

➤ Outlook Revise



Moody's & S&P:

- In September 2018, both Moody's and S&P changed rating outlook on Greenland Hong Kong (Ba2, BB-) to stable from negative.
- It is the first time that Greenland Hong Kong rating outlook was changed to stable by Moody's and S&P in recent years. This change by two international major credit rating agencies within one month reflects the Company's operational performance and risk prevention meet their expectation. Moreover, the change also leverage on the Company's solid financial performance, strong growth in contracted sales, sustainable profitability, and high-quality land bank.

➤ Land Acquisition



(Shengzhou Project)



(Shengzhou Project)

Shengzhou Project:

- On 4 September 2018, Greenland Hong Kong successfully won bid for Shengzhou project at a total consideration of approximately RMB504 million. The project occupies a land area of 119,963 sq.m. with a GFA of approximately 240,000 sq.m. and an average unit floor price of approximately RMB2,100 per square meter.
- Situated in the core circle of Pukou Eco-Tech development area, Shengzhou city of Shaoxing City, Zhejiang Province, as well as near Shengzhou Pudong Avenue and State Road 104, the project is 7 kilometers from downtown of Shengzhou and 15 kilometers from planned Shengzhou high speed railway station. The project is surrounded by abundant landscape area, including Tinghu Wetland Park and Duoren Park, and convenient educational resources, including Pukou Street Central Primary School (Yinchu Ma Primary School) and Pukou Street Central Kindergarten.
- This project is the Company's further step in the middle area of Zhejiang Province after Yiwu project. Greenland Hong Kong will take this opportunity to brighten a better prospects in middle Zhejiang city structure.

➤ Sales Performance

From January to September 2018, the Company registered a total contracted sales of approximately RMB24.344 billion, with a year-on-year increase of 9.29%, an increase of approximately RMB2.070 billion, and a total contracted GFA of 2,184,861 sq.m., with a 28.59% year-on-year increase of 485,753 sq.m.. The average selling price (“ASP”) was approximately RMB11,142 per sq.m..

#	Project	GFA Sold (sq.m.)	Contracted ASP (RMB/sq.m.)	Contracted Sales (Jan.~Sep.2018) (RMB mn)	as of total (%)
1	Jiangsu Projects	533,111	14,633	7,801	32%
2	Guangxi Projects	805,199	8,005	6,446	26%
3	Hainan Projects	306,151	11,834	3,623	15%
4	Yunnan Projects	235,279	10,600	2,494	10%
5	Zhejiang Projects	122,608	13,042	1,599	7%
6	Taiyuan Projects	79,829	13,955	1,114	5%
7	Guangdong Projects	38,700	16,873	653	3%
8	Others	63,984	9,596	614	2%
	Total	2,184,861	11,142	24,344	100%

➤ Information on Shares

Stock Information (as of 30 September 2018)

52-week range	Closing Price	Market Cap	No. of Issued Shares (Ordinary shares)
HK\$2.30 - HK\$4.80	HK\$2.42	HK\$6.757 Billion	2.792 Billion

【Investor Relations Contacts】:

Rain Lei

Secretary of the Board

Tel: +86 21 6135 2388

Email: rainlei@greenlandhk.com

William Huang

General Manager

Capital Market Department

Tel: +86 21 6135 2348

Email: williamhuang@greenlandhk.com

Cindy Liu

Assistant Controller

Capital Market Department

Tel: +86 21 6135 3727

Email: cindyliu@greenlandhk.com

Mandy Chen

Manager

Capital Market Department

Tel: +86 21 6135 2349

Email: xinjiechen@greenlandhk.com