

# **Yanlord Land Group Limited**

# PRESS RELEASE - Unaudited 2Q and 1H 2012 Financial Results

# YANLORD 1H 2012 NET PROFIT ATTRIBUTABLE TO EQUITY HOLDERS JUMPS 182.2% TO RMB871.2 MILLION; RECOGNITION OF PRE-SALES IN SUBSEQUENT QUARTERS TO DRIVE FUTURE PERFORMANCE

- Yanlord posts 1H 2012 revenue of RMB3.198 billion on gross floor area ("GFA") of 144,649 square metres ("sqm") delivered following strong sale of properties
- ➤ Group's pre-contracted sales as at 30 June 2012 grew 43.5% to RMB7.718 billion from RMB5.378 billion as at 31 December 2011
- Net profit attributable to equity holders of the Company rose 182.2% to RMB871.2 million, net attributable profit margin similarly rose 18.6 percentage points ("ppt") to 27.2% in 1H 2012
- Continues to maintain a strong financial position; cash and cash equivalents rose 14.7% to RMB4.902 billion as at 30 June 2012 from RMB4.274 billion as at 31 December 2011

|                                                                | 1H 2012 | 1H 2011 | Change (%) |
|----------------------------------------------------------------|---------|---------|------------|
| Average selling price ("ASP") (RMB / sqm)                      | 20,988  | 15,993  | 31.2       |
| GFA delivered (sqm)                                            | 144,649 | 213,307 | (32.2)     |
| Revenue (RMB mil)                                              | 3,198.5 | 3,597.4 | (11.1)     |
| Gross profit (RMB mil)                                         | 1,123.1 | 1,357.7 | (17.3)     |
| Gross profit margin (%)                                        | 35.1    | 37.7    | (2.6) ppt  |
| Profit for the period (RMB mil)                                | 974.0   | 528.8   | 84.2       |
| Profit attributable to equity holders of the Company (RMB mil) | 871.2   | 308.7   | 182.2      |
| Net attributable profit margin (%)                             | 27.2    | 8.6     | 18.6 ppt   |
| Earnings per share (RMB cents) <sup>1</sup>                    | 41.55   | 14.72   | 182.3      |

 $<sup>^{\</sup>rm 1}$  Based on a fully diluted basis of 2,097,035,000 and 2,100,481,000 shares respectively

**Singapore/Hong Kong – 13 August 2012 –** 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 2012 ("1H 2012").

# 2Q 2012

Underscored by a significant increase in GFA delivered, revenue of the Group in 2Q 2012 rose 311.2% to RMB2.732 billion from RMB664.4 million in 2Q 2011. Gross profit in 2Q 2012 similarly rose 130.1% to RMB952.7 million from RMB414.1 million in 2Q 2011. Driven by the increase in revenue for the quarter, net profit attributable to equity holders in 2Q 2012 leapt 1,702.7% to RMB735.6 million from RMB40.8 million in 2Q 2011, while net attributable profit margin for 2Q 2012 rose to 26.9% from 6.1% in 2Q 2011.

While volatilities arising from austerity measures promulgated by the PRC central government continue to weigh on the PRC real estate sector, Yanlord's high quality developments continue to be well received in the PRC. ASP for 2Q 2012 was largely comparable with that of 2Q 2011 at RMB20,124 per sqm.

### 1H 2012

Driven by continued positive demand for the Group's quality developments, pre-contracted sales as at 30 June 2012 rose 43.5% to RMB7.718 billion from RMB5.378 billion as at 31 December 2011. The progressive recognition of these pre-contracted sales in subsequent financial periods will provide greater assurance of the Group's performance. As of 30 June 2012, the Group has received RMB4.997 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 the subsequent financial periods, the Group's recognised revenue in 1H 2012 declined to RMB3.198 billion from RMB3.597 billion in 1H 2011. The decline was largely attributable to a lower GFA of 144,649 sqm delivered in 1H 2012 compared to 213,307 sqm delivered in 1H 2011. ASP for projects delivered in 1H 2012 rose 31.2% to RMB20,988 per sqm from RMB15,993 per sqm in 1H 2011.

Despite the abovementioned decline in revenue, net profit attributable to equity holders of the Company rose 182.2% to RMB871.2 million in 1H 2012 from RMB308.7 million in 1H 2011. Net

attributable profit margin similarly rose 18.6 ppts to 27.2% in 1H 2012 on the continued sales of properties to customers, a fair value gain on revaluation of Yanlord Riverside Plaza (海河广场) in Tianjin and a net gain on disposal of available-for-sale investment. Fully diluted earnings per share in 1H 2012 similarly leapt 182.3% to RMB41.55 cents (based on 2,097,035,000 shares) from RMB14.72 cents in 1H 2011 (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 2012 was RMB4.902 billion and will serve to fuel the Group's future developments.

# **New Launches**

The Group will continue to launch a new project and new batches of its existing projects in 3Q 2012, namely, Yanlord Yangtze Riverbay Town (Phase 2) (仁恒江湾城二期) in Nanjing, Yanlord Lakeview Bay - Land Parcel A6 (仁恒双湖湾 – A6地块) in Suzhou and Tangshan Nanhu Eco-City - Land Parcel A9 (唐山南湖生态城 – A9地块).

Commenting on the Group's financial performance, Mr. Zhong Sheng Jian, Yanlord's Chairman and Chief Executive Officer, said, "While austerity measures promulgated by the PRC central government since 2010 continue to weigh on sales volumes within the PRC real estate sector, strong growth in the Group's pre-contracted sales in 1H 2012 reflects the continued customer confidence and demand for Yanlord's high quality residential developments. Consistent with our project delivery schedule, we expect to recognise our current pre-contracted sales in the subsequent financial periods which will serve to drive our performance for FY 2012."

### End ###

# 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 Limited 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 Gardens, Yanlord Riverside Gardens and Yanlord Riverside City in Shanghai and Orchid Mansions, Bamboo Gardens 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 nine key high-growth cities within the five major economic regions of the PRC, namely, (i) Yangtze River Delta – Shanghai, Nanjing and Suzhou; (ii) Western China – Chengdu; (iii) Bohai Rim – Tianjin and Tangshan; and (iv) Southern China – Zhuhai and Shenzhen and (v) Hainan – Sanya.

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 2012 financial statement announcement and results presentation, please refer to the Group's website, <a href="www.yanlordland.com">www.yanlordland.com</a>.