



## ABOUT YANLORD



- **Top tier property developer**
  - Incorporated in Singapore
  - Based in People's Republic of China
- **“Yanlord” brand**
  - Strong market brand recognition
  - Premium quality, fully fitted residential development projects
- **Project Milestones:**
  - 1993 in Shanghai
  - 1994 in Nanjing
  - By 2005, expanded reach to 7 cities including Suzhou, Zhuhai, Chengdu, Guiyang and Tianjin
- **Total of 21 projects**
  - Total Gross Floor Area (GFA) ~ 4.45 million sqm
  - 7 cities across 4 regions in China

# ABOUT YANLORD



- **Shares**

- Listed on Singapore Exchange Mainboard on 22 June 2006
- Initial Public Offering (IPO) at S\$1.08 per share
- IPO Market cap. ~ S\$1.75 billion
- Current Market cap. S\$2.55 billion as at 13 Nov 2006
- Public shares ~ 15.79%

- The Group's revenue is recognized in accordance with the **Financial Reporting Standard 18** - when the legal title passes to the buyer or when the equitable interest in the property vests in the buyer upon release of the handover notice of the property to the buyer, whichever is earlier.

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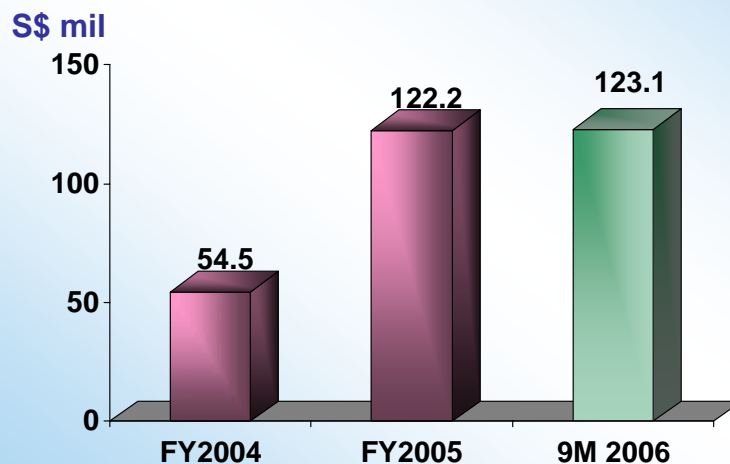
## FINANCIAL HIGHLIGHTS

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## PROFITS ATTRIBUTABLE



### PROFIT ATTRIBUTABLE TO EQUITY HOLDERS



For financial year ended/ending 31 December

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## Income Statement – 3Q 2006



Lower 3Q net profit and revenue in line with timing of delivery of sold projects, which can lead to quarter-on-quarter volatility

	3Q 2006	3Q 2005	% Change	Ratio 3Q 006
	S\$'000	S\$'000	+ / (-)	
Revenue	226,006	406,243	(44)	
Cost of sales	(130,215)	(294,125)	(56)	
Gross profit	95,791	112,118	(15)	42.4%
Profit before tax	106,978	103,457	3	47.3%
Income tax	(36,197)	(36,249)	-	
Profit for the period	70,781	67,208	5	31.3%
Attributable to:				
Equity holders of the parent	38,932	39,800	(2)	17.2%

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## Income Statement – 9M 2006



9M2006 net profit rose 167% year-on-year to S\$123.1 million on the back of a 30% increase in turnover to S\$607.0 million

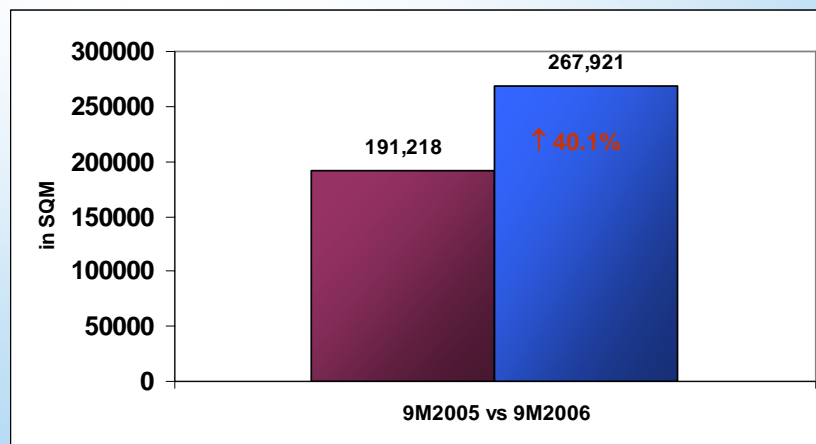
	9M 2006	9M 2005	% Change	Ratio 9M 2006
	S\$'000	S\$'000	+ / (-)	
Revenue	607,021	467,814	30	
Cost of sales	(344,952)	(331,153)	4	
Gross profit	262,069	136,661	92	43.2%
Profit before tax	251,977	114,529	120	41.5%
Income tax	(61,538)	(38,859)	58	
Profit for the period	190,439	75,670	152	31.4%
Attributable to:				
Equity holders of the parent	123,143	46,085	167	20.3%

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## SALES VOLUME BREAKDOWN



### TOTAL GROSS FLOOR AREA SOLD

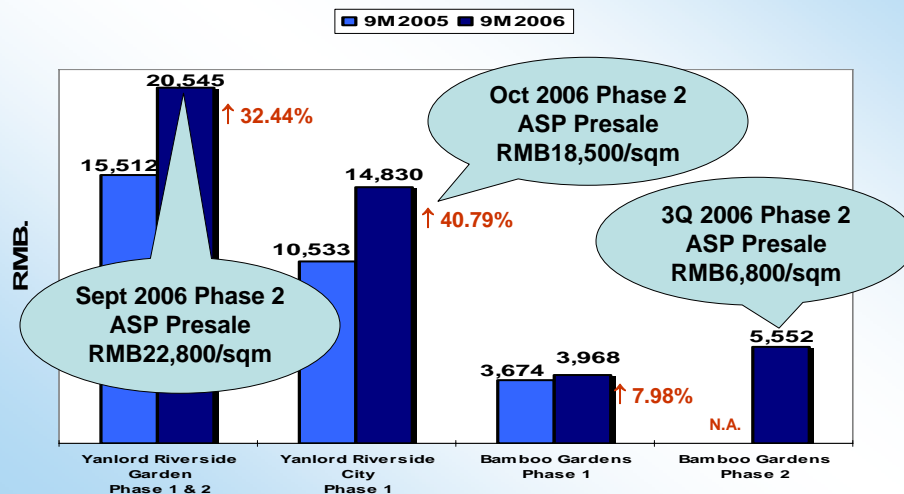


GFA sold increased 40.1% with higher average selling price

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## AVERAGE SELLING PRICE (ASP)

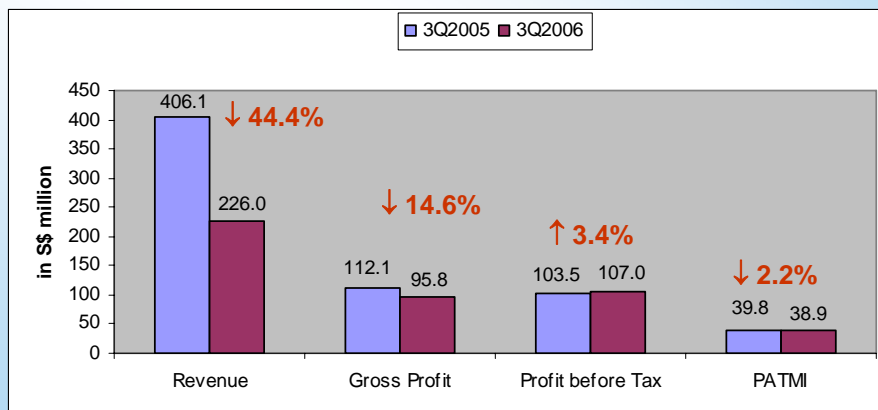
### AVERAGE SELLING PRICE (RMB) : BREAKDOWN BY PROJECT



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## KEY FINANCIALS – 3Q2006 vs 3Q2005

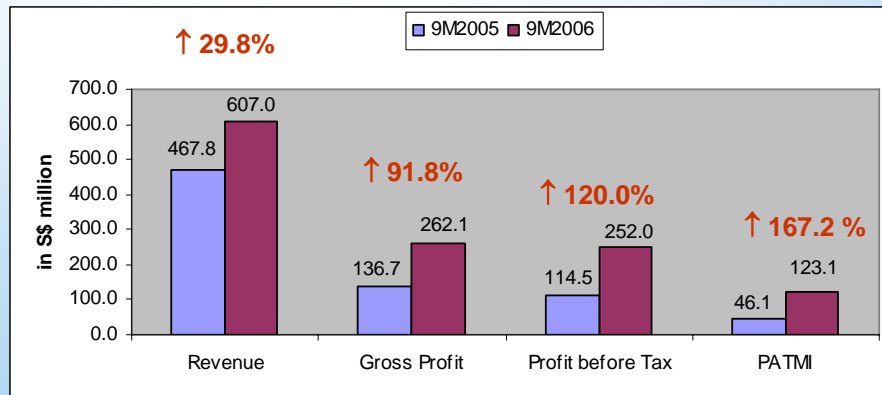
For period ended 30 September 2006



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## KEY FINANCIALS – 9M2006 vs 9M2005

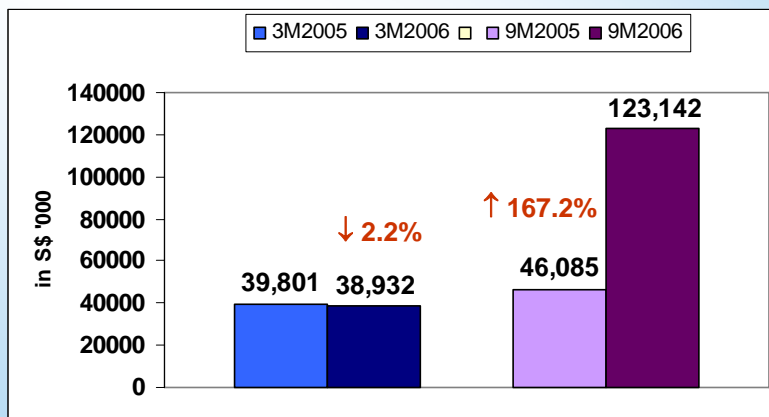
For period ended 30 September 2006



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## PROFITS ATTRIBUTABLE

### PROFIT ATTRIBUTABLE TO EQUITY HOLDERS



For financial year ended/ending 31 December

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## KEY FINANCIAL RATIOS



Key Ratios (%)	3Q2006	3Q2005	9M2006	9M2005
Gross Profit	42.4	27.6	43.2	29.2
PBT Margin	47.3	25.5	41.5	24.5
PATMI Margin	17.2	9.8	20.3	9.9
ROE (Annualised)	-	-	18.8	11.5
ROA (Annualised)	-	-	7.53	3.73
Net Gearing	-	-	Net Cash*	38.1%

\*Net Cash Position of S\$176.8 million, cash and bank balances of S\$608.7million

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## Business Overview

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## REGIONALISATION - 7 cities, 4 regions

Leading PRC based property developer focusing on high-end quality residential projects

Strategically located in PRC's 4 key, high-growth regions:

Bohai Rim

Yangtze River Delta

Western China

Pearl River Delta



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## STRATEGIC POSITIONING



A High-quality  
PRC nation-wide  
City Center Developer

- Track record in Shanghai & Nanjing
- **21 Projects** in **7 cities** across **4 regions** in the PRC
- **Residential Property Development** in high-growth cities:-
  - Large Scale
  - Multi-Phase
  - Fully Fitted
- **Expanded** into:-
  - Integrated development with residential, grade A office, hotel, serviced apartment, commercial components

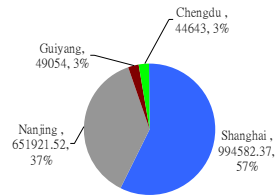
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## Development Schedule – BY CITY

### GFA Segregation - by City

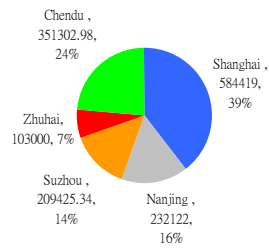
**Completed Properties**  
(1.74 mil sqm)

Segregated by Cities (GFA/sqm)



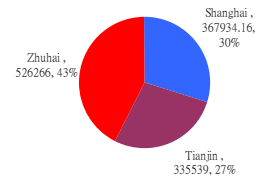
**Under development**  
(1.48 mil sqm)

Segregated by Cities (GFA/sqm)



**Landbank**  
(1.23 mil sqm)

Segregated by Cities (GFA/sqm)



As at 30 September 2006

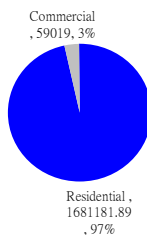
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## Development Schedule – BY PRODUCT MIX

### GFA Segregation - by Development Type

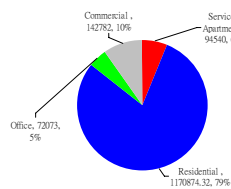
**Completed Properties**  
(1.74 mil sqm)

Segregated by Type of Product  
(GFA/sqm)



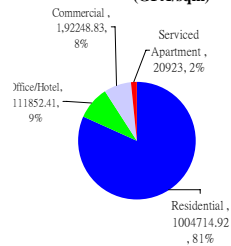
**Under Development**  
(1.48 mil sqm)

Segregated by Type of Development  
(GFA/sqm)



**Landbank**  
(1.23 mil sqm)

Segregated by Type of Development  
(GFA/sqm)



As at 30 September 2006

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## DIVERSIFIED PRODUCT



**Shanghai - High Rise Residential**



**Chengdu - Wholesale Mall**



**Nanjing - Service Apartments**  
To be managed by Frasers Hospitality



**Nanjing - Villa / Townhouse**

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## EXPANDED INTO MIX DEVELOPMENT



**Chengdu**  
Service Apartments  
Office  
Retail Mall



**Tianjin**  
Residential  
Hotel  
Service Apartments  
Office  
Retail Mall

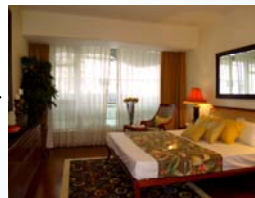


**Zhuhai**  
Residential  
Hotel  
Service Apartments  
Office  
Retail Mall

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## PREMIUM BRANDING

Expertise in Fully Fitted Furnishings  
13 Years' Pioneering Experience



Bare Shell

Full Fitted

High Profit Margin

Significant premium attributed to brand recognition  
High customer-recognition of the Yanlord Quality End Product Delivery

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## LOCAL PRESENCE

Strong Management Team – local knowledge

7 Management Offices Already In 7 cities

1993 Shanghai  
1994 Nanjing  
2001 Guiyang  
2003 Chengdu  
2004 Tianjin  
2005 Zhuhai  
Suzhou

We entered into the  
secondary cities earlier  
than our peers

Over 2300 Staff

➤ 500 in Development team

- 15% of them has been with Yanlord for over 10 years

➤ 1,700 in Property Management arm

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## Project Commencement in 3Q06



- Land Bank GFA 1,230,000sqm
- Obtained Construction Rights for total GFA 1,480,000sqm

Construction Rights Obtained for the following Projects in 3Q06:	GFA (sqm)
Suzhou Peninsula	209,000
Zhuhai New City Phase 1	103,000
Hengye Star Garden	101,000
Total GFA of obtained construction permit in 3Q 2006	413,000

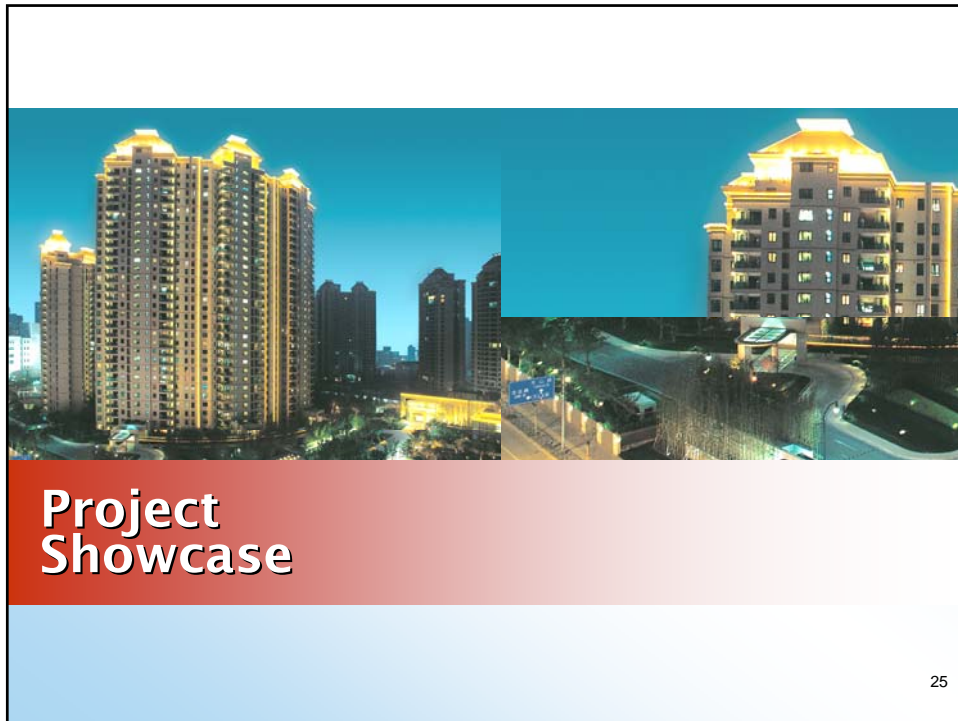
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## CIP / PRESALE PIPELINES



Projects		Under	Presale Schedule
Yanlord Riverside City (仁恒河滨城)	67%	270,271	Q3 2006 - Q4 2007
Yanlord Riverside Gardens (仁恒河滨花园)	56%	80,474	Q4 2005
Yanlord Town (仁恒家园)	51%	74,934	Q3 2006 - Q4 2007
Yunjie Riverside Garden (运杰河滨花园)	34%	159,280	Q3 2005 - Q4 2007
Bamboo Gardens (翠竹园)	100%	129,616	2005 - 2007
Yanlord International Towers (仁恒国际公寓)	100%	102,506	2008
Yanlord Peninsula (星岛仁恒)	100%	209,425	Q2 2007 - Q2 2009
Hengye Star Gardens (恒业星园)	100%	101,032	Q4 2006 - Q3 2007
Yanlord Landmark (仁恒广场)	100%	250,270	
Yanlord New City Gardens (仁恒星园)	90%	103,000	Q2 2007 - Q2 2008
<b>Total</b>		<b>1,480,808</b>	

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## PROJECTS SHOWCASE: SHANGHAI

### Shanghai – Construction in Progress and Land bank

#### Yanlord Riverside Garden (Phase 2) - Puxi



GFA : 80,474sqm

#### Yanlord Riverside City (Phases 2 & 3) - Pudong



GFA: 478,000sqm

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## PROJECTS SHOWCASE: NANJING



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## PROJECTS SHOWCASE: NANJING

### Nanjing – Construction in Progress

#### Bamboo Gardens – Residential (Phases 2 & 3)



GFA: 129,616sqm

#### Yanlord International Apartments (formerly known as Yanlord Towers) Serviced Apartment



GFA: 102,500sqm

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## PROJECTS SHOWCASE: SUZHOU



## PROJECTS SHOWCASE: SUZHOU

### Suzhou – Construction in Progress

#### Yanlord Peninsula (Zone 1, 2 & 3)



GFA : 213,471 sqm

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## PROJECTS SHOWCASE: CHENGDU



## PROJECTS SHOWCASE: CHENGDU

### Chengdu – Completed held for Investment

#### Hengye International Plaza



GFA : 44,643 sqm  
(Wholesale Home Appliance Mall)

1-3/F : total GFA of lease : 32,220sq.m.  
Occupancy Rate for 1-3/F: 98%

4/F Food and Beverage : 11,000sq.m.  
(not yet open)



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## PROJECTS SHOWCASE: CHENGDU

### Chengdu – Construction in Progress

#### Hengye Star Garden (Hengye International Plaza Phase 2 - Residential)



GFA : 101,000 sqm (residential)

First Sales Launch in Nov 2006



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## PROJECTS SHOWCASE: CHENGDU

### Chengdu – Construction in Progress

#### Yanlord Landmark



GFA : 72,073 sqm (office)  
64,556 sqm (retail)  
51,415 sqm (service apt)

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## PROJECTS SHOWCASE: ZHUHAI



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## PROJECTS SHOWCASE: ZHUHAI

### Zhuhai – Construction in Progress / Land Bank

#### Yanlord New City Gardens (Phase 1 & 2)



GFA: 418,245sqm

#### Yanlord Marina Centre



GFA: 211,000sqm

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## PROJECTS SHOWCASE: TIANJIN



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## PROJECTS SHOWCASE: TIANJIN



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## PROJECTS SHOWCASE: TIANJIN

### Tianjin – Land Bank

#### Yanlord Riverside Plaza



Site Area: 95,276.5sqm

GFA Above Ground : 347,500 sqm

GFA Under Ground: 159,100sqm

Use: Commercial / Residential / Office / Hotel / Serviced Apartment

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**Thank you**  
**Q & A**

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## **DISCLAIMER**



*This presentation is based upon the current views of Management on future developments and events. Actual results may differ materially from such statements subject to uncertainties and prevailing risk conditions.*

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