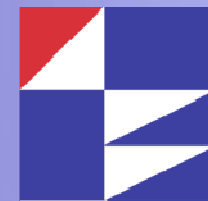




仁恒置地集团 YANLORD LAND GROUP LIMITED

Annual General Meeting Presentation



仁恒
YANLORD





Yanlord 4Q and FY 2016 Business Review





- Healthy home buyer demand helped propel the Group's pre-sale accumulation in FY 2016. Pre-sales of properties and car parks rose approximately 15.1% year-on-year to RMB33.257 billion in FY 2016 from RMB28.887 billion in FY 2015. Accumulated pre-sales pending recognition as at 31 December 2016 was RMB26.488 billion.
- In-line with the Group's delivery schedule, 4Q 2016 revenue was lower at RMB9.902 billion, however, the increased delivery of higher margin projects in 4Q 2016 helped propel the Group's gross profit up 62.3% to RMB4.206 billion. Gross profit margin for the period rose to 42.5% in 4Q 2016 compared with 25.3% in 4Q 2015.
- In-line with the significant growth in gross profits, profit attributable to owners of the Company in 4Q 2016 rose 26.3% to RMB1.549 billion. Net attributable profit margin similarly rose to 15.6% in 4Q 2016 from 12.0% in 4Q 2015.





- On the back of strong demand for its developments, the Group's revenue jumped 54.8% to RMB25.664 billion in FY 2016 from RMB16.581 billion in FY 2015. Owing to the increased delivery of higher margin projects in FY 2016, the Group experienced a margin expansion with gross profit margin rising to 31.2% from 27.5% in FY 2015.
- Underlined by the significant revenue growth, profit attributable to owners of the Company in FY 2016 leapt 83.7% to RMB2.697 billion from RMB1.469 billion in FY 2015. Fully diluted earnings per share in FY 2016 rose 83.9% to 138.56 Renminbi cents from 75.36 Renminbi cents in FY 2015.
- Excluding the fair value gain on investment properties and net foreign exchange effect, profit attributable to owners of the Company in FY 2016 leapt **109.0%** to RMB2.292 billion from RMB1.095 billion in FY 2015.





- Robust sales collection help to maintain the Group's net debt to total equity gearing ratio at a healthy 20.3% and raised cash and cash equivalents position to RMB17.583 billion as at 31 December 2016.
- To better enhance shareholder value and drive the Company's long term development strategy, the Board of Directors has proposed a higher first and final dividend of **4.35** Singapore cents (approximately 20.86 Renminbi cents per ordinary share) which is approximately 186.2% higher than the **1.52** Singapore cents paid out in FY 2015.
- Yanlord is confident about its performance for FY 2017, driven by continued sales of its developments and larger proportion of pre-sales recognition in subsequent periods.





Key Financial Highlights



Statement of Profit or Loss – 4Q 2016 VS 4Q 2015



| | 4Q 2016 | 4Q 2015 | % Change |
|---|-----------|-----------|----------|
| GFA delivered (sqm) | 379,299 | 341,836 | 11.0 |
| ASP (RMB/ sqm) | 25,739 | 30,601 | (15.9) |
| Revenue (RMBm) | 9,901.9 | 10,237.4 | (3.3) |
| Cost of sales (RMBm) | (5,696.0) | (7,645.2) | (25.5) |
| Gross profit (RMBm) | 4,205.9 | 2,592.2 | 62.3 |
| Gross profit margin (%) | 42.5 | 25.3 | 17.2 ppt |
| Profit before income tax (RMBm) | 4,300.2 | 3,072.6 | 40.0 |
| Income tax (RMBm) | (1,916.6) | (1,254.5) | 52.8 |
| Profit for the period (RMBm) | 2,383.6 | 1,818.1 | 31.1 |
| Net profit margin (%) | 24.1 | 17.8 | 6.3 ppt |
| Profit attributable to owners of the Company (RMBm) | 1,549.1 | 1,226.3 | 26.3 |
| Net attributable profit margin (%) | 15.6 | 12.0 | 3.6 |
| Basic earnings per share ¹ (RMB cents) | 79.77 | 62.93 | 26.8 |

Note:

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



Statement of Profit or Loss – FY 2016 VS FY 2015



| | FY 2016 | FY 2015 | % Change |
|--|------------|------------|----------|
| GFA delivered (sqm) | 944,834 | 590,170 | 60.1 |
| ASP (RMB/ sqm) | 26,812 | 27,303 | (1.8) |
| Revenue (RMBm) | 25,664.4 | 16,581.4 | 54.8 |
| Cost of sales (RMBm) | (17,644.7) | (12,026.2) | 46.7 |
| Gross profit (RMBm) | 8,019.7 | 4,555.2 | 76.1 |
| Gross profit margin (%) | 31.2% | 27.5% | 3.7 ppt |
| Profit before income tax (RMBm) | 7,472.2 | 4,317.1 | 73.1 |
| Income tax (RMBm) | (3,495.0) | (1,946.7) | 79.5 |
| Profit for the period (RMBm) | 3,977.2 | 2,370.4 | 67.8 |
| Net profit margin (%) | 15.5% | 14.3% | 1.2 ppt |
| Profit attributable to owners of the Company (RMBm) | 2,697.4 | 1,468.5 | 83.7 |
| Net attributable profit margin (%) | 10.5% | 8.9% | 1.6 ppt |
| Basic earnings per share¹ (RMB cents) | 138.56 | 75.36 | 83.9 |

Note:

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



Financials – Snapshot as at 31 December 2016



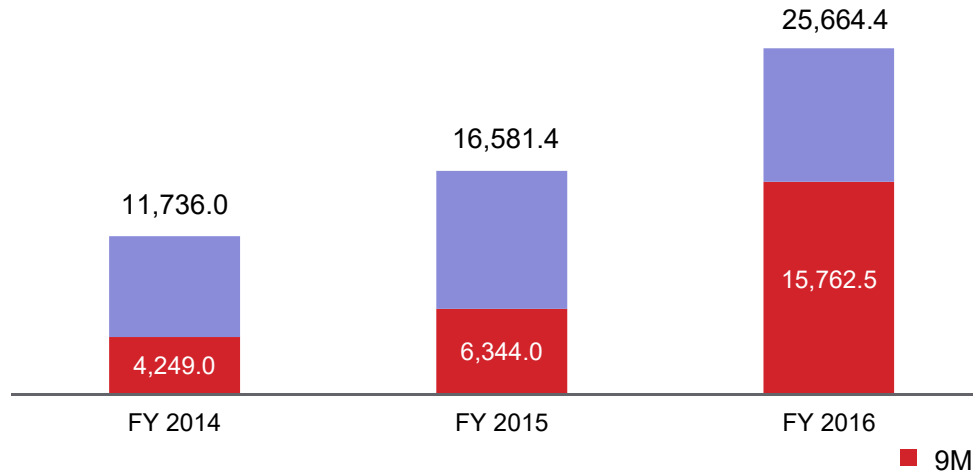
| | As at 31 Dec 16 | As at 31 Dec 15 | % Change |
|---|-----------------|-----------------|----------|
| Current assets (RMBm) | 70,610.5 | 60,156.9 | 17.4 |
| Non-current assets (RMBm) | 22,837.9 | 19,740.5 | 15.7 |
| Total assets (RMBm) | 93,448.4 | 79,897.4 | 17.0 |
| Current liabilities (RMBm) | 46,997.9 | 34,980.7 | 34.4 |
| Non-current liabilities (RMBm) | 16,440.9 | 14,382.3 | 14.3 |
| Total equity (Incl. NCI) (RMBm) | 30,009.6 | 30,534.5 | (1.7) |
| Cash and cash equivalents (RMBm) | 17,583.4 | 17,517.0 | 0.4 |
| Short-term debt (RMBm) | 8,983.1 | 4,097.4 | 119.2 |
| Senior notes (RMBm) | 1,916.3 | 6,268.3 | 79.3 |
| Long-term debt (RMBm) | 12,775.6 | 8,022.1 | (69.4) |
| Net debt (RMBm) | 6,091.6 | 870.8 | 59.3 |



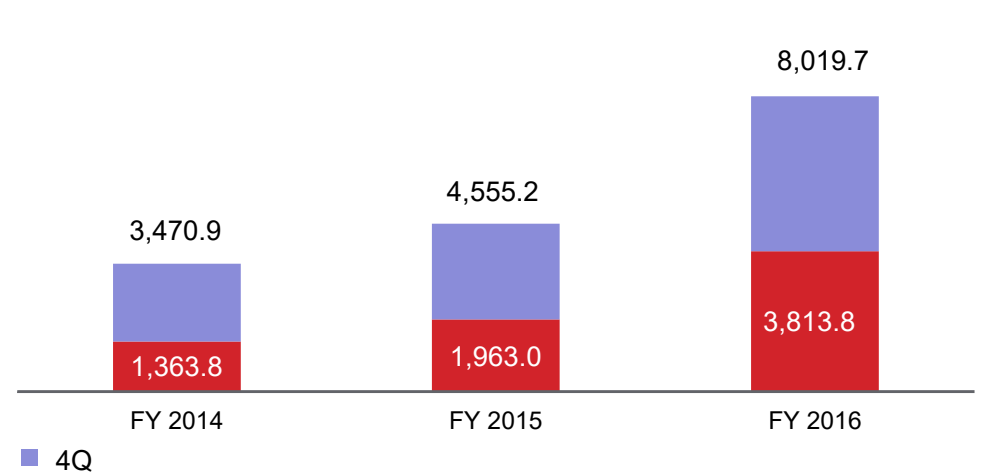
Profitability Analysis



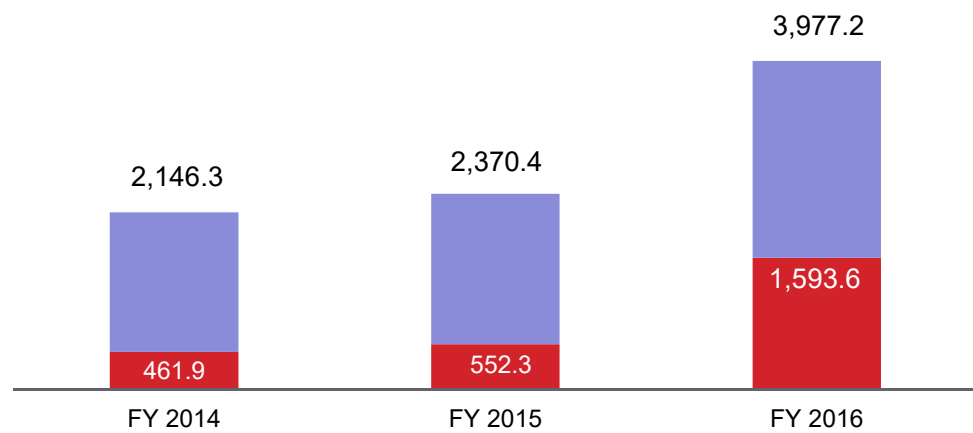
Revenue (RMBm)



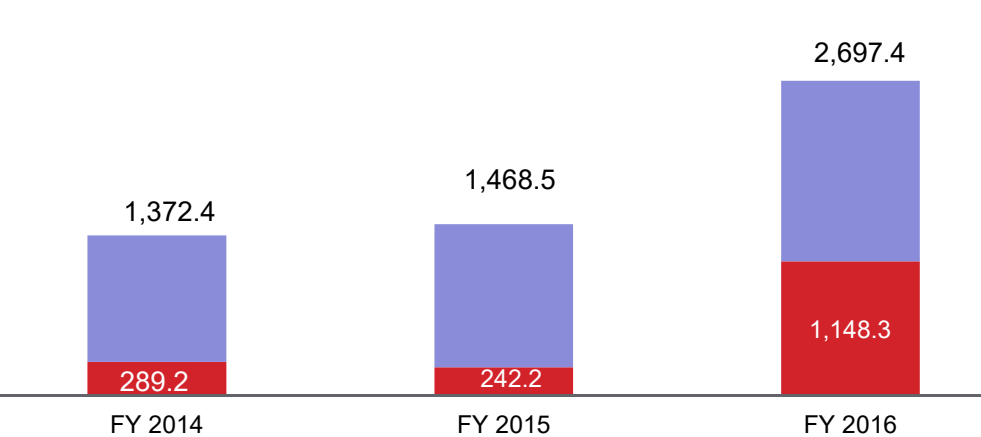
Gross profit (RMBm)



Profit for the period (RMBm)



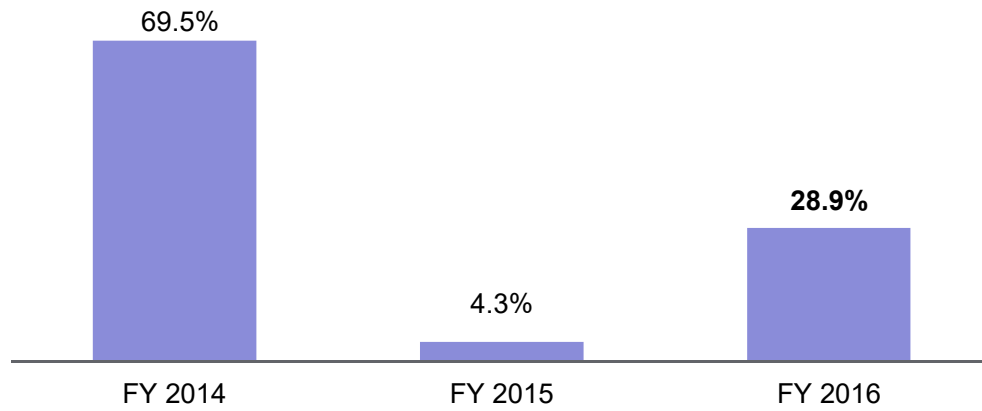
Profit attributable to owners of the Company (RMBm)



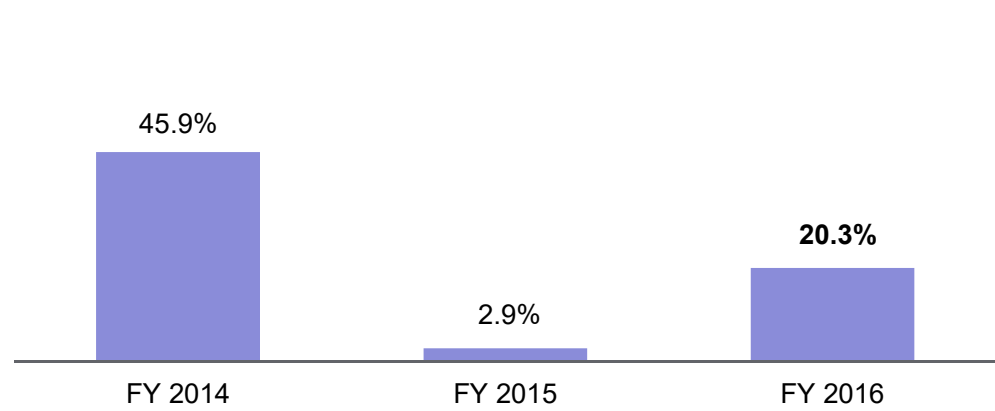
Strong Credit Metrics



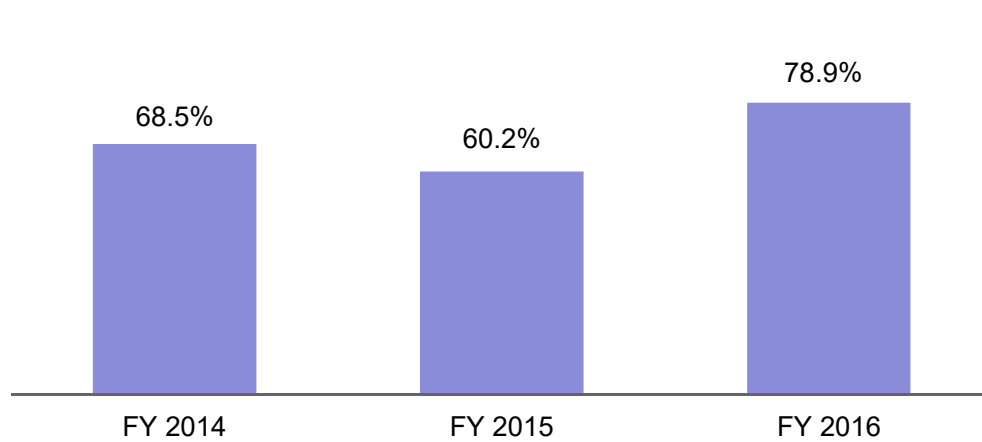
Net debt/ equity (Excl. NCI)



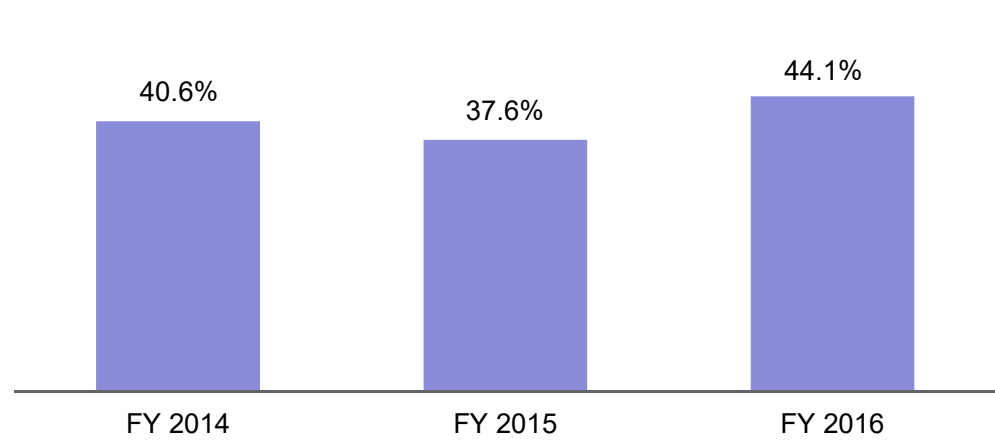
Net debt/ total equity (Incl. NCI)



Total debt/ total equity (Incl. NCI)



Total debt/ capitalization¹



Note:

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





Business and Operation Overview



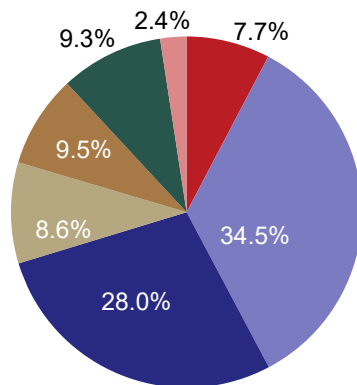
GFA/ Property Sale Contribution Analysis in FY 2016

By city, project and ASP

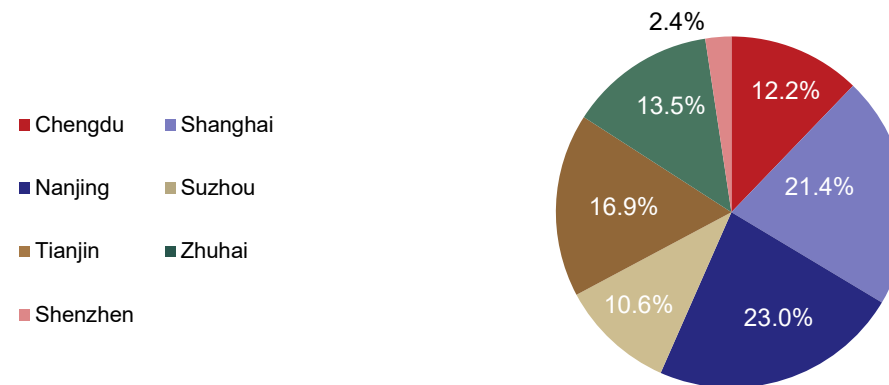


| Major projects delivered in FY 2016 | GFA (sqm) | ASP (RMB/ sqm) | Property sales by project (%) |
|---|-----------|----------------|-------------------------------|
| Nanjing Oasis New Island Gardens (Phase 1) | 101,382 | 25,760 | 10.6 |
| Nanjing Yanlord Yangtze Riverbay Town (Phase 4) | 115,682 | 38,561 | 17.2 |
| Shanghai Yanlord Eastern Gardens | 97,126 | 43,026 | 16.1 |
| Shanghai Yanlord Sunland Gardens (Phase 2) | 29,832 | 47,901 | 5.8 |
| Shanghai Yanlord Western Gardens | 57,525 | 40,970 | 9.1 |
| Tianjin Jinnan Land (Phase 1) | 74,648 | 13,245 | 4.0 |
| Tianjin Jinnan Land (Phase 2) | 67,280 | 12,695 | 3.3 |
| Zhuhai Yanlord Marina Peninsula Gardens (Phase 1) | 116,537 | 17,088 | 7.7 |
| Others | 284,822 | - | 26.2 |

Property Sale Contribution by City



GFA Contribution by City

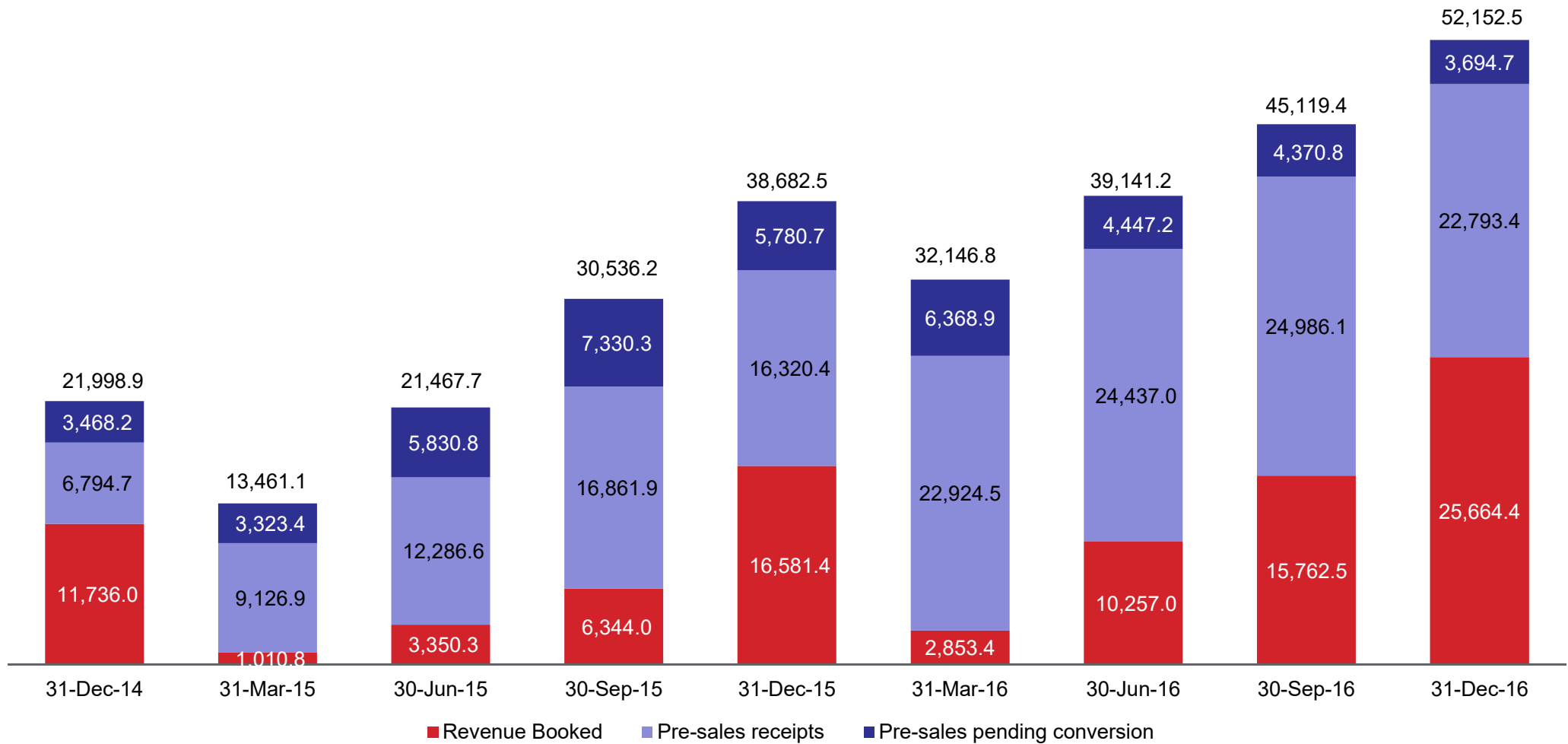


Pre-sales and Receipts

Resilient growth



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



Diversified Geographic Coverage

Abundant land bank in high-growth cities



*Contains projects being held under associate or joint venture

Bohai Rim since 2005

Tianjin

- Yanlord Riverside Plaza (132,167 sqm)
- Tianjin Jinnan Land (215,964 sqm)
- Tianjin Hong Qiao Land (260,638 sqm)*
- Tianjin No. 2013-090 Land (264,915 sqm)*
- Yanlord Majestic Mansion (243,935 sqm)

Tangshan

- Tangshan Nanhu Eco-City Land Parcels* (275,787 sqm)

Western China since 2003

Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Hengye Star Gardens (144 sqm)
- Yanlord Riverbay (184,379 sqm)

Hainan since 2010

Sanya

- Sanya Hai Tang Bay - Land Parcel 9 (75,592 sqm)

As of 31 December 2016:

| | |
|---|--------------|
| GFA Completed (mil sqm) | 0.727 |
| GFA Under Development (mil sqm) | 3.223 |
| GFA for Future Development (mil sqm) | 1.977 |
| Total Land Bank (mil sqm) | 5.927 |

Zhuhai

- Yanlord New City Gardens (10,773 sqm)
- Yanlord Marina Centre (195,642 sqm)
- Yanlord Marina Peninsula Gardens (358,899 sqm)

Pearl River Delta since 2005

Shenzhen

- Shenzhen Longgang District Redevelopment Project (390,000 sqm)
- Shenzhen Longgang District Economic Residential Housing (144,064 sqm)
- Yanlord Rosemite (5,951 sqm)
- Yanlord Landmark (37,688 sqm)
- Yanlord Centre (333,280 sqm)

Yangtze River Delta since 1993

Shanghai

- Yanlord Riverside City (8,634 sqm)
- Yunjie Riverside Gardens (4,195 sqm)
- Shanghai San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (678 sqm)
- Bayside Gardens (821 sqm)
- Yanlord Sunland Gardens (21,870 sqm)
- Yanlord Western Gardens (132,458 sqm)
- Yanlord Eastern Gardens (81,501 sqm)
- Yanlord on the Park (148,163 sqm)

Nanjing

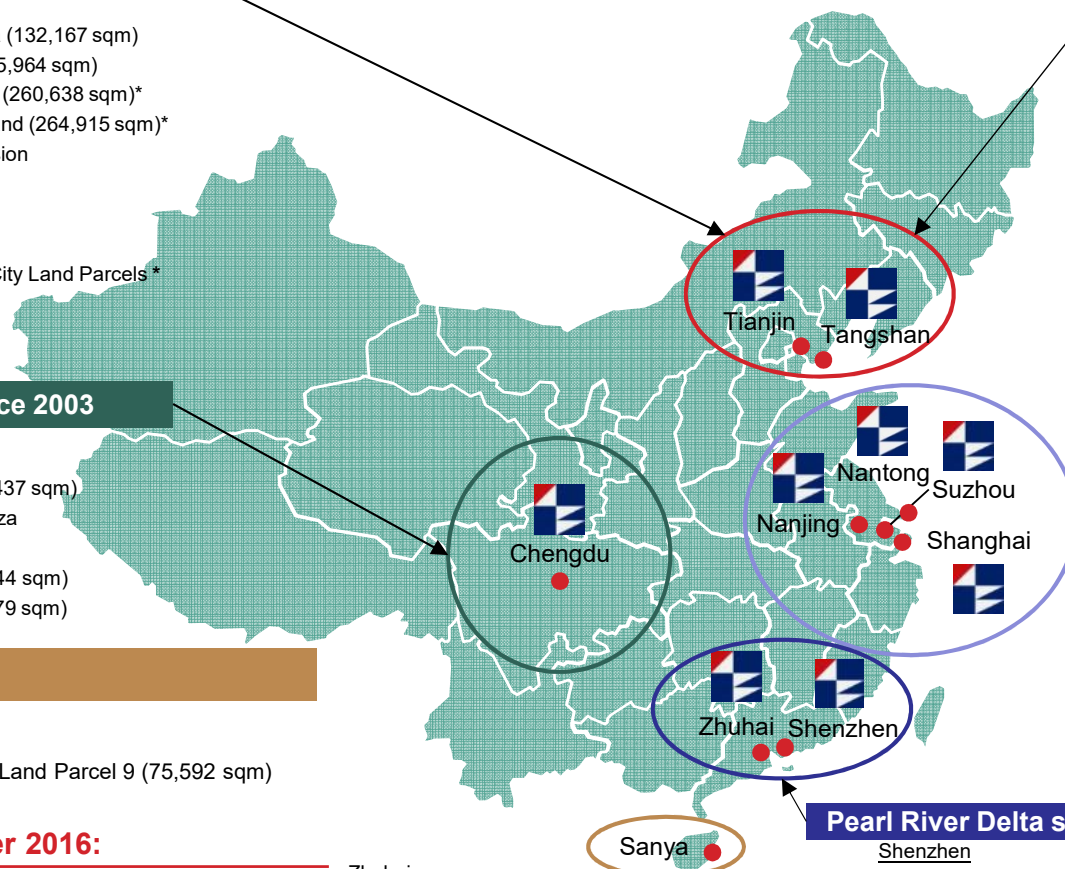
- Yanlord Int'l Apartments Tower A (37,940 sqm)
- Yanlord Yangtze Riverbay Town (89,737 sqm)
- Yanlord G53 Apartments (9,524 sqm)
- Oasis New Island Gardens (170,148 sqm)
- Nanjing Eco Hi-Tech Island – Land Parcel G73 (118,653 sqm)
- Nanjing Daji Land Parcels (320,000 sqm)
- Nanjing No. 2016G01 Land (154,338 sqm)*
- Nanjing No. 2016G84 Land (540,000 sqm)

Suzhou

- Yanlord Peninsula (331 sqm)
- Yanlord Lakeview Bay (38,316 sqm)
- Suzhou Wuzhong Area C1 Land (13,210 sqm)
- Tang Yue Bay Gardens (110,940 sqm)
- Riverbay Gardens (297,972 sqm)
- Suzhou No.2016-WG-46 Land Parcels (75,132 sqm)
- Suzhou No.2016-WG-63 Land (50,855 sqm)

Nantong

- Four Seasons Gardens (136,674 sqm)



Development Strategies

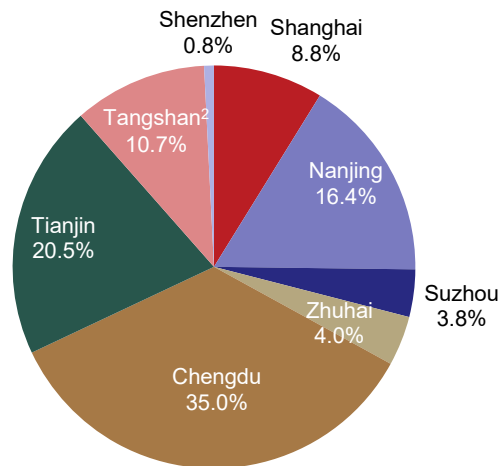
Growth of business across high-growth cities



- 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

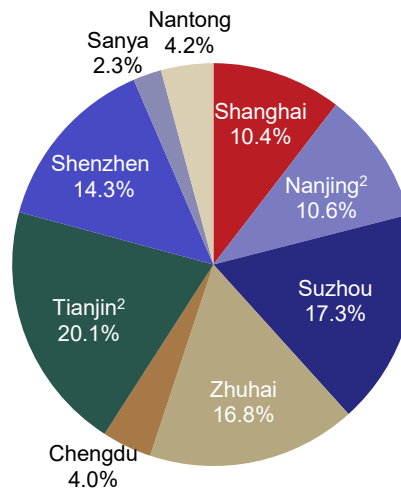
(726,650 sqm¹)



| | |
|-----------------------------------|-------------|
| Residential and Commercial | 289,478 sqm |
| Investment | 427,804 sqm |
| Fixed Assets | 9,368 sqm |

Projects under development

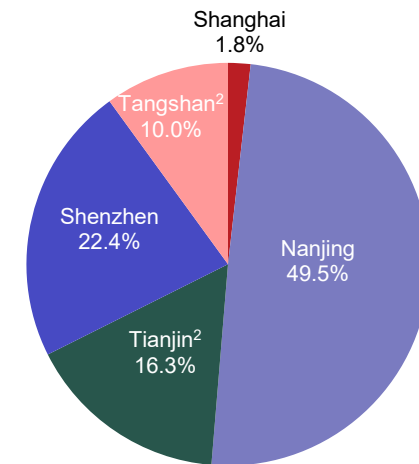
(3.223 million sqm)



| | |
|-----------------------------------|---------------|
| Residential and Commercial | 3,008,862 sqm |
| Investment | 214,558 sqm |

Land bank: Future development

(1.977 million sqm)



| | |
|-----------------------------------|---------------|
| Residential and Commercial | 1,977,483 sqm |
| Investment | - |

Note:

1. The group has completed 7.457 million sqm out of which 726,650 sqm are GFA completed are retained as investment properties, fixed assets, or yet to be sold/ delivered to customers
2. Contains projects being held under associate or joint venture



New Launches of Property for Sale in 1Q 2017



We expect to launch the following new batches of existing projects in 1Q 2017:

- **Nantong**

- Four Seasons Gardens

- **Shanghai**

- Yanlord on the Park
- Yanlord Western Gardens

- **Tianjin**

- Tianjin Jinnan Land (Phase 3)

- **Zhuhai**

- Yanlord Marina Centre – Section B
- Yanlord Marina Peninsula Gardens (Phase 2)



Financial Ratios Summary*



| | 2016 | 2015 | 2014 | 2013 |
|--------------------------------------|-------|-------|------|------|
| Net Debt to Total Equity (%) | 20.3 | 2.9 | 45.9 | 38.4 |
| Dividends Declared (Singapore cents) | 4.35 | 1.52 | 1.30 | 1.30 |
| Net Asset Value per share (RMB) | 10.84 | 10.44 | 9.85 | 9.21 |
| Average interest cost (%) | 5.2 | 6.2 | 6.6 | 7.0 |

* For reference purposes only



Upcoming Project Launches

- Yanlord On the Park (Shanghai)



Upcoming Project Launches

- Yanlord Western Gardens (Shanghai)



Project Showcase

- Yanlord Marina Centre – Section B (Zhuhai)



Project Showcase

- Four Seasons Gardens (Nantong)



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