



仁恒置地集团

**YANLORD LAND GROUP LIMITED**

1H2006 RESULTS BRIEFING

# HIGHLIGHTS



- 1H2006 net profit rose sharply to **S\$84.2 million** up 1240% on strong demand for projects in Shanghai and Nanjing
- Gross floor area sold in 1H2006 increased 512% to **184,536** sqm from 30,168 sqm in 1H2005
- 1H2006 GP margin **43.6%**, up from 39.9% in 1H2005

# HIGHLIGHTS



- 1H2006 ROE at **20.5%** (annualised basis)
- 1H2006 ROA at **8.0%** (annualised basis)
- Net Cash of about **S\$169 million**
- Successful listing on SGX on 22 June 2006

# CONTENTS



- Financial Highlights
- Business Overview
- Current Market Environment
- Growth Strategies
- Conclusion





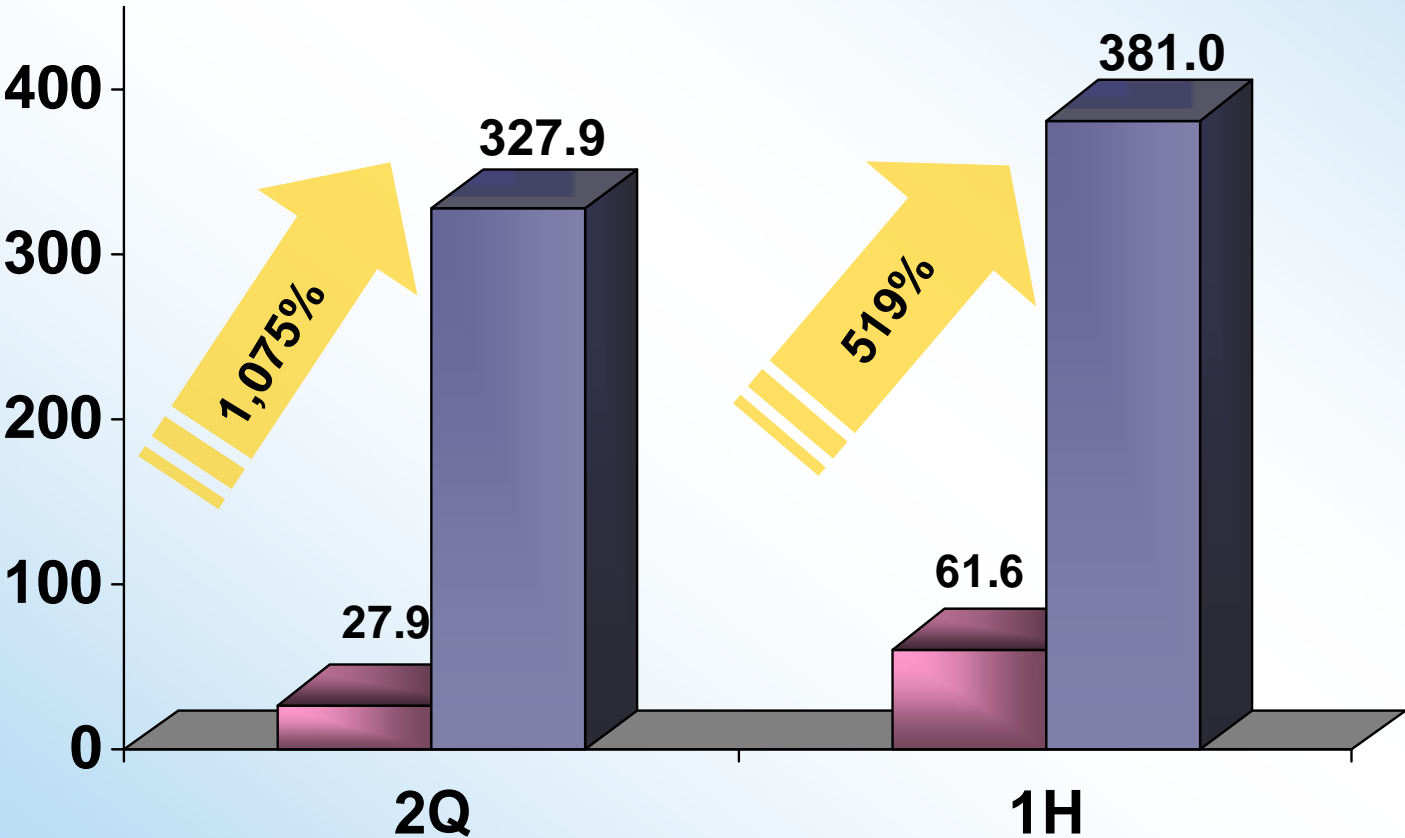
# FINANCIAL HIGHLIGHTS



# REVENUE



SGD million



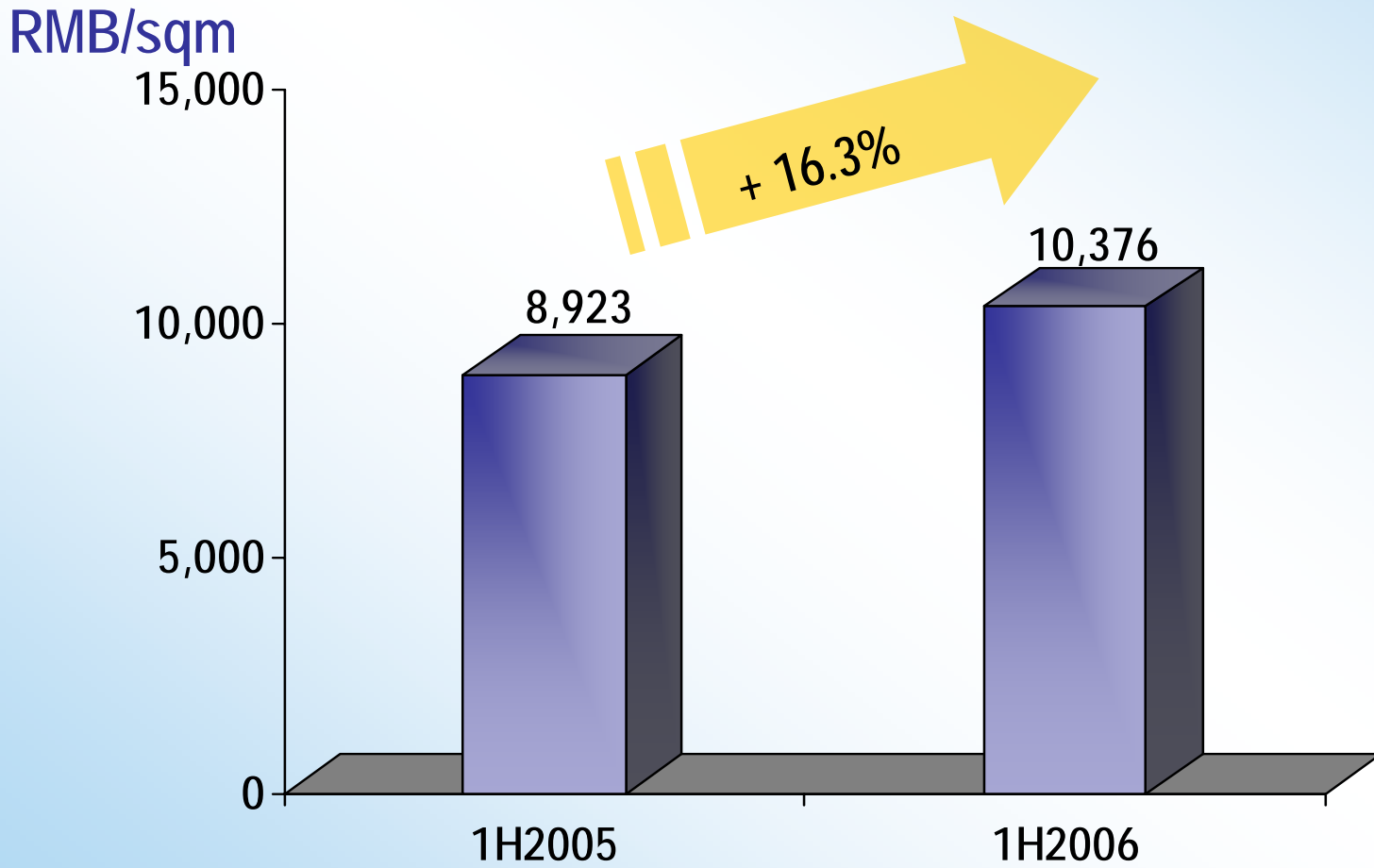
For period ended 30 June

■ 2005 ■ 2006

# AVERAGE SELLING PRICE (ASP)



## YANLORD'S ASP IN 1H



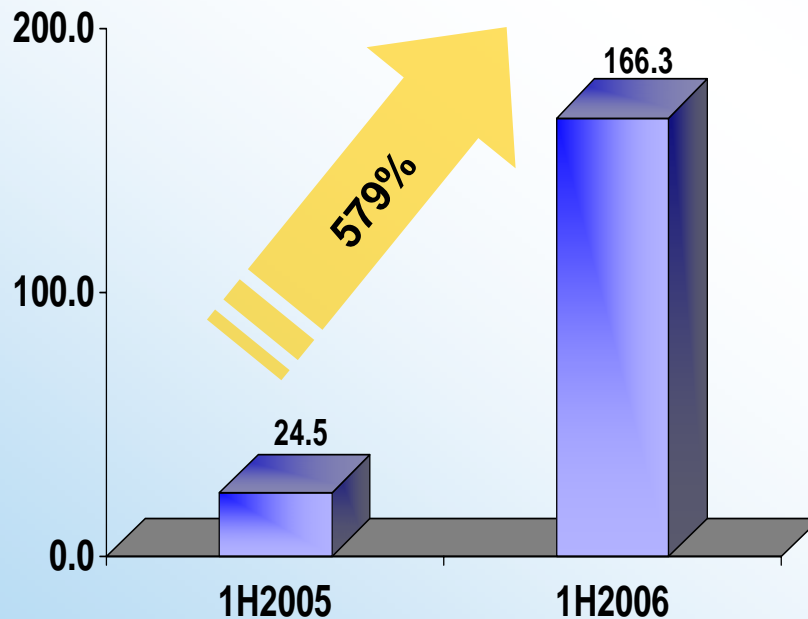
For period ended 30 June

# GROSS PROFITS



## GROSS PROFITS

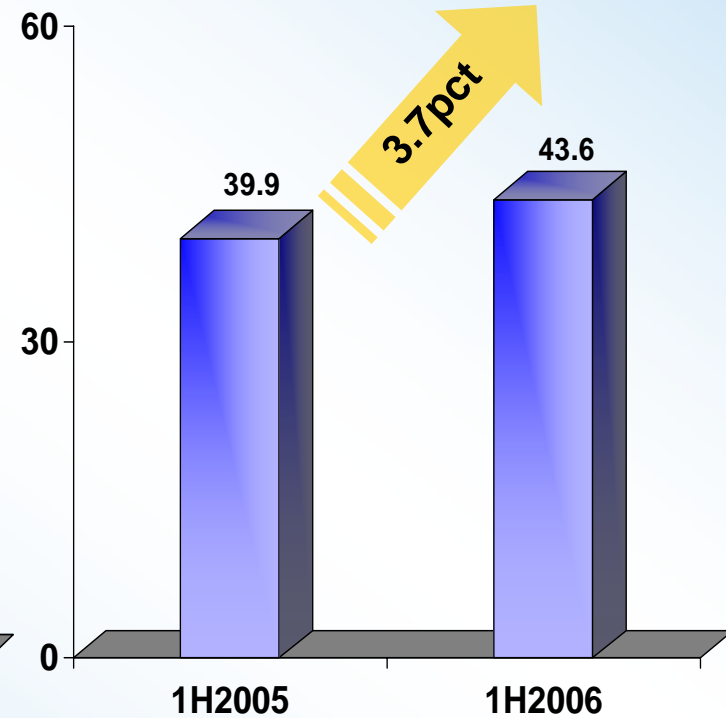
\$ mil



■ 2006

## GROSS PROFIT MARGINS

%



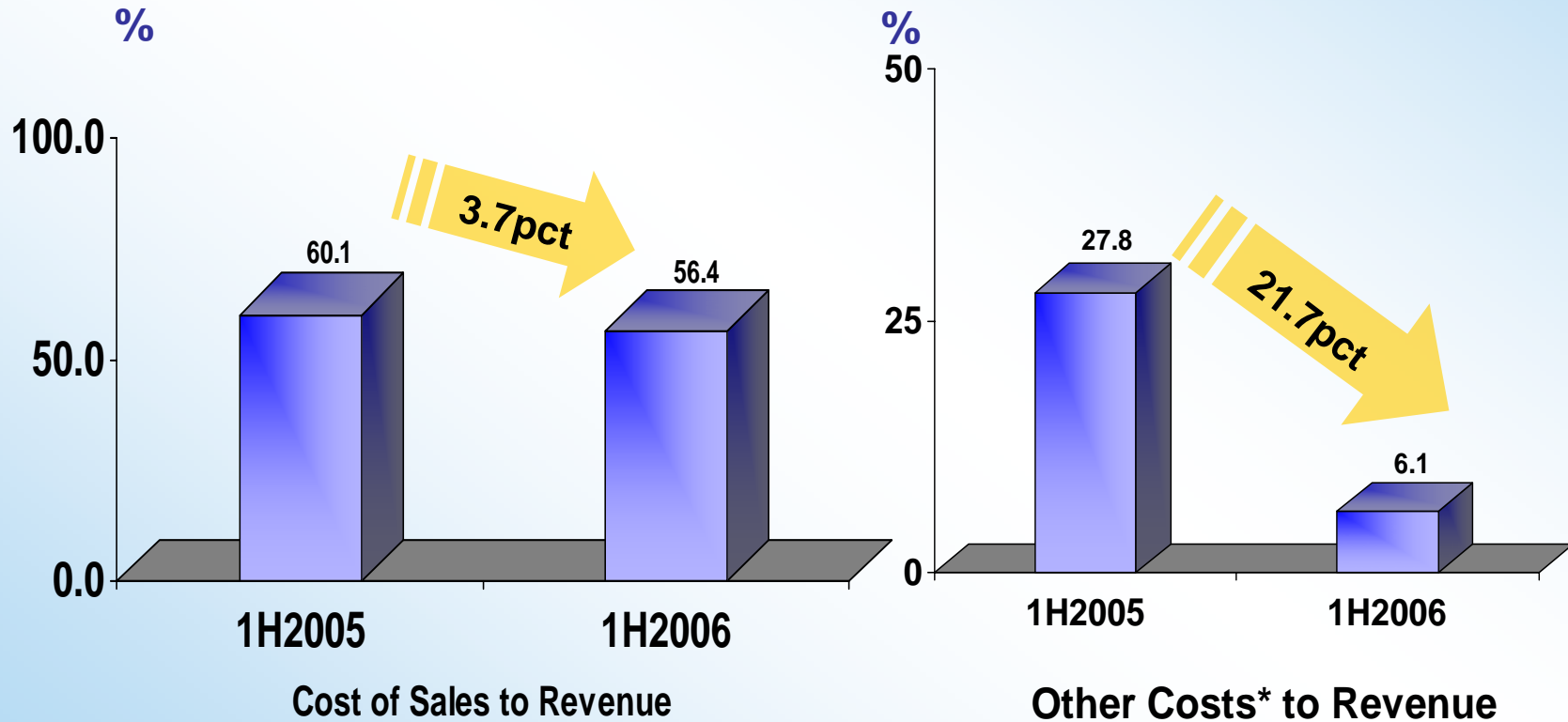
■ GPM

For period ended 30 June





## COSTS-TO-REVENUE RATIOS



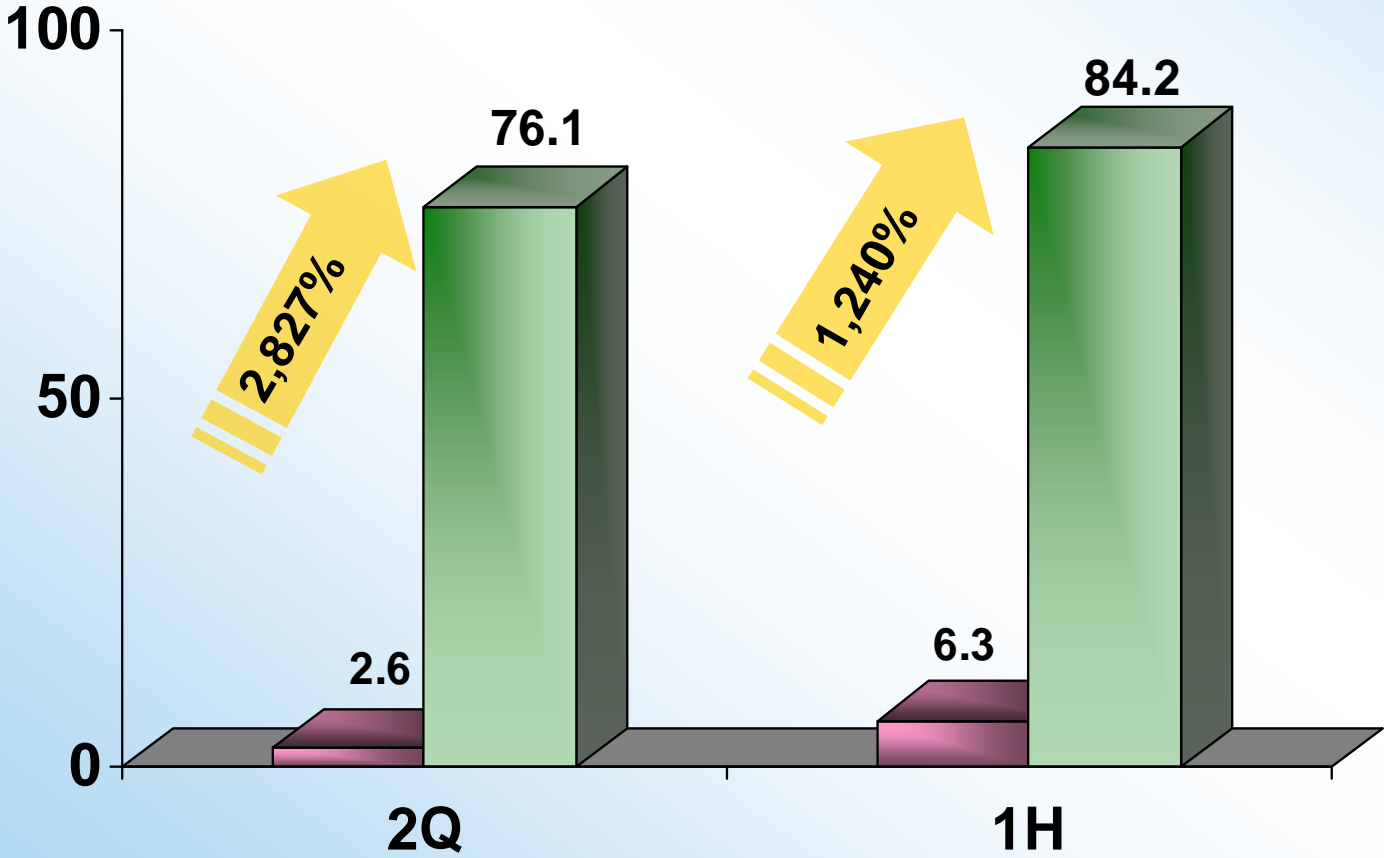
\*Other costs includes selling, administrative, other operating and (non-capitalised) finance cost

# PROFITS ATTRIBUTABLE



## PROFIT ATTRIBUTABLE TO EQUITY HOLDERS

SGD(m)

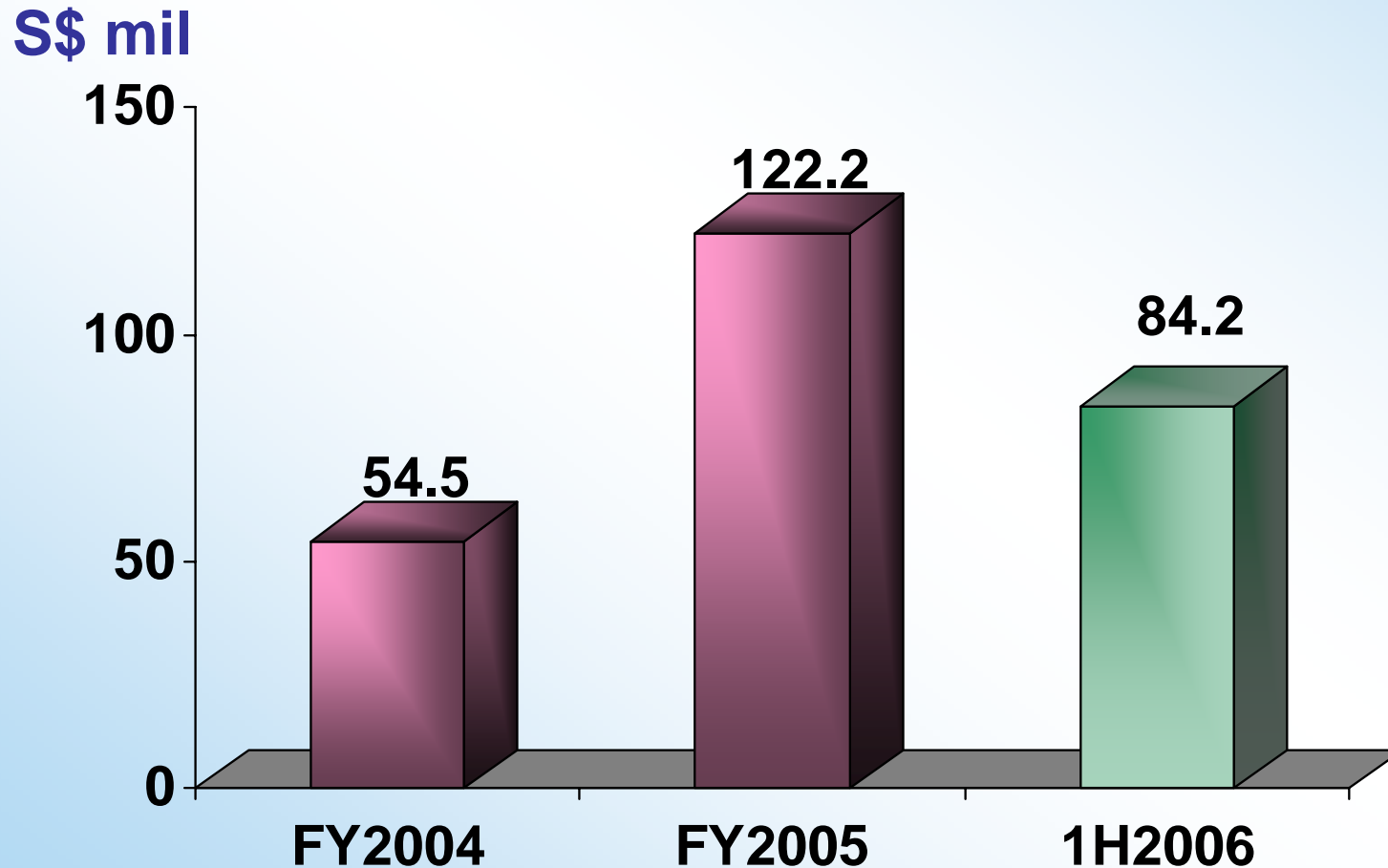


2005 2006

# PROFITS ATTRIBUTABLE



## PROFIT ATTRIBUTABLE TO EQUITY HOLDERS



For financial year ended/ending 31 December

# KEY FINANCIAL RATIOS



	1H2006	1H2005
GPM (%)	43.6 ↑	39.9
ROE (%)	20.5* ↑	4.7*
ROA (%)	8.0* ↑	1.5*

\*Annualised figures

# KEY FINANCIAL HIGHLIGHTS



<b>FINANCIAL PERFORMANCE</b>	<b>1H2006</b>	<b>1H2005</b>	<b>CHANGE (%)</b>
<b>Cash and cash equivalents (S\$ mil)</b>	<b>581.3</b>	<b>115.1*</b>	<b>405.0</b> ↑
<b>Net Cash (S\$ mil)</b>	<b>169.1</b>	<b>(195.2)*</b>	<b>-</b>
<b>EPS (cents, weighted average)**</b>	<b>6.10</b>	<b>0.46</b>	<b>1226.1</b> ↑
<b>NAV per share (S\$)</b>	<b>0.51</b>	<b>0.39*</b>	<b>30.8</b> ↑

\*As at 31 December 2005

\*\*Based on weighted average number of shares of 1,380,033,000 and 1,368,000,000





# BUSINESS OVERVIEW

# STRATEGIC PRESENCE



Yangtze River Delta

Pearl River Delta

Bohai Rim

Western China



Leading property developer focusing on high-end residential projects

# PROJECTS SHOWCASE



## Shanghai

### Yanlord Riverside Garden (Phase 2)



GFA : 136,775 sqm  
Appraised: RMB 1.04 bn

### Yanlord Riverside City (Phase 2 & 3)



GFA : 532,748 sqm  
Appraised: RMB 3.21 bn

All appraised values by CBRE as at 31 Dec 2005



# PROJECTS SHOWCASE



## Nanjing

### Bamboo Gardens (Phase 2 & 3)



GFA : 259,799 sqm  
Appraised: RMB 801.4 mil

### Yanlord Towers



GFA : 112,998 sqm  
Appraised: RMB 483.7 mil

# PROJECTS SHOWCASE



## Suzhou

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



GFA : 213,471 sqm  
Appraised: RMB 692.2 mil



# PROJECTS SHOWCASE



## Chengdu

### Yanlord Landmark



GFA : 72,073 sqm (Office)  
64,556 sqm (Retail)  
51,415 sqm (Service  
apartment)  
Appraised: RMB 592.1 mil

### Hengye International Plaza



GFA : 44,643 sqm (Wholesale Mall)  
57,376 sqm (Residential)  
Appraised: RMB130.5 mil (Wholesale Mall)  
: RMB 31.4 (Residential)

# PROJECTS SHOWCASE



## Zhuhai

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



GFA : 418,245 sqm  
Appraised: RMB 619.7 mil

### Yanlord Marina Centre



GFA : 210,893 sqm  
Appraised: RMB 397.6 mil

# PROJECTS SHOWCASE



## Tianjin

### Yanlord Riverside Plaza



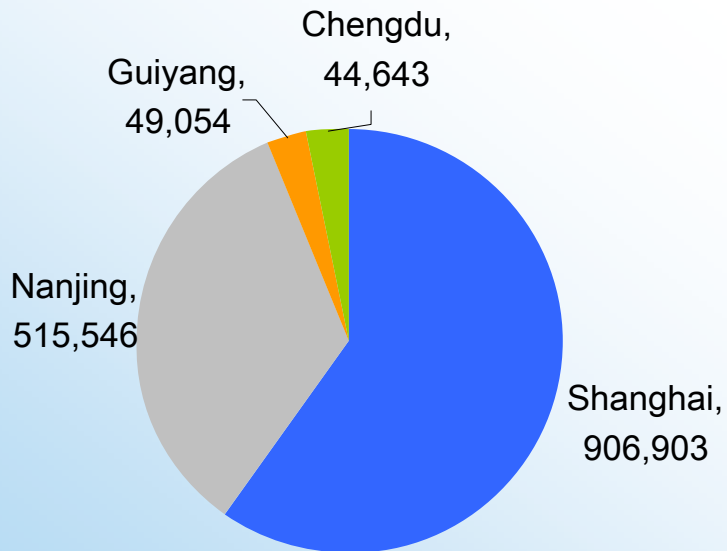
GFA : 347,500 sqm  
Appraised: RMB 1.1 bil



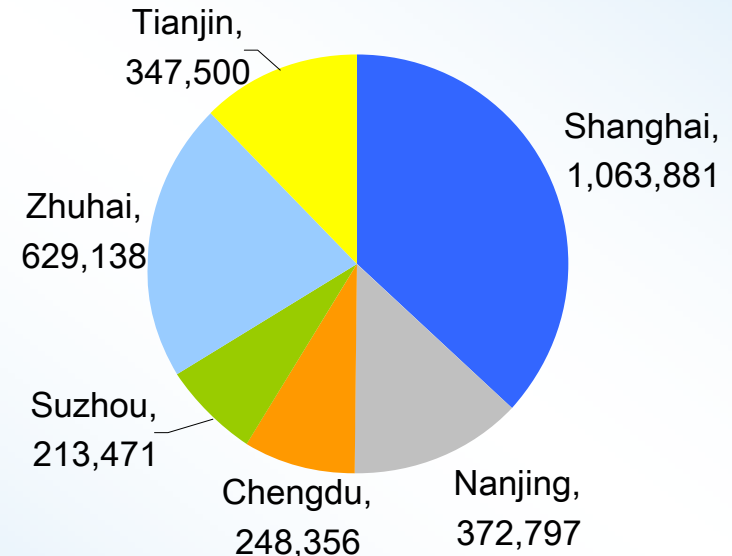
## A High-End, City Centre Developer

- Track record in Shanghai & Nanjing. Now present across 7 cities in the PRC
- Geographical risk diversification
- Focused on residential property projects in high-growth cities
- Expanding into Grade A commercial & integrated developments

### Completed Properties (1.5 mil sqm)



### Current Landbank (2.88 mil sqm)



\* as at 30 June 2006



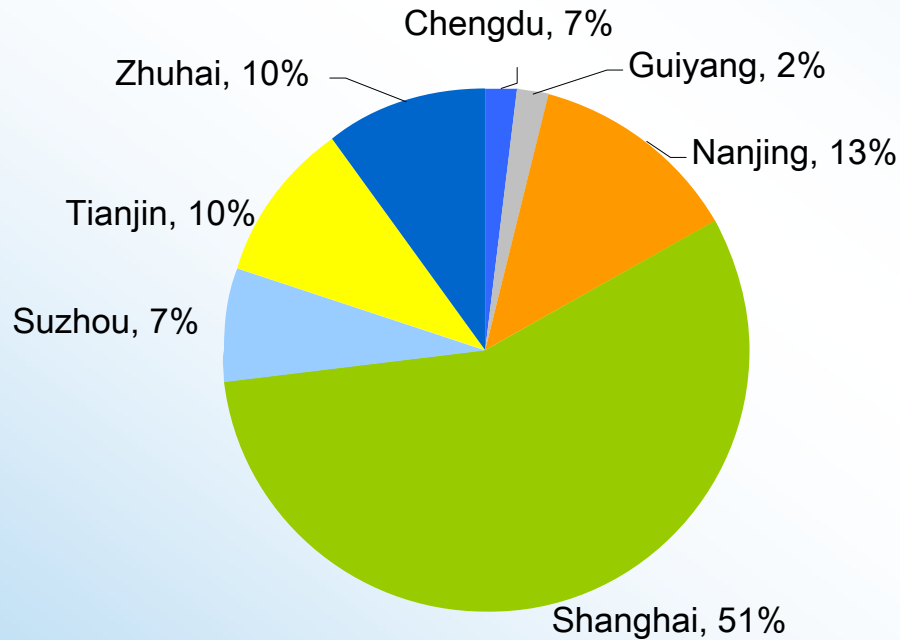
- **92%** of land bank in prime locations
- Existing land bank, **2.88 mil sqm:-**
  - 1.2 mil already obtained construction rights certificate (2007 and 2008 construction development will not be affected)
  - Approximately 0.5 mil sqm commercial
  - Remaining 1.2 mil sqm, planning stage, bulk of which:-
    - Latter phases of our projects, of which overall planning had been granted
    - City centre developments



# PROPERTY PORTFOLIO



## CB Richard Ellis Valuation



- **Commercial value of properties estimated by CBRE at S\$2.1 billion**
- **51% of valuation in Shanghai; 13% in Nanjing**
- **Residential, commercial & mixed-use**

S\$2.1 Billion Property Portfolio –  
CBRE (at 31 December 2005)



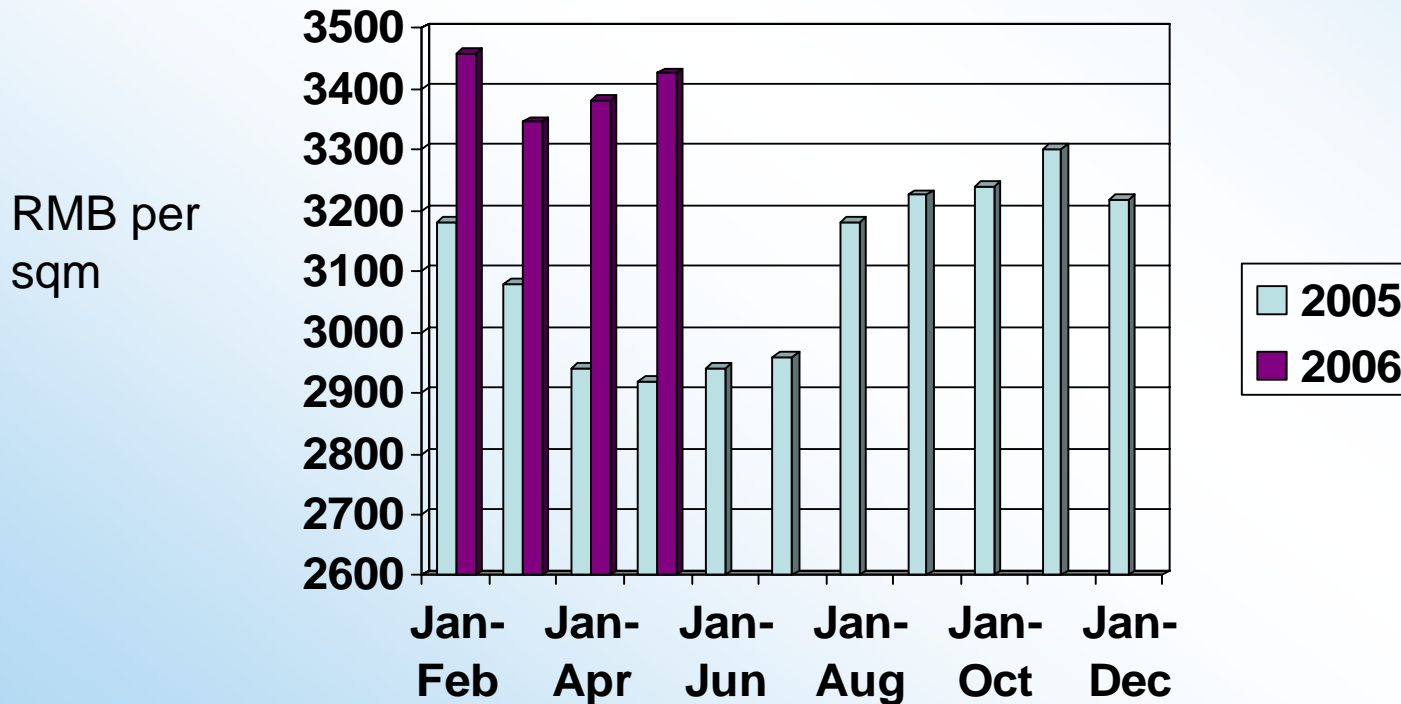
# CURRENT MARKET ENVIRONMENT



# MARKET STATISTICS



- Based on China National Statistics Bureau, overall China's residential ASP per sqm for the period Jan-May 06 was RMB3,457 compared to RMB2,948 for the corresponding period last year, representing an increase of 17.3%.





- For the period Jan–Jun 06, China’s total investment in residential properties amounted to **RMB 625.4 billion**, representing an increase of **31.4%** over the corresponding period last year.
- For the period Jan–May 06, for Shanghai and the rest of Jiangsu Province (which includes Nanjing and Suzhou), total sales volume were RMB 69.7 billion and RMB 71.3 billion respectively, representing an increase of 14.6% and 7.9% over the corresponding period last year
- Strong underlying demand for residential properties in China

# KEY MEASURES



- In view of growth in investments and ASPs, government has introduced measures to cool the property sector
- Key initiatives to control over-investment since May 2006 involves the following measures:
  - Control on Foreign Ownership;
  - Taxation on Resale transactions;
  - Project Development and Unit Size (“7090” Rule); and
  - Credit Tightening (higher down-payment value and interest rates)

# IMPACT ON YANLORD



- However, impact of measures on Yanlord's operating performance are expected to be limited and contained due to following factors:
  - **92%** of our land bank are in city centre;
  - strong demand for residential properties especially those of high quality and in high-growth cities;
  - our customer base drawn from mid- to high income earners;
  - continued strong response to the projects the Group introduces; and
  - Increasing ASPs due to our high quality and the strong branding on our projects





# GROWTH STRATEGIES

# GROWTH STRATEGIES



- Build on our competitive strengths:
  - core strategy of high-end city centre development,
  - local management teams,
  - strong reputation and “Yanlord” branding, and
  - financial strength
- With financial strength, capitalize on opportunities to grow land bank in major cities and to build on economies of scale
- Penetration into commercial and integrated property development, thereby generating more stable revenues, profits and cash flows



# CONCLUSION



**With our corporate philosophy of**

**善待土地, 用心造好房**

**We aspire to continually  
increase shareholders value  
by building on our competitive strengths,  
acquiring land bank at opportune times, and  
improving our operating performance**



# 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.*



## YANLORD LAND GROUP LIMITED

仁恒置地集团

---

### Investor & Analyst Contact

**Yim Jeng Yuh**

WeR1 Consultants / 29 Scotts Road Singapore 228224  
Tel 65.6737.4844 / Fax 65.6737.4944 / Email [yimjy@wer1.net](mailto:yimjy@wer1.net)

**Edwin Hsu**

Yanlord Land Group Limited  
Tel 65.6331.0812 / Fax 65.6238.6256 / Email [edwin.hsu@yanlord.com.sg](mailto:edwin.hsu@yanlord.com.sg)