



仁恒置地集团
YANLORD LAND GROUP LIMITED

3Q 2011 and 9M 2011 Results Presentation

Presentation Content



I. Key Financial Highlights



II. Business and Operation Overview

III. Outlook

Yanlord 9M 2011 Business Overview



- ❖ 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.
- ❖ Inaugural launch of apartment units at Shanghai Yanlord Sunland Gardens (Phase 1) in August 2011 received positive response from buyers, 155 or 60.3% of units launched were sold during the opening day. Pre-sale proceeds for the opening day were RMB1.7 billion.
- ❖ As of 30 Sept 2011, the Group had total pre-contracted sales of RMB8.875 billion which will be recognised in subsequent quarters. These pre-contracted sales provides greater transparency and certainty of our FY 2011 performance.
- ❖ Reflecting the Group's continued confidence in the PRC real estate sector, the Group had in October 2011 and November 2011, completed two acquisitions in Zhuhai and Shanghai; GFA of the land parcels under these two acquisitions were 499,329 sqm and 148,363 sqm respectively.



- Yanlord Riverside City
(Shanghai)

Key Financial Highlights

Yanlord 9M 2011 Financial Review



- ❖ In line with the Group's delivery schedule, GFA delivered in 9M 2011 was lower at 252,337 sqm while ASP was lower at RMB15,838 per sqm owing to the product mix and delivery of more first phase units; this led to a lower revenue in 9M 2011 of RMB4.307 billion from RMB6.427 billion in 9M 2010.
- ❖ Similarly profit attributable to equity holders of the Company was lower in 9M 2011 at RMB315 million from RMB1.123 billion in 9M 2010.
- ❖ Gross profit margin was lower at 39.6% due to the greater weight of Yanlord Yangtze Riverbay Town (Phase 1) delivered in 1Q 2011. In line with the Group's sale strategy, ASP and subsequently gross profit margin increases as each project matures.
- ❖ The Group continues to maintain a robust financial position with cash and bank balances of RMB4.749 billion and has a net debt to total equity ratio of 53.7% as at 30 Sept 2011.

Income Statement – 3Q 2011 VS 3Q 2010



	3Q 2011	3Q 2010	% Change
GFA delivered (sqm)	39,030	128,073	(69.5)
ASP (RMB/sqm)	14,995	20,433	(26.6)
Revenue (RMB mil)	709.3	2,578.1	(72.5)
Cost of sales (RMB mil)	(360.6)	(1,541.5)	(76.6)
Gross profit (RMB mil)	348.8	1,036.6	(66.4)
Gross profit margin (%)	49.2	40.2	9.0 ppt
Profit before income tax (RMB mil)	132.9	972.8	(86.3)
Income tax (RMB mil)	(104.3)	(392.2)	(73.4)
Profit for the period (RMB mil)	28.6	580.5	(95.1)
Net profit margin (%)	4.0	22.5	(18.5) ppt
Profit attributable to equity holders of the Company (RMB mil)	6.5	535.1	(98.8)
Net attributable profit margin (%)	0.9	20.8	(19.9) ppt
Basic earnings per share* (RMB cents)	0.31	25.49	(98.8)

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

Income Statement – 9M 2011 VS 9M 2010



	9M 2011	9M 2010	% Change
GFA delivered (sqm)	252,337	292,421	(13.7)
ASP (RMB/sqm)	15,838	22,169	(28.6)
Revenue (RMB mil)	4,306.7	6,427.1	(33.0)
Cost of sales (RMB mil)	(2,600.3)	(3,003.9)	(13.4)
Gross profit (RMB mil)	1,706.5	3,423.2	(50.2)
Gross profit margin (%)	39.6	53.3	(13.7) ppt
Profit before income tax (RMB mil)	1,206.8	3,096.0	(61.0)
Income tax (RMB mil)	(649.4)	(1,643.9)	(60.5)
Profit for the period (RMB mil)	557.4	1,452.1	(61.6)
Net profit margin (%)	12.9	22.6	(9.7) ppt
Profit attributable to equity holders of the Company (RMB mil)	315.2	1,122.6	(71.9)
Net attributable profit margin (%)	7.3	17.5	(10.2) ppt
Basic earnings per share* (RMB cents)	15.04	53.20	(71.7)

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

Financials – Snapshot as of 30 September 2011



	As of 30 Sep 11	As of 31 Dec 10	% Change
Current assets (RMB mil)	23,529.0	22,485.1	4.6
Non-current assets (RMB mil)	26,925.4	22,328.2	20.6
Total assets (RMB mil)	50,454.4	44,813.3	12.6
Current liabilities (RMB mil)	14,990.6	13,856.3	8.2
Non-current liabilities (RMB mil)	14,455.0	11,126.6	29.9
Total equity (Incl. NCI) (RMB mil)	21,008.8	19,830.4	5.9
Cash and bank balances (RMB mil)	4,749.3	5,814.5	(18.3)
Short-term debt (RMB mil)	2,266.2	2,191.5	3.4
Convertible notes * (RMB mil)	1,763.9	1,760.4	0.2
Senior notes (RMB mil)	4,361.7	1,939.5	124.9
Long-term debt (RMB mil)	7,637.6	6,617.2	15.4
Net debt (RMB mil)	11,280.1	6,694.1	68.5

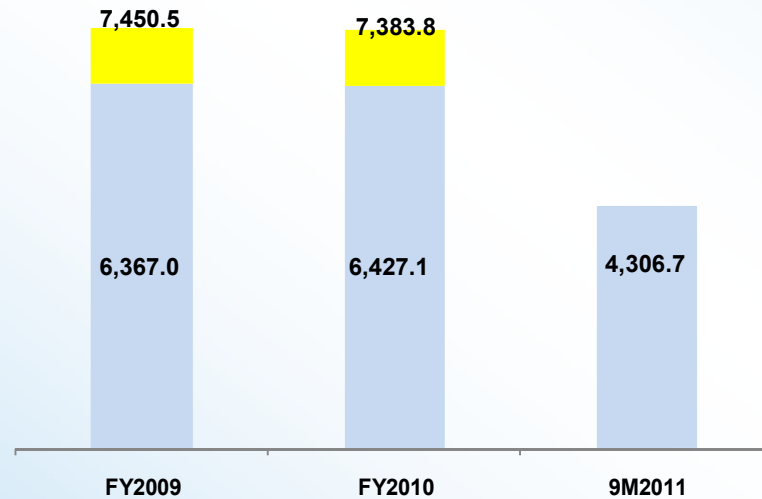
* Excluded the put option of bondholders of convertible notes due 2014 amounting to RMB11.6 million

Profitability and Sustained Growth

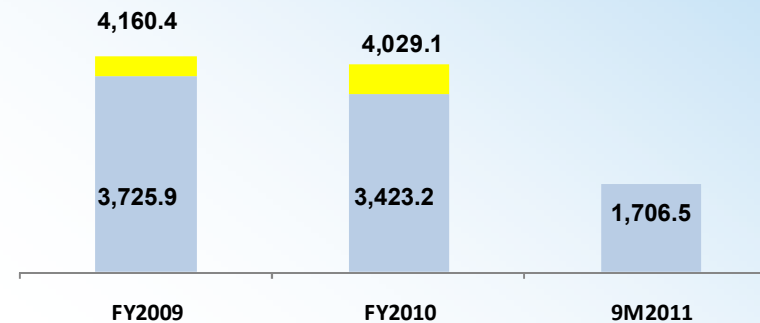


RMB million

Revenue



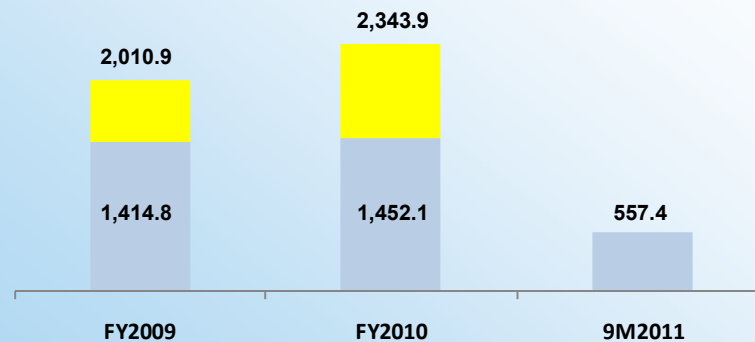
Gross Profit



FY2009 FY2010 9M2011

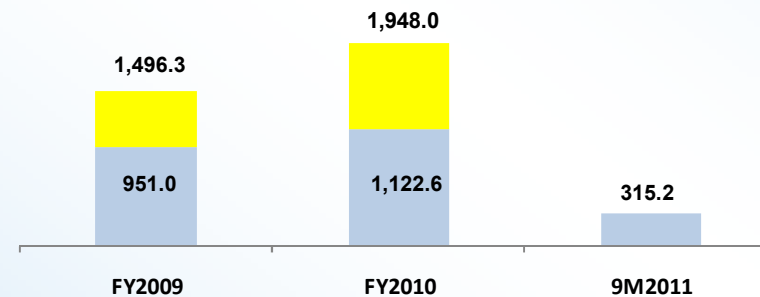
	FY2009	FY2010	9M2011
Margins (%)	55.8	54.6	39.6

Profit for the Period



	FY2009	FY2010	9M2011
Margins (%)	27.0	31.7	12.9

Profit Attributable to Equity Holders



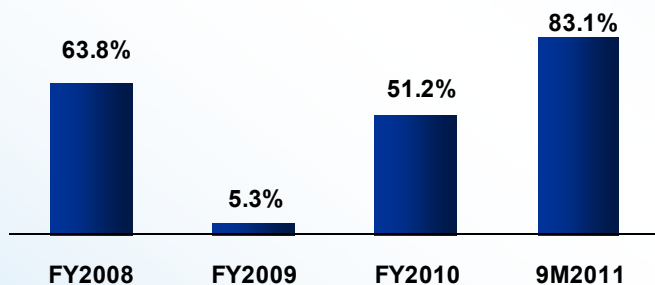
FY2009 FY2010 9M2011

	FY2009	FY2010	9M2011
Margins (%)	20.1	26.4	7.3

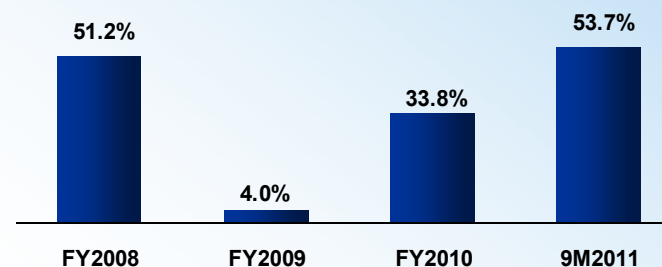
Strong Credit Statistics



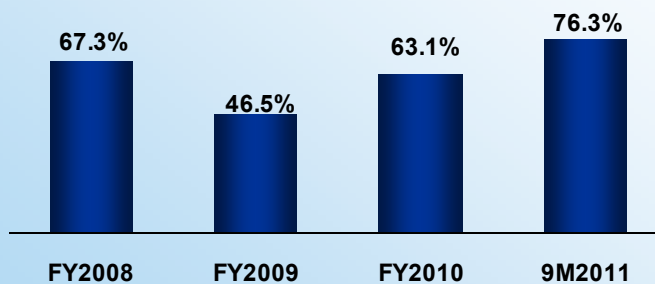
Net Debt / Equity (Excl. NCI)



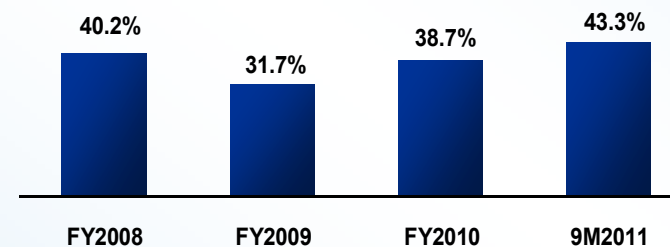
Net Debt / Total Equity (Incl. NCI)



Total Debt / Total Equity (Incl. NCI)



Total Debt / Capitalization*



*Capitalization is equal to the sum of total equity and total debt (including non-controlling interests ("NCI"))

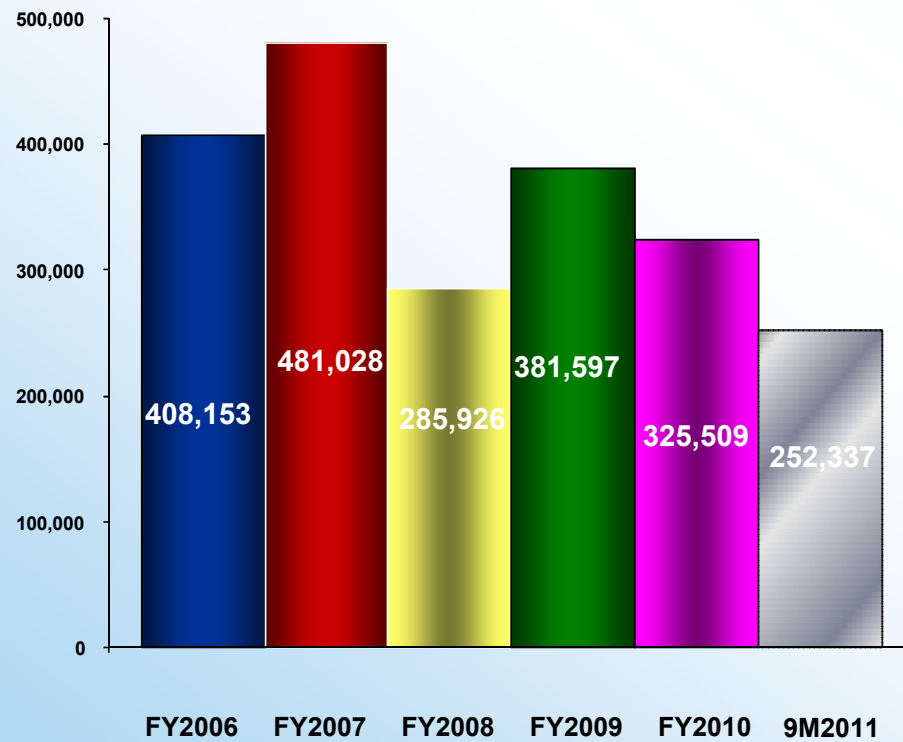


Business and Operation Overview

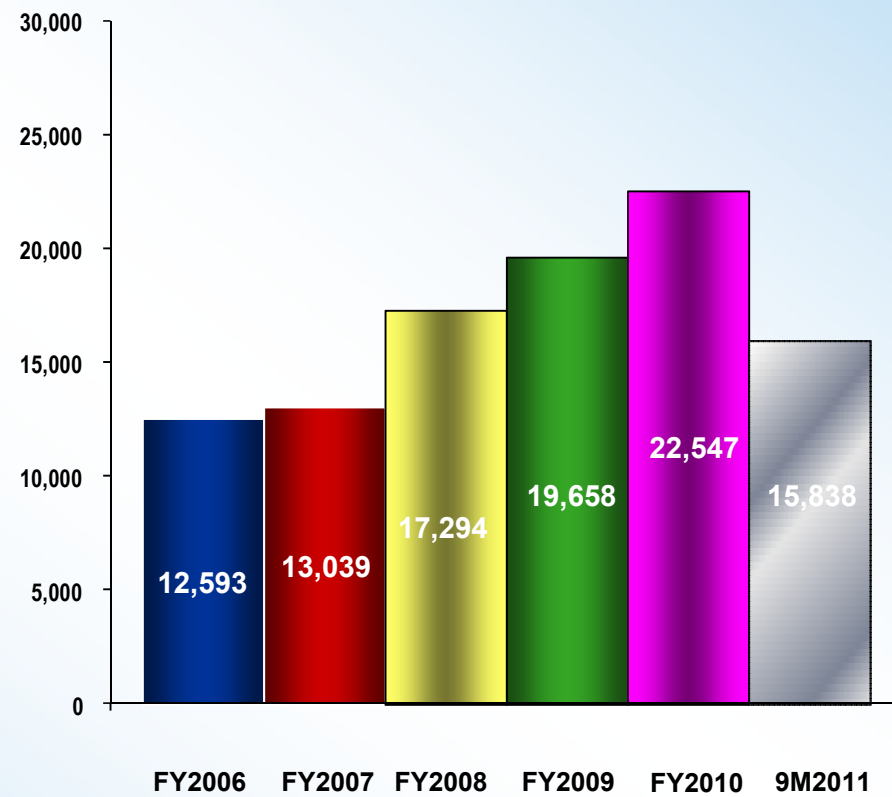
GFA & ASP Overview



GFA Delivered (sqm)



Overall ASP (RMB per sqm)



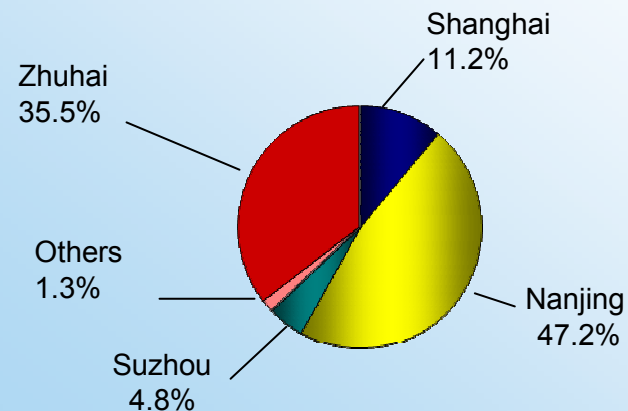
GFA/ Property Sale Contribution Analysis in 9M 2011

By City, Project and ASP

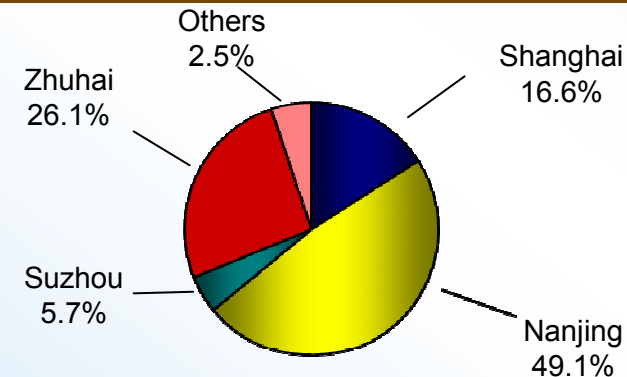


Major Projects Delivered in 9M 2011	GFA (sqm)	ASP (RMB/sqm)	Property Sales by Project (%)
Yanlord Yangtze Riverbay Town (Phase 1) (Nanjing)	118,731	16,155	48.1
Yanlord Riverside City (Phase 3) (Shanghai)	3,937	53,061	5.2
Yunjie Riverside Gardens (Phase 2) (Shanghai)	23,717	18,975	10.7
Yanlord Peninsula (Apartment) (Suzhou)	9,865	17,215	4.1
Yanlord Peninsula (Townhouse) (Suzhou)	2,265	30,254	1.6
Yanlord New City Gardens (Phase 2 – Section 1) (Zhuhai)	2,276	13,793	0.7
Yanlord New City Gardens (Phase 2 – Section 2) (Zhuhai)	87,348	12,219	25.4
Others	4,198	N/A	4.2

GFA Contribution by City



Property Sale Contribution by City

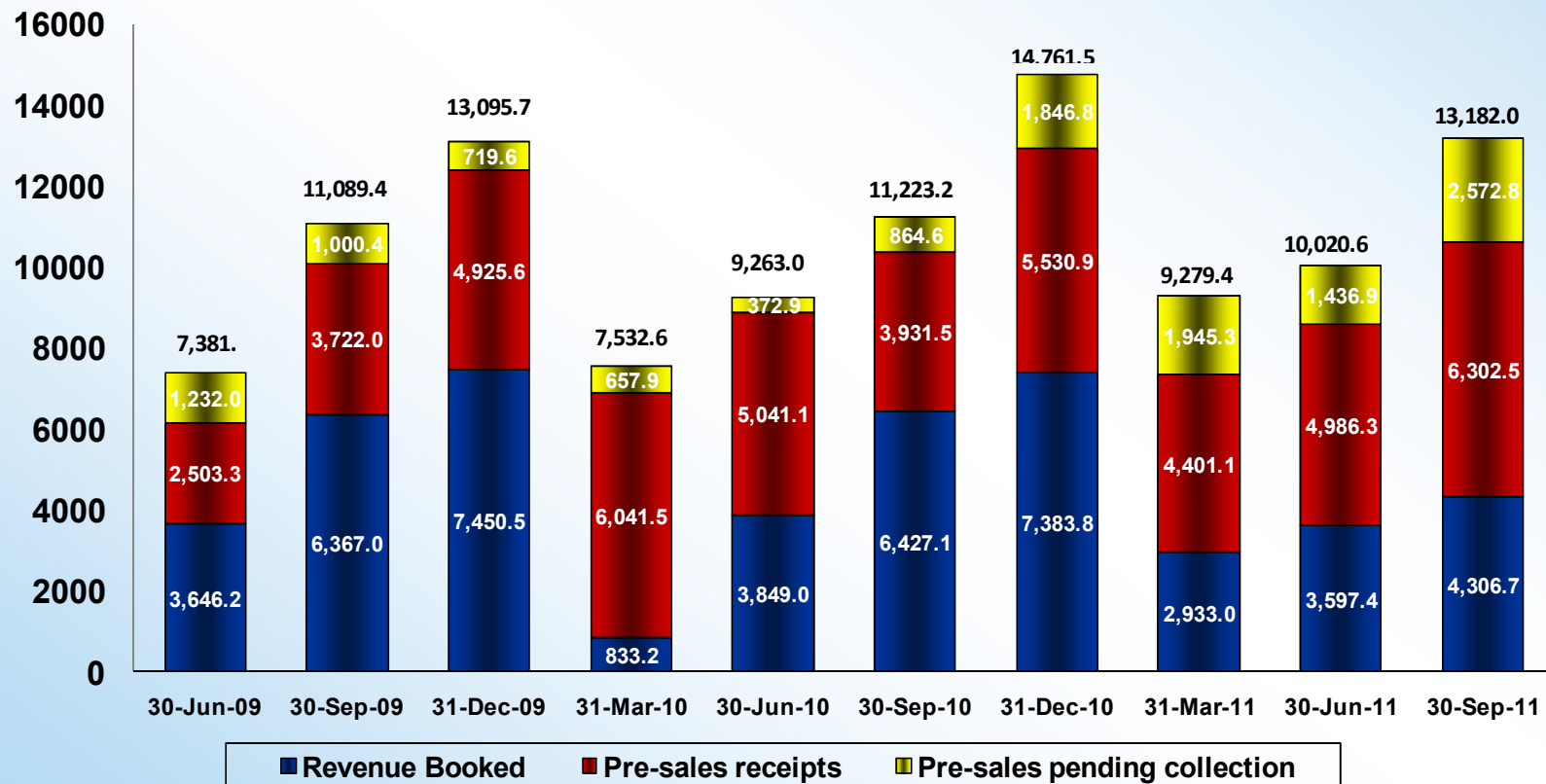


Pre-sales Contracts and Receipts

Resilient growth



Revenue Booked, Contract Sales and Proceeds Collected (RMB million)



Diversified Geographic Coverage

Abundant land bank in high-growth cities



Bohai Rim in 2005

Tianjin

- Yanlord Riverside Plaza (261,600 sqm)
- Yanlord Riverside Gardens (326,970 sqm)
- Jinnan District Land (364,787 sqm)

Tangshan

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

Western China in 2003

Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Hengye Star Gardens (2,027 sqm)
- Yanlord Riverbay (390,658 sqm)

As of 30 September 2011:

GFA Completed (mil sqm)	0.385
GFA under Development (mil sqm)	1.516
GFA for Future Development (mil sqm)	3.167
Total Land Bank (mil sqm)	5.068

Hainan in 2010

Sanya

- Hai Tang Bay - Land Parcel 9 (77,509 sqm)

Yangtze River Delta in 1993

Shanghai

- Yanlord Riverside City (15,973 sqm)
- Yunjie Riverside Gardens (17,230 sqm)
- San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (65,753 sqm)
- Bayside Gardens (117,236 sqm)
- Yanlord Sunland Gardens (336,302 sqm)
- Qingpu Xujing Town Land (246,487 sqm)
- Yanlord Eastern Gardens (179,944 sqm)

Nanjing

- Bamboo Gardens (150 sqm)
- Yanlord Int'l Apartments Tower A (37,940 sqm)
- Yanlord Int'l Apartments Tower B (628 sqm)
- Yanlord Yangtze Riverbay Town (524,746 sqm)
- Yanlord G53 Apartment (98,471 sqm)
- Plum Mansions, including Lakeside Mansions (905 sqm)
- Orchid Mansions (340 sqm)

Suzhou

- Yanlord Peninsula (5,010 sqm)
- Yanlord Lakeview Bay (337,185 sqm)
- Wuzhong Area C1 Land (14,474 sqm)

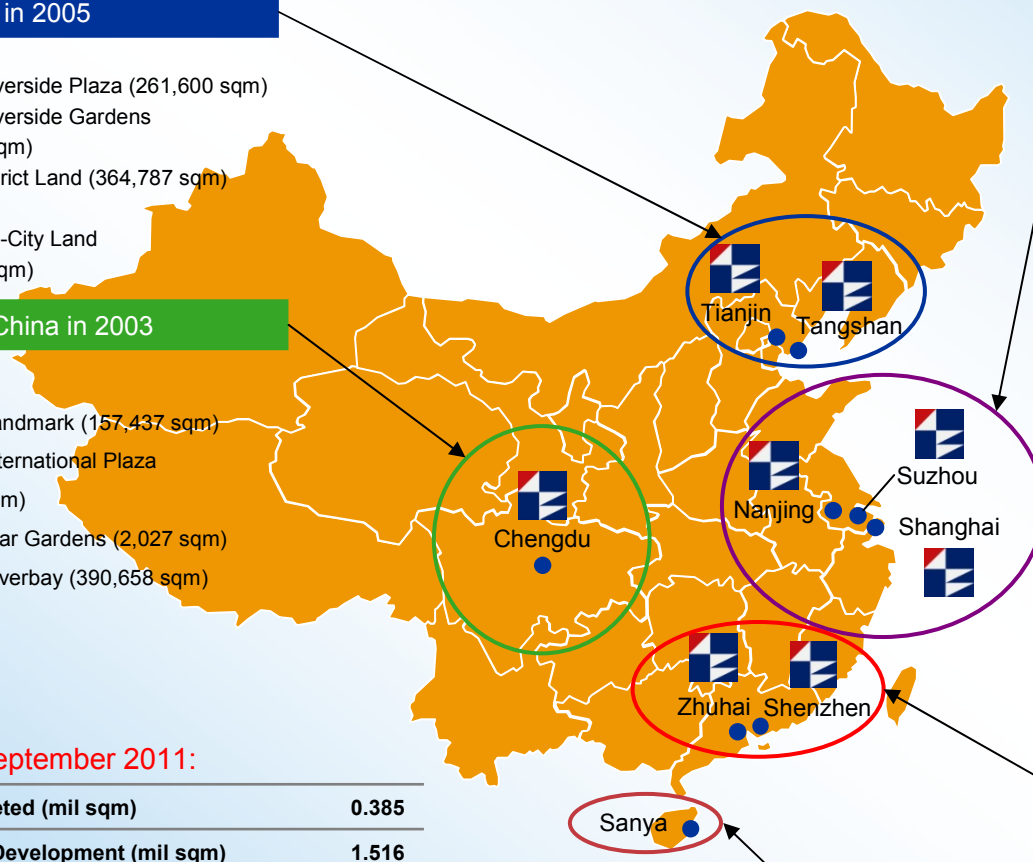
Pearl River Delta in 2005

Zhuhai

- Yanlord New City Gardens (123,165 sqm)
- Yanlord Marina Centre (216,582 sqm)

Shenzhen

- Longgang District Redevelopment Project (390,000 sqm)
- Longgang District Economic Residential Housing (144,064 sqm)
- Yanlord Rosemite (149,700 sqm)



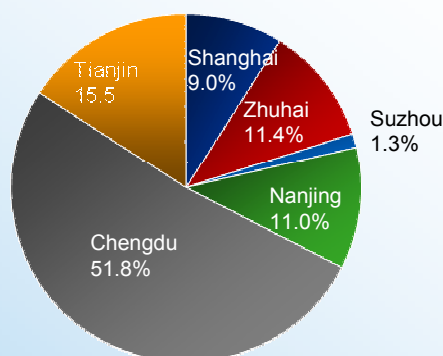
Development Strategies

Growth of business across high-growth cities



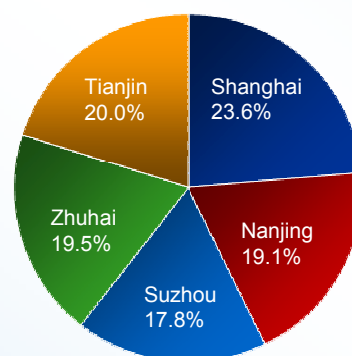
- Increase the market share in cities where Yanlord already has established a superior brand name
- Expand into new cities within the **5** regions where Yanlord is currently in
- Existing land bank sustainable for development in each of these cities for approx. 5 years
- Future projects will be more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

Completed Projects (385,012 sqm⁽¹⁾)



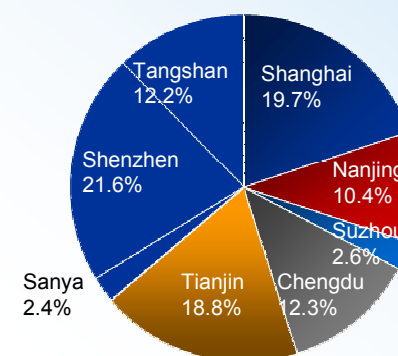
Residential and Commerical	68,187 sqm
Investment	308,873 sqm
Fixed Assets	7,952 sqm

Projects Under Development (1.52 million sqm)



Residential and Commerical	1,433,878 sqm
Investment	82,171 sqm

Landbank: Future Development (3.17 million sqm)



Residential and Commerical	3,018,029 sqm
Investment	149,150 sqm

⁽¹⁾The group has completed 3.92 million sqm out of which 385,012 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 2011



► We expect to launch the following new batches of existing projects in 4Q 2011:

▲ Nanjing

▲ Yanlord Yangtze Riverbay Town (Phase 2)

▲ Shanghai

▲ Bayside Gardens

▲ Tianjin

▲ Yanlord Riverside Gardens (Phase 1)

Disclaimer



This document contains information that is commercially sensitive, subject to professional privilege and is proprietary and confidential in nature. Any professional privilege is not waived or lost by reason of mistaken delivery or transmission. If you receive a copy of this document but are not an authorized recipient, you must not use, distribute, copy, disclose or take any action in reliance on this document or its contents.

The information contained in this document has not been independently verified. No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this document should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. Neither Company nor any of its respective affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.

The document contains statements that reflect the Company's beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the Company's operations and factors beyond the Company's control, and accordingly, actual results may differ materially from these forward-looking statements. The Company does not undertake to revise forward-looking statements to reflect future events or circumstances.