



仁恒置地集团
YANLORD LAND GROUP LIMITED

3Q 2010 and 9M 2010 Results Presentation

Presentation Content



I. Key Financial Highlights



II. Business and Operation Overview

III. Outlook



Yanlord 3Q 2010 Business Overview

- ❖ Despite the market uncertainties arising from the recent regulatory policies targeted at stabilising property prices, the Group remains confident about the long term outlook of the PRC real estate sector which continues to be driven by a strong domestic economy that grew 10.6% in the first nine months of 2010.
- ❖ Demand for Yanlord's quality products continues to be resilient despite weaker buying sentiments arising from austerity measures introduced by the PRC central and local government. Recent launches in Nanjing Yanlord G53 Apartment and Shanghai Yanlord Townhouse in August and October 2010 witnessed strong opening weekend sales of 85% and 80% respectively.
- ❖ As of 30 September 2010, the Group had total pre-contracted sales of S\$950.1 million yet to be recognised.
- ❖ Capitalising on its robust financial position, the Group will actively seek out opportunities to further augment its land bank and development strategies. In September 2010, the Group successfully acquired a 179,944 sqm GFA prime residential land parcel in Shanghai, Tangzhen New District for a consideration of RMB2.90 billion.
- ❖ Moving forward, the Group will continue to explore and secure additional growth opportunities to further drive its sustained development.



*-Yanlord Townhouse
(Shanghai)*

Key Financial Highlights



Yanlord 9M 2010 Business Review

- ❖ Steadfast demand for Yanlord's quality products drives 3Q 2010 revenue to S\$527.3 million. In line with the Group's delivery schedule, revenue in 9M 2010 was marginally lower at S\$1,322.5 million from S\$1,385.6 million in 9M 2009.
- ❖ Profit attributable to equity holders in 9M 2010 rose 10.5% to S\$228.7 million from S\$207.0 million in 9M 2009 on increased delivery of wholly-owned development projects.
- ❖ Gross profit margin in 9M 2010 was lower at 53.3% from 58.5% in 9M 2009 owing to lower delivery of higher margin developments. However, 9M 2010 net profit margin was similar to 9M 2009 due to lower LAT provisions.
- ❖ 9M 2010 profit attributable margin rose to 17.3% from 14.9% in 9M 2009.
- ❖ Demand for Yanlord's quality products continues to be strong despite cooling measures, ASP recognised in 9M 2010 was RMB 22,169 which was 5.1% higher than ASP in 9M 2009 of RMB 21,098. GFA delivered in 9M 2010 was 292,421 sqm, from 306,022 sqm in 9M 2009.
- ❖ The Group continues to maintain a robust financial position with cash and bank balances of S\$1.14 billion and has a net debt to total equity ratio of 28.5% as at 30 September 2010.



Income Statement – 3Q 2010 VS 3Q 2009

	3Q 2010	3Q 2009	% Change
GFA delivered (sqm)	128,073	149,741	(14.5)
ASP (RMB/sqm)	20,433	18,559	10.1
Revenue (S\$ mil)	527.3	583.4	(9.6)
Cost of sales (S\$ mil)	(316.0)	(274.8)	15.0
Gross profit (S\$ mil)	211.3	308.6	(31.5)
Gross profit margin (%)	40.1	52.9	(12.8) ppt
Profit before income tax (S\$ mil)	198.9	287.9	(30.9)
Income tax (S\$ mil)	(79.7)	(156.8)	(49.2)
Profit for the period (S\$ mil)	119.2	131.1	(9.1)
Net profit margin (%)	22.6	22.5	0.1 ppt
Profit attributable to equity holders of the Company (S\$ mil)	110.1	91.1	20.8
Net attributable profit margin (%)	20.9	15.6	5.3 ppt
Basic earnings per share* (cents)	5.25	4.43	18.5

**Based on adjusted weighted average number of shares on a fully diluted basis*



Income Statement – 9M 2010 VS 9M 2009

	9M 2010	9M 2009	% Change
GFA delivered (sqm)	292,421	306,022	(4.4)
ASP (RMB/sqm)	22,169	21,098	5.1
Revenue (S\$ mil)	1,322.5	1,385.6	(4.6)
Cost of sales (S\$ mil)	(618.1)	(574.8)	7.5
Gross profit (S\$ mil)	704.4	810.8	(13.1)
Gross profit margin (%)	53.3	58.5	(5.2) ppt
Profit before income tax (S\$ mil)	634.8	747.9	(15.1)
Income tax (S\$ mil)	(338.2)	(440.0)	(23.1)
Profit for the period (S\$ mil)	296.5	307.9	(3.7)
Net profit margin (%)	22.4	22.2	0.2 ppt
Profit attributable to equity holders of the Company (S\$ mil)	228.7	207.0	10.5
Net attributable profit margin (%)	17.3	14.9	2.4 ppt
Basic earnings per share* (cents)	10.84	10.45	3.7

**Based on adjusted weighted average number of shares on a fully diluted basis*



Financials – Snapshot as of 30 September 2010

	As of 30 Sep 10	As of 31 Dec 09	% Change
Current assets (S\$ mil)	4,479.7	3,993.6	12.2
Non-current assets (S\$ mil)	3,780.8	2,713.1	39.4
Total assets (S\$ mil)	8,260.5	6,706.7	23.2
Current liabilities (S\$ mil)	2,214.3	2,190.3	1.1
Non-current liabilities (S\$ mil)	2,166.5	1,331.4	62.7
Total equity (Incl. MI) (S\$ mil)	3,879.7	3,185.0	21.8
Cash and bank balances (S\$ mil)	1,137.9	1,357.1	(16.2)
Convertible notes * (S\$ mil)	342.9	657.7	(47.9)
Short-term debt (S\$ mil)	223.2	278.2	(19.8)
Long-term debt (excl. convertible notes) (S\$ mil)	1,675.6	547.7	205.9
Net debt (S\$ mil)	1,103.8	126.5	772.6

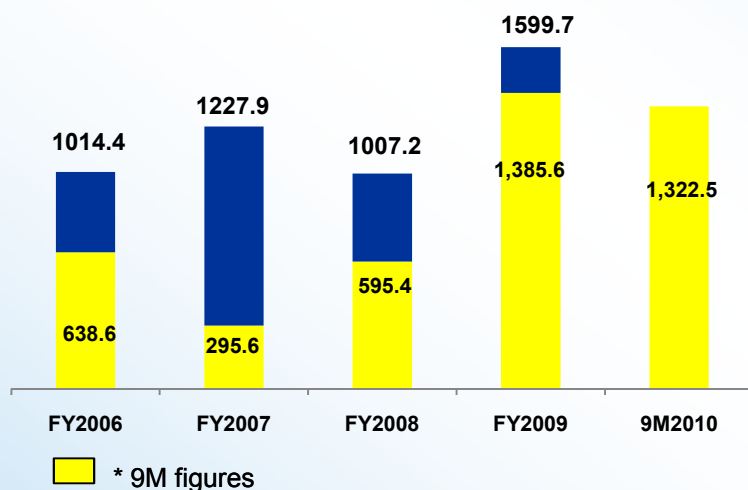
* Excluded the put option of bondholders of convertible notes due 2014 amounting to S\$7.1 million

Profitability and Sustained Growth

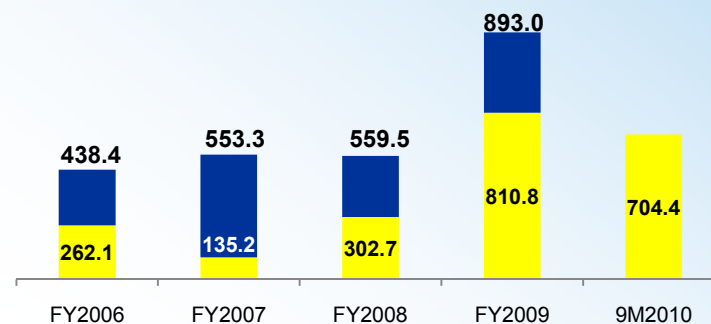


\$ million

Revenue

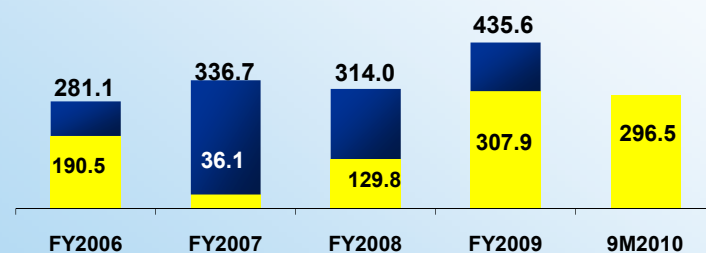


Gross Profit



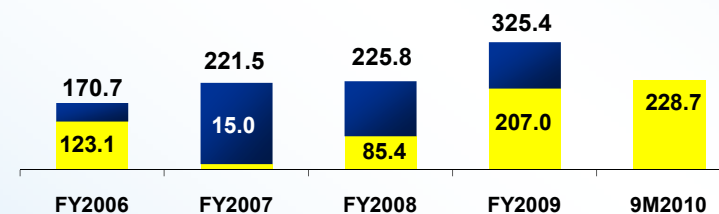
	FY06	FY07	FY08	FY09	9M10
Margins (%)	43.2	45.1	55.5	55.8	53.3

Profit for the Period



	FY06	FY07	FY08	FY09	9M10
Margins (%)	27.7	27.4	31.2	27.2	22.4

Profit Attributable to Equity Holders

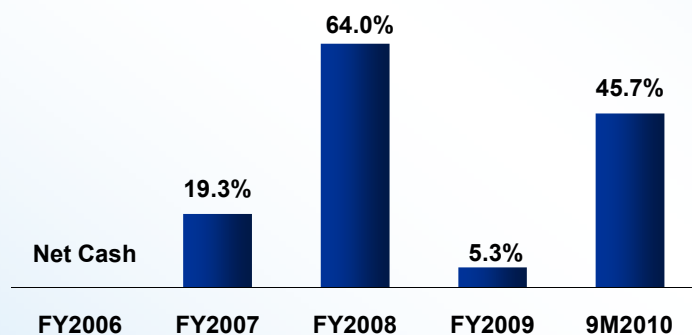


	FY06	FY07	FY08	FY09	9M10
Margins (%)	16.8	18.0	22.4	20.3	17.3

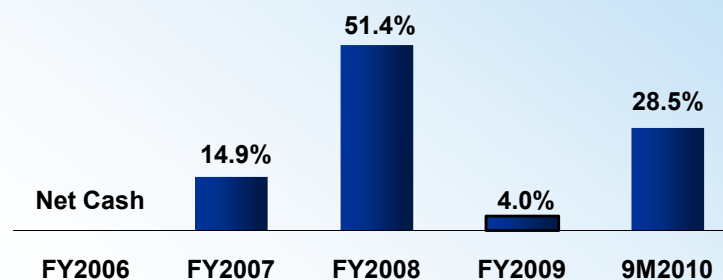
Strong Credit Statistics



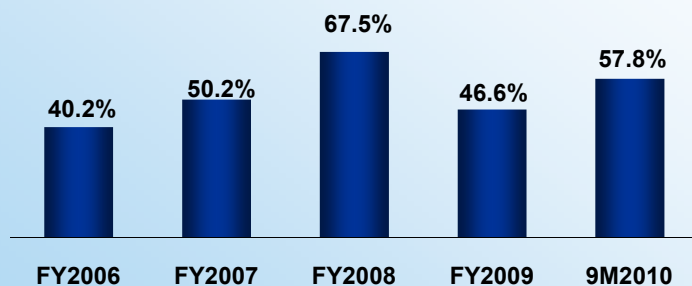
Net Debt / Equity (Excl. MI)



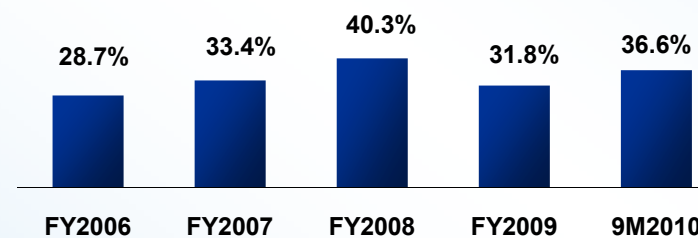
Net Debt / Total Equity (Incl. MI)



Total Debt / Total Equity (Incl. MI)



Total Debt / Capitalization*



* Capitalization is equal to the sum of total equity and total debt (including minority interests)

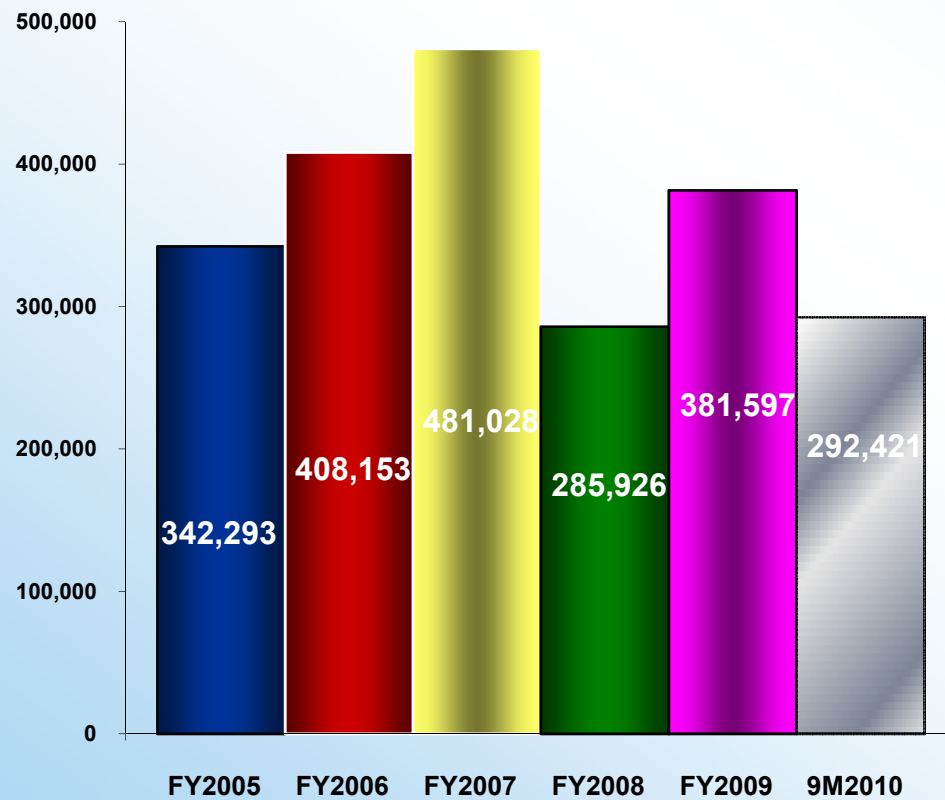


Business and Operation Overview

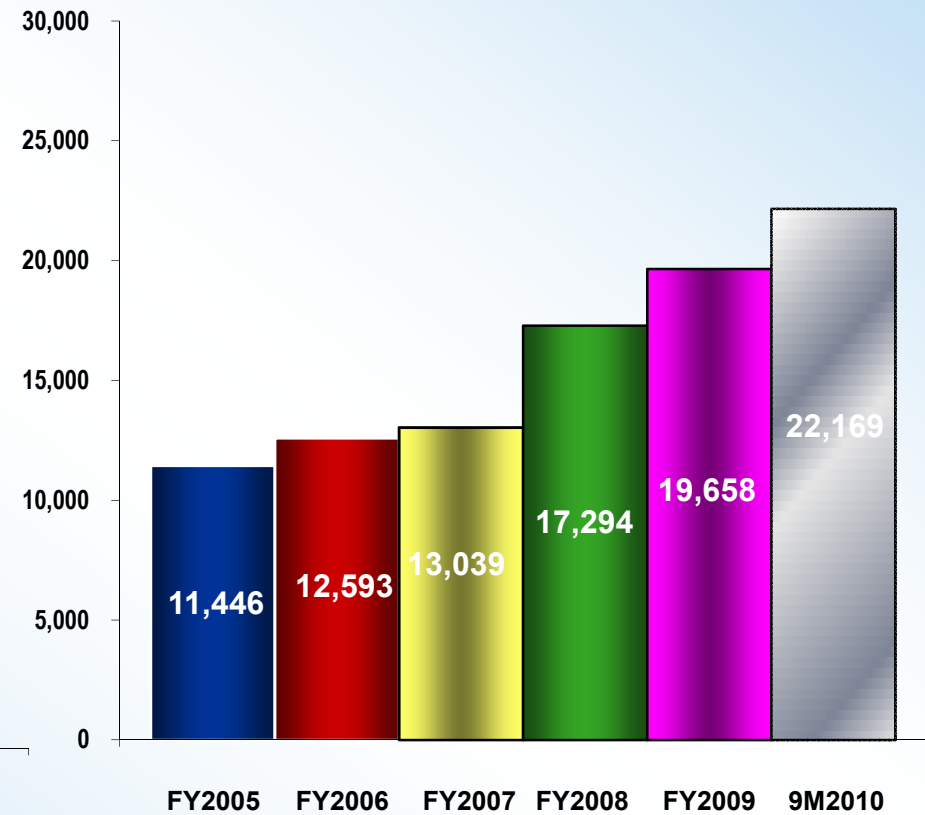


GFA & ASP Overview

GFA Delivered (sqm)



Overall ASP (RMB per sqm)



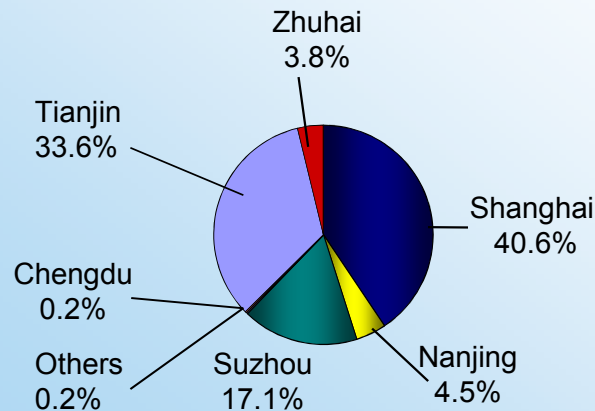


GFA/ Property Sale Contribution Analysis of 9M 2010

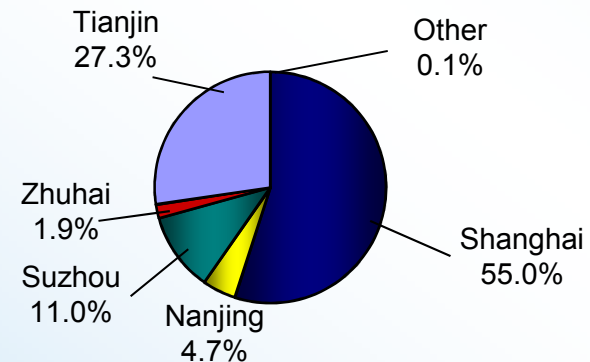
By City, Project and ASP

Major Projects Delivered in 9M 2010	GFA (sqm)	ASP (RMB/sqm)	Property Sale Contribution by project (%)
Yanlord Riverside City (Phase 3) (Shanghai)	64,523	46,307	46.3
Yanlord Peninsula (Townhouse) (Suzhou)	5,554	26,655	2.3
Yanlord International Apartments (Nanjing)	12,362	22,740	4.3
Yanlord Riverside Plaza (Phase 1) (Tianjin)	98,383	18,253	27.3
Yanlord Peninsula (Apartment) (Suzhou)	44,354	12,900	8.7
Yanlord New City Gardens (Phase 2-Section 1) (Zhuhai)	10,794	11,832	1.9
Yunjie Riverside Gardens (Phase 2) (Shanghai)	52,833	10,040	8.1
Others	3,618	N/A	1.1

GFA Contribution by City



Property Sale Contribution by City

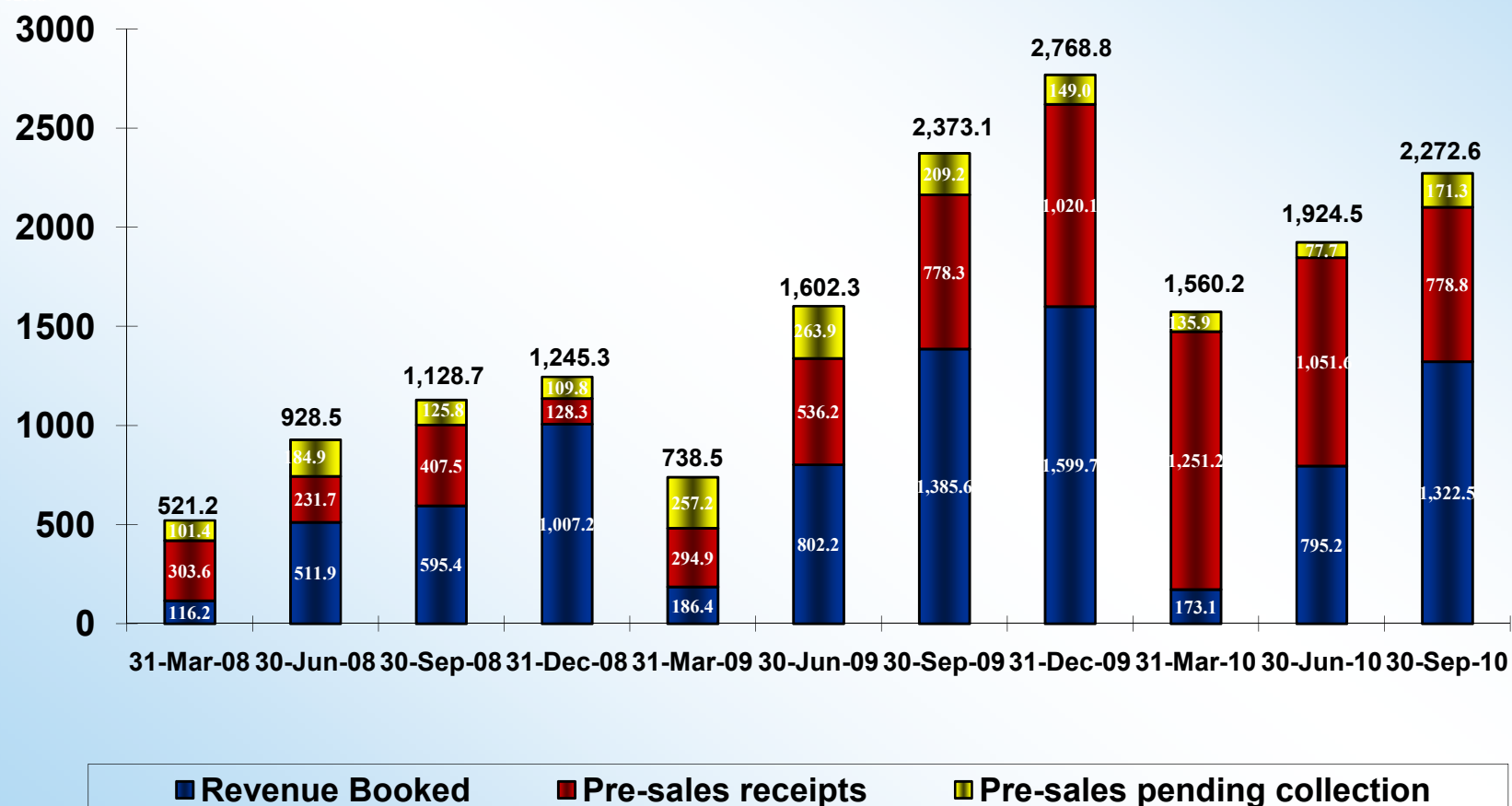


Pre-sales Contracts and Receipts

Resilient growth



Revenue Booked, Contract Sales and Proceeds Collected (\$ million)





Diversified Geographic Coverage

Abundant land bank in high-growth cities

Bohai Rim in 2005

Tianjin

- Yanlord Riverside Plaza (261,250 sqm)
- Yanlord Riverside Gardens (326,970 sqm)

Tangshan

- Nanhu Eco-City Land (387,638 sqm)

Western China in 2003

Chengdu

- Yanlord Landmark (164,781 sqm)
- Hengye International Plaza (39,999 sqm)
- Hengye Star Gardens (4,130 sqm)
- Jinjiang Penchenggang Land (390,658 sqm)

As of 30 September 2010:

GFA Completed (mil sqm)	0.175
GFA under Development (mil sqm)	1.783
GFA for Future Development (mil sqm)	2.789
Total Land Bank (mil sqm)	4.747

Hainan in 2010

Sanya

- Hai Tang Bay Land Parcel (77,509 sqm)

Yangtze River Delta in 1993

Shanghai

- Yanlord Riverside City (26,076 sqm)
- Yunjie Riverside Gardens (47,496 sqm)
- San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (65,753 sqm)
- Bayside Gardens (117,459 sqm)
- Yanlord Sunland Gardens (326,151 sqm)
- Qingpu Xujing Town Land (246,487 sqm)
- Tangzhen New District Land (179,944 sqm)

Nanjing

- Bamboo Gardens (1,352 sqm)
- Yanlord Int'l Apartments Tower A (37,940 sqm)
- Yanlord Int'l Apartments Tower B (3,757 sqm)
- Yanlord Yangtze Riverbay Town (643,995 sqm)
- Yanlord G53 Apartment (98,471 sqm)

Suzhou

- Yanlord Peninsula (33,619 sqm)
- Yanlord Lakeview Bay (243,209 sqm)
- Wuzhong Area C1 Land (15,481 sqm)

Pearl River Delta in 2005

Zhuhai

- Yanlord New City Gardens (213,756 sqm)
- Yanlord Marina Centre (216,582 sqm)

Shenzhen

- Longgang District Redevelopment Project (390,000 sqm)
- Longgang District Economic Residential Housing (144,064 sqm)

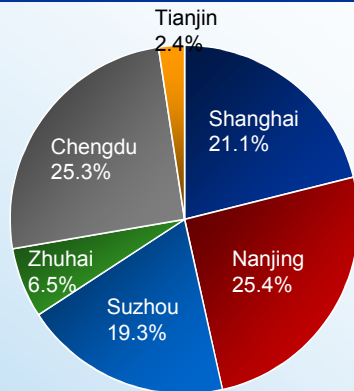
Development Strategies

Growth of business across high-growth cities



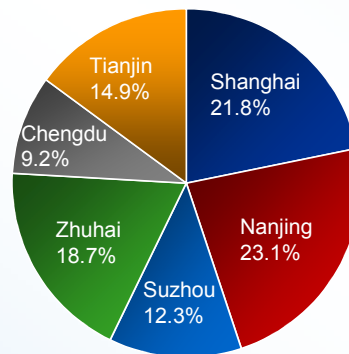
- Increase the market share in cities where Yanlord already has established a superior brand name
- Expand into new cities within the 4 regions where Yanlord is currently in
- Existing land bank sustainable for development in each of these cities for approx. 5 years
- Future projects will be more diversified in terms of development type and geographical reach

Completed Projects (174,610 sqm⁽¹⁾)



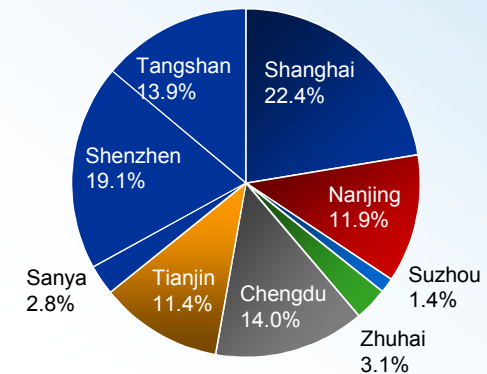
Residential	74,649 sqm
Investment	94,036 sqm
Fixed Assets	5,925 sqm

Projects Under Development (1.78 million sqm)



Residential	1,538,254 sqm
Investment	244,400 sqm

Landbank: Future Development (2.79 million sqm)



Residential	2,640,233 sqm
Investment	149,150 sqm

⁽¹⁾ The group has completed 3.41 million sqm out of which 174,610 sqm are GFA completed retained as investment properties, fixed assets, or yet to be sold/delivered to customers.

New Launches of property for sale in 4Q 2010



► We continue to launch the following new batches of existing projects in 4Q 2010:

▲ Nanjing

▲ Yanlord G53 Apartment

▲ Shanghai

▲ Yunjie Riverside Gardens (Phase 2)

▲ Zhuhai

▲ Yanlord New City Gardens (Phase 2)

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