

**IPO FACT SHEET**
**Ever Sunshine Lifestyle Services Group Limited (1995 HK)**
**ISSUE STATISTICS**

<b>Offer Size:</b>	HK\$547.2m – HK\$790.4m
<b>Placement Tranche:</b>	380m
<b>Price:</b>	HK\$1.44 – HK\$2.08
<b>Board lot:</b>	2,000
<b>Entry fee:</b>	HK\$4,201.92
<b>Historical PE</b>	25.01x – 36.12x
<b>Net tangible asset per share:</b>	HK\$0.51 – HK\$0.67
<b>Market Cap (post-IPO):</b>	HK\$2,160m - HK\$3,120m
<b>Open:</b>	4 Dec 2018
<b>Close:</b>	12.00 noon on 7 Dec 2018
<b>Trading:</b>	17 Dec 2018
<b>Sponsor:</b>	Haitong International Capital Limited

<b>Year ended 31 Dec</b>	<b>(RMB'000)</b>	<b>yoy % chg</b>
<b>Revenue</b>		
2016	479,963	43.7%
2017	725,317	51.1%
<b>Profit for the years/periods attributable to owners of their Company</b>		
2016	33,600	115.9%
2017	76,442	127.5%

**BACKGROUND**

- They are a reputable and fast-growing property management service provider in China.
- According to CIA, they are one of the most fast-growing property management companies, ranking 7th, 11th and 5th in terms of CAGRs from 2015 to 2017 for GFA under management, revenue and net profit, respectively, among the 2018 Top 100 Property Management Companies. They were ranked 20th among the 2018 Top 100 Property Management Companies in terms of overall strength by CIA.
- They received a Certificate of Contract Credit Rating — AAA (合同信用等级認定證書) for 2015–2016 from Shanghai Contract Credit Promotion Commission in September 2017.
- They were named as a “2017 Leading Brand in Market-oriented Property Management Operation (2017中國物業服務市場化運營領先品牌企業)” by CIA. As of June 30, 2018, They provided property management services and value-added services in 35 cities in China with a total GFA under management of approximately 32.1 million sq.m., serving more than 178,000 households.
- Their business covers a wide spectrum of properties, including residential properties and nonresidential properties such as office buildings, shopping malls, schools and government buildings, and provides customers with access to quality tailored services.
- In August 2017, EH Consulting ranked them 19th among the 2017 Top 100 PRC Enterprises for Residential Community Care (2017中國社區服務商Top 100) and evaluated them as “Top 5 Innovative Property Management Enterprises for Residential Community Care” (中國社區服務商·創新性五強) and “Top 5 Professional and Distinguished Enterprises for Community Care” (中國社區服務商·專業特色五強).

**BUSINESS STRATEGY AND FUTURE PLANS**

- Further increase their business scale and market share.
- Continue to diversify their service offering.
- Continue to enhance brand awareness.
- Further invest in technologies and intelligent operations.
- Continue to attract, cultivate and retain talents.

#### COMPETITIVE STRENGTHS

- A fast-growing player with a competitive market position in the property management industry in China.
- Visionary and seasoned senior management team, cohesive operational team with proven execution capabilities and strong human resource management system supporting their sustainable growth.
- Good reputation earned through system standardization and quality refinement.
- Diversified portfolio of managed properties and services and strong service innovation capability.
- Support from CIFI Group and strong business development capability.
- Prudent financial policies and effective cost control.

#### KEY RISKS

- Their future growth may not materialize as planned, and any failure to manage their future growth effectively may have a material adverse effect on their business, financial condition and results of operations.
- They may fail to secure new or renew their existing property management service contracts on favorable terms, or at all.
- A substantial portion of their revenue is generated from property management services they provide in relation to CIFI Group's property development projects.
- They may fail to effectively anticipate or control their costs in providing their property management services, for which they generally charge their customers on a lump sum basis.
- They may experience fluctuations in their labor and sub-contracting costs.

#### DIVIDEND POLICY

- No fixed dividend policy.

#### USE OF PROCEEDS

	HK mn	As a percentage of gross proceeds from the Invitation (%)
Will be used to pursue strategic acquisition and investment opportunities.	353.10	55.0%
Will be used to leverage the most updated internet and information technologies and build a smart community that would improve service quality for their customers.	164.60	26.0%
Will be used to develop a one-stop service community platform and their "Joy Life" (悦生活) online service platform.	60.10	9.0%
Will be used for general business operations and working capital.	64.20	10.0%
<b>Total:</b>	<b>642.00</b>	<b>100.00%</b>

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