

**IPO FACT SHEET**
**Sinic Holdings (Group) Company Limited (2103)**
**ISSUE STATISTICS**

<b>Offer Size:</b>	HK\$1,747.1m – HK\$2,250m
<b>Placement Tranche:</b>	529,412,000 Shares
<b>Price:</b>	HK\$3.30 – HK\$4.25
<b>Board lot:</b>	1,000
<b>Entry fee:</b>	HK\$4,292.82
<b>Historical PE</b>	25.39x – 32.70x
<b>Net tangible asset per share:</b>	HK\$1.89 – HK\$2.02
<b>Market Cap (post-IPO):</b>	HK\$11,647.06m – HK\$15,000m
<b>Open:</b>	30 Oct 2019
<b>Close:</b>	12.00 noon on 8 Nov 2019
<b>Trading:</b>	15 Nov 2019
<b>Sponsor:</b>	ABCI Capital Limited and Huatai Financial Holdings (Hong Kong) Limited

Year ended 31 Dec	(RMB'000)	yoy % chg
Revenue		
2017	5,241,086	135.8%
2018	8,415,653	60.6%
Profit attributable to owners of the Company		
2017	95,021	52.2%
2018	413,538	335.2%

**BACKGROUND**

- They are a large-scale and comprehensive property developer in the PRC, focusing on the development of residential and commercial properties.
- In 2019, in terms of comprehensive property development ability, they were ranked 31st among the top 100 property developers in the PRC according to CREIS, and ranked 39th among the top 500 property developers according to the China Real Estate Association.
- They were recognized as one of the China's Top 50 Real Estate Developers jointly by the China Real Estate Industry Association, Shanghai Yiju Real Estate Research Institution and China Real Estate Appraisal in 2018 and 2019, and one of the China's Top 100 Real Estate Developers – Growth Top 10 by the China Real Estate Top 10 Research Committee in 2018 and 2019.
- Headquartered in Shanghai, they commenced their first project in Jiangxi Province in 2010. Through almost ten years of operations, they have established a leading position among residential property developers in Jiangxi Province, and expanded into the Yangtze River Delta Region, the Greater Bay Region and the Central and Western China Core Cities and Other Regions with High-Growth Potential.
- As of July 31, 2019, the total land bank attributable to them amounted to approximately 15.0 million sq.m., including 12.9 million sq.m. for property projects developed by their subsidiaries and 2.1 million sq.m. for property projects developed by their joint ventures and associates which is adjusted by their equity interest in the respective project.

**BUSINESS STRATEGIES**

- Continue their strategic expansion into the selected regions and cities and further solidify their position in the PRC market.
- Further elevate their customer-oriented products and services to increase their brand recognition.
- Continue to implement their standardized operating procedures to increase operating efficiency.
- Continue to employ prudent financial policies and optimize capital structure.

**COMPETITIVE STRENGTHS**

- Leading, large-scale and comprehensive property developer in Jiangxi Province with a strategic and national expansion plan.
- Quality products and services maximizing customer satisfaction and enhancing their brand name.
- Standardized operating procedures enabling them to achieve operating efficiency while maintain high quality.

- Flexible land acquisition methods and sizeable and quality land bank.
- Prudent financial policy and proactive management of their capital structure.
- Visionary and experienced management team and capable operational team with proven execution capabilities.

### KEY RISKS

- They are susceptible to adverse movements in the PRC real estate market, particular in provinces and cities where they have property development projects.
- They are adverse to changes in economic, political and social conditions and government policies in China.
- They generate a majority of their revenue from their business in Jiangxi Province and any significant decline in the economic condition of Jiangxi Province could have a material adverse effect on their results of operations, financial condition and business prospects.
- They may not have adequate financing to fund their property development projects, and capital resources may not be available on favorable terms, or at all.
- They rely on contractors during the construction and development stages of their property development projects, who may not perform in accordance with their expectations.

### DIVIDEND POLICY

- No fixed dividend policy.

### USE OF PROCEEDS

	HK mn	As a percentage of gross proceeds from the Invitation
Will be used for financing their existing projects.	1,121.8	60.0%
Will be used for repaying a portion of an existing interest-bearing borrowing for their project development.	560.9	30.0%
Will be used for general working capital.	187.0	10.0%
<b>Total:</b>	<b>1,869.7</b>	<b>100.0%</b>

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