

# Yanlord Land Group Limited PRESS RELEASE – 2Q and 1H 2011 Financial Results

# YANLORD POSTS 1H 2011 REVENUE OF RMB3.60 BILLION; RECOGNITION OF PRE-SALES IN SUBSEQUENT QUARTERS TO DRIVE FY 2011 PERFORMANCE

- Group's pre-contracted sales as at 30 June 2011 rises RMB1.01 billion to RMB6.42 billion from RMB5.41 billion as at 30 June 2010
- In-line with the Group's delivery schedule, a larger portion of pre-contracted sales is expected to be recognised in 2H 2011, revenue in 1H 2011 was RMB3.60 billion while gross floor area ("GFA") delivered was 213,307 square metre ("sqm")
- Net profit attributable to equity holders of the Company was RMB308.7 million in 1H 2011 compared to RMB587.5 million in 1H 2010
- Yanlord's quality developments continue to receive positive market response despite near term volatility arising from PRC government austerity measures; 181 units or 58.4% of units launched at Yanlord Riverside Gardens in Tianjin were sold in the opening week at average selling prices ("ASP") of RMB21,100 per sqm
- > Yanlord continues to capitalise on its strong financial position. Cash and bank balances was RMB5.36 billion as at 30 June 2011

|  | 1H 2011 | 1H 2010 | Change (%) |
|--|---------|---------|------------|
| GFA Delivered (sqm)  | 213,307 | 164,348 | 29.8       |
| Revenue (RMB mil)  | 3,597.4 | 3,849.0 | (6.5)      |
| Gross Profit (RMB mil)   | 1,357.7 | 2,386.6 | (43.1)     |
| Gross Profit Margin (%)  | 37.7    | 62.0    | (24.3) ppt |
| Profit for the period (RMB mil)                                | 528.8   | 871.6   | (39.3)     |
| Profit Attributable to Equity Holders of the Company (RMB mil) | 308.7   | 587.5   | (47.5)     |
| Net Attributable Profit Margin (%)                             | 8.6     | 15.3    | (6.7) ppt  |
| Earnings per share (RMB cents) <sup>1</sup>                    | 14.72   | 27.79   | (47.0)     |

 $<sup>^{\</sup>rm 1}$  Based on a fully diluted basis of 2,100,481,000 and 2,122,031,000 shares respectively

**Singapore/Hong Kong – 10 August 2011 –** Singapore Exchange ("SGX") listed **Yanlord Land Group Limited** ("Yanlord" or the "Company", and together with its subsidiaries, the "Group"), a real estate developer focused on developing high-end integrated commercial and residential property projects in strategically selected high-growth cities in the People's Republic of China ("PRC"), announced its financial results for the period of January to June 2011 ("1H 2011").

#### 1H 2011

The Group's high quality developments continue to be well received in the PRC. Driven by the positive demand, pre-contracted sales as at 30 June 2011 rose RMB1.01 billion to RMB6.42 billion from RMB5.41 billion in the corresponding period last year and are expected to be progressively recognised as revenue in subsequent financial periods. As of 30 June 2011, the Group has received RMB4.99 billion as advances for pre-sold properties.

In line with the Group's delivery schedule whereby a larger proportion of the Group's sales is expected to be recognised in 2H 2011, the Group's recognised revenue in 1H 2011 declined 6.5% to RMB3.60 billion from RMB3.85 billion in 1H 2010. GFA delivered in 1H 2011 was higher at 213,307 sqm, however the product mix which included inaugural delivery of units at Yanlord Yangtze Riverbay Town (Phase 1) (仁恒江湾城一期) in 1Q 2011, priced at approximately RMB16,000 per sqm when they were sold in 2009, resulted in the lower ASP achieved for 1H 2011. Underlined by the Group's business strategy to raise ASP for subsequent phases or batches of its developments, Yanlord Yangtze Riverbay Town (Phase 2) (仁恒江湾城二期) was launched in February 2011 and achieved a 50% increase in ASP of approximately RMB24,000 per sqm.

Similarly, due to the change in the product mix of delivered residential units in 1H 2011, net profit attributable to equity holders of the Company declined to RMB308.7 million from RMB587.5 million in 1H 2010. Fully diluted earnings per share in 1H 2011 was 14.72 RMB cents (based on 2,100,481,000 shares).

Attributable to the Group's prudent financial policies, Yanlord remains in a strong financial position. Cash and bank balances as at 30 June 2011 was RMB5.36 billion and will serve to fuel the Group's future development.

# **Recent Developments**

#### **New Launches**

Subsequent to the end of the period, the Group launched the inaugural batch of apartment units at Yanlord Riverside Gardens (Phase 1) (仁恒河滨花园一期) in Tianjin. Despite prevailing market uncertainties arising from the PRC government policies targeted at cooling the PRC real estate sector, the launch opened to positive responses from the market with opening week presale proceeds of RMB572 million or 58.4% of the 310 units launched. ASP of approximately RMB21,100 per sqm was achieved for the 27,090 sqm GFA sold.

Moving forward, the Group will continue to launch new projects and new batches of its existing projects in 3Q 2011, namely, Yanlord Yangtze Riverbay Town (Phase 2) (仁恒江湾城二期) in Nanjing, Yanlord Sunland Gardens (Phase 1) (仁恒森兰雅苑一期) in Shanghai, Suzhou Wuzhong Area C1 Land – Villas (苏州吴中区C1地块 – 別墅) and Yanlord Lakeview Bay – Land Parcels A6 and A7 (仁恒双湖湾 – A6及A7地块) in Suzhou and Yanlord New City Gardens (Phase 2 – Section 2) (仁恒星园二期二段) in Zhuhai.

Commenting on the Group's financial performance, Mr. Zhong Sheng Jian, Yanlord's Chairman and Chief Executive Officer, said, "Uncertainty in the global economy coupled with volatilities arising from austerity measures promulgated by the PRC central government have impacted sales volumes within the PRC property sector. Consistent with our revenue recognition method and delivery schedule, net profit was impacted for 1H 2011 due to the product mix of delivered units. To mitigate the uncertainty posed by the marco-economic environment, Yanlord will continue to focus on its core competencies to deliver high-quality residential developments coupled with innovative designs and comprehensive services that will consistently exceed the expectations of discerning consumers thereby augmenting Yanlord's position as one of the leading developers in the PRC."

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# Issued on behalf of Yanlord Land Group Limited

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# **About Yanlord Land Group Limited:**

(Co. Reg. No. 200601911K)

Yanlord Land Group Limited (Z25.SI) is a real estate developer based in the People's Republic of China, with a focus on the development of high-end fully fitted residential, commercial and integrated property projects in strategically selected key and high-growth cities in the PRC. Yanlord Land Group was listed in June 2006 on the Mainboard of the Singapore Stock Exchange.

Since Yanlord's foray into the PRC market in 1993, it has successfully developed a number of large-scale residential property developments in Shanghai and Nanjing with international communities of residents – such as Yanlord Garden, Yanlord Riverside Gardens and Yanlord Riverside City in Shanghai and Orchid Mansion, Bamboo Garden and Yanlord International Apartments in Nanjing. The "Yanlord" name has been developed into a premium brand, synonymous with quality, within the property development industry of PRC. Currently, the Group has an established presence in ten key high-growth cities within the four major economic regions of the PRC, namely, (i) Yangtze River Delta – Shanghai, Nanjing and Suzhou; (ii) Western China – Chengdu and Guiyang; (iii) Bohai Rim – Tianjin and Tangshan; and (iv) Southern China – Zhuhai, Shenzhen and Hainan.

Yanlord has proactively extended its commercial property development projects, acquired a considerable number of land parcels for commercial use and commenced the construction of retail malls, offices, hotels and serviced residence developments. Upon completion, the projects are expected to generate a stable rental income and increase the asset value for Yanlord.

For additional information pertaining to the Group's 1H 2011 financial statement announcement and results presentation, please refer to the Group's website www.yanlordland.com.