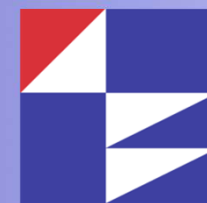




# 仁恒置地集团 YANLORD LAND GROUP LIMITED

4Q and FY 2013 Results Presentation



仁 恒  
YANLORD



# Presentation content



Key Financial Highlights

Section 1

Business and operation overview

Section 2





- Recognised revenue in FY 2013 rose 9.5% to RMB11.280 billion on higher ASP achieved for the year. ASP of units delivered in FY 2013 was higher at RMB24,599 per sqm due to a change in the product mix composition while GFA delivered was 434,334 sqm
- In-line with the revenue growth, gross profit in FY 2013 similarly rose 6.5% over FY 2012 figures to RMB4.000 billion. However, due to a lower other operating income of RMB513.1 million in FY 2013 owing to the absence of the disposal gain and dividend income on available-for-sale investment and a net foreign exchange gain on its senior notes, as well as lower fair value gain on investment properties in FY 2013 as compared to FY 2012, net profit attributable to equity holders of the Company declined 19.2% to RMB1.474 billion; net attributable margin for the year was 13.1%
- The Group maintains its healthy financial position with a net debt to total equity ratio of 37.5%; cash and cash equivalents rose to RMB7.082 billion as at 31 December 2013 from RMB3.541 billion as at 31 December 2012



# Yanlord FY 2013 Business Review (cont'd)



- Despite uncertainty arising from austerity measures introduced by the PRC central government to cool the property sector, demand for Yanlord's quality products continues to be resilient. Pre-sales rose to RMB9.812 billion as at 31 December 2013 from RMB6.350 billion as at 31 December 2012
- To further enhance shareholder value, the Board has proposed the payment of a first and final dividend of 1.30 Singapore cents per share (approximately 6.40 Renminbi cents per share) to shareholders representing a dividend payout ratio of approximately 8.5% of FY 2013 earnings per share of 75.63 Renimbi cents
- Yanlord remains confident about its future performance, driven by continued sales of its developments and larger proportion of pre-sales recognition in subsequent periods





# Key Financial Highlights





# Statement of Profit and Loss – 4Q 2013 VS 4Q 2012



	4Q 2013	4Q 2012	% Change
<b>GFA delivered (sqm)</b>	182,637	181,258	0.8
<b>ASP (RMB/sqm)</b>	25,476	25,566	(0.4)
<b>Revenue (RMBm)</b>	4,710.7	4,593.1	2.6
<b>Cost of sales (RMBm)</b>	(2,909.3)	(2,857.5)	1.8
<b>Gross profit (RMBm)</b>	1,801.4	1,735.6	3.8
<b>Gross profit margin (%)</b>	38.2	37.8	0.5 ppt
<b>Profit before income tax (RMBm)</b>	2,173.5	1,716.5	26.6
<b>Income tax (RMBm)</b>	(891.9)	(745.3)	19.7
<b>Profit for the period (RMBm)</b>	1,281.6	971.2	32.0
<b>Net profit margin (%)</b>	27.2	21.1	6.1 ppt
<b>Profit attributable to equity holders of the Company (RMBm)</b>	1,093.3	589.7	85.4
<b>Net attributable profit margin (%)</b>	23.2	12.8	10.4 ppt
<b>Basic earnings per share<sup>1</sup> (RMB cents)</b>	55.40	29.92	85.2

Note:

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



# Statement of Profit and Loss – FY 2013 VS FY 2012



	FY 2013	FY 2012	% Change
<b>GFA delivered (sqm)</b>	434,334	447,139	(2.9)
<b>ASP (RMB/sqm)</b>	24,599	22,545	9.1
<b>Revenue (RMBm)</b>	11,280.1	10,301.9	9.5
<b>Cost of sales (RMBm)</b>	(7,279.8)	(6,547.3)	11.2
<b>Gross profit (RMBm)</b>	4,000.3	3,754.6	6.5
<b>Gross profit margin (%)</b>	35.5	36.4	(0.9) ppt
<b>Profit before income tax (RMBm)</b>	3,738.0	4,137.0	(9.6)
<b>Income tax (RMBm)</b>	(1,645.9)	(1,685.2)	(2.3)
<b>Profit for the period (RMBm)</b>	2,092.1	2,451.8	(14.7)
<b>Net profit margin (%)</b>	18.5	23.8	(5.3) ppt
<b>Profit attributable to equity holders of the Company (RMBm)</b>	1,473.8	1,823.5	(19.2)
<b>Net attributable profit margin (%)</b>	13.1	17.7	(4.6) ppt
<b>Basic earnings per share<sup>1</sup> (RMB cents)</b>	74.90	89.59	(16.4)

Note:

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



# Financials – Snapshot as at 31 December 2013



	As at 31 Dec 13	As at 31 Dec 12	% Change
<b>Current assets (RMBm)</b>	40,956.9	29,185.2	40.3
<b>Non-current assets (RMBm)</b>	20,482.1	25,114.0	(18.4)
<b>Total assets (RMBm)</b>	61,439.0	54,299.1	13.1
<b>Current liabilities (RMBm)</b>	18,476.1	15,711.0	17.6
<b>Non-current liabilities (RMBm)</b>	15,104.6	11,904.9	26.9
<b>Total equity (Incl. NCI) (RMBm)</b>	27,858.4	26,683.3	4.4
<b>Cash and bank balances (RMBm)</b>	7,082.0	3,540.6	100.0
<b>Short-term debt (RMBm)</b>	3,484.8	2,861.4	21.8
<b>Convertible notes (RMBm)</b>	326.3	331.3	(1.4)
<b>Senior notes (RMBm)</b>	6,185.4	4,327.8	42.9
<b>Long-term debt (RMBm)</b>	7,535.4	6,065.5	24.2
<b>Net debt (RMBm)</b>	10,449.9	10,045.4	4.0

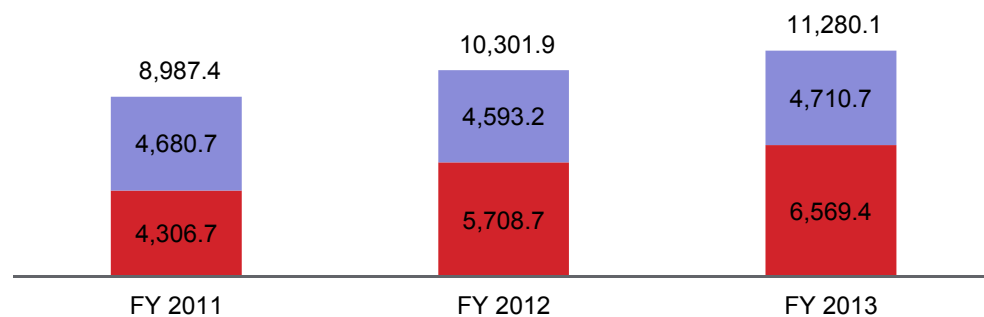




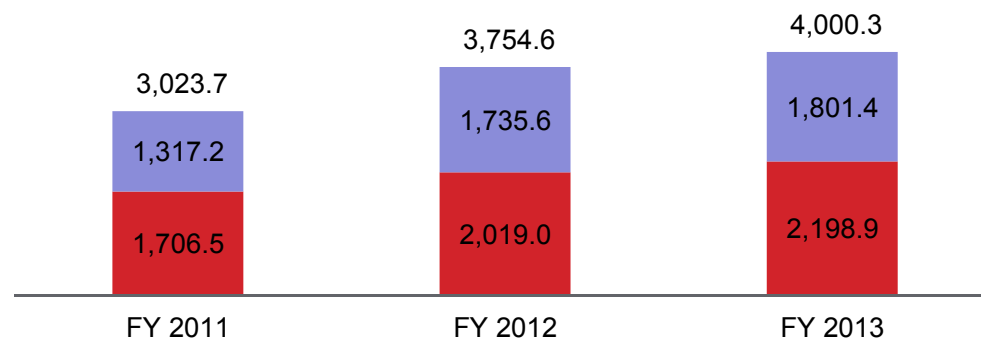
# Profitability Analysis



## Revenue (RMBm)



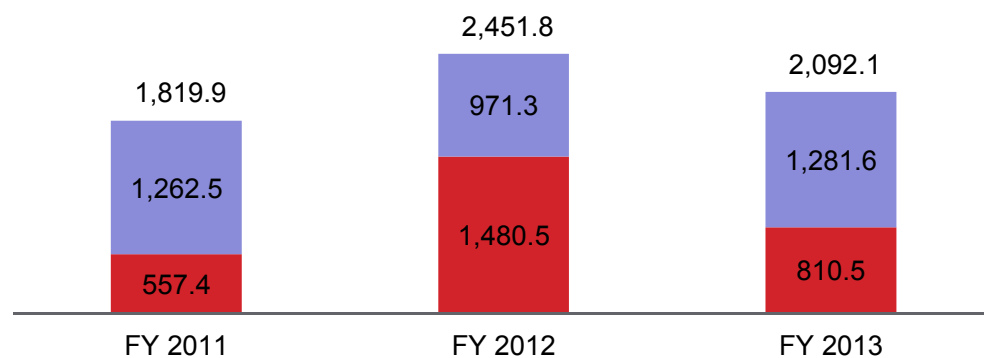
## Gross profit (RMBm)



Margins (%)	36.4	35.5
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■ 9M ■ 4Q

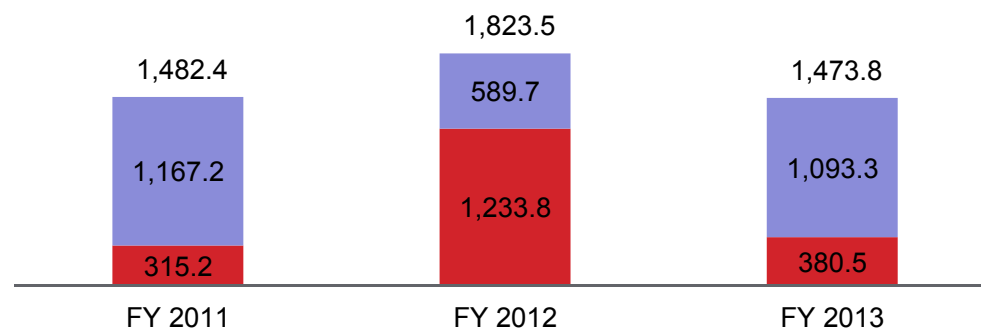
## Profit for the period (RMBm)



Margins (%)	23.8	18.5
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■ 9M ■ 4Q

## Profit attributable to equity holders (RMBm)



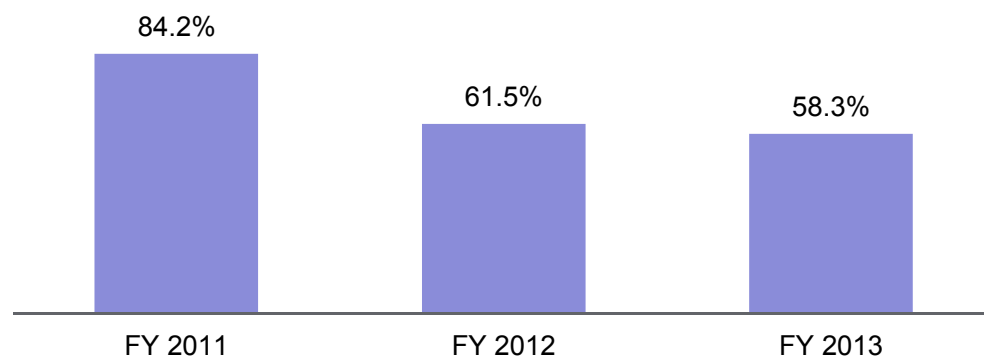
Margins (%)	17.7	13.1
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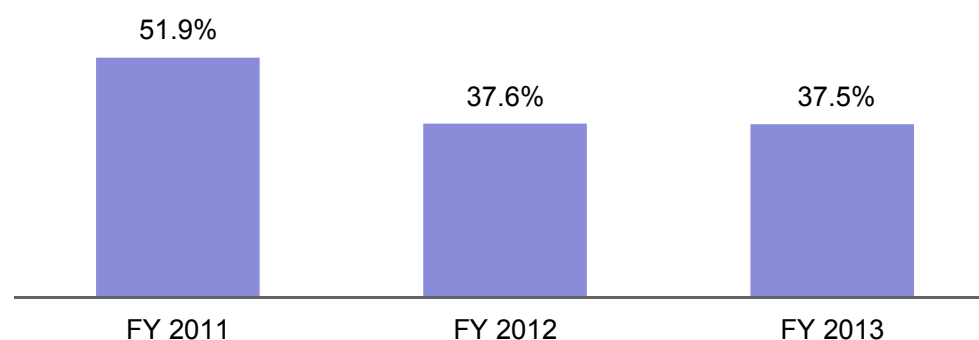
# Strong Credit Metrics



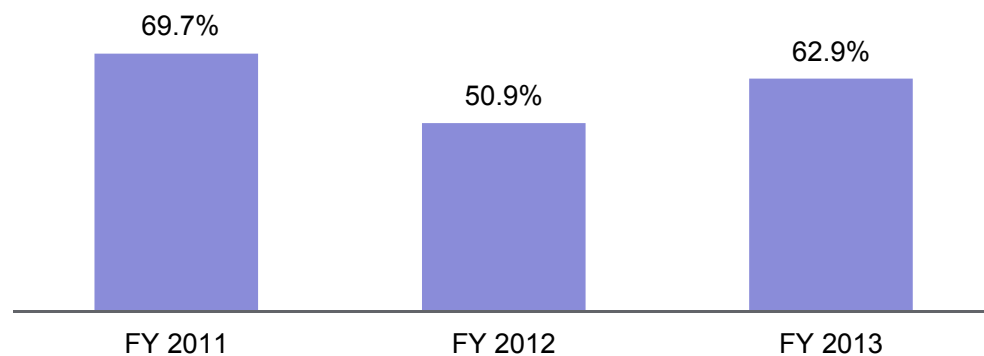
**Net debt/ equity (Excl. NCI)**



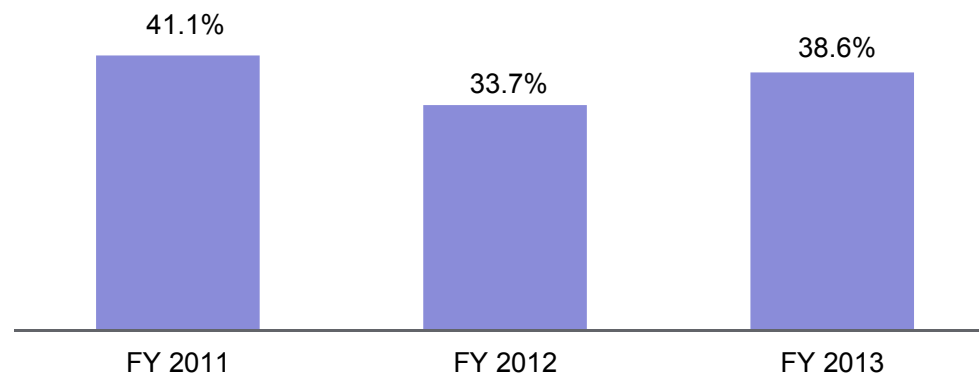
**Net debt/ total equity (Incl. NCI)**



**Total debt/ total equity (Incl. NCI)**



**Total debt/ capitalization<sup>1</sup>**



Note:

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





# **Business and operation overview**





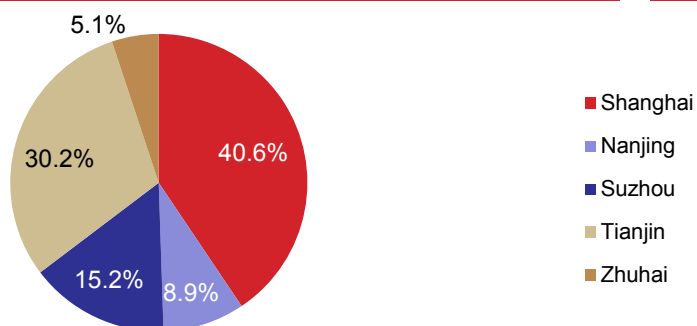
# GFA/ Property Sale Contribution Analysis in FY 2013

## By city, project and ASP

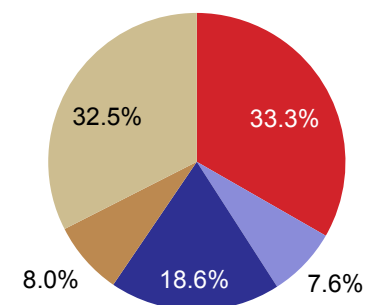


Major projects delivered in FY 2013	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Yanlord Yangtze Riverbay Town (Phase 2) (Nanjing)	28,237	24,073	7.8
Bayside Gardens (Shanghai)	59,849	20,652	11.4
Yanlord Sunland Gardens (Phase 1) (Shanghai)	82,920	38,084	28.7
Yanlord Lakeview Bay - Land Parcel A2 (Suzhou)	18,977	21,762	3.7
Yanlord Lakeview Bay - Land Parcel A6 (Suzhou)	55,502	19,912	10.2
Yanlord Lakeview Bay - Land Parcel A7 (Suzhou)	5,070	19,863	0.9
Yanlord Riverside Gardens (Phase 1) (Tianjin)	46,730	19,578	8.4
Yanlord Riverside Plaza (Phase 1) (Tianjin)	10,921	29,828	3.0
Yanlord Riverside Plaza (Phase 2) (Tianjin)	83,495	24,840	18.8
Yanlord New City Gardens (Phase 2 – Section 2) (Zhuhai)	33,367	15,181	4.8
Others	9,266	N/A	2.3

Property Sale Contribution by City



GFA Contribution by City

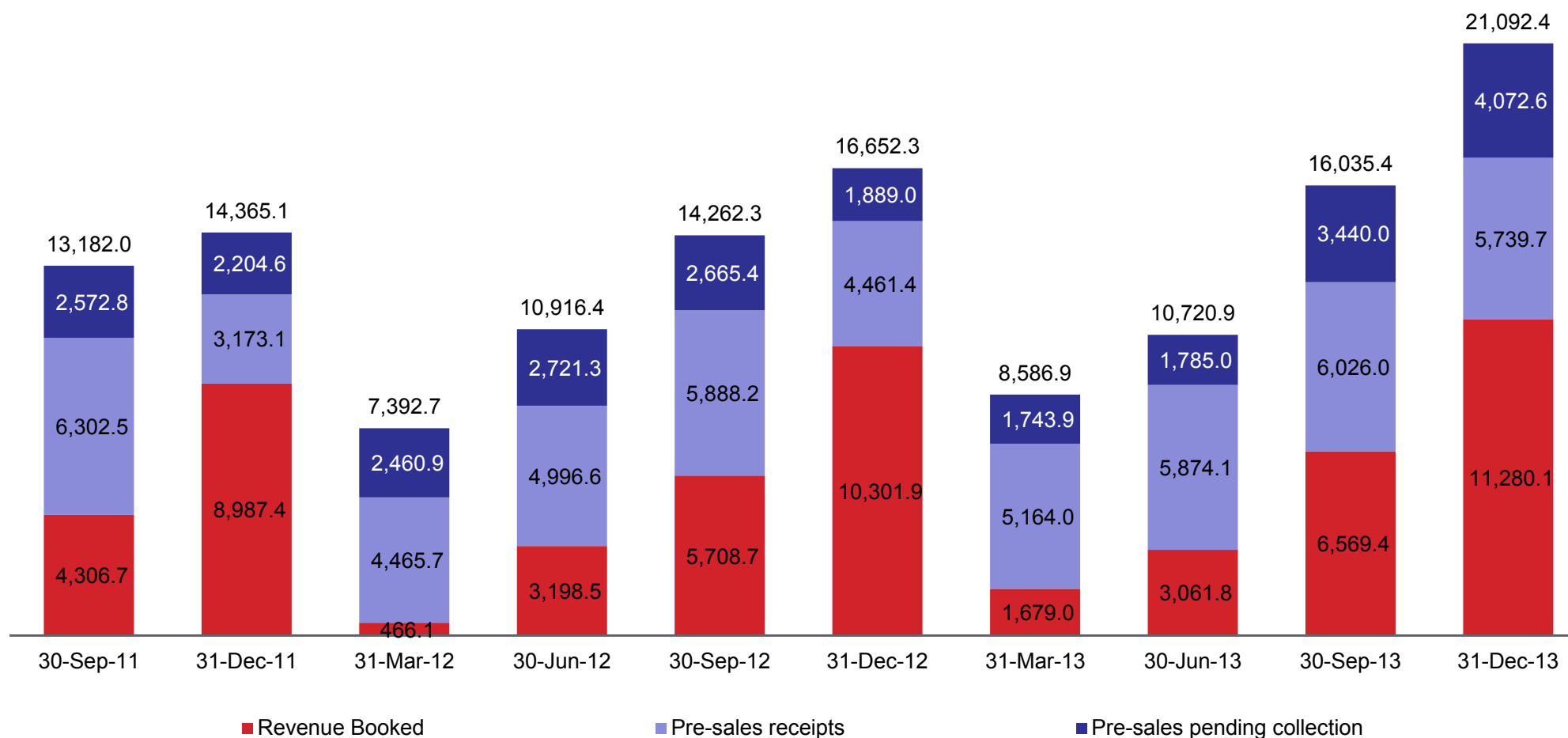


# Pre-sales and Receipts

## Resilient growth



Revenue Booked, Pre-Sales and Proceeds Collected (RMBm)



# Diversified Geographic Coverage

## Abundant land bank in high-growth cities



### Bohai Rim since 2005

#### Tianjin

- Yanlord Riverside Plaza (151,036 sqm)
- Yanlord Riverside Gardens (186,660 sqm)
- Jinnan Land (364,787 sqm)

#### Tangshan

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

### Yangtze River Delta since 1993

#### Shanghai

- Yanlord Riverside City (8,904 sqm)
- Yunjie Riverside Gardens (7,495 sqm)
- San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (8,611 sqm)
- Bayside Gardens (17,511 sqm)
- Yanlord Sunland Gardens (215,419 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 (398,408 sqm)
- Yanlord G53 Apartments (10,151 sqm)
- Plum Mansions, including Lakeside Mansions (563 sqm)
- Orchid Mansions (340 sqm)
- Nanjing Eco Hi-tech Island – Land Parcel G73 (386,336 sqm)

#### Suzhou

- Yanlord Peninsula (1,505 sqm)
- Yanlord Lakeview Bay (239,949 sqm)
- Wuzhong Area C1 Land (19,622 sqm)

### Pearl River Delta since 2005

#### Zhuhai

- Yanlord New City Gardens (17,347 sqm)
- Yanlord Marina Centre (216,677 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)

### Western China since 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 31 December 2013:

GFA Completed (mil sqm)	0.539
GFA Under Development (mil sqm)	2.405
GFA for Future Development (mil sqm)	2.194
<b>Total Land Bank (mil sqm)</b>	<b>5.138</b>

### Hainan since 2010

#### Sanya

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





# Development Strategies

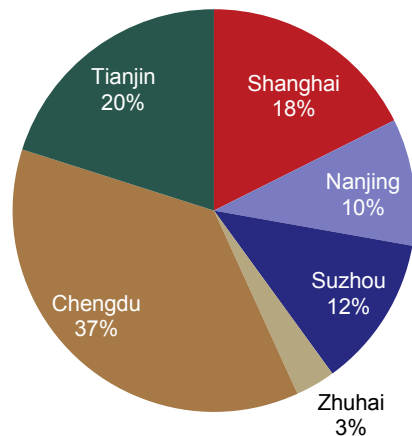
## Growth of business across high-growth cities



- 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

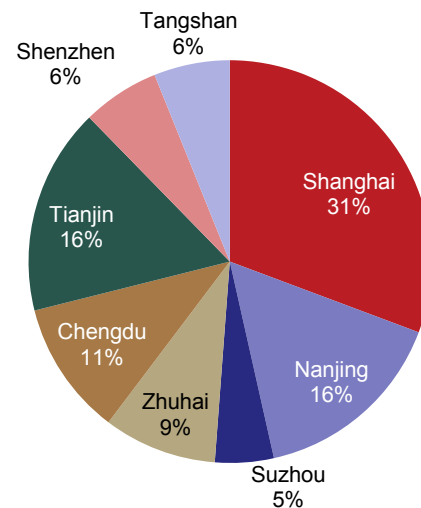
(538,692 sqm<sup>1</sup>)



Residential and Commercial	193,247 sqm
Investment	338,089 sqm
Fixed Assets	7,356 sqm

### Projects under development

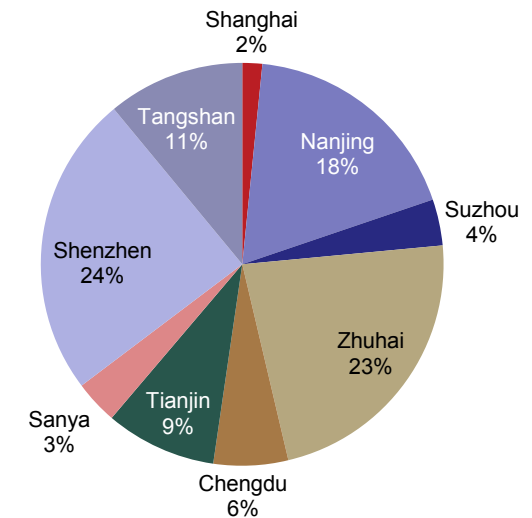
(2.405 million sqm)



Residential and Commercial	2,242,223 sqm
Investment	162,596 sqm

### Land bank: Future development

(2.194 million sqm)



Residential and Commercial	2,143,921 sqm
Investment	50,580 sqm

Note:

1. The group has completed 5.144 million sqm out of which 538,692 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 1Q 2014



**We expect to launch the following new batches of existing projects in 1Q 2014:**

- **Chengdu**
  - Yanlord Riverbay – Phase 1 & 2
- **Nanjing**
  - Yanlord Yangtze Riverbay Town – Phase 3
- **Shanghai**
  - Yanlord Sunland Gardens – Phase 2
- **Shenzhen**
  - Yanlord Rosemite
- **Suzhou**
  - Yanlord Lakeview Bay – Land Parcel A5
- **Tianjin**
  - Yanlord Riverside Gardens – Phase 2



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