



# Xinyuan Real Estate

## Investor Presentation

November 2014

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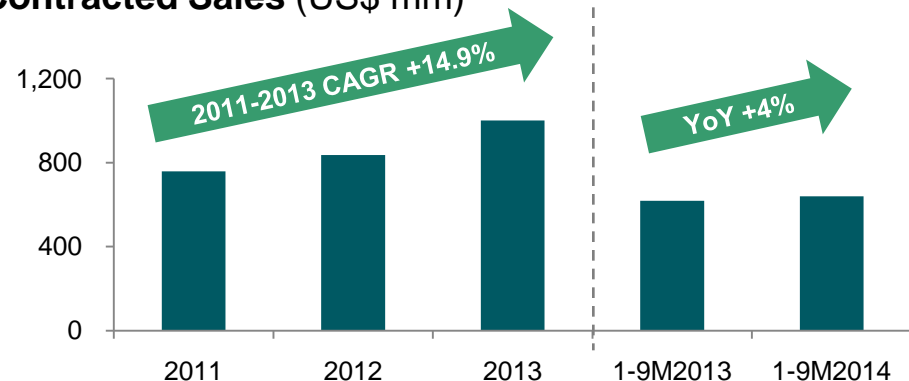
# Company Overview

- ✓ A leading real estate developer focusing on High Growth Cities in China
- ✓ Provides high-quality, affordable residential projects to middle income customers
- ✓ Solid operational track record in 12 cities, covering 118.5 million people
- ✓ First Chinese real estate developer listed on NYSE, first Chinese developer in NYC



As of Sep 30,2014	No. of Projects	GFA('000M <sup>2</sup> )
Completed	29	3,821
Under construction	15	2,959
Under planning	6	1,045
Properties held	2	3
Total	52	7,802

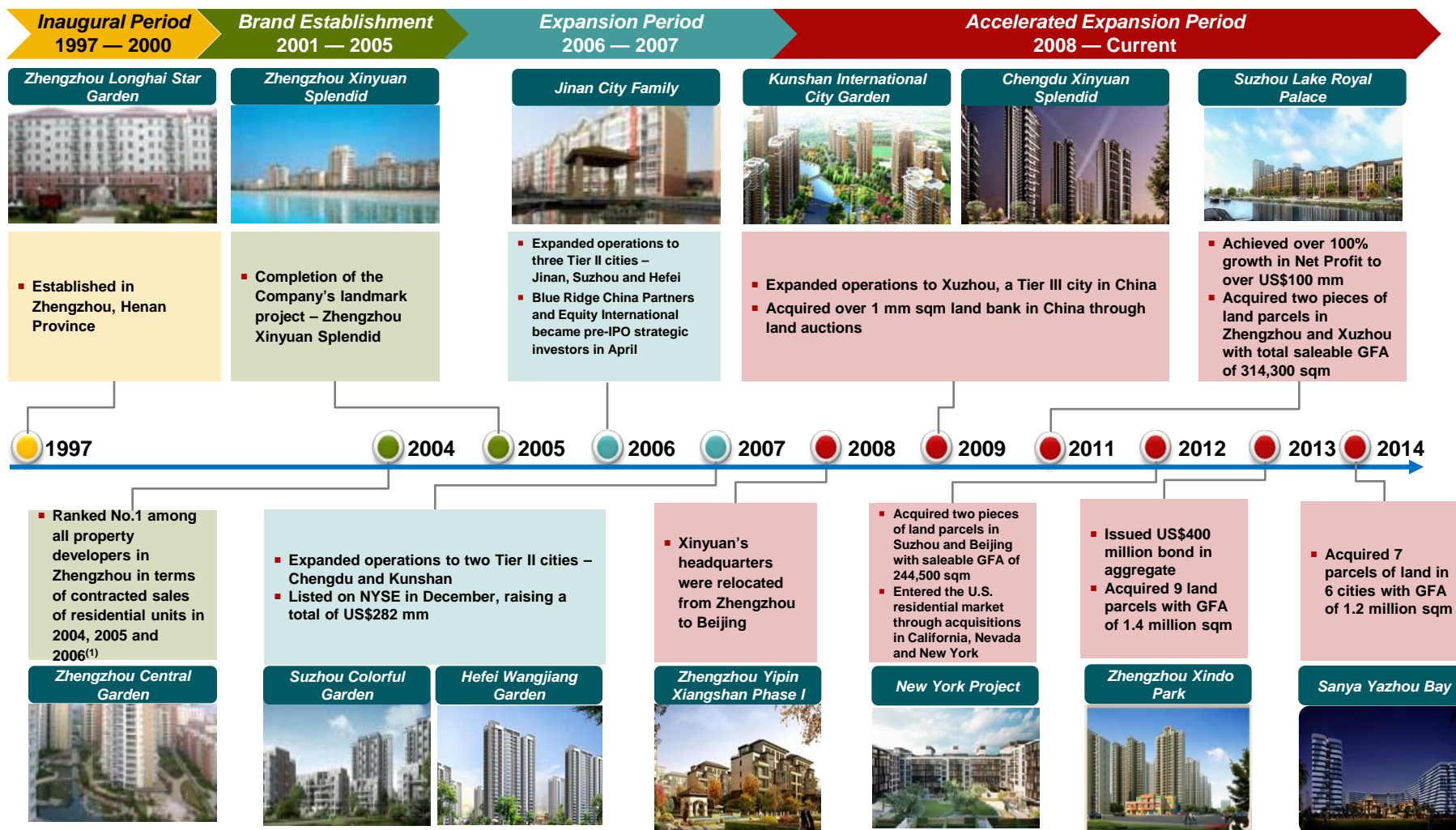
Contracted Sales (US\$ mm)





# Corporate Milestones

Xinyuan has achieved sustainable and stable growth in its more than 17 years of operational history

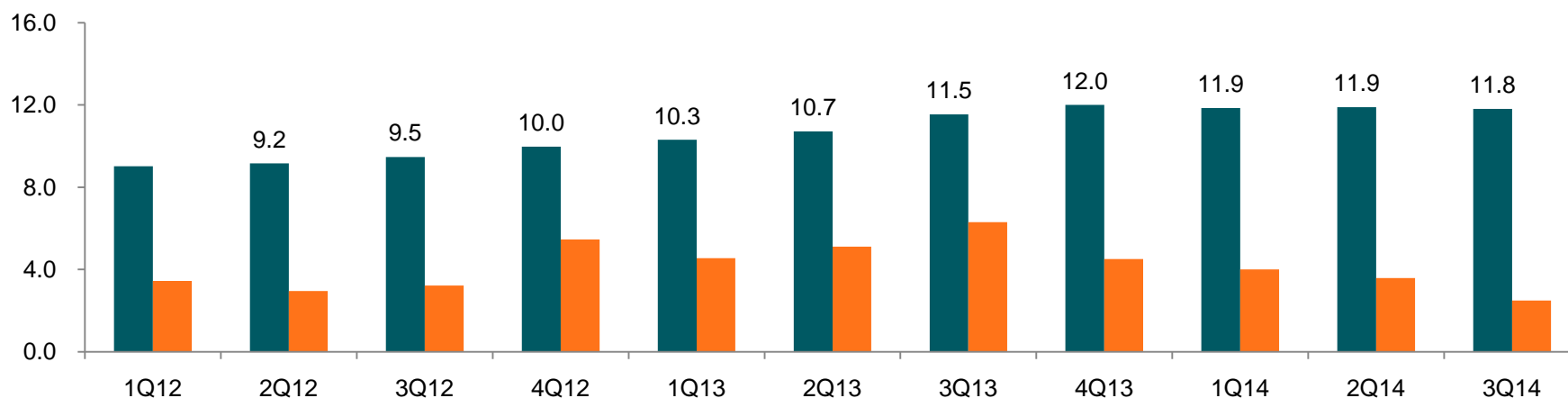


1. Based on contracted sales of residential units according to the Bureau of Real Estate Management in Zhengzhou.

# Attractive Valuation

<b>Ticker</b>	▶	<b>XIN (NYSE)</b>	<b>Market Cap.</b>	▶	<b>\$199 million</b>
<b>Price</b>	▶	<b>\$2.50</b>	<b>Shares Out</b>	▶	<b>79.4 million ADS</b>
<b>P/E</b>	▶	<b>3.8x</b>	<b>P/B</b>	▶	<b>0.21x</b>
<b>Rev. Growth</b>	▶	<b>18.9% (2009~2013 CAGR)</b>	<b>Net Profit Growth</b>	▶	<b>31.4% (2009~2013 CAGR)</b>

## Book value vs Stock price



Note: as of Nov 11, 2014

## Key factors to drive China's property development in the next 10 years

- ✓ Sustainable higher GDP growth;
- ✓ Urbanization – China is in urbanization period, which may last decades. People moving from rural area to city, from small city to big city;
- ✓ Upgrade demand – emerging middle class seeking to improve their living standard

## Frequently asked questions on China's property industry

- ***Supply exceeding demand?***

Probably supply exceeds demand in certain tier III and IV cities with population flowing out and no economy support, but not in dynamic Tier I and Tier II cities with population flowing in and dynamic economy development;

## **China's real estate market has shown softness in certain cities with weak transaction volume since April 2014**

- ✓ High growth in 2012 and 2013 released certain rigid demand
- ✓ Credit tightening at the beginning of 2014 and adjustment in the property market caused slow down of China's property market

## **Policies issued to stimulate the market**

- ✓ Most cities ease home purchase restriction
- ✓ Central bank eases the credit policy and lower the interest rate of mortgage to 30% below benchmark



# Xinyuan's Strategy

## Focused on High Growth Cities



Xinyuan's projects in China are mainly located in low-risk and fast-growing cities. The fast growing regional economy has generated substantial housing demand

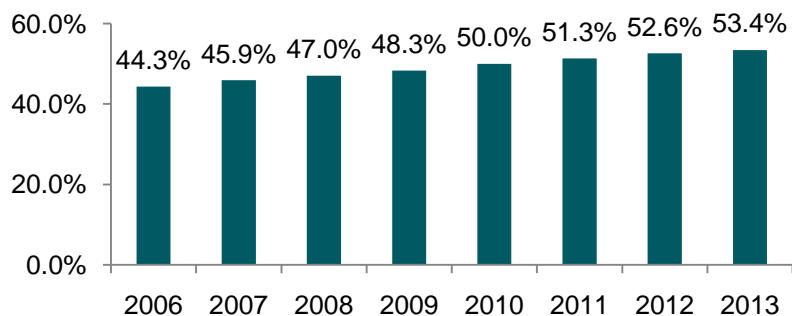
### Focus on High-Growth Cities



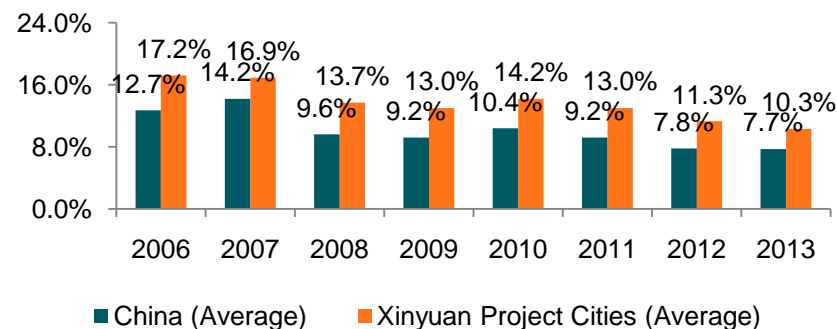
### 2013 Economic Indicators

	Population (million)	GDP Growth Rate
1 Chengdu	16.4	10%
2 Zhengzhou	9.2	12.0%
3 Jinan	7.0	9.6%
4 Hefei	7.6	12.5%
5 Suzhou	6.5	9.8%
6 Kunshan	2.4	10%
7 Xuzhou	10.0	11.8%
8 Beijing	21.1	7.7%
9 Sanya	0.7	9.3%
10 Changsha	7.2	12%
11 Shanghai	24.2	7.7%
12 Xi'an	8.6	11.1%
China	1,360.7	7.7%

### Increasing Urbanization in China



### GDP Growth Comparison



Source: China Statistical Yearbook, National Bureau of Statistics of China and National Economic and Social Development Statistics Bulletin of the respective cities.

# Xinyuan's Strategy

## Cater to Mid-income End-Users

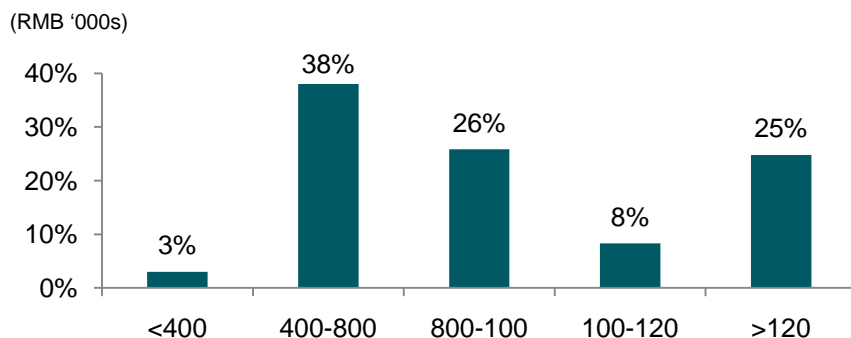


Xinyuan operates in cities with a larger middle-income class and more reasonable housing price

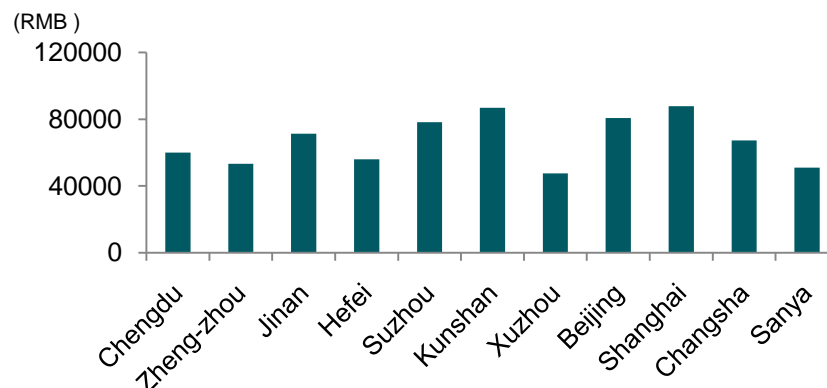
- Xinyuan's projects are located in the dynamic and high growth cities
- The Company has expanded its operations through urbanization and strong upgrade demand of middle income class
- Xinyuan expect its land bank to be sufficient for the Company's development needs in the next 3-5 years

### Xinyuan's Residential Projects to Meet the Inelastic Demand from the Middle-Income Class

#### 2013 Total Property Value Distribution



#### 2013 Urban Household Disposable Income<sup>(1)</sup>



Source: 2013 China Statistical Yearbook and National Economic and Social Development Statistics Bulletin of the respective cities.

1. Assuming 2 working family members per household.

# Xinyuan's Strategy

## Seeking Revolutionary Development while Maintaining Prudent and Diversified Land Acquisition Strategy



- ✓ Xinyuan is focused on increasing the scale of operations since China's real estate industry is getting more and more consolidated

### Revolutionary Development

- China's real estate industry is getting more and more consolidated
- Large developers have more opportunities of land acquisition in public auction, negotiation and M&A;
- Larger developers enjoy lower financing cost;
- It's very important for Xinyuan to increase its scale of operation in the next few years

- ✓ Xinyuan is committed to acquiring attractive land bank in a disciplined manner. The Company has maintained a stable land bank throughout the years

### Prudent Yet Diversified Land Bank Strategy

- Xinyuan pursues a prudent and diversified land acquisition strategy. The Company believes that it is crucial to acquire land reserves in selected cities at the appropriate timing and prevent the Company from bearing unnecessary risks
  - ▶ The Company establishes deep and early involvement and negotiations with local government to increase certainty of land acquisition
  - ▶ The Company, acquires quality land parcels that are ready for construction by auction, and avoid high relocation costs and complicated procedures
- The Company expects its land bank will be sufficient to satisfy its development needs in next three to five years

### Target Investment Margins

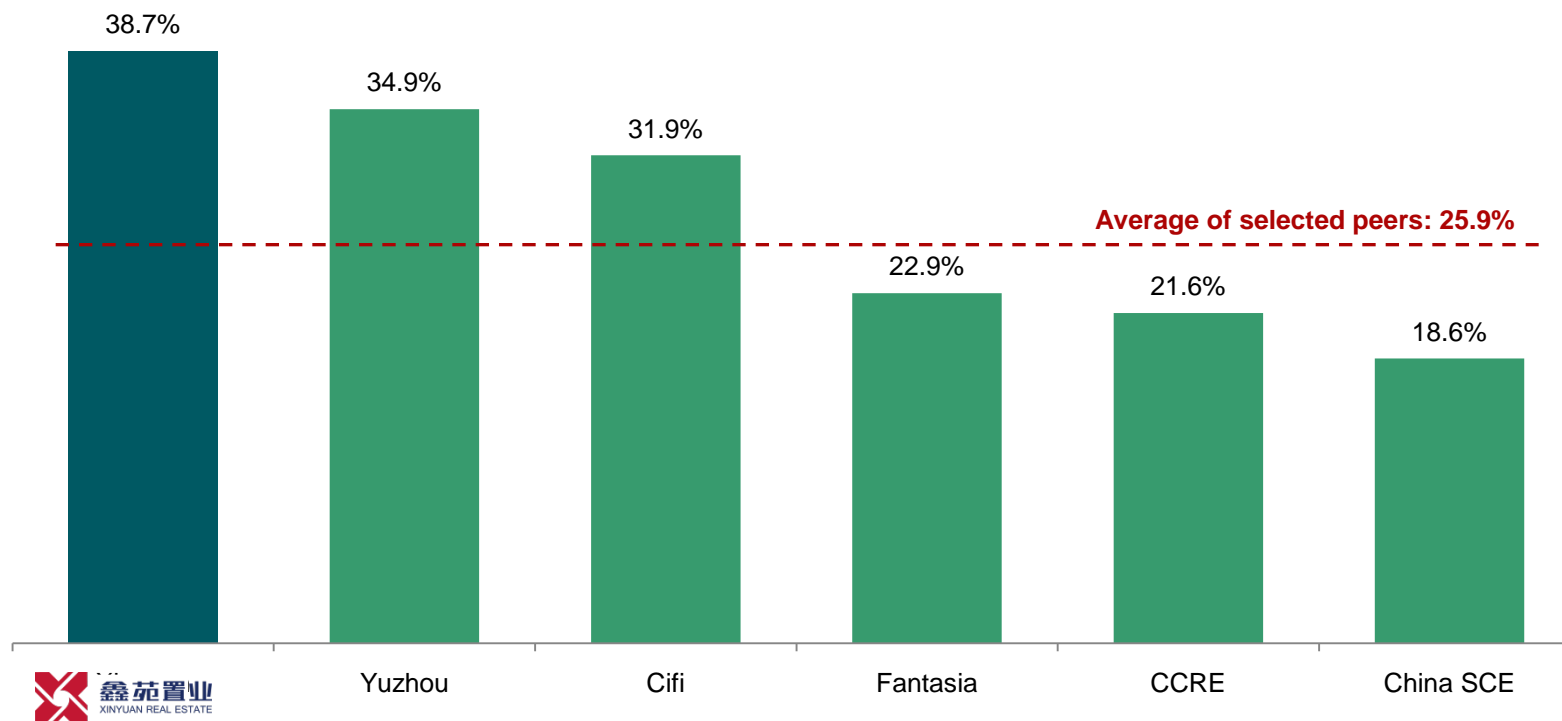
- The Company acquires quality land parcels while seeking for profitability
- Xinyuan mainly acquires its land bank through land auction and acquisitions
- Projects' target gross margin and net margin are typically above 25% and 10%, respectively
- Land acquisitions are usually self-funded. Current Average Land Cost is generally at 35% of Average Selling Price

# Xinyuan's Strategy

## "Rapid Asset Turnover" Business Model



### Jun 2014 LTM Asset Turnover Ratios<sup>(1)</sup>



**Xinyuan adheres to a "rapid asset turnover" business model, and has relatively higher asset turnover ratio compared to peers**

*Note: Asset Turnover Ratio is computed as LTM Total Revenue / Average Total Assets. Assumes RMB6.14 per US\$1.00 and HK\$1.26 per RMB1.00*

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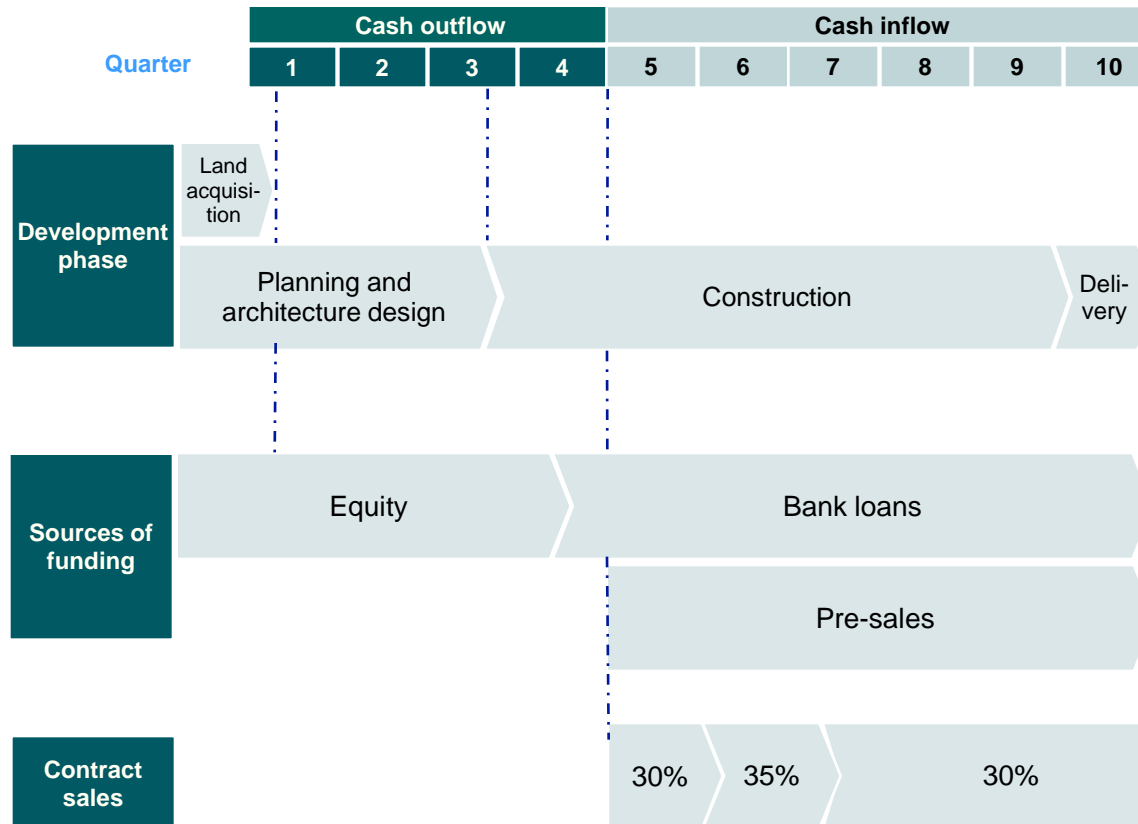
*(1) Based on Xinyuan and peer company filings of latest financials. All numbers are pro forma for respective senior notes and share issuances as of March 10, 2014*

# Xinyuan's Strategy

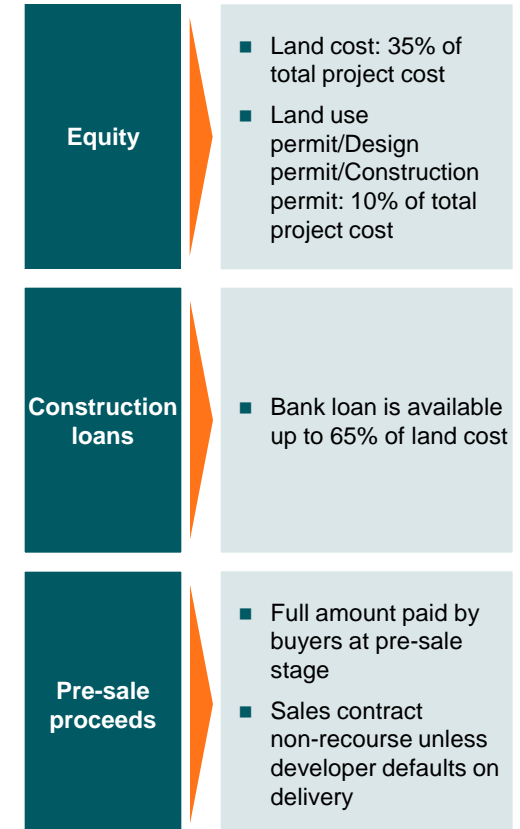
## Pre-selling Mitigates Financing and Overall Development Risks



### Average Development Process (Project with GFA of 200,000sqm)



### Funding sources



- Construction starts within 2-3 quarters upon land acquisition
- Pre-sales starts within 3-4 months after construction commence
- 95% sales completed before project completion
- Cash flow becomes positive in the 4<sup>th</sup>-5<sup>th</sup> quarter



## 2013 Highlight

- ✓ Issued bonds of \$400 million
- ✓ Started pre-sales of 4 projects: Zhengzhou XIN City, Suzhou XIN City, Xuzhou Colorful City and Kunshan Royal Palace
- ✓ Acquired 9 parcels of land in Zhengzhou, Xingyang, Kunshan, Suzhou and Ji'nan respectively, with total GFA around 1.4 million sqm at total cost around RMB3.6 billion(or \$580 million)
- ✓ Repurchased 1.31 million ADS at total cost of aroundUS\$5.8 million
- ✓ Quarterly dividend payment of US\$0.05/ADS

## 9M14 Highlight

- ✓ Acquired 4 parcels of land in Chengdu, Sanya, Changsha and Shanghai respectively in Q1, with total GFA around 643,000 sqm at total cost around RMB2.9 billion(or US\$475 million);
- ✓ Acquired Shaanxi project with total GFA around 294,100 sqm at total cost of around US\$93.8 million in July;
- ✓ Started presales of Beijing Xindo Park in Q1, Xingyang Splendid I , Zhengzhou Thriving Family and Jinan Royal Palace in Q2, Suzhou Lake Royal Palace and Chengdu Thriving Family in Q3, with total GFA of 1.2 million sqm
- ✓ Repurchased 3.08million ADS at total cost of aroundUS\$13.7 million
- ✓ Quarterly dividend payment of US\$0.05/ADS

# Business Updates

## Major Active Projects in China



Project	Total GFA (‘000 sqm)	% Sold	Land Cost (RMB/sqm)	ASP (RMB/sqm)	Time of Pre-sale Commencement
Zhengzhou Xin City	206	79%	2,689	9,282	Sep.13
Kunshan Royal Palace	284	22%	2,969	9,456	Nov.13
Suzhou Xin City	127	92%	2,121	8836	Sep.13
Jinan Xinyuan Splendid	575	91%	1,913	8,684	May.11
Xuzhou Colorful City	129	29%	1,821	9,129	Nov.13
Beijing Xindo Park	132	36%	7,798	22,037	Mar.14
Zhengzhou Thriving Family	143	43%	1,094	7,216	Jun. 14
Xingyang Splendid I	118	26%	990	5,274	May. 14
Jinan Royal Palace	448	5%	2,683	6,497	Jun.14
Suzhou Lake Royal Palace	169	1%	5,909	11,095	Jul. 14
Chengdu Thriving Family	215	0.2%	4,347	5296	Sept. 14

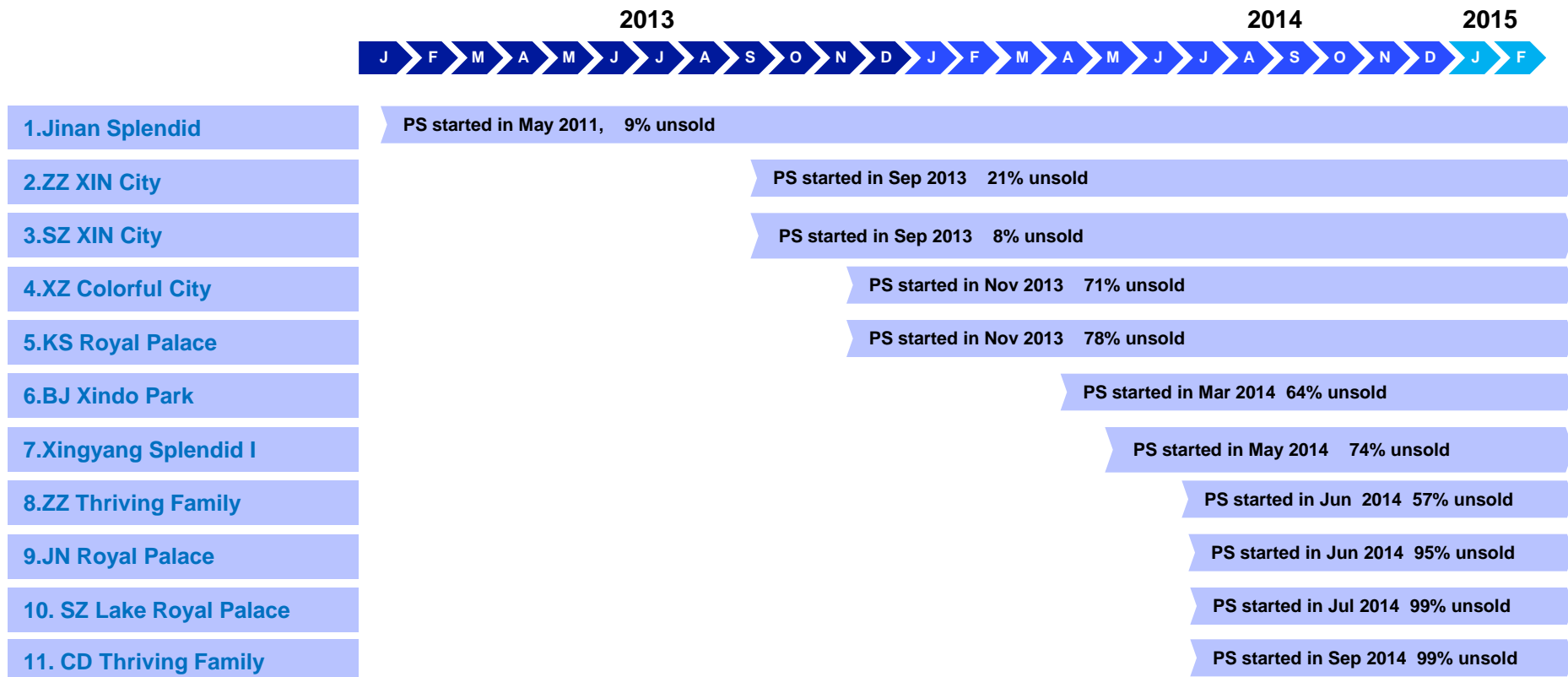
Notes: As of Sept 30, 2014, Central East A, B and Zhengzhou Royal Palace were nearly sold out

# Business Updates

## Active Projects



### Timeline for current projects



**Unsold GFA of Active Projects : 1,488,800 sqm. (as of Sept 30, 2014)**

# Business Updates

## Projects Under Planning in China



	Total GFA (‘000 sqm)	Pre sales Anticipated schedule
Xinyuan Splendid II & III	177.4	Q4 2014
Sanya Yazhou Bay No.1	117.8	Q4 2014
Shanghai Royal Palace	57.2	Q4 2014
Changsha Xinyuan Splendid	252.6	Q4 2014
Newly Acquired Shaanxi Land	294.1	Q2 2015
Zhengzhou Thriving Family( commercial)	146.2	Q4 2014
<b>Total projects under planning</b>	<b>1,045.3</b>	

# Financial Highlights



Unit: US\$ mm

	2012	2013	YoY%	2014E	YoY%E
Contract sales	836	1,000	20%	1,145	15%
Revenue	915	898	(2%)	862	(4.0%)
Net Income	158	126	(20%)	33	(74%)

	2Q14	3Q14	QoQ%	4Q14E	QoQ%E
Contract sales	199	168	(16%)	505	200%
Revenue	167	164	(2%)	305	86%
Net Income	6.8	7.8	(15%)	8	3%

## 2013 vs 2012

- Contract sales increase was due to project expansion; we had 4 new projects commence presales in 2013
- Revenue decrease was due to a higher percentage of completion of more mature development projects in their near completion stage resulting in higher revenue in 2012, as well as from lower percentage of completion from two of the Company's major development projects—Suzhou XIN City and Xuzhou Colorful City, each of which launched in the third and fourth quarters 2013 respectively

## 3Q14 vs 2Q14

- Contract sales and Revenue decrease was mainly due to market slow down
- Net income increase was mainly due to tax reversal

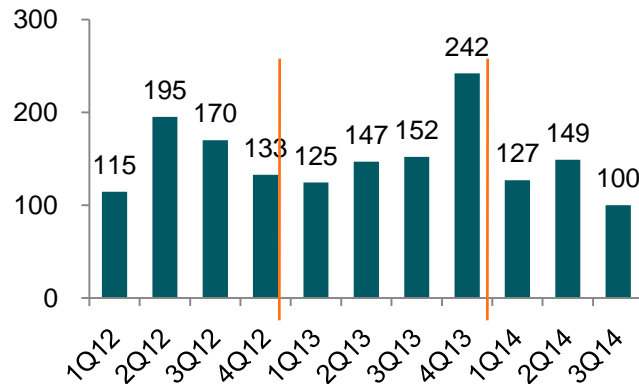
## 2014 E vs 2013

- Expected contract sales increase is mainly due to project expansion with 10 projects starting presales in 2014
- Expected net income decrease is due to lower gross margin at the beginning period by using POC reorganization method, higher interest expenses and higher SG&A due to rapid expansion; we believe the net margin will go up as projects mature

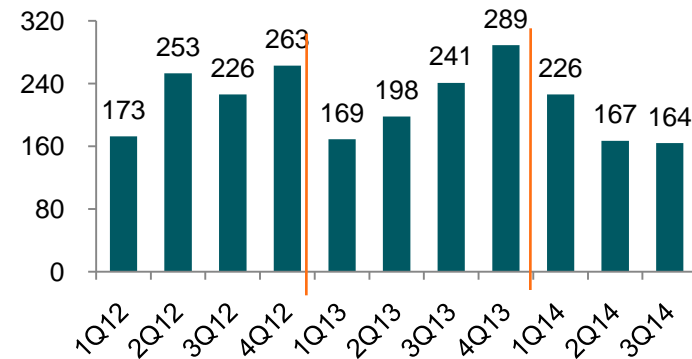


# Financial Highlights (Cont'd)

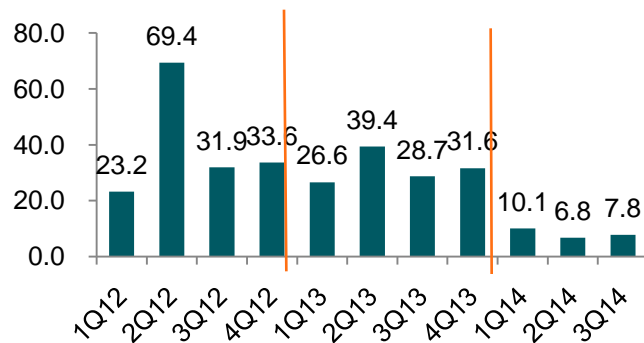
**GFA sold ( '000 sqm)**



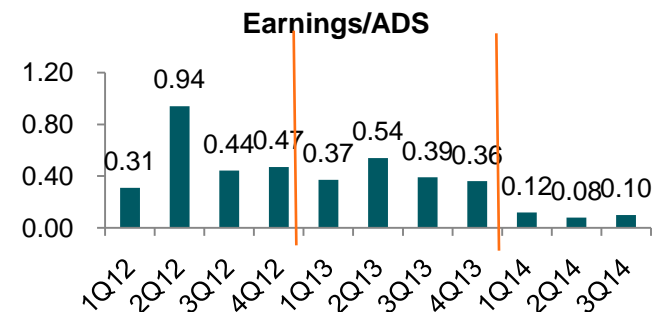
**Revenue (USD million)**



**Net income (USD million)**



**Net Earnings per ADS (USD)**



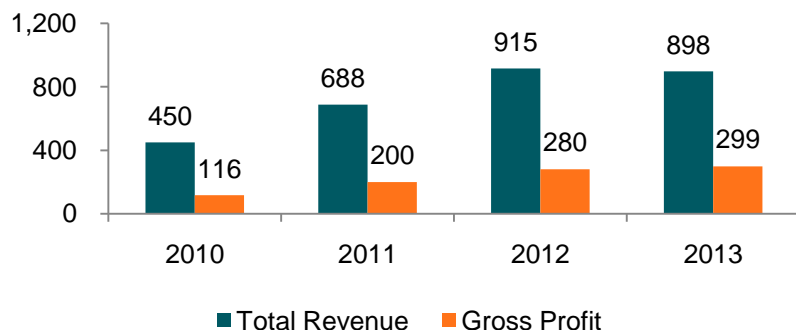
# Financial Highlights (Cont'd)

## Steady Growth while Maintaining Healthy Financial Metrics

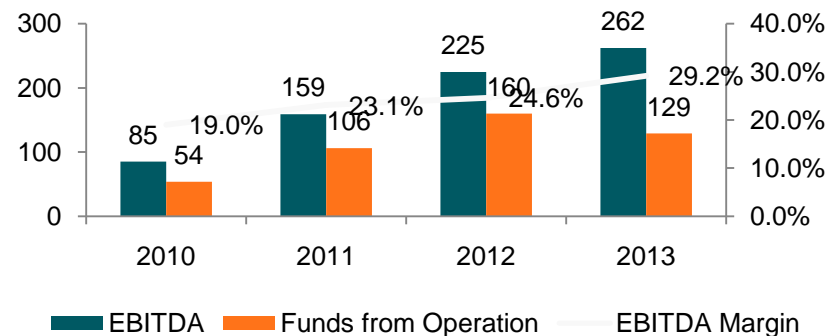


The Company has achieved a steady growth in revenue and profit margins, while maintaining a net cash position

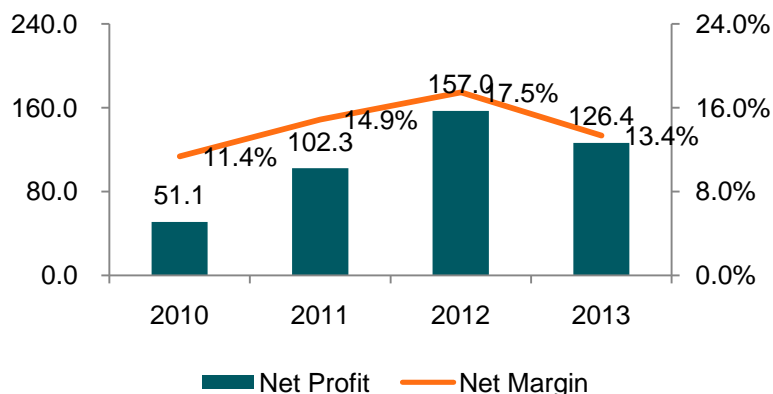
### Total Revenue and Gross Profit (US\$mm)



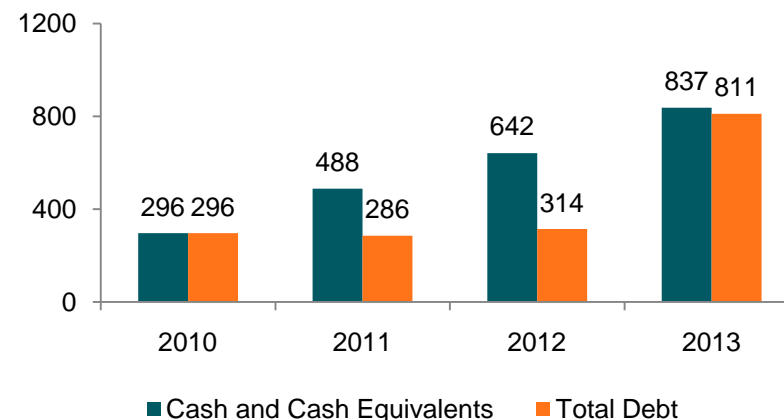
### EBITDA<sup>(1)</sup> and Funds from Operations<sup>(2)</sup>



### Net Profit (US\$mm) and Net Margins



### Total Debt and Cash (US\$mm)<sup>(3)</sup>



1. EBITDA is computed by Operating Income + Depreciation + Finance Costs.
2. Funds from Operations is computed by Net Income + Depreciation.
3. Includes restricted cash.

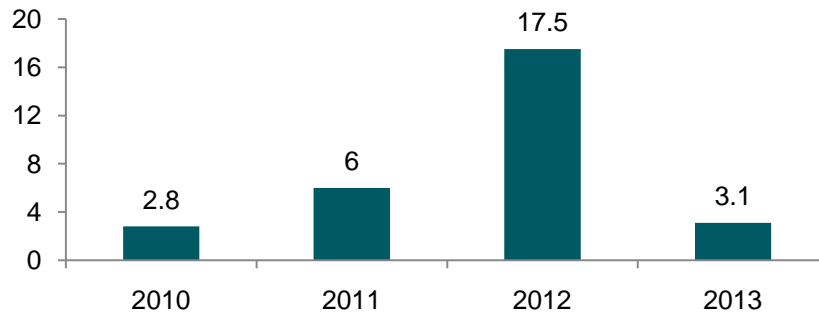
# Financial Highlights (Cont'd)

## Steady Growth while Maintaining Healthy Financial Metrics

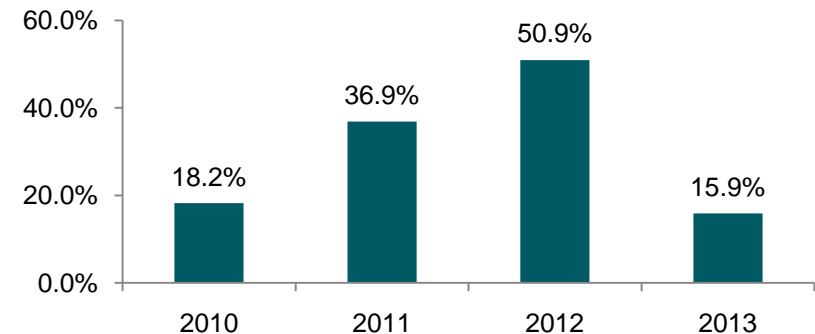


Debt increase in 2013 with project expansion, but still secure healthy financial metrics

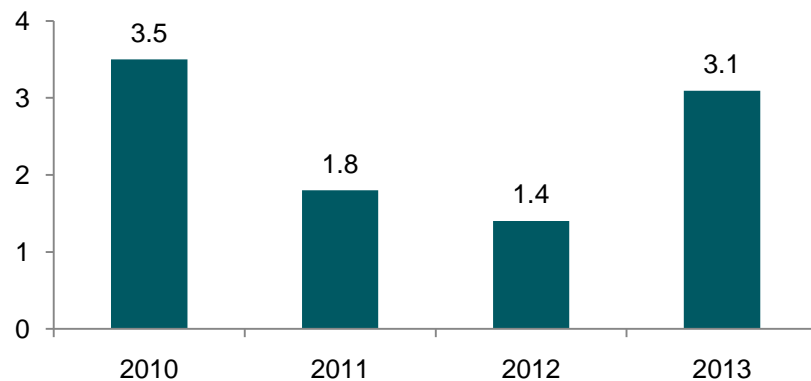
**EBITDA Interest Coverage Ratio<sup>(1)</sup>**



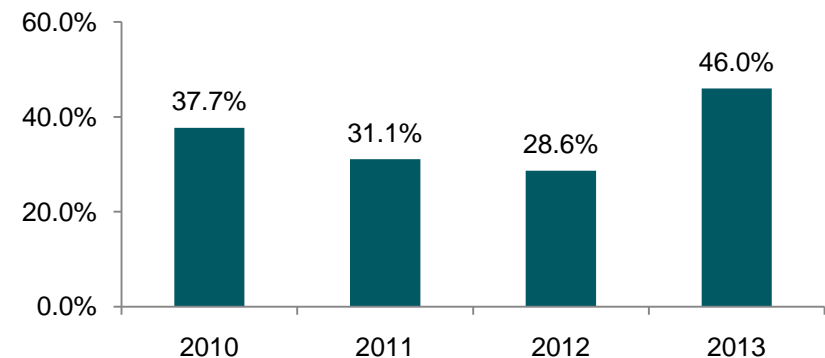
**Funds from Operations<sup>(2)</sup> / Total Debt**



**Total Debt / EBITDA<sup>(1)</sup>**



**Total Debt / Total Capitalization<sup>(3)</sup>**



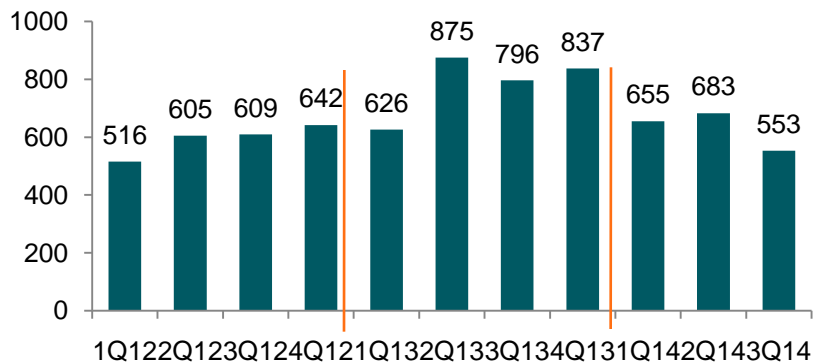
1. EBITDA is computed by Operating Income + Depreciation + Finance Costs.
2. Funds from Operations is computed by Net Income + Depreciation.
3. Total Capitalization is computed by Total Debt + Total Shareholders' Equity.

# Financial Highlights (Cont'd)

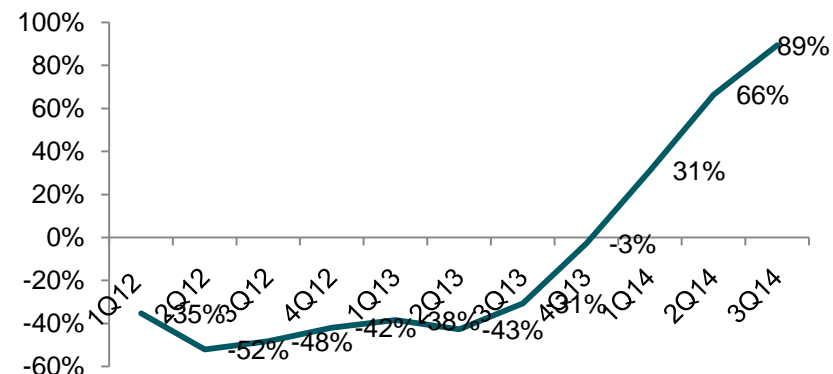
## Liquidity Trends



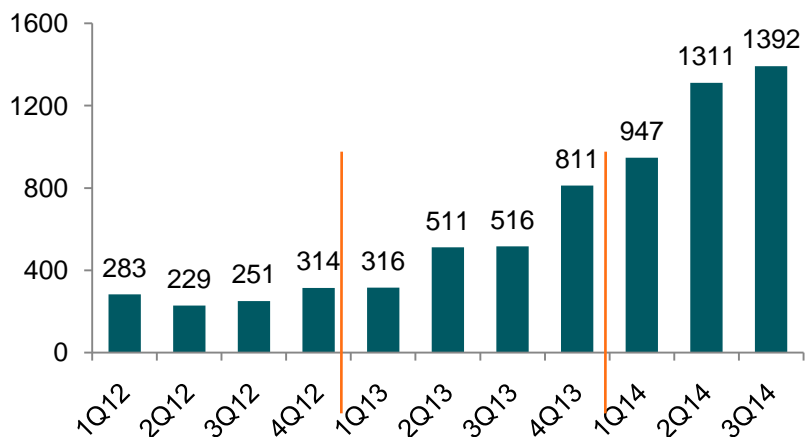
Total cash (US\$mm)



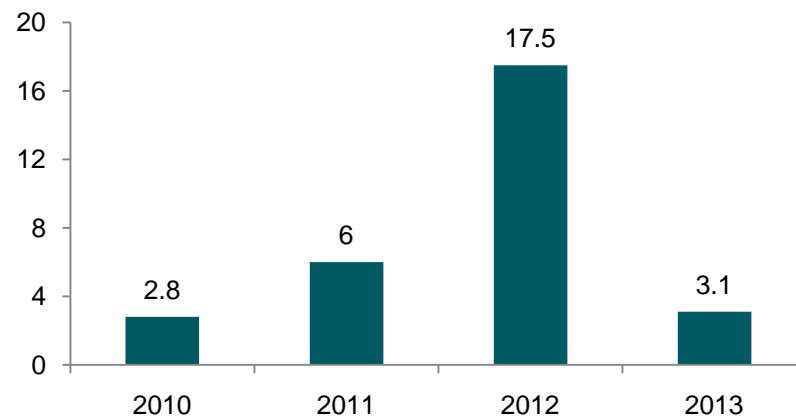
Net gearing ratio (%)



Total debt (US\$mm)



EBITDA Interest Coverage Ratio



## Appendix I



# Financial Statements



# P&L Summary



## P & L (Q3 2014 vs Q2 2014)

(All US\$ amounts and number of shares data in thousands, except per share data)

	Q3 2014		Q2 2014	
	(\$'000)	%	(\$'000)	%
Revenue	163,612	100.0%	166,824	100.0%
Cost of sales	(120,154)	-73.4%	(123,565)	-74.1%
<b>Gross Profit</b>	<b>\$43,458</b>	<b>26.6%</b>	<b>\$43,259</b>	<b>25.9%</b>
Selling expenses	(8,495)	-5.2%	(8,857)	-5.3%
G&A expenses	(23,642)	-14.5%	(26,761)	-16.0%
<b>Operating income</b>	<b>\$11,321</b>	<b>6.9%</b>	<b>\$7,641</b>	<b>4.6%</b>
Interest income	2,980	1.8%	1,355	0.8%
Interest expense	(5,904)	-3.6%	(7,467)	-4.5%
Income from change in FV of short-term investment	2,105	1.3%	0	0.0%
Other income	(1)	0.0%	3,109	1.9%
Exchange gains (loss)	0	0.0%	50	0.0%
Share of income (loss) in an equity investee	(227)	0.0%	(201)	-0.1%
<b>Earnings before tax</b>	<b>\$10,274</b>	<b>6.3%</b>	<b>\$4,487</b>	<b>2.7%</b>
Income Tax	(2,501)	-1.5%	2,345	1.4%
<b>Net income</b>	<b>\$7,773</b>	<b>4.8%</b>	<b>\$6,832</b>	<b>4.1%</b>

# P&L Summary



## P & L (YoY)

(All US\$ amounts and number of shares data in thousands, except per share data)

	Q3 2014		Q3 2013	
	(\$'000)	%	(\$'000)	%
Revenue	163,612	100.0%	240,665	100.0%
Cost of sales	(120,154)	-73.4%	(162,152)	-67.4%
<b>Gross Profit</b>	<b>\$43,458</b>	<b>26.6%</b>	<b>\$78,513</b>	<b>32.6%</b>
Selling expenses	(8,495)	-5.2%	(5,633)	-2.3%
G&A expenses	(23,642)	-14.5%	(17,397)	-7.2%
<b>Operating income</b>	<b>\$11,321</b>	<b>6.9%</b>	<b>\$55,483</b>	<b>23.1%</b>
Interest income	2,980	1.8%	4,085	1.7%
Interest expense	(5,904)	-3.6%	(5,608)	-2.3%
Income from change in FV of short-term investment	2,105	1.3%	0	0.0%
Other income	(1)	0.0%	0	0.0%
Share of income (loss) in an equity investee	(227)	0.0%	0	0.0%
<b>Earnings before tax</b>	<b>\$10,274</b>	<b>6.3%</b>	<b>\$53,960</b>	<b>22.4%</b>
Income Tax	(2,501)	-1.5%	(25,212)	-10.5%
<b>Net income</b>	<b>\$7,773</b>	<b>4.8%</b>	<b>\$28,748</b>	<b>11.9%</b>

# P&L Summary



## P & L (YTD YoY)

(All US\$ amounts and number of shares data in thousands, except per share data)

	2014 YTD		2013 YTD	
	(\$'000)	%	(\$'000)	%
Revenue	556,848	100.0%	608,578	100.0%
Cost of sales	(410,762)	-73.8%	(404,512)	-66.5%
<b>Gross Profit</b>	<b>\$146,086</b>	<b>26.2%</b>	<b>\$204,066</b>	<b>33.5%</b>
Selling expenses	(22,133)	-4.0%	(11,281)	-1.9%
G&A expenses	(69,897)	-12.6%	(38,848)	-6.4%
<b>Operating income</b>	<b>\$54,056</b>	<b>9.7%</b>	<b>\$153,937</b>	<b>25.3%</b>
Interest income	5,866	1.1%	8,596	1.4%
Interest expense	(22,012)	-4.0%	(10,450)	-1.7%
Income from change in FV of short-term investment	2,105	0.4%	0	0.0%
Other income	3,108	0.6%	0	0.0%
Exchange gains (loss)	50	0.0%	0	0.0%
Share of income (loss) in an equity investee	(645)	-0.1%	0	0.0%
<b>Earnings before tax</b>	<b>\$42,528</b>	<b>7.6%</b>	<b>\$152,083</b>	<b>25.0%</b>
Income Tax	(17,873)	-3.2%	(57,357)	-9.4%
<b>Net income</b>	<b>\$24,655</b>	<b>4.4%</b>	<b>\$94,726</b>	<b>15.6%</b>
<b>Earnings Per ADS</b>				
Basic	0.32		1.33	
Diluted	0.30		1.31	

# Balance Sheet



	As of Sep 30, 2014	As of Dec 31, 2013		As of Sep 30, 2014	As of Dec 31, 2013
	(\$'000)	(\$'000)		(\$'000)	(\$'000)
Cash and cash equivalents and short-term investment	557,986	837,217	Short-term bank loans	170,662	23,291
Deposits for land use right	359,437	297,389	Accounts payable & other payables	341,672	287,487
Receivables & other prepayment	284,784	149,740	Customer deposits	106,803	75,285
Real Estate property held for sale	1,694	5,524	Tax payable	47,543	121,642
Real estate property development completed	12,629	21,260	Deferred tax liabilities	103,428	78,958
Real estate property under development	1,599,106	932,519	Current portion of long-term bank loans and other debt	359,553	217,964
Other current assets	13,404	879	Current maturities of capital lease obligations	2,994	2,746
<b>Total current assets</b>	<b>2,829,040</b>	<b>2,244,528</b>	<b>Total current liabilities</b>	<b>1,132,655</b>	<b>807,373</b>
Real estate properties held for lease, net	62,499	60,410	Long-term bank loans	39,303	32,804
Property and equipment, net	46,697	46,706	Deferred tax liabilities	10,575	9,385
Other non-current assets	46,868	30,455	Unrecognized tax benefits	16,166	16,314
			Other long-term debt	821,982	536,943
			Capital lease obligations, net of current maturities	24,087	26,646
			Redeemable noncontrolling interests	2,836	0
<b>Total non-current assets</b>	<b>156,064</b>	<b>137,572</b>	<b>Total liabilities</b>	<b>2,047,604</b>	<b>1,429,464</b>
			<b>Total Shareholder's Equity</b>	<b>937,500</b>	<b>952,636</b>
<b>TOTAL ASSETS</b>	<b>2,985,104</b>	<b>2,382,100</b>	<b>Total liabilities &amp; shareholder's Equity</b>	<b>2,985,104</b>	<b>2,382,100</b>

The background of the slide is a complex, multi-colored architectural wireframe. It features a dense network of lines in shades of blue, green, and red, creating a three-dimensional effect of overlapping geometric shapes and structures, resembling a modern building's framework or a complex urban plan.

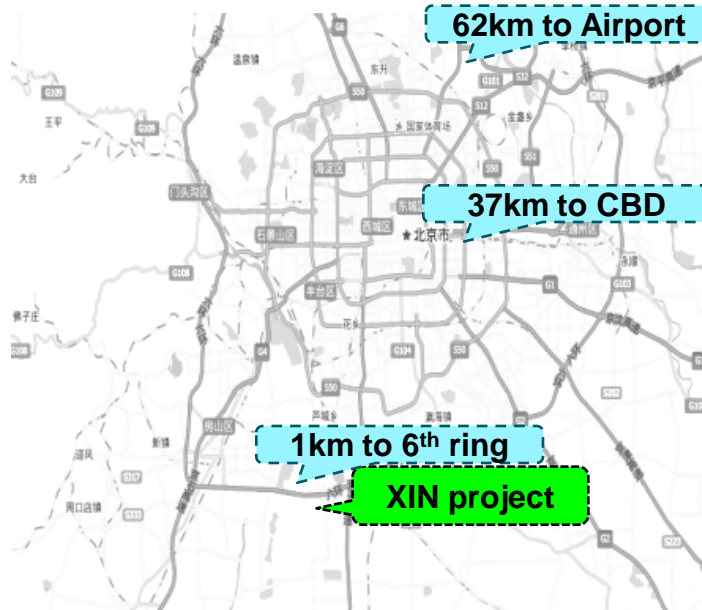
## Appendix II



# Typical Active and New Projects



# Beijing Xindo Park



## Project highlights

Date Purchased:	Sep 2012
Total GFA:	132,000 sqm
Site Area:	57,862 sqm
Land premium:	RMB1,030 million
Floor price:	RMB7,798/sqm
ASP:	RMB22,037
Presale Date:	Q1 2014
Construction Period:	Q4 2013 – Q4 2016
Master Planning:	Residential

- Located in Daxing District of Beijing next to south 6<sup>th</sup> ring. We will build smaller-sized, affordable apartments for Beijing commuters. We started presales in March.

# Jinan Royal Palace



## Project highlights

Date Purchased:	Nov 2013
Total GFA:	448,000 sqm
Site Area:	140,000 sqm
Land premium:	RMB1,200 million
Floor price:	RMB2,683/sqm
ASP:	RMB6,497/sqm
Presale Date:	Q2 2014
Construction Period:	Feb 2014 – Jun 2016
Master Planning:	Residential

- This project is next to Jinan express railway station, which is a key development area in Jinan.

# Xingyang Splendid I,II &III



## Project highlights

Date Purchased:	Sep 2013
Total GFA:	295,000sqm
Site Area:	96,000 sqm
Land premium:	RMB242 million
Floor price:	RMB819/sqm
ASP:	RMB5,274/sqm
Presale Date:	Q2 2014
Construction Period:	Apr 2014 – Dec 2018
Master Planning:	Residential & Commercial

- Located in down town of Xingyang, which is 15 km to Zhengzhou City.

# Zhengzhou Thriving Family



## Project highlights

Date Purchased:	Sep 2013
Total GFA:	289,000 sqm
Site Area:	84,000 sqm
Land premium:	RMB321 million
Floor price:	RMB1,112/sqm
ASP:	RMB7,216/sqm
Presale Date:	Q2 2014
Construction Period:	Apr 2014 – Apr 2017
Master Planning:	Residential & Commercial

- The Project is located in the Er Qi District of Zhengzhou, which is near the south 4th ring road of the city.



# Suzhou Lake Royal Palace



## Project highlights

Date Purchased:	Sep 2013
Total GFA:	169,000 sqm
Site Area:	114,624 sqm
Land premium:	RMB1000 million
Floor price:	RMB5,900/sqm
ASP:	RMB11,095/sqm
Presale Date:	Q3 2014
Construction Period:	Apr 2014 – Oct 2015
Master Planning:	High rise

- The land parcel is located next to Jinji Lake scenic spots in Suzhou City, Jiangsu Province.

# Sanya Yazhou Bay No.1



## Project highlights

Date Purchased:	Jan 2014
Total GFA:	118,000 sqm
Site Area:	78,831 sqm
Land premium:	RMB357 million
Floor price:	RMB3,029/sqm
Estimated ASP:	RMB13,000/sqm
Presale Date:	Q4 2014
Construction Period:	Q4 2014 – Q4 2016
Master Planning:	SOHO

- In recent years, purchasing holiday properties has become increasingly popular. Sanya has been the most popular domestic tourist destination for four consecutive years.
- SOHO originally refers to Small Office/ Home Office, while now it is regarded as small apartment at GFA of 40-80 sqm for office, living and hotel function.



# Chengdu Thriving Family



## Project highlights

Date Purchased:	Jan 2014
Total GFA:	214,811 sqm
Site Area:	75,038 sqm
Land premium:	RMB934 million
Floor price:	RMB4,347/sqm
Presale Date:	Q3 2014
Construction Period:	Q3 2014 – Q2 2017
Master Planning:	High rise

- The land parcel is located in Tianfu New District, a new economic zone in Chengdu City, the capital city of southwest China's Sichuan province

# Changsha Xinyuan Splendid



## Project highlights

Date Purchased:	Mar 2014
Total GFA:	252,647 sqm
Site Area:	89,460 sqm
Land premium:	RMB689 million
Floor price:	RMB2,727/sqm
Presale Date:	Q4 2014
Construction Period:	Q4 2014 – Q3 2017
Master Planning:	High rise

- The target project is next to Meixi Lake, which is the most important development area in Changsha, while the GDP per capita in Changsha is ranked No.1 among China's central provinces

# Shanghai Royal Palace



## Project highlights

Date Purchased:	Apr 2014
Total GFA:	57,185 sqm
Site Area:	28,600 sqm
Land premium:	RMB914 million
Floor price:	RMB15,983/sqm
Presale Date:	Q4 2014
Construction Period:	Q4 2014 – Q3 2016
Master Planning:	High rise

- This land parcel is located 17 kilometers west of Shanghai's Hongqiao Airport in the scenic Qingpu District. A subway line passing through the area is under construction and is projected to open in early 2017.

# Shaanxi New Project



## Project highlights

Date Purchased:	July 2014
Total GFA:	294,065 sqm
Site Area:	85,118 sqm
Land premium:	RMB580 million
Floor price:	RMB1,971/sqm
Presale Date:	Q2 2015
Construction Period:	Q4 2014 – Q3 2016
Master Planning:	High rise

This land parcel is located in Daxing New District in the northwest area of Xi'an City, close to the Second Ring Road. The land parcel is comprised of two pieces with the larger area intended for residential development and the smaller area for commercial development.



# U.S. Projects Overview

The U.S. portfolio mainly comprises developed projects with relatively lower development risks

## Brooklyn New York Project



- **Purchased Date:** September 2012
- **Total GFA:** 37,078 sqm
- **Site Area:** 8,094 sqm
- **Land Premium:** US\$54.2 million
- **Average Floor Price:** RMB9,195 / sqm
- **Construction Commencement Date:** Q4 2013
- **Expected Date of Completion:** Mar 2015
- **Type of Products:** Multi-layer building

- We started presales at the end of June with controlled manner so that each customer is treated as VIP, and they have the sense that prices will increase. As of mid August, we have completed 25 to 30 contract sales, and the trend is encouraging.

## Appendix III



# Project Summary



# Projects under Construction / Planning

As of Sept 30, 2014

	Chengdu	Zhengzhou	Jinan	Suzhou	Kunshan	Xunzhou	Beijing	New York	Sanya	Shanghai	Changsha	Xi'an	Total
<b>Projects under Construction</b>													
No. of projects	1	6	2	2	1	1	1	1					15
No. of units	2,461	9,357	14,075	2,903	2,563	1,452	1,199	216					34,226
GFA (sqm)	214,811	842,908	1,022,498	296,518	284,283	129,026	132,093	37,078					2,959,215
<b>Projects under Planning</b>													
No. of projects		2							1	1	1	1	6
No. of units													-
GFA (sqm)		323,607							117,819	57,185	252,647	294,065	1,045,323

Beijing Xindo Park



Zhengzhou Xindo Park



Xingyang Splendid



Jinan Royal Palace



Suzhou XIN City



## Appendix IV



# Strong Board and Management

# Experienced Management



**Yong Zhang**  
*Chairman & CEO*

- Founded Xinyuan in 1997
- Received an MBA degree from Tsinghua University
- Vice chairman of Henan Real Estate Association, Deputy to the 11th People's Congress of Henan Province
- Over 20 years of working experience in the real estate industry



**Xinqi Wang**  
*Director and CEO*

- Former Vice president and GM of Northern Projects Management Center at Wanda Commercial Property Co., Ltd.
- Twenty years of experience in China's real estate Sector



**Manbo He**  
*CFO*

- Former Chief Operating Officer at Kingold Group since 2011
- Former Chief Financial Officer at Tiens Group since 2009
- Received a Certified General Accountant in Canada, an MBA in finance and a PhD in Econometrics

# Superior Corporate Governance Led by Experienced Management Team



**Yong Zhang**  
Chairman & CEO

- Founded Xinyuan in 1997
- Received an MBA degree from Tsinghua University
- Vice chairman of Henan Real Estate Association, Deputy to the 11<sup>th</sup> People's Congress of Henan Province
- Over 20 years of working experience in the real estate industry



**Xinqi Wang**  
Director and CEO

- Former Vice president and GM of Northern Projects Management Center at Wanda Commercial Property Co., Ltd.
- Twenty years of experience in China's real estate Sector



**Anthony Walton**  
Independent Director

- Vice Chairman of Standard Chartered Bank, Americas.
- Prior work experience include CEO of two private investment banks
- Received an MBA from Wharton Graduate School of Finance
- Over 40 years of working experience in finance



**Thomas Gurnee**  
Director

- Prior experience include member of the Audit Committee in 2 U.S.-listed Chinese companies
- Received an MBA degree from University of Santa Clara and a bachelors degree from Stanford University
- Over 34 years of working experience in accounting, finance and management



**Thomas Wertheimer**  
Independent Director

- Member of Board of Directors of two other U.S.-listed companies
- Expert in financial and accounting issues
- Prior experience include audit partner at PricewaterhouseCoopers



**Yuyuan Yang**  
Director & Vice President

- Co-founder of Xinyuan
- Received an MBA degree from National University of Singapore
- Over 10 years of working experience in the real estate industry



**Huai Chen**  
Independent Director

- Received a PhD from Renmin University of China; visiting professor at Stanford University
- Former senior research fellow and director of the Policy Research Center of the MOHURD
- Former deputy director of the Institute of Market Research under the PRC State Councils' Development and Research Center



**Yinfei Hao**  
Director & Executive Vice President

- Executive Vice President of Legal and Audit Administration
- Received a PhD of Management Science and Engineering, an MBA and a master's degree in economics
- Over 28 years of working experience in government services



**Yanjun Sun**  
Director

- Partner and MD at TPG, strategic investor of XIN
- Prior experience include MD of Goldman Sachs and VP of Morgan Stanley



**Yong Cui**  
Director and President

- Received doctorate degree in economics from Renmin University of China
- One of the earliest financial experts in China
- Extensive experience in corporate finance
- Primarily responsible for securities and corporate finance advisory duties



**Yumin Liang**  
Director

- Held progressive positions at Zhengzhou Housing Management Bureau for approximately 18 years



鑫苑置业  
XINYUAN REAL ESTATE

# THANK YOU

## Q&A

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