



仁恒置地集团
YANLORD LAND GROUP LIMITED

3Q and 9M 2013 Results Presentation

Presentation Content



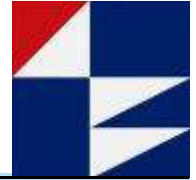
I. Key Financial Highlights

II. Business and Operation Overview



III. Outlook

Yanlord 3Q 2013 Business Review



- ❖ Recognised revenue rises 39.7% to RMB3.508 billion on sustained increase in GFA and ASP of residential units delivered. ASP of units delivered in 3Q 2013 was higher at RMB26,414 per sqm due to a change in the product mix composition while GFA delivered was 129,070 sqm.
- ❖ The Group continues to see strong demand for its quality products despite uncertainty arising from austerity measures introduced by the PRC central government to cool the property sector. Pre-contracted sales rose to RMB9.466 billion as at 30 September 2013 from RMB6.350 billion as at 31 December 2012.
- ❖ Profit attributable to equity holders of the Company in 3Q 2013 declined by 15.4% to RMB306.7 million due to higher net foreign exchange gain of RMB119.6 million in 3Q 2012 as compared to RMB54.2 million in 3Q 2013.

Yanlord 9M 2013 Business Review



- ❖ Progressive recognition of the Group's pre-contracted sales with higher ASP raised recognised revenue in 9M 2013 by 15.1% to RMB6.569 billion. Gross profit was similarly higher at RMB2.199 billion compared to RMB2.019 billion in 9M 2012. Continued recognition of pre-sales in 4Q 2013 will serve to further enhance FY 2013 financial performance.
- ❖ Net profit attributable to equity holders of the Company for 9M 2013 declined by 69.2% to RMB380.5 million, from RMB1.234 billion in 9M 2012 mainly due to lower other operating income of RMB873.7 million mainly arising from the fair value gain on investment property, net foreign exchange gain and net gain on disposal of available-for-sale investment which occurred in 9M 2012.
- ❖ The Group maintains its healthy financial position with a net debt to total equity ratio of 40.2%; cash and bank balances rose 47.0% to RMB5.206 billion as at 30 September 2013 from RMB3.541 billion as at 31 December 2012 owing to stronger sales and increased collection of sales proceeds during the period.

Yanlord 9M 2013 Business Review



- ❖ The Group continues to witness strong buyer demand for its quality projects. Opening week sales of new apartments at Yanlord Yangtze Riverbay Town (Phase 3) and Yanlord Sunland Gardens (Phase 2) saw pre-sales accumulation of approximately RMB2.607 billion. Opening week sell-through for these two projects were 89.7% or 305 of the 340 units and 72.2% or 122 of the 169 units launched at Yangtze Riverbay Town (Phase 3) and Yanlord Sunland Gardens (Phase 2) respectively.
- ❖ Underscored by the Group's confidence in the long term development of the Nanjing real estate sector, Yanlord acquired in October 2013, a 386,000 sqm prime integrated development site in the Sino-Singapore Nanjing Eco Hi-Tech Island for RMB2.877 billion or at an average price of RMB7,447 per sqm.
- ❖ Looking ahead, Yanlord remains confident about its performance for FY 2013, driven by continued sales of its developments and recognition of pre-contracted sales in 4Q 2013.



*Yanlord Sunland Garden
(Shanghai)*

Key Financial Highlights

Income Statement – 3Q 2013 VS 3Q 2012



	3Q 2013	3Q 2012	% Change
GFA delivered (sqm)	129,070	121,232	6.5
ASP (RMB / sqm)	26,414	19,886	32.8
Revenue (RMB mil)	3,507.6	2,510.2	39.7
Cost of sales (RMB mil)	(2,406.1)	(1,614.3)	49.0
Gross profit (RMB mil)	1,101.4	895.9	22.9
Gross profit margin (%)	31.4	35.7	(4.3) ppt
Profit before income tax (RMB mil)	964.9	880.7	9.6
Income tax (RMB mil)	(398.8)	(374.2)	6.6
Profit for the period (RMB mil)	566.1	506.5	11.8
Net profit margin (%)	16.1	20.2	(4.1) ppt
Profit attributable to equity holders of the Company (RMB mil)	306.7	362.6	(15.4)
Net attributable profit margin (%)	8.7	14.4	(5.7) ppt
Basic earnings per share* (RMB cents)	15.60	18.33	(14.9)

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

Income Statement – 9M 2013 VS 9M 2012



	9M 2013	9M 2012	% Change
GFA delivered (sqm)	251,697	265,880	(5.3)
ASP (RMB / sqm)	23,962	20,485	17.0
Revenue (RMB mil)	6,569.4	5,708.7	15.1
Cost of sales (RMB mil)	(4,370.5)	(3,689.8)	18.4
Gross profit (RMB mil)	2,198.9	2,019.0	8.9
Gross profit margin (%)	33.5	35.4	(1.9) ppt
Profit before income tax (RMB mil)	1,564.5	2,420.5	(35.4)
Income tax (RMB mil)	(754.0)	(939.9)	(19.8)
Profit for the period (RMB mil)	810.5	1,480.5	(45.3)
Net profit margin (%)	12.3	25.9	(13.6) ppt
Profit attributable to equity holders of the Company (RMB mil)	380.5	1,233.8	(69.2)
Net attributable profit margin (%)	5.8	21.6	(15.8) ppt
Basic earnings per share* (RMB cents)	19.50	59.97	(67.5)

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

Financials – Snapshot as of 30 September 2013



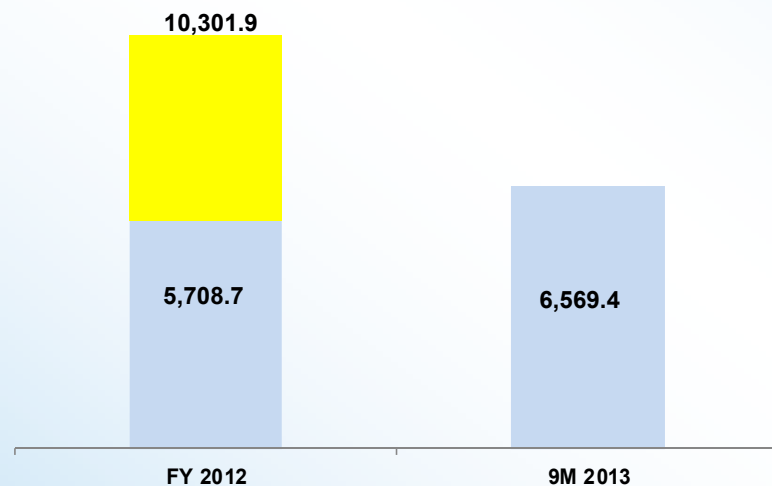
	As of 30 Sep 13	As of 31 Dec 12	% Change
Current assets (RMB mil)	31,520.1	29,185.2	8.0
Non-current assets (RMB mil)	26,508.7	25,114.0	5.6
Total assets (RMB mil)	58,028.8	54,299.1	6.9
Current liabilities (RMB mil)	16,815.4	15,711.0	7.0
Non-current liabilities (RMB mil)	14,369.3	11,904.9	20.7
Total equity (Incl. NCI) (RMB mil)	26,844.1	26,683.3	0.6
Cash and bank balances (RMB mil)	5,206.2	3,540.6	47.0
Short-term debt (RMB mil)	2,540.4	2,861.4	(11.2)
Convertible notes (RMB mil)	327.9	331.3	(1.0)
Senior notes (RMB mil)	6,215.1	4,327.8	43.6
Long-term debt (RMB mil)	6,904.4	6,065.5	13.8
Net debt (RMB mil)	10,781.7	10,045.4	7.3

Profitability Analysis

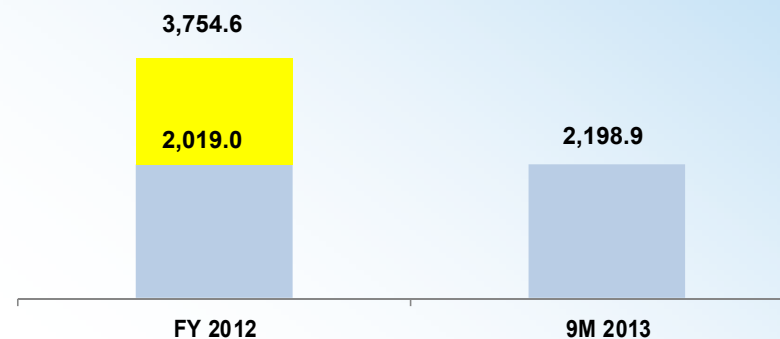


RMB million

Revenue



Gross Profit

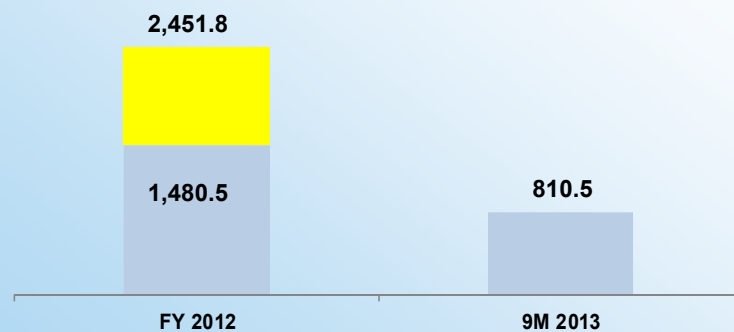


FY 2012

9M 2013

	FY 2012	9M 2013
Margins (%)	36.4	33.5



Profit for the Period



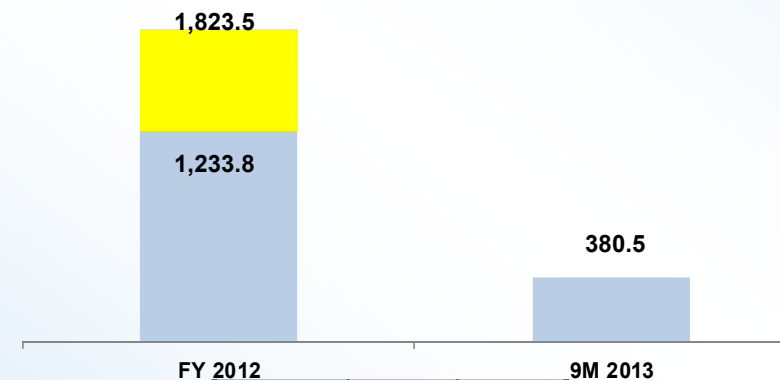
FY 2012

9M 2013

	FY 2012	9M 2013
Margins (%)	23.8	12.3

9M 
4Q 

Profit Attributable to Equity Holders



FY 2012

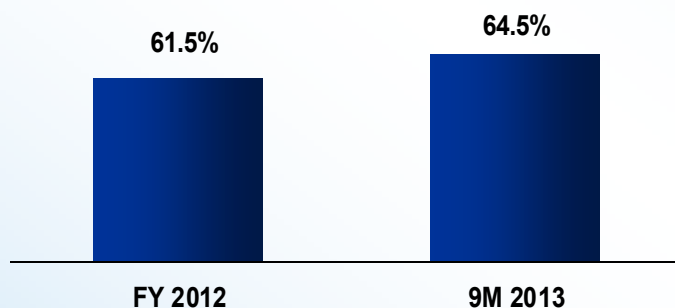
9M 2013

	FY 2012	9M 2013
Margins (%)	17.7	5.8

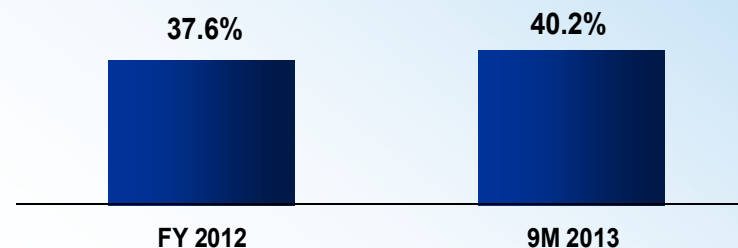
Strong Credit Statistics



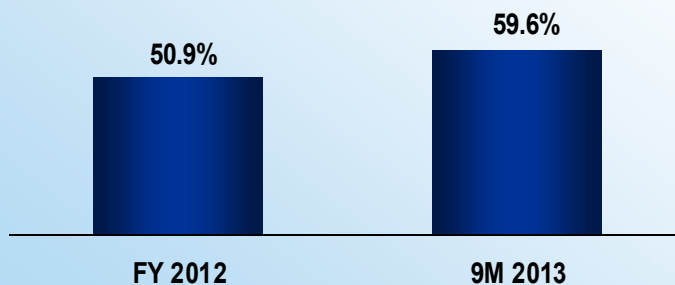
Net Debt / Equity (Excl. NCI)



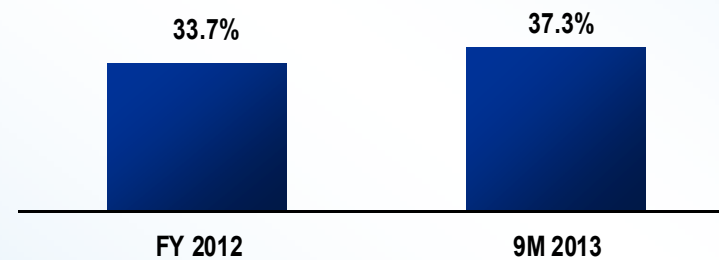
Net Debt / Total Equity (Incl. NCI)



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")

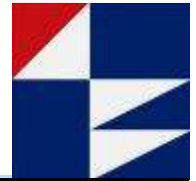


*Yanford Peninsula
(Suzhou)*

Business and Operation Overview

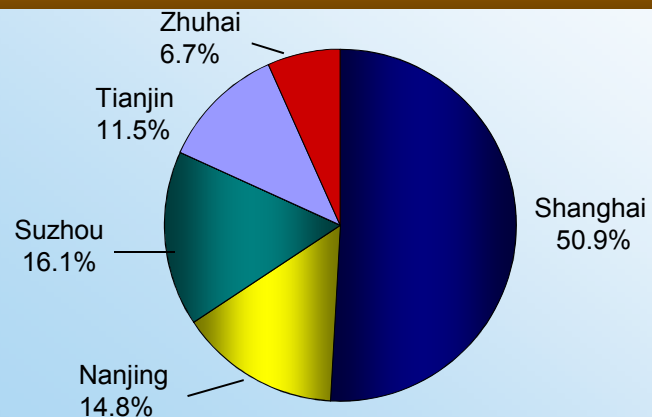
GFA / Property Sale Contribution Analysis in 9M 2013

By City, Project and ASP

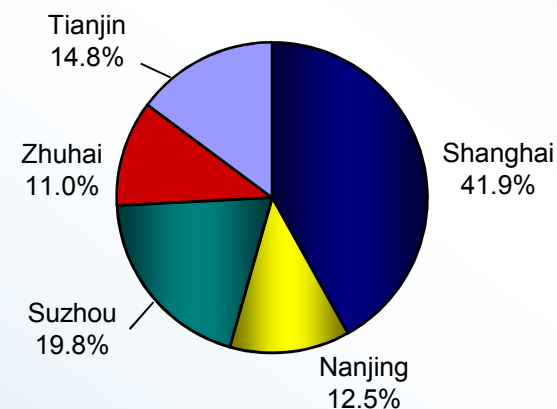


Major Projects Delivered in 9M 2013	GFA (sqm)	ASP (RMB/sqm)	Property Sales by Project (%)
Yanlord Yangtze Riverbay Town (Phase 2) (Nanjing)	27,293	24,081	13.0
Bayside Gardens (Shanghai)	47,197	20,019	15.1
Yanlord Sunland Gardens (Phase 1) (Shanghai)	56,106	38,909	34.8
Yanlord Lakeview Bay - Land Parcel A2 (Suzhou)	17,060	22,048	5.9
Yanlord Lakeview Bay - Land Parcel A6 (Suzhou)	28,737	18,909	8.9
Yanlord Riverside Gardens (Phase 1) (Tianjin)	35,729	19,433	11.1
Yanlord New City Gardens (Phase 2 – Section 2) (Zhuhai)	27,796	14,686	6.4
Others	11,779	N/A	4.8

Property Sale Contribution by City

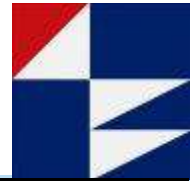


GFA Contribution by City

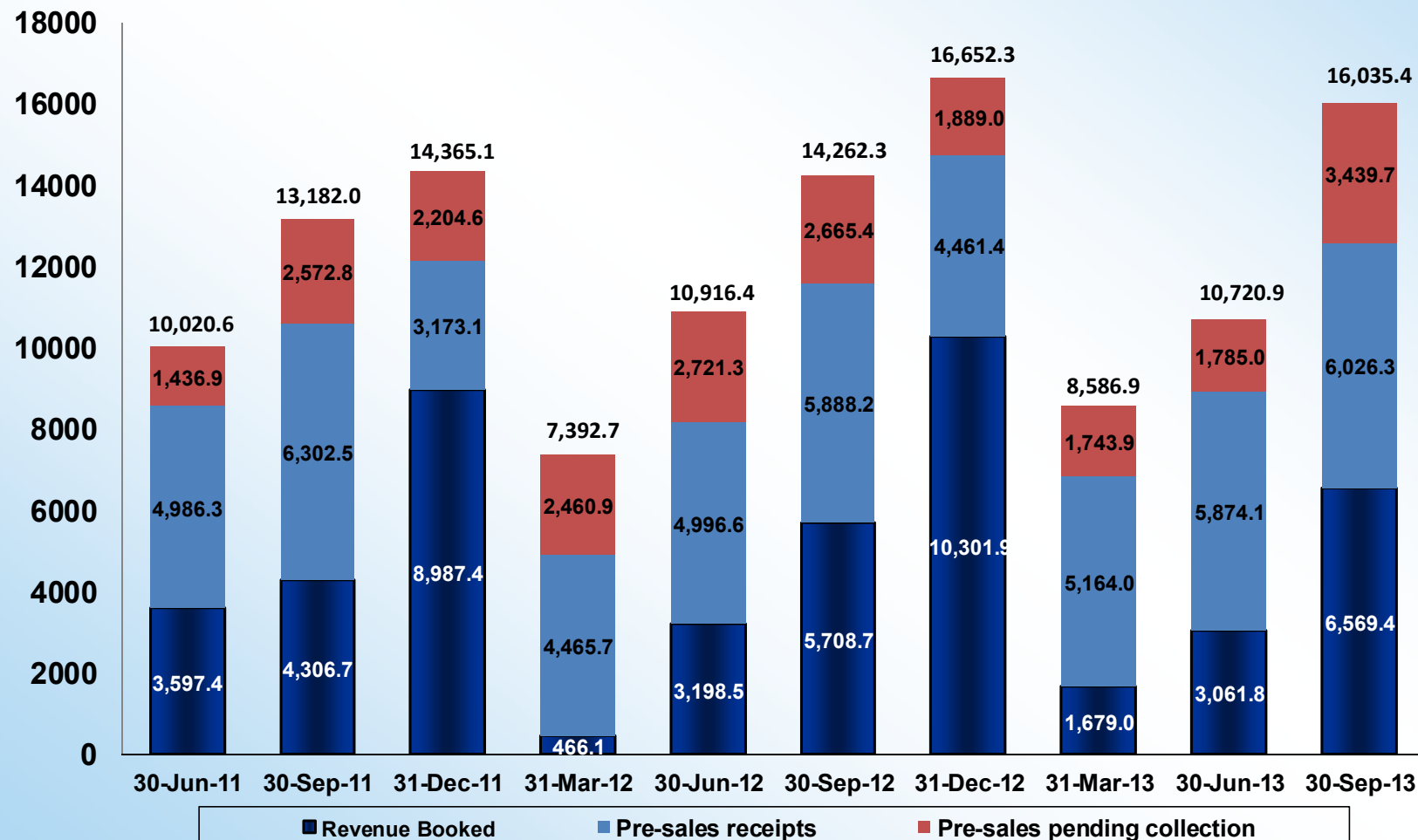


Pre-sales Contracts and Receipts

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 (245,995 sqm)
- Yanlord Riverside Gardens (197,662 sqm)
- Jinnan Land (364,788 sqm)

Tangshan

- Nanhu Eco-City Land Parcels (387,637 sqm)

Western China in 2003

Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Hengye Star Gardens (144 sqm)
- Yanlord Riverbay (390,659 sqm)

As of 30 September 2013:

GFA Completed (mil sqm)	0.639
GFA Under Development (mil sqm)	1.751
GFA for Future Development (mil sqm)	2.543
Total Land Bank (mil sqm)	4.933

Hainan in 2010

Sanya

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

Yangtze River Delta in 1993

Shanghai

- Yanlord Riverside City (8,904 sqm)
- Yunjie Riverside Gardens (7,495 sqm)
- San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (8,402 sqm)
- Bayside Gardens (30,164 sqm)
- Yanlord Sunland Gardens (242,728 sqm)
- Yanlord Western Gardens (246,487 sqm)
- Yanlord Eastern Gardens (179,944 sqm)
- Yanlord on the Park (148,363 sqm)

Nanjing

- Bamboo Gardens (150 sqm)
- Yanlord Int'l Apartments Tower A (37,940 sqm)
- Yanlord Yangtze Riverbay Town (394,472 sqm)
- Yanlord G53 Apartments (10,384 sqm)
- Plum Mansions, including Lakeside Mansions (583 sqm)
- Orchid Mansions (340 sqm)

Suzhou

- Yanlord Peninsula (1,780 sqm)
- Yanlord Lakeview Bay (271,137 sqm)
- Wuzhong Area C1 Land (20,765 sqm)

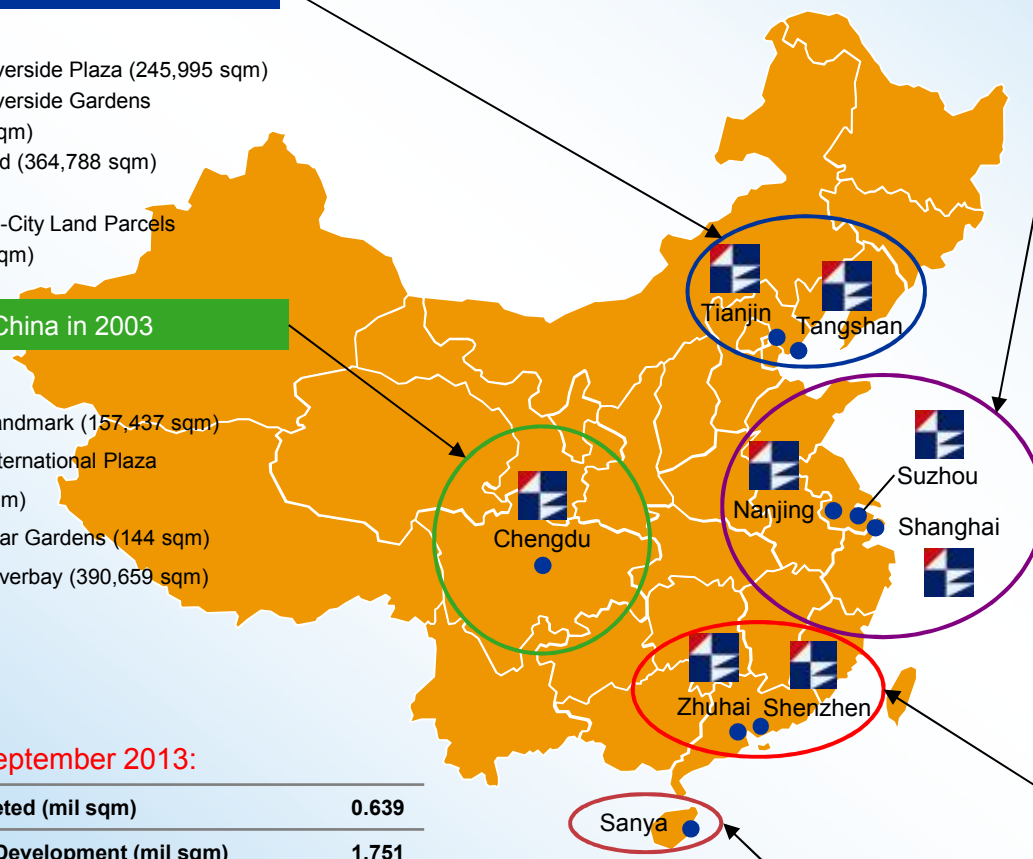
Pearl River Delta in 2005

Zhuhai

- Yanlord New City Gardens (24,405 sqm)
- Yanlord Marina Centre (216,678 sqm)
- Yanlord Marina Peninsula Gardens (499,330 sqm)

Shenzhen

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



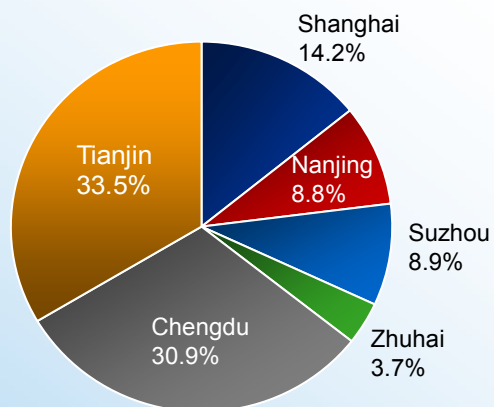
Development Strategies

Growth of business across high-growth cities



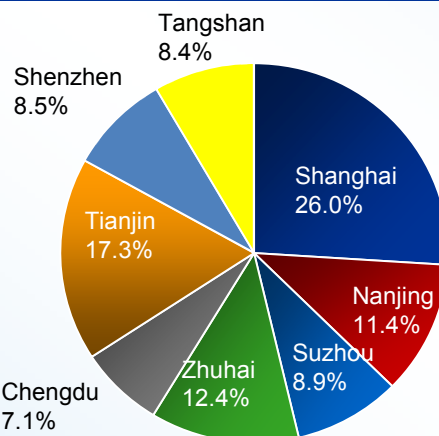
- Increase the market share in cities where Yanlord already has established a superior brand name
- Expand into new cities within the **5** regions where Yanlord is currently in
- Existing landbank sustainable for development in each of these cities for approx. 5 years
- Future projects will be more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

Completed Projects (639,245 sqm⁽¹⁾)



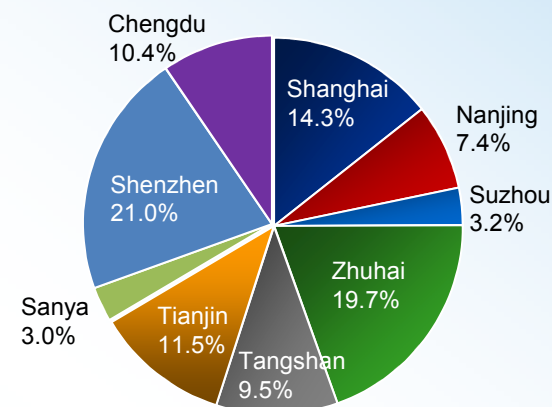
Residential and Commercial	300,865 sqm
Investment	331,024 sqm
Fixed Assets	7,356 sqm

Projects Under Development (1.751 million sqm)



Residential and Commercial	1,588,716 sqm
Investment	162,596 sqm

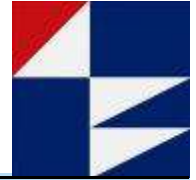
Landbank: Future Development (2.543 million sqm)



Residential and Commercial	2,492,234 sqm
Investment	50,580 sqm

⁽¹⁾The group has completed 5.06 million sqm out of which 639,245 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 2013



► We expect to launch the following new projects and new batches of existing projects in 4Q 2013:

▲ Chengdu

- ▲ Yanlord Riverbay (Phase 2)

▲ Nanjing

- ▲ Yanlord Yangtze Riverbay Town (Phase 3)

▲ Shanghai

- ▲ Bayside Gardens
- ▲ Yanlord Sunland Gardens (Phase 2)

▲ Shenzhen

- ▲ Yanlord Rosemite

▲ Suzhou

- ▲ Yanlord Lakeview Bay – Land Parcels A2, A5 and A7

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.