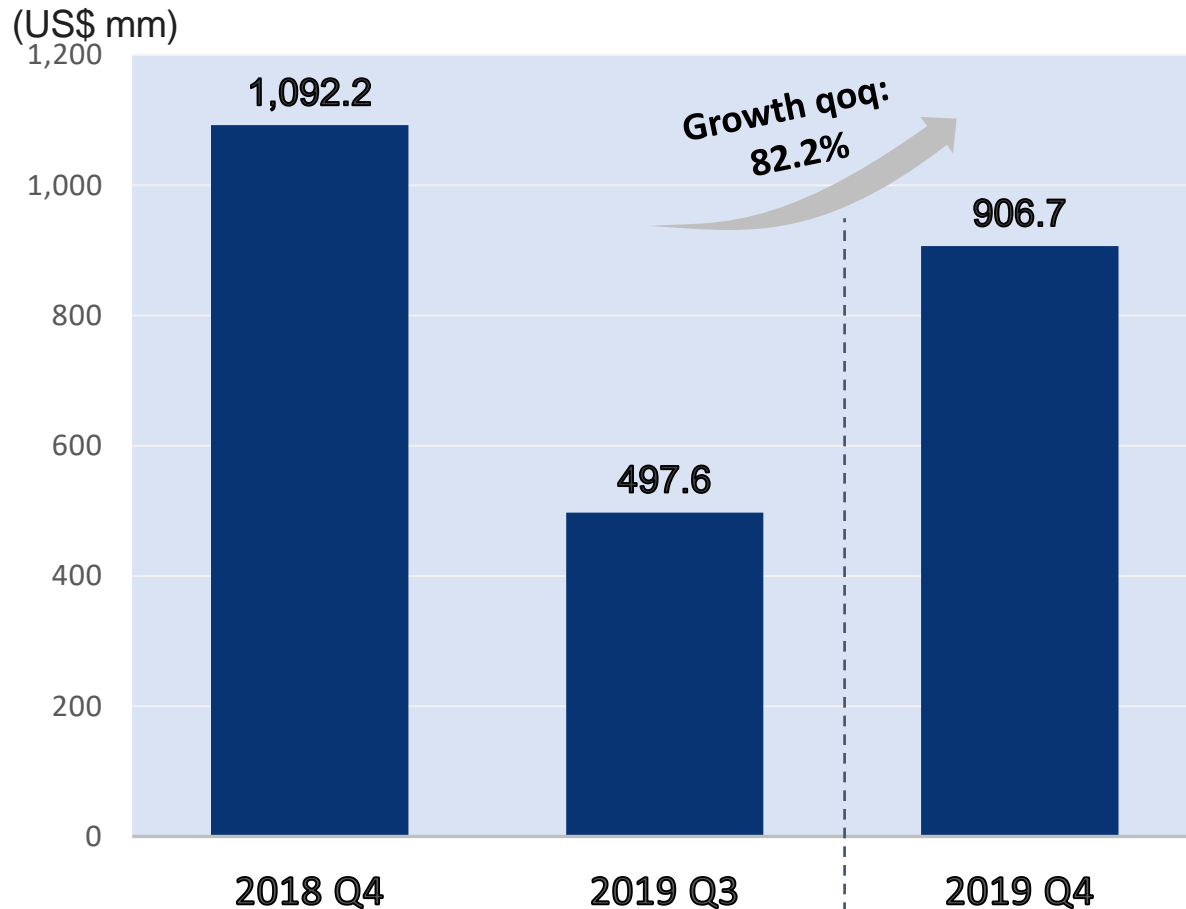
# Contract Sales

- Contract sales was US\$2.1 billion in 2019, a decrease of 6.2% from US\$2.3 billion in 2018.
- Contract sales was US\$653.6 million in 4Q 2019, an increase of 29.5% from US\$504.8 million in 3Q 2019.



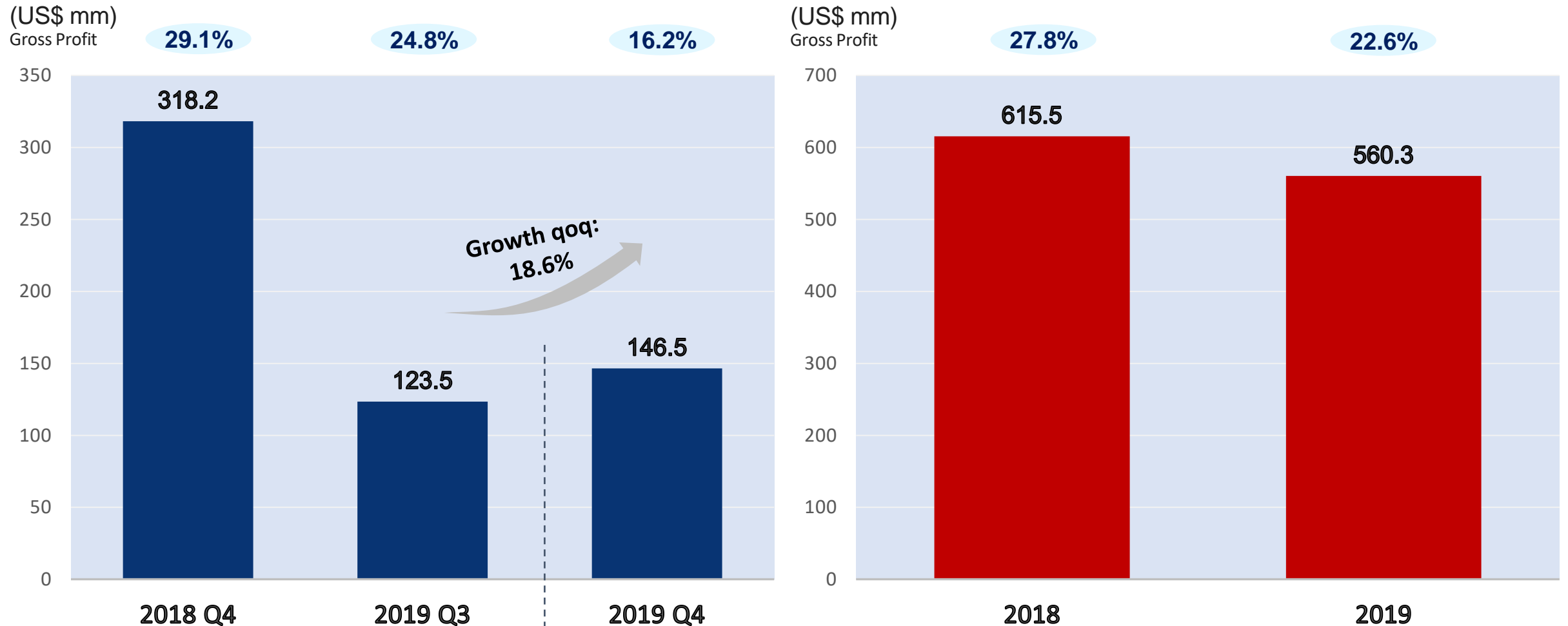
# Revenue

- Total revenues were US\$2.5 billion in 2019, an increase of 11.9% from US\$2.2 billion in 2018.
- Total revenues were US\$906.7 million in 4Q 2019, an increase of 82.2% from US\$497.6 million in 3Q 2019.



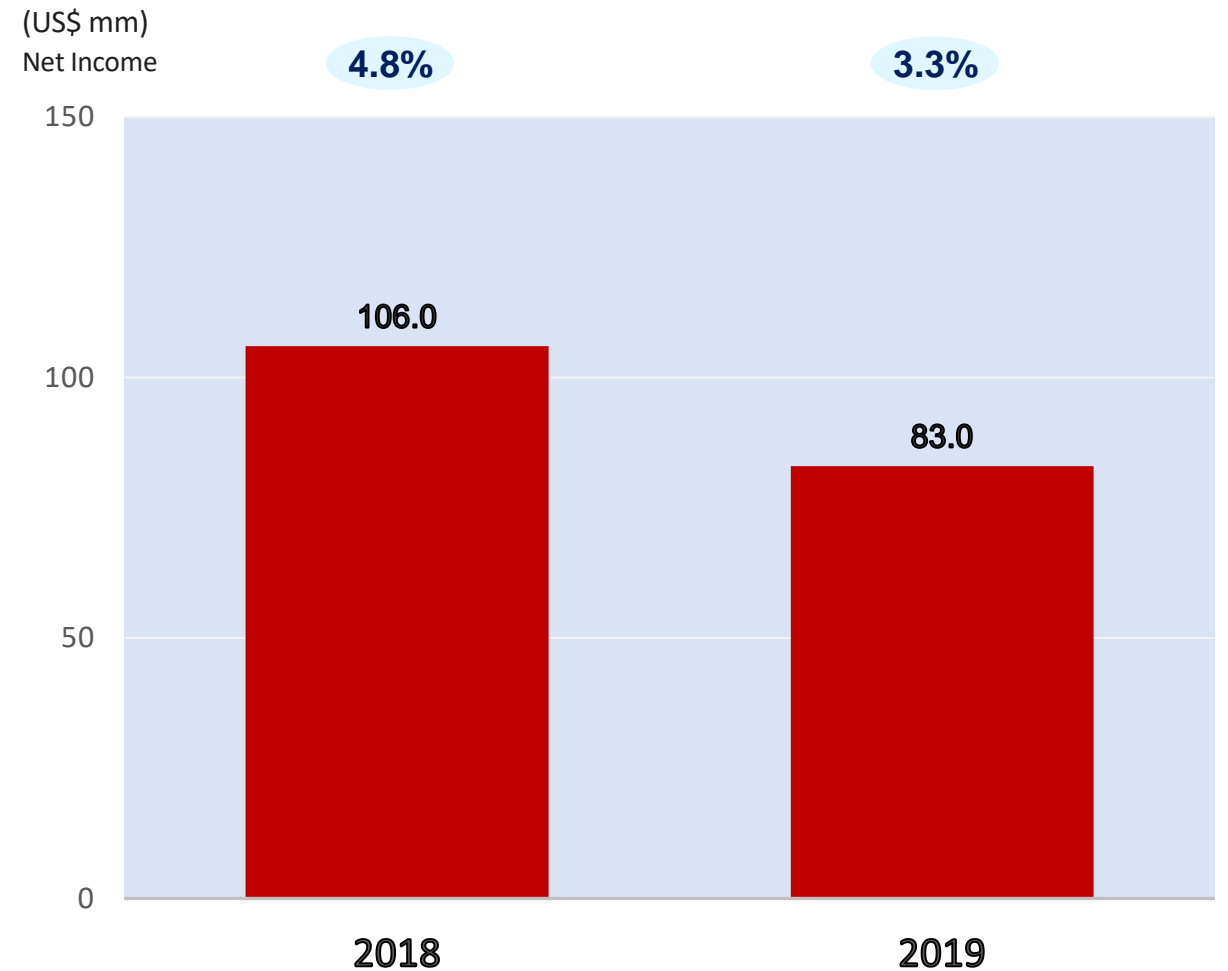
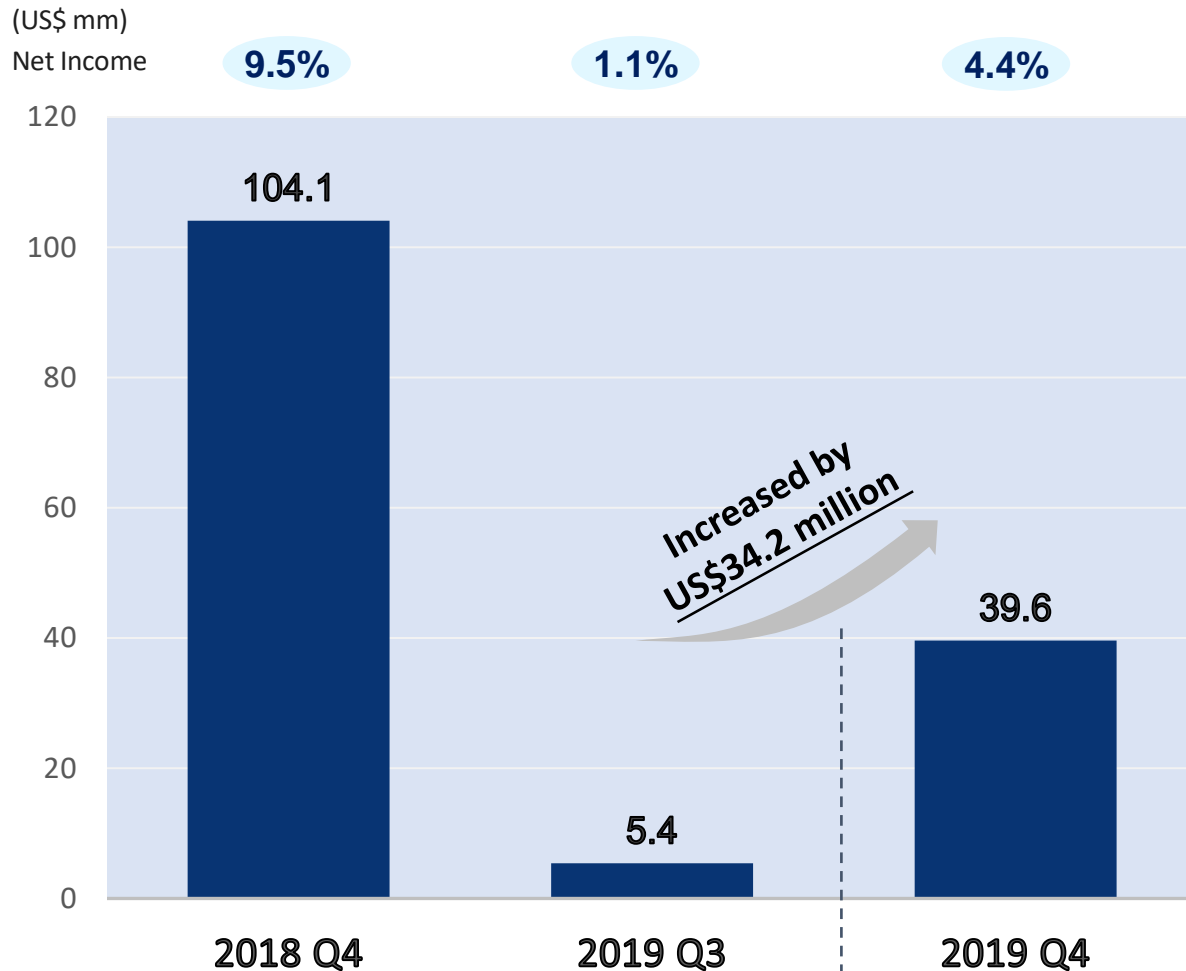
# Gross Profit

- Gross profit was US\$560.3 million in 2019, a decrease of 9.0% from US\$615.5 million in 2018.
- Gross profit was US\$146.5 million in 4Q 2019, an increase of 18.6% from US\$123.5 million in 3Q 2019.



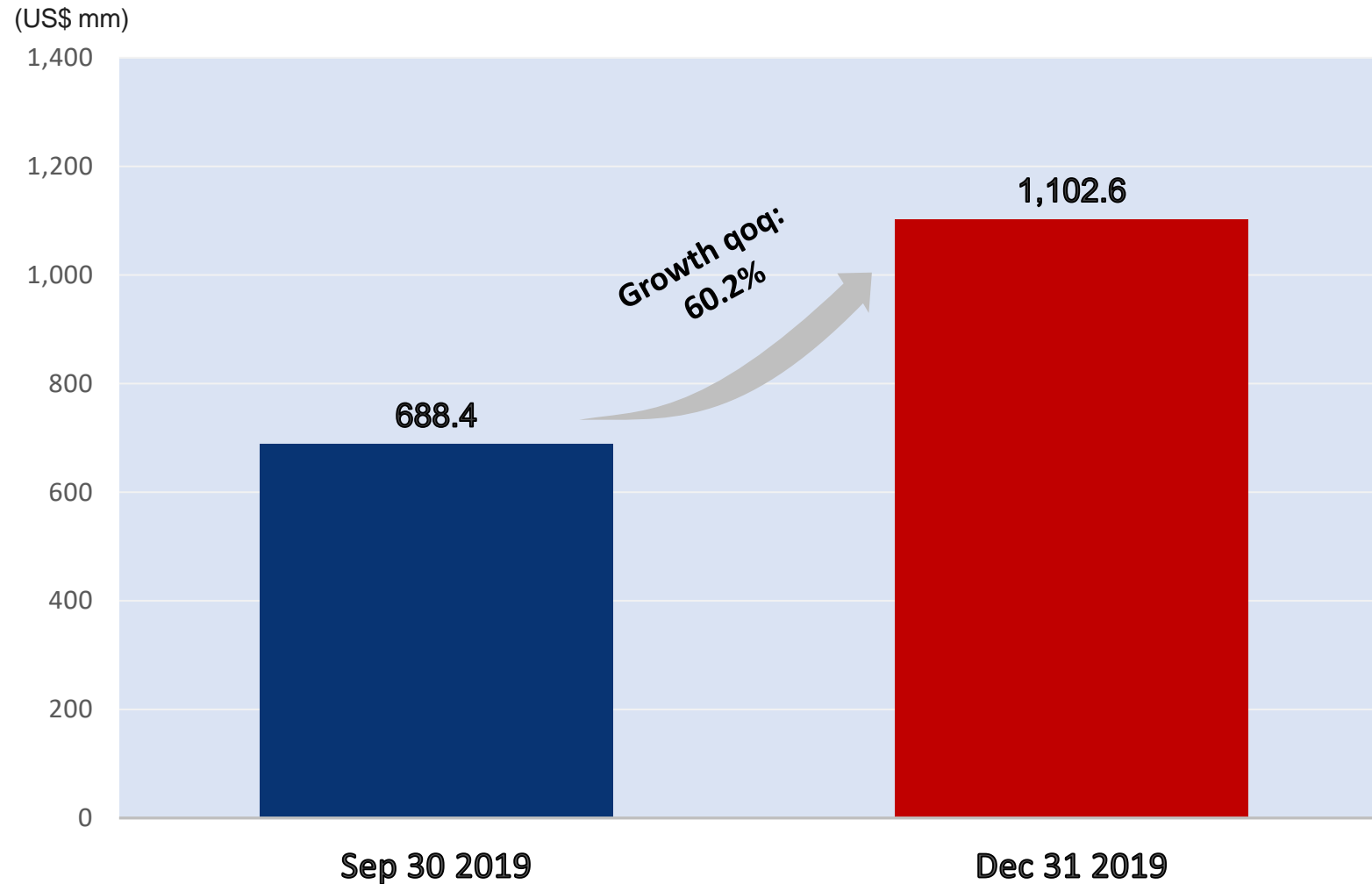
# Net Income

- Net income was US\$83.0 million in 2019, a decrease of 21.7% from US\$106.0 million in 2018.
- Net income was US\$39.6 million in 4Q 2019, an increase of US\$34.2 million from US\$5.4 million in 3Q 2019.



# Cash and Cash Equivalents

- As of December 31, 2019, cash and restricted cash (including bank deposit for long-term debt) was US\$1,102.6 million, compared to US\$688.4 million as of September 30, 2019.

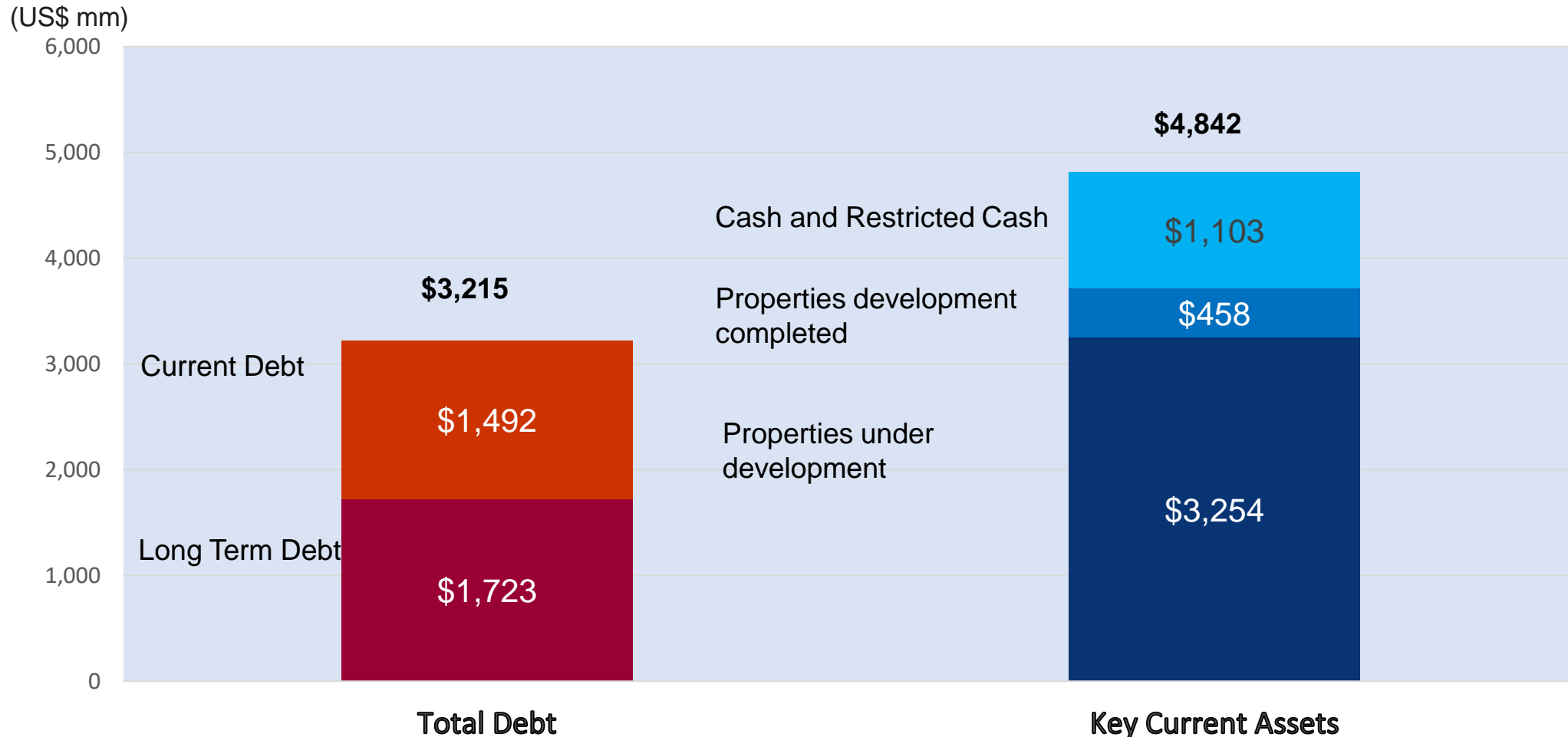




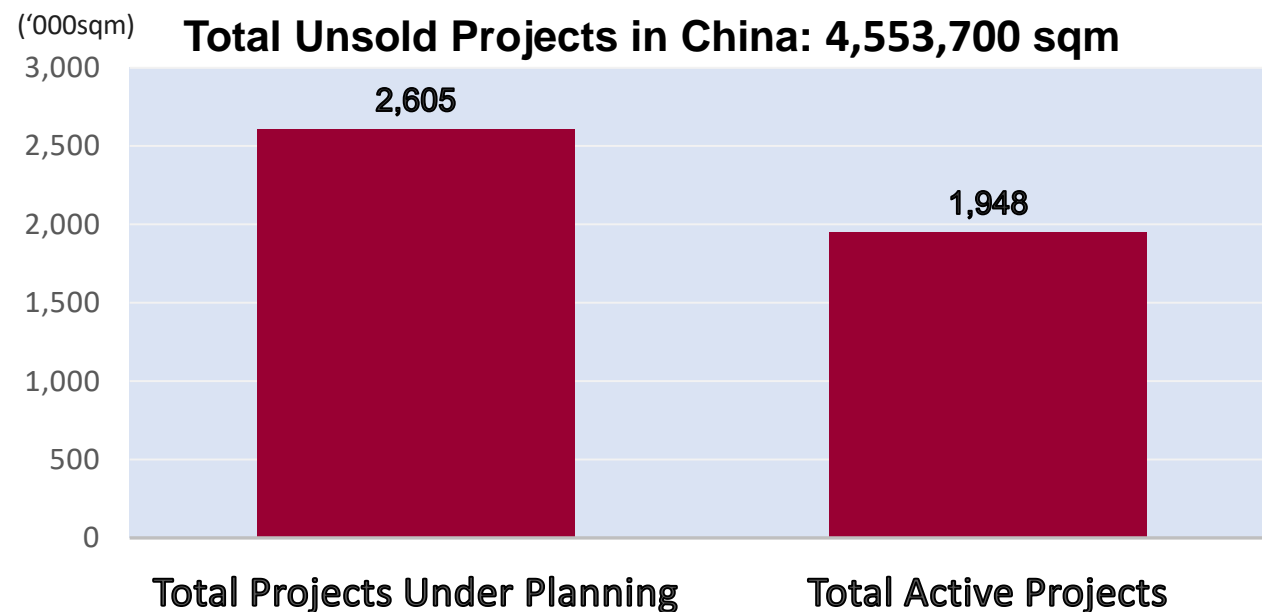
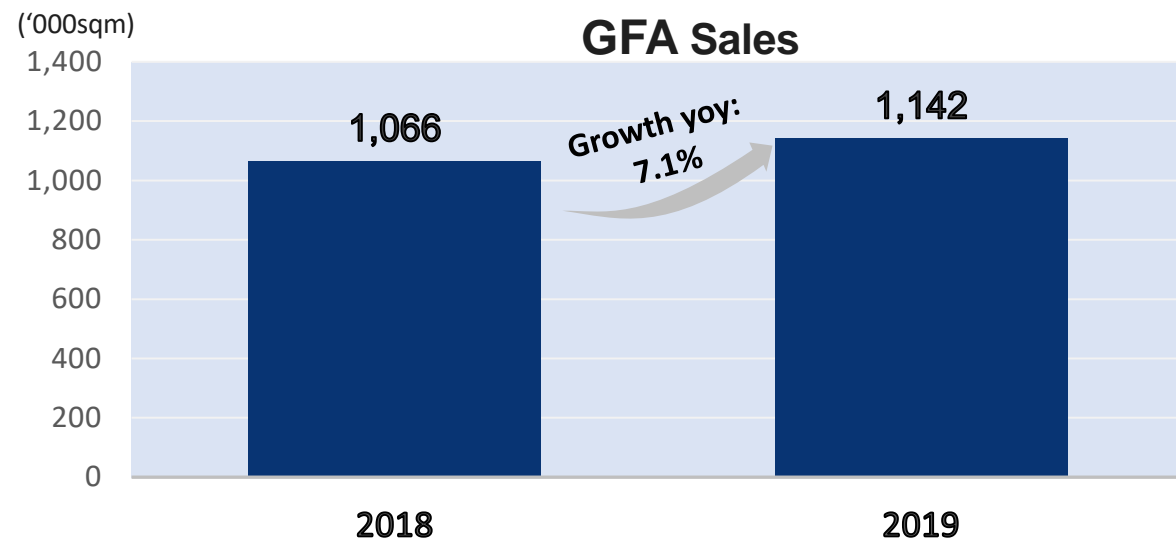
# Total Debt vs. Key Current Assets



- As of December 2019, Cash and Restricted Cash was \$1.1B.
- In China, the real estate developers can do pre-sale. The average cash collection for properties under development is approximate 6-8 months conservatively. \$3.7 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>1,948.3</b>
<b>Total of all Xinyuan unsold projects in China</b>		<b>4,553.7</b>

# Update on Overseas Projects

As of December 31, 2019

## United States Real Estate Projects

- ❑ ***Oosten Project in Brooklyn, New York City***
  - 177 units out of 216 units were sold.
  - Revenue from this project has reached US\$260.1 million.
  
- ❑ ***Hudson Garden Project, BLOOM ON FORTY FIFTH, in the Hell's Kitchen area of Manhattan, New York City***
  - The Company optimized the project's design drawings and had completed superstructure construction, precast concrete facade, and window installation. Residential units increased from 82 to 92.
  
  - The second phase of residential unit sales will start in New York City in the second quarter 2020.
  
  - 28,090 square feet of retail/commercial space have been leased to the U.S. department store retailer Target for a 20-year term. Another 1,910 square feet space was leased to a dermatologist's office for a 15-year term.
  
- ❑ ***RKO Project in Flushing, New York City***
  - The Company continued to execute on planning, governmental approvals, and pre-development activities.

## United Kingdom Real Estate Projects

- ❑ ***The Madison Project in London***
  - Completed cladding during 4Q 2019.
  - The project remains on course for completion in 2020.
  - All 104 Affordable Housing apartments in The Madison have been pre-sold; 135 apartments out of the remaining 319 apartments have been sold.





Thank You!

