



仁恒置地集团
YANLORD LAND GROUP LIMITED

4Q and FY 2011 Results Presentation

Presentation Content



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Yanlord FY 2011 Business Overview

- ❖ While the economic environment in FY 2011 proved challenging, demand for Yanlord's quality products remained largely resilient despite weaker buying sentiments.
- ❖ As of 31 December 2011, the Group had total pre-contracted sales of RMB5.378 billion which will be recognised in subsequent quarters. These pre-contracted sales provide greater transparency and certainty of our FY 2012 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.
- ❖ Given the challenges posed by the volatilities in the global economy and the austerity measures introduced by the PRC central government, the Group will continue to capitalise on its prudent financial policies and maintain a strong cash position to drive its development strategy.



-Yanlord Townhouse
(Shanghai)

Key Financial Highlights



Yanlord FY 2011 Financial Review

- ❖ Yanlord's FY 2011 revenue grew significantly by 21.7% or RMB1.604 billion to RMB8.987 billion. GFA delivered in FY 2011 similarly rose 21.3% to 394,722 sqm from 325,509 sqm in FY 2010, while ASP for FY 2011 was RMB22,239 per sqm.
- ❖ In line with the Group's delivery schedule, the delivered product mix in FY 2011 included higher average cost of sales per sqm which translated to a lower gross profit margin. Consequently, gross profit margin in FY 2011 declined to 33.6% which led to a lower profit attributable to equity holders of the Company of RMB1.820 billion.
- ❖ The Group continues to maintain a robust financial position with cash and bank balances of RMB4.274 billion as at 31 December 2011.
- ❖ Reflecting the Group's prudent financial policies, net debt to total equity ratio declined from 53.7% as at 30 September 2011 to 51.9% as at 31 December 2011.



Income Statement – 4Q 2011 VS 4Q 2010

	4Q 2011	4Q 2010	% Change
GFA delivered (sqm)	142,385	33,088	330.3
ASP (RMB/sqm)	33,583	25,881	29.8
Revenue (RMB mil)	4,680.7	956.6	389.3
Cost of sales (RMB mil)	(3,363.4)	(350.8)	858.7
Gross profit (RMB mil)	1,317.3	605.8	117.4
Gross profit margin (%)	28.1	63.3	(35.2) ppt
Profit before income tax (RMB mil)	1,930.0	1,418.2	36.1
Income tax (RMB mil)	(667.5)	(526.4)	26.8
Profit for the period (RMB mil)	1,262.5	891.8	41.6
Net profit margin (%)	27.0	93.2	(66.2) ppt
Profit attributable to equity holders of the Company (RMB mil)	1,167.2	825.4	41.4
Net attributable profit margin (%)	24.9	86.3	(61.4) ppt
Basic earnings per share* (RMB cents)	55.48	39.29	41.2

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



Income Statement – FY 2011 VS FY 2010

	FY 2011	FY 2010	% Change
GFA delivered (sqm)	394,722	325,509	21.3
ASP (RMB/sqm)	22,239	22,546	(1.4)
Revenue (RMB mil)	8,987.4	7,383.8	21.7
Cost of sales (RMB mil)	(5,963.7)	(3,354.7)	77.8
Gross profit (RMB mil)	3,023.7	4,029.1	(25.0)
Gross profit margin (%)	33.6	54.6	(21.0) ppt
Profit before income tax (RMB mil)	3,136.8	4,514.2	(30.5)
Income tax (RMB mil)	(1,316.9)	(2,170.3)	(39.3)
Profit for the period (RMB mil)	1,819.9	2,343.9	(22.4)
Net profit margin (%)	20.2	31.7	(11.5) ppt
Profit attributable to equity holders of the Company (RMB mil)	1,482.4	1,948.0	(23.9)
Net attributable profit margin (%)	16.5	26.4	(9.9) ppt
Basic earnings per share* (RMB cents)	70.57	92.38	(23.6)

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



Financials – Snapshot as of 31 December 2011

	As of 31 Dec 11	As of 31 Dec 10	% Change
Current assets (RMB mil)	23,814.1	22,485.1	5.9
Non-current assets (RMB mil)	28,105.8	22,328.2	25.9
Total assets (RMB mil)	51,919.9	44,813.3	15.9
Current liabilities (RMB mil)	15,014.9	13,856.3	8.4
Non-current liabilities (RMB mil)	12,874.1	11,126.6	15.7
Total equity (Incl. NCI) (RMB mil)	24,030.9	19,830.4	21.2
Cash and bank balances (RMB mil)	4,273.6	5,814.5	(26.5)
Short-term debt (RMB mil)	3,100.8	2,191.5	41.5
Convertible notes * (RMB mil)	1,763.2	1,760.4	0.2
Senior notes (RMB mil)	4,327.2	1,939.5	123.1
Long-term debt (RMB mil)	7,558.2	6,617.2	14.2
Net debt (RMB mil)	12,475.8	6,694.1	86.4

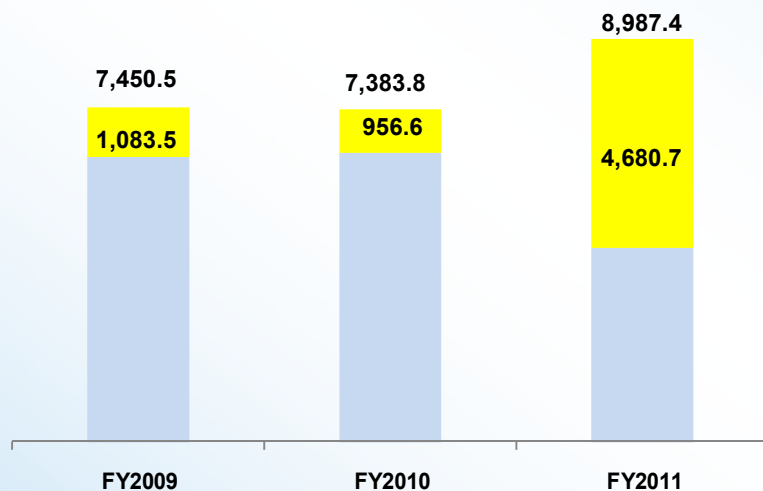
* Excluded the put option of bondholders of convertible notes due 2014 amounting to RMB27.2 million

Profitability Analysis

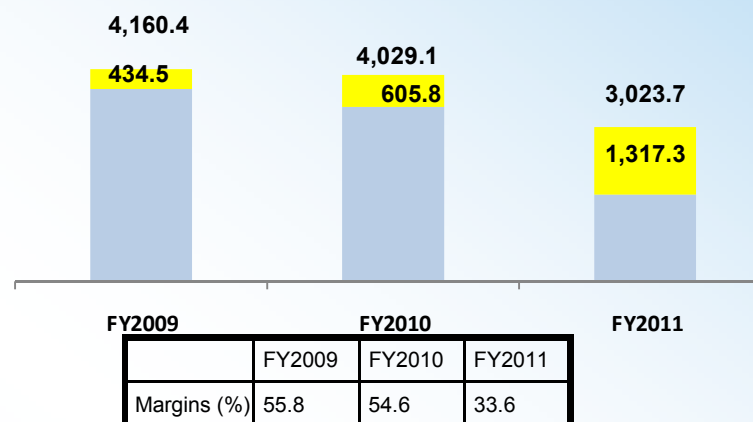


RMB million

Revenue

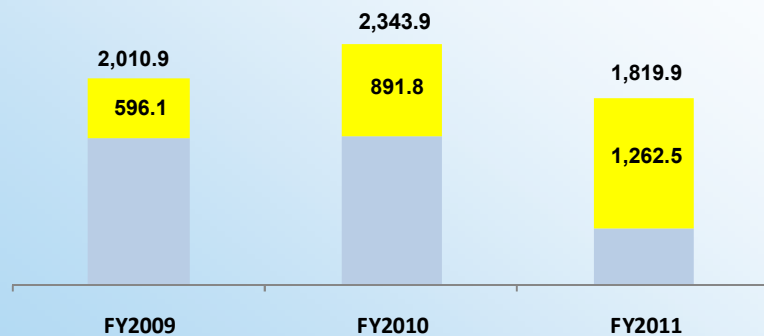


Gross Profit



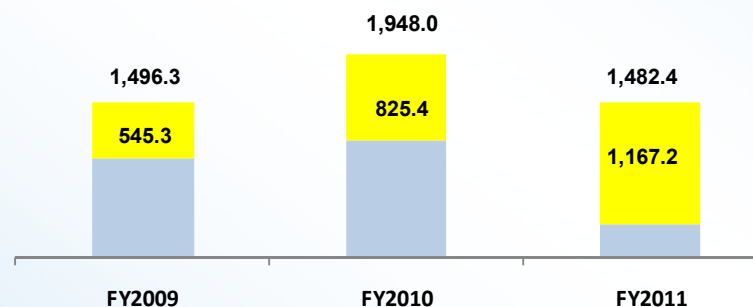
	FY2009	FY2010	FY2011
Margins (%)	55.8	54.6	33.6

Profit for the Period



	FY2009	FY2010	FY2011
Margins (%)	27.0	31.7	20.2

Profit Attributable to Equity Holders

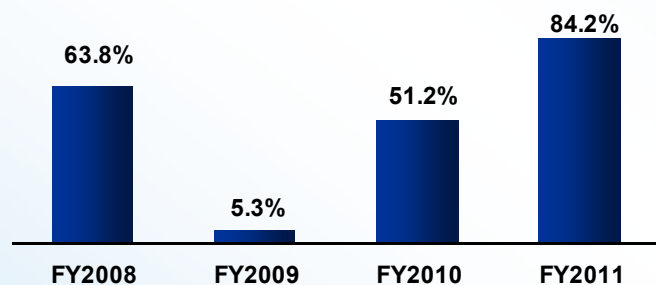


	FY2009	FY2010	FY2011
Margins (%)	20.1	26.4	16.5

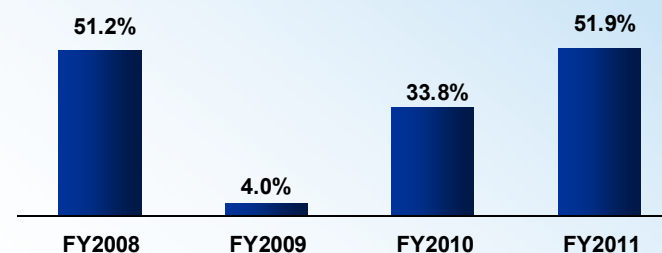
Strong Credit Statistics



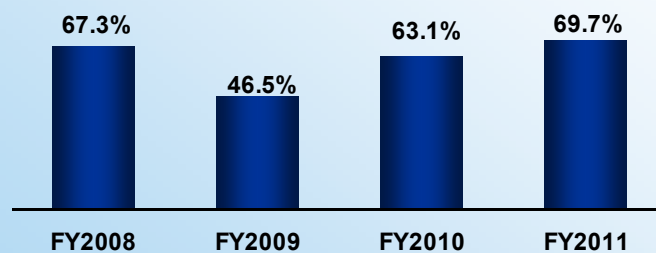
Net Debt / Equity (Excl. NCI)



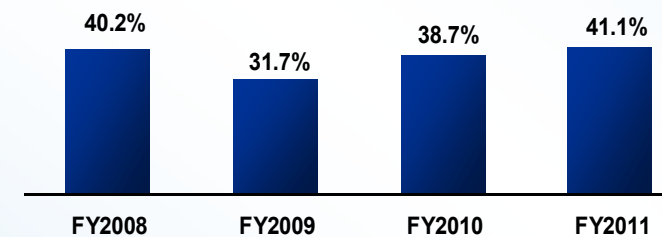
Net Debt / Total Equity (Incl. NCI)



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")

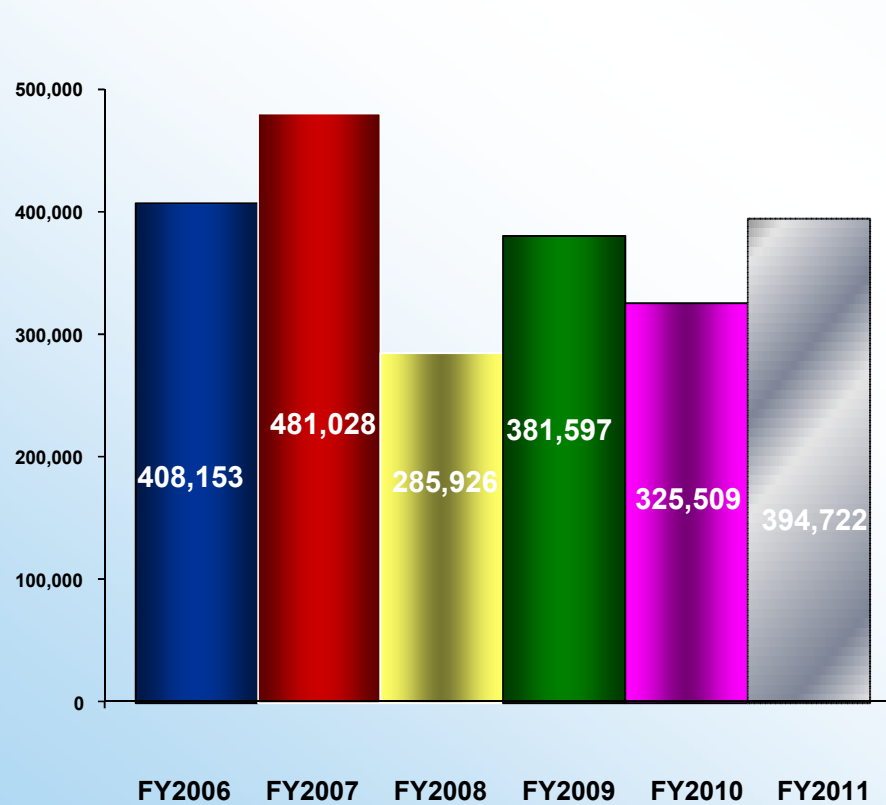


Business and Operation Overview

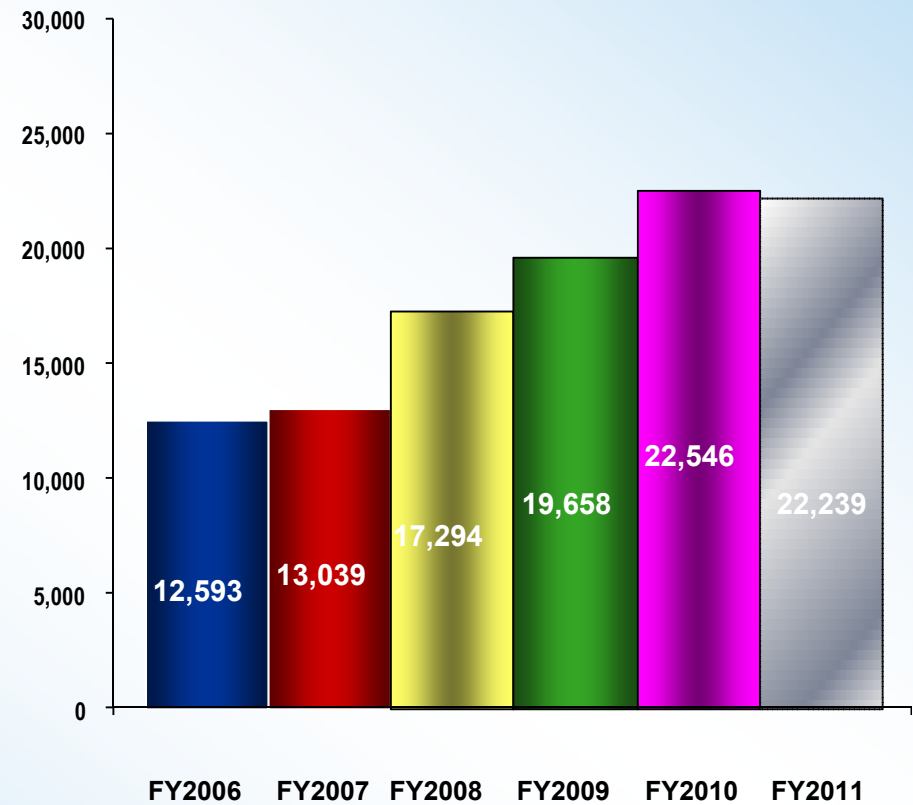


GFA & ASP Overview

GFA Delivered (sqm)



Overall ASP (RMB per sqm)



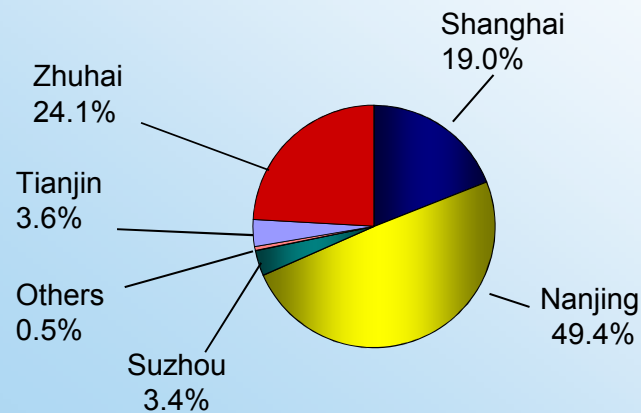


GFA/ Property Sale Contribution Analysis in FY 2011

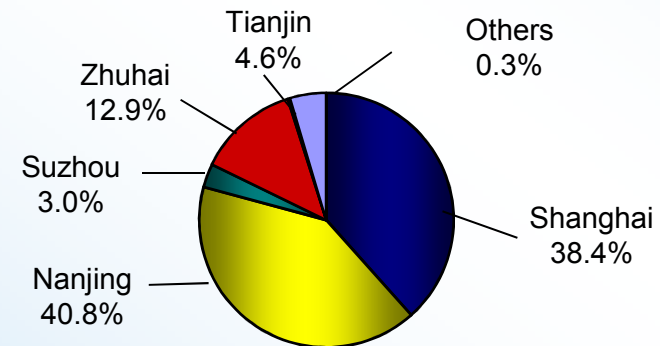
By City, Project and ASP

Major Projects Delivered in FY 2011	GFA (sqm)	ASP (RMB/sqm)	Property Sales by Project (%)
Yanlord Yangtze Riverbay Town (Phase 1) (Nanjing)	118,731	16,155	22.5
Yanlord G53 Apartments (Nanjing)	75,194	21,346	17.8
Yanlord Riverside City (Phase 3) (Shanghai)	4,088	52,107	2.5
Yunjie Riverside Gardens (Phase 2) (Shanghai)	25,730	19,031	5.5
Yanlord Townhouse (Shanghai)	43,700	61,258	29.8
Yanlord Peninsula (Apartment) (Suzhou)	10,907	17,111	2.1
Yanlord Peninsula (Townhouse) (Suzhou)	2,554	28,447	0.9
Yanlord Riverside Plaza (Phase 1) (Tianjin)	14,369	25,659	4.6
Yanlord New City Gardens (Phase 2 – Section 1) (Zhuhai)	2,276	13,793	0.3
Yanlord New City Gardens (Phase 2 – Section 2) (Zhuhai)	92,702	12,276	12.6
Others	4,471	N/A	1.4

GFA Contribution by City



Property Sale Contribution by City

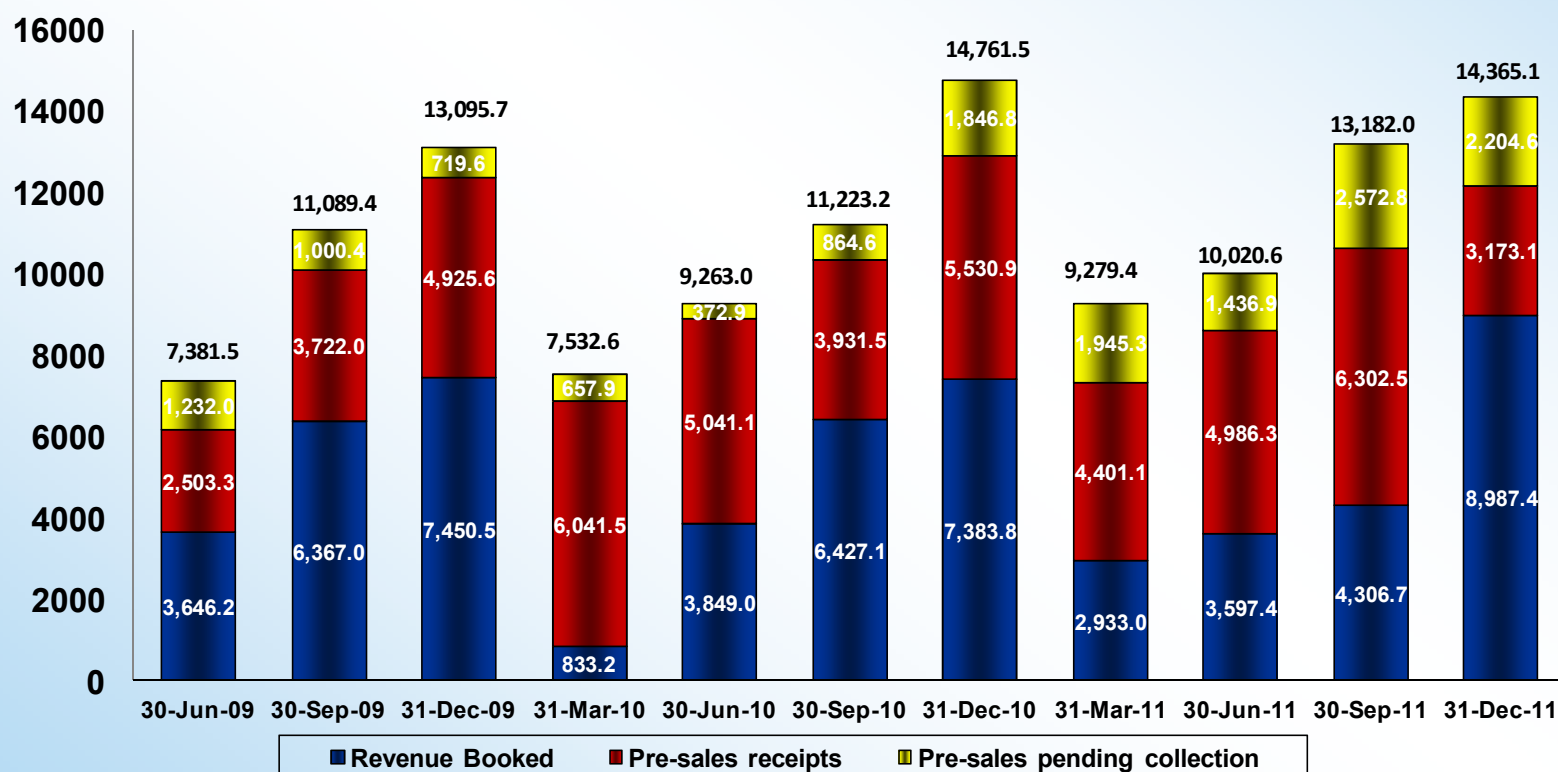


Pre-sales Contracts and Receipts

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 (252,703 sqm)
- Yanlord Riverside Gardens (326,970 sqm)
- Jinnan District Land (364,787 sqm)

Tangshan

- Nanhu Eco-City Land Parcels (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 31 December 2011:

GFA Completed (mil sqm)	0.438
GFA under Development (mil sqm)	1.828
GFA for Future Development (mil sqm)	3.314
Total Land Bank (mil sqm)	5.580

Hainan in 2010

Sanya

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

Yangtze River Delta in 1993

Shanghai

- Yanlord Riverside City (15,783 sqm)
- Yunjie Riverside Gardens (14,909 sqm)
- San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (21,618 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 (432 sqm)
- Yanlord Yangtze Riverbay Town (524,746 sqm)
- Yanlord G53 Apartments (16,859 sqm)
- Plum Mansions, including Lakeside Mansions (583 sqm)
- Orchid Mansions (340 sqm)

Suzhou

- Yanlord Peninsula (3,678 sqm)
- Yanlord Lakeview Bay (337,185 sqm)
- Wuzhong Area C1 Land (22,614 sqm)

Pearl River Delta in 2005

Zhuhai

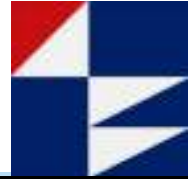
- Yanlord New City Gardens (117,822 sqm)
- Yanlord Marina Centre (216,582 sqm)
- Tang Jia Wan Land Parcels (499,330 sqm)

Shenzhen

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

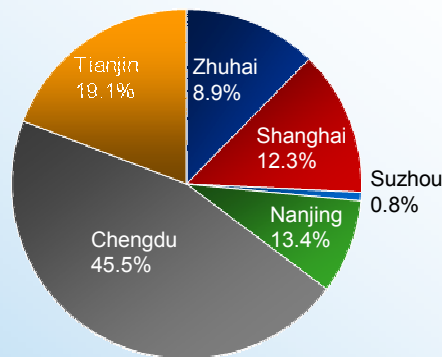
Development Strategies

Growth of business across high-growth cities



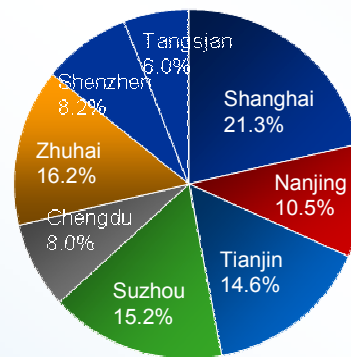
- Increase the market share in cities where Yanlord already has established a superior brand name
- Expand into new cities within the **5** regions where Yanlord is currently in
- Existing land bank sustainable for development in each of these cities for approx. 5 years
- Future projects will be more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

Completed Projects (438,117 sqm⁽¹⁾)



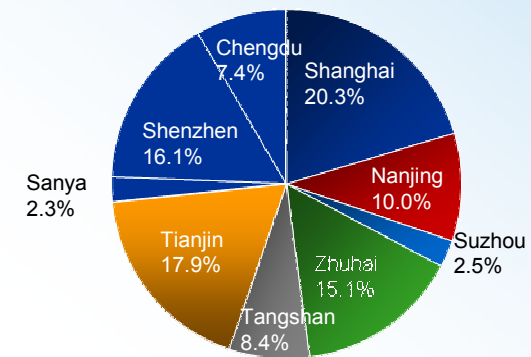
Residential and Commercial	93,667 sqm
Investment	335,210 sqm
Fixed Assets	9,240 sqm

Projects Under Development (1.83 million sqm)



Residential and Commercial	1,771,659 sqm
Investment	56,155 sqm

Landbank: Future Development (3.31 million sqm)



Residential and Commercial	3,164,643 sqm
Investment	149,150 sqm

⁽¹⁾The group has completed 4.13 million sqm out of which 483,117 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 1H 2012



► We expect to launch the following new batches of existing projects in 1H 2012:

▲ Nanjing

- ▲ Yanlord Yangtze Riverbay Town (Phase 2)

▲ Shanghai

- ▲ Bayside Gardens
- ▲ Yanlord Sunland Gardens (Phase 1)

▲ Suzhou

- ▲ Yanlord Lakeview Bay - Land Parcels A2 and A6

▲ Tianjin

- ▲ Yanlord Riverside Gardens (Phase 1)
- ▲ Yanlord Riverside Plaza (Phase 1 and 2)

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