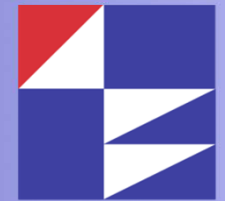




# 仁恒置地集团 YANLORD LAND GROUP LIMITED

1Q 2015 Results Presentation



仁恒  
YANLORD



# Presentation content



Yanlord 1Q 2015 Business Review

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# Yanlord 1Q 2015 Business Review





- Healthy home buyer demand coupled with favourable regulatory policies, continued to drive sales of Yanlord's high-quality developments in 1Q 2015. The Group's accumulated pre-sales as at 31 March 2015 rose to RMB12.450 billion while advances for pre-sale properties received as at 31 March 2015 amounted to RMB9.127 billion.
- In-line with the Group's delivery schedule whereby a larger proportion of pre-sales will be recognised in subsequent quarters, revenue in 1Q 2015 declined 42.7% to RMB1.011 billion. Despite lower gross profit for the period of RMB431.8 million, gross profit margin rose to 42.7% in 1Q 2015 from 36.3% in 1Q 2014 due to the inclusion of resettlement service fee income.
- Profit attributable to owners of the Company was lower at RMB15.5 million owing to the lower GFA delivered during the period and a net foreign exchange loss for the period.





- The Group continues to maintain a healthy financial position. Cash and cash equivalents balances of RMB6.210 billion as at 31 March 2015, coupled with a healthy net debt to total equity gearing ratio of 47.5% will serve to fuel the Group's future development.
- Strong buyer support seen at latest launches. Subsequent to the end of the period under review, the Group launched new batches of apartment units in Shanghai and Nanjing. Over RMB1.3 billion of pre-sale amount accumulated on the respective first days of launches.
- Yanlord remains confident about its performance for FY 2015, 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 – 1Q 2015 VS 1Q 2014



	1Q 2015	1Q 2014	% Change
<b>GFA delivered (sqm)</b>	28,454	58,688	(51.5)
<b>ASP (RMB/sqm)</b>	25,817	26,704	(3.3)
<b>Revenue (RMBm)</b>	1,010.8	1,763.2	(42.7)
<b>Cost of sales (RMBm)</b>	(579.0)	(1,123.0)	(48.4)
<b>Gross profit (RMBm)</b>	431.8	640.2	(32.6)
<b>Gross profit margin (%)</b>	42.7	36.3	6.4 ppt
<b>Profit before income tax (RMBm)</b>	217.7	613.6	(64.5)
<b>Income tax (RMBm)</b>	(139.3)	(255.3)	(45.4)
<b>Profit for the period (RMBm)</b>	78.4	358.3	(78.1)
<b>Net profit margin (%)</b>	7.8	20.3	(12.5 ppt)
<b>Profit attributable to owners of the Company (RMBm)</b>	15.5	266.0	(94.2)
<b>Net attributable profit margin (%)</b>	1.5	15.1	(13.6 ppt)
<b>Basic earnings per share<sup>1</sup> (RMB cents)</b>	0.79	13.54	(94.2)

Note:

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



# Financials – Snapshot as at 31 March 2015



	As at 31 Mar 15	As at 31 Dec 14	% Change
<b>Current assets (RMBm)</b>	49,528.1	45,477.0	8.9
<b>Non-current assets (RMBm)</b>	20,061.7	21,849.6	(8.2)
<b>Total assets (RMBm)</b>	69,589.8	67,326.6	3.4
<b>Current liabilities (RMBm)</b>	21,076.6	18,560.5	13.6
<b>Non-current liabilities (RMBm)</b>	19,160.7	19,392.9	(1.2)
<b>Total equity (Incl. NCI) (RMBm)</b>	29,352.6	29,373.2	(0.1)
<b>Cash and bank balances (RMBm)</b>	6,209.5	6,590.1	(5.8)
<b>Short-term debt (RMBm)</b>	2,736.2	2,172.0	26.0
<b>Senior notes (RMBm)</b>	6,147.2	6,243.9	(1.5)
<b>Long-term debt (RMBm)</b>	11,274.5	11,480.8	(1.8)
<b>Net debt (RMBm)</b>	13,948.4	13,306.6	4.8

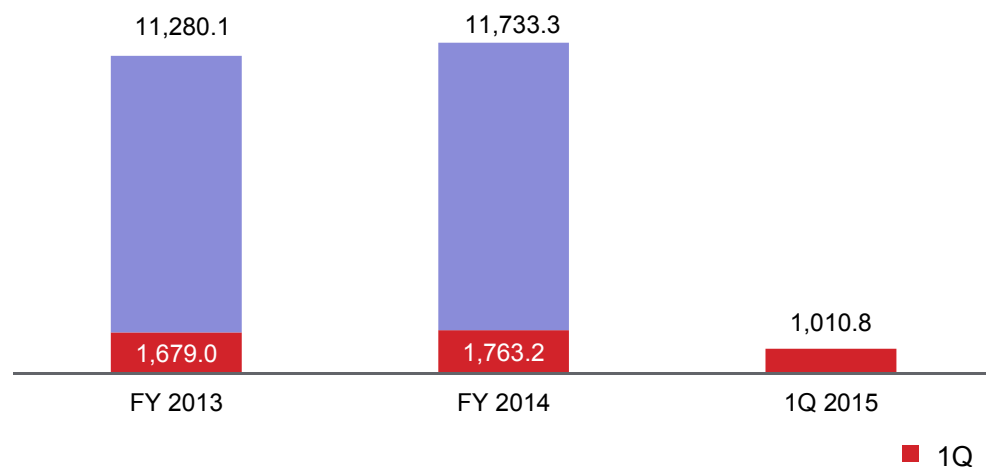




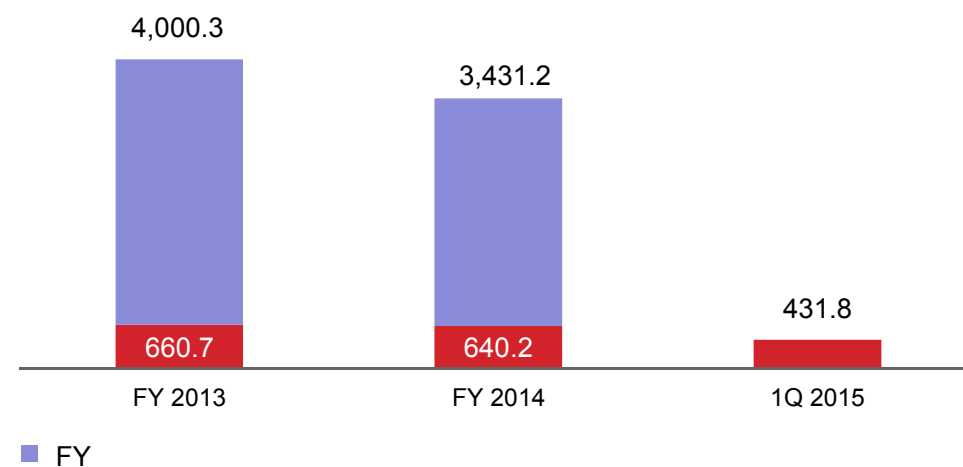
# Profitability Analysis



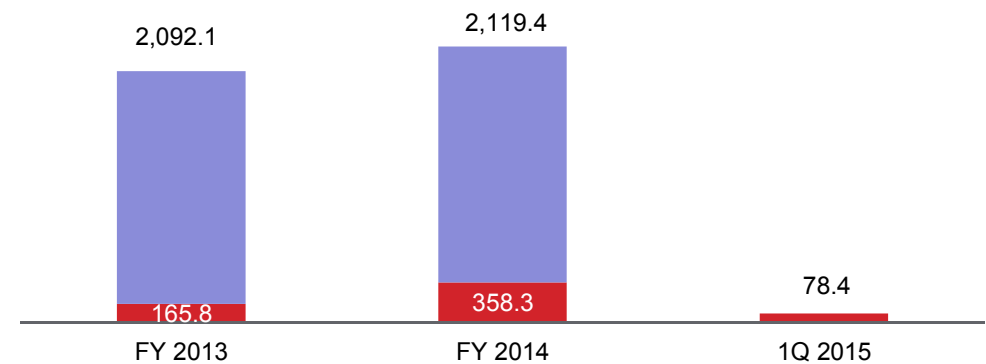
## Revenue (RMBm)



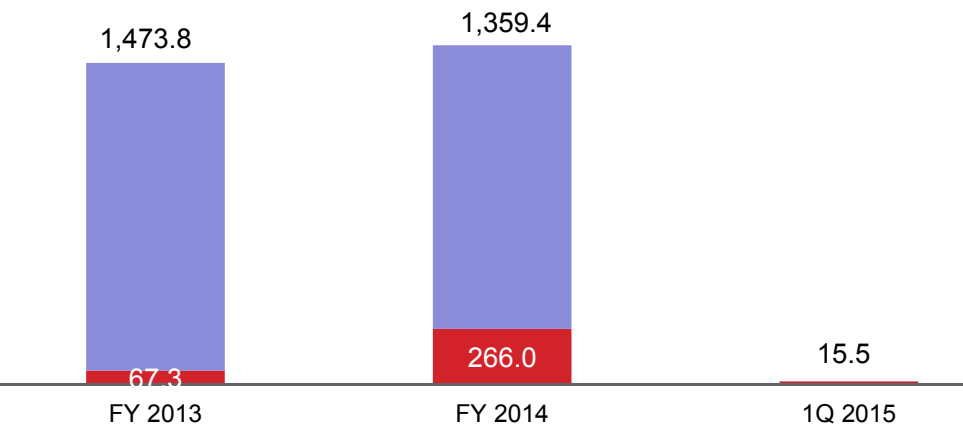
## Gross profit (RMBm)



## Profit for the period (RMBm)



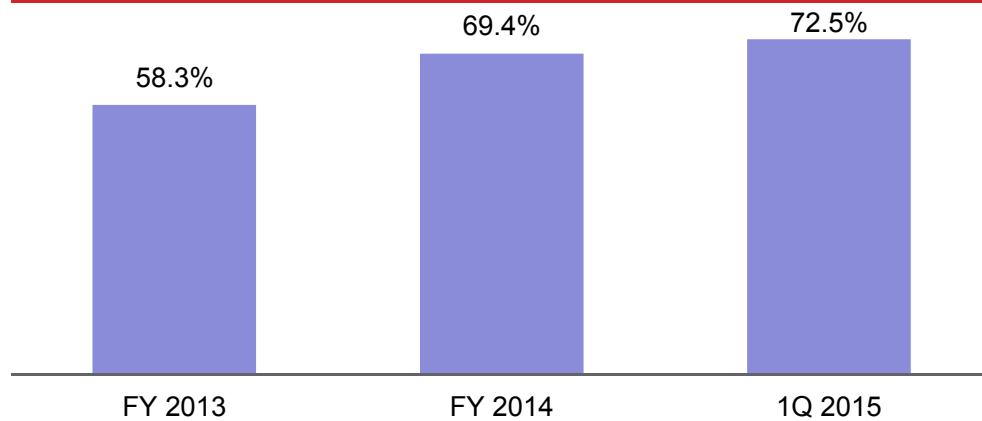
## Profit attributable to owners of the Company (RMBm)



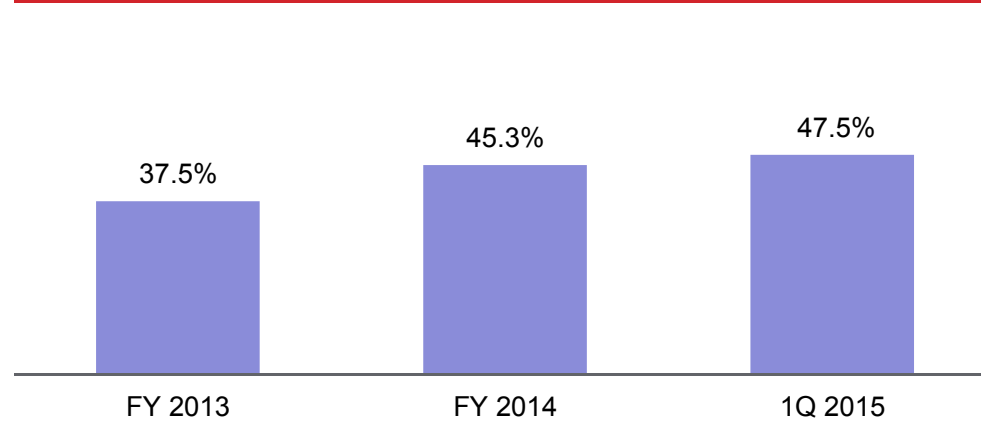
# Strong Credit Metrics



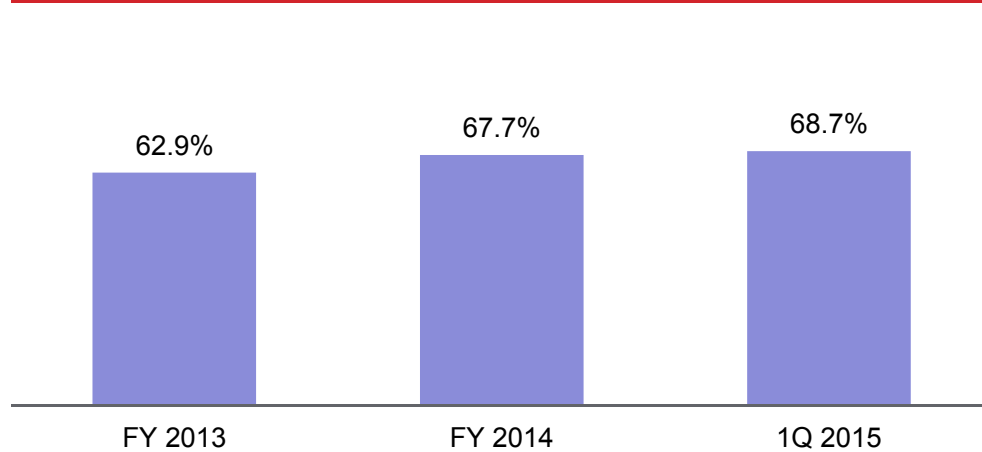
### Net debt/ equity (Excl. NCI)



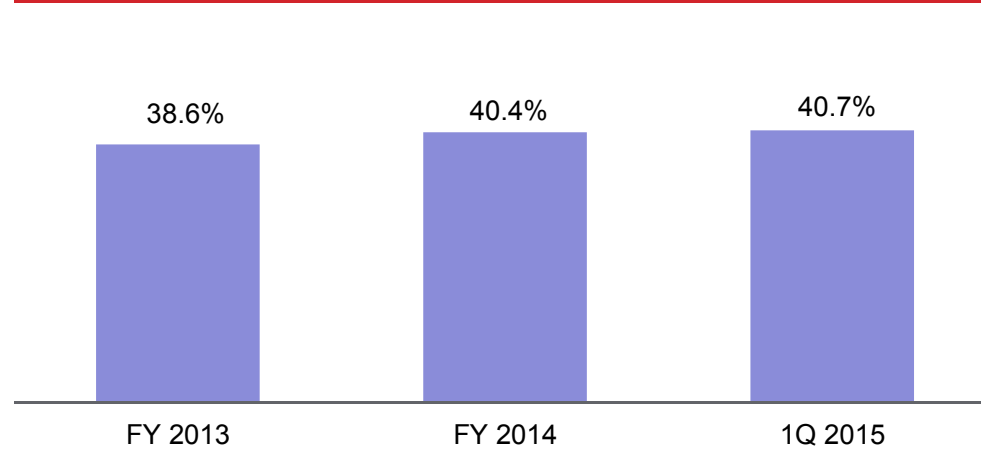
### Net debt/ total equity (Incl. NCI)



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



### Total debt/ 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



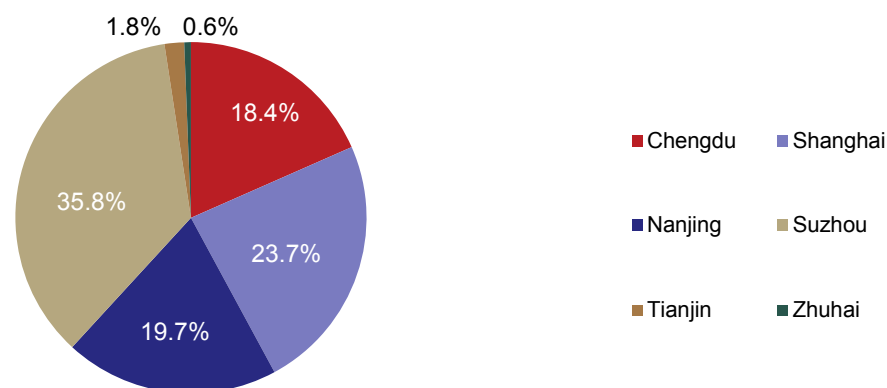
# GFA/ Property Sale Contribution Analysis in 1Q 2015

## By city, project and ASP

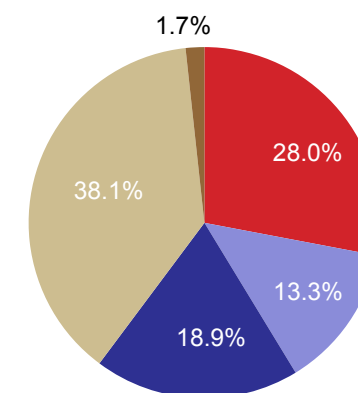


Major projects delivered in 1Q 2015	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Chengdu Yanlord Riverbay (Phase 1)	7,956	17,485	18.4
Nanjing Yanlord Yangtze Riverbay Town (Phase 3)	5,293	27,376	19.2
Shanghai Yanlord Sunland Gardens (Phase 1)	1,349	48,643	8.8
Shanghai Yanlord Sunland Gardens (Phase 2)	1,854	43,417	11.6
Suzhou Yanlord Lakeview Bay - Land Parcel A2	4,876	21,706	14.0
Suzhou Yanlord Lakeview Bay - Land Parcel A5	5,400	27,868	19.9
Others	1,726	N/A	8.1

### Property Sale Contribution by City



### GFA Contribution by City

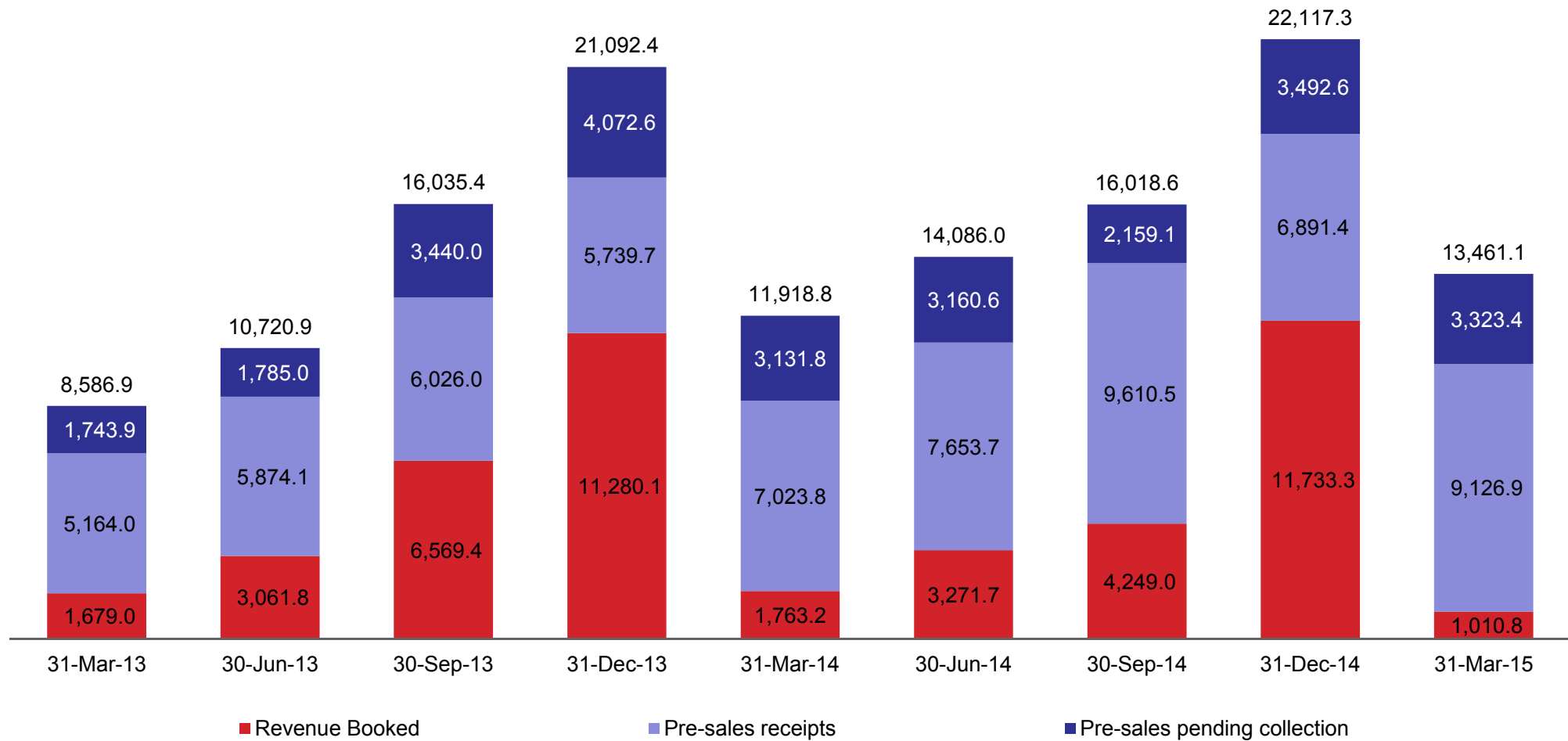


# Pre-sales and Receipts

## Resilient growth



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



# Diversified Geographic Coverage

## Abundant land bank in high-growth cities



### Yangtze River Delta since 1993

#### Shanghai

- Yanlord Riverside City (8,634 sqm)
- Yunjie Riverside Gardens (6,921 sqm)
- San Jia Gang Land Plot (35,831 sqm)
- Yanlord Townhouse (7,043 sqm)
- Bayside Gardens (821 sqm)
- Yanlord Sunland Gardens (130,770 sqm)
- Yanlord Western Gardens (250,181 sqm)
- Yanlord Eastern Gardens (180,448 sqm)
- Yanlord on the Park (151,073 sqm)

#### Nanjing

- Bamboo Gardens (150 sqm)
- Yanlord Int'l Apartments Tower A (37,940 sqm)
- Yanlord Yangtze Riverbay Town (268,444 sqm)
- Yanlord G53 Apartments (9,524 sqm)
- Plum Mansions, including Lakeside Mansions (539 sqm)
- Orchid Mansions (340 sqm)
- Oasis New Island Gardens (273,940 sqm)
- Eco Hi-Tech Island – Land Parcel G73 (112,668 sqm)

#### Suzhou

- Yanlord Peninsula (879 sqm)
- Yanlord Lakeview Bay (157,912 sqm)
- Wuzhong Area C1 Land (15,495 sqm)
- Tang Yue Bay Gardens (172,538 sqm)

### Pearl River Delta since 2005

#### Zhuhai

- Yanlord New City Gardens (7,661 sqm)
- Yanlord Marina Centre (216,678 sqm)
- Yanlord Marina Peninsula Gardens (512,670 sqm)

#### Shenzhen

- Longgang District Redevelopment Project (390,000 sqm)
- Longgang District Economic Residential Housing (144,064 sqm)
- Yanlord Rosemite (150,168 sqm)

### Bohai Rim since 2005

#### Tianjin

- Yanlord Riverside Plaza (157,706 sqm)
- Yanlord Riverside Gardens (163,840 sqm)
- Jinnan Land (368,978 sqm)

#### Tangshan

- Nanhu Eco-City Land Parcels (351,034 sqm)

### Western China since 2003

#### Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Hengye Star Gardens (144 sqm)
- Yanlord Riverbay (311,524 sqm)

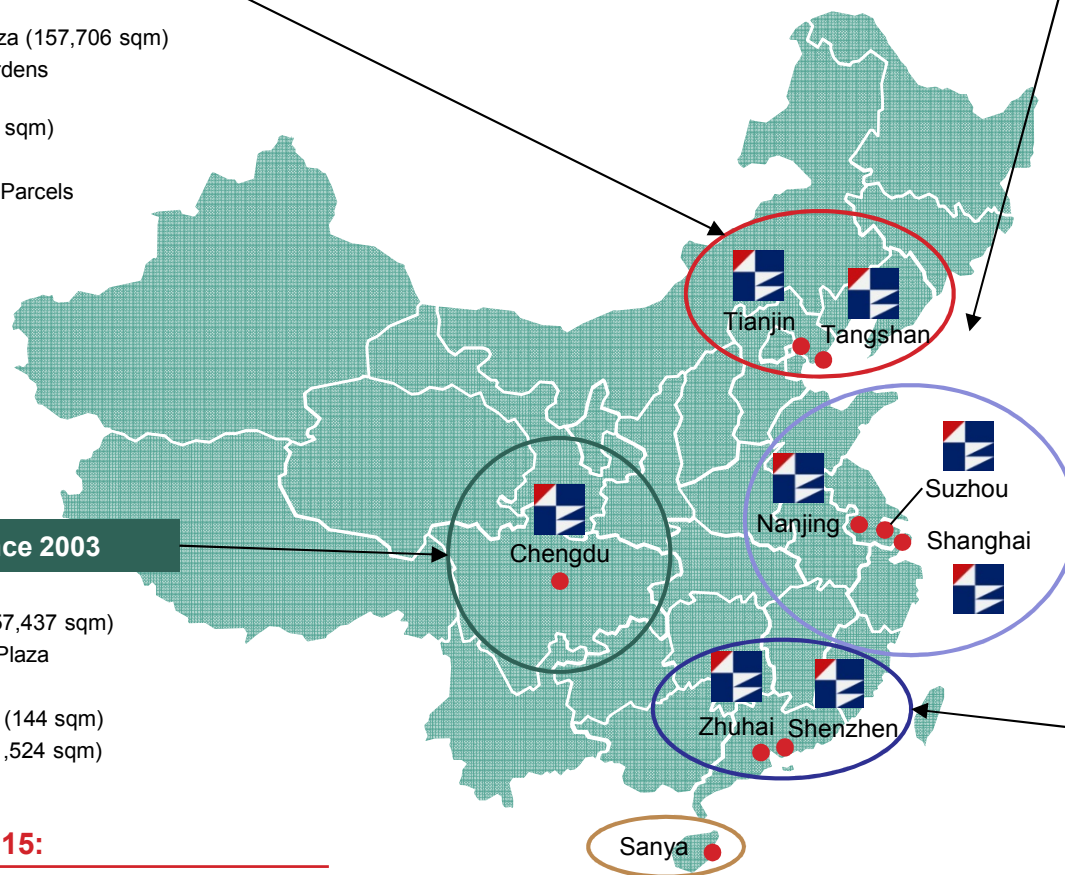
### As of 31 March 2015:

GFA Completed (mil sqm)	0.545
GFA Under Development (mil sqm)	3.056
GFA for Future Development (mil sqm)	1.271
<b>Total Land Bank (mil sqm)</b>	<b>4.872</b>

### Hainan since 2010

#### Sanya

- Hai Tang Bay - Land Parcel 9 (75,484 sqm)



# Development Strategies

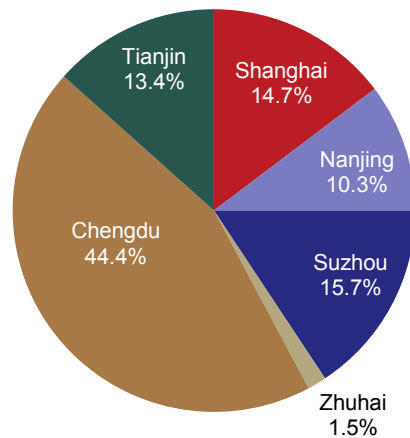
## Growth of business across high-growth cities



- 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

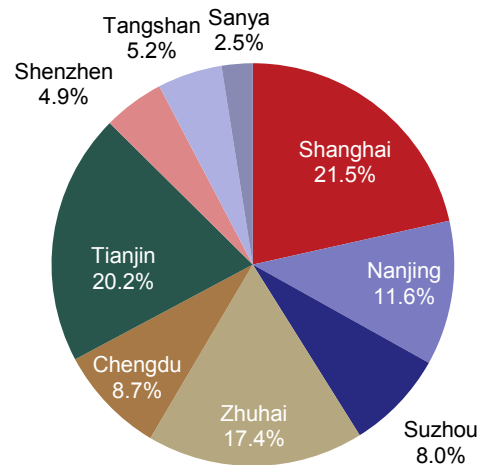
(544,701 sqm<sup>1</sup>)



<b>Residential and Commercial</b>	191,276 sqm
<b>Investment</b>	341,405 sqm
<b>Fixed Assets</b>	12,020 sqm

### Projects under development

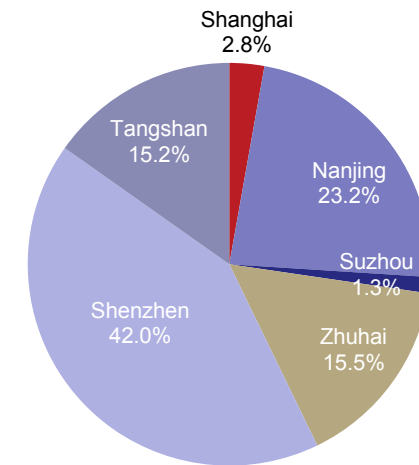
(3.056 million sqm)



<b>Residential and Commercial</b>	2,801,216 sqm
<b>Investment</b>	254,531 sqm

### Land bank: Future development

(1.271 million sqm)



<b>Residential and Commercial</b>	1,270,529 sqm
<b>Investment</b>	-

Note:  
1. The group has completed 5.614 million sqm out of which 544,701 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 2Q 2015



**We expect to launch the following two new projects and new batches of existing projects in 2Q 2015:**

- **Nanjing**

- Oasis New Island Gardens (Phase 1)

- **Shanghai**

- Yanlord Sunland Gardens (Phase 2)
- Yanlord Eastern Gardens
- Yanlord Western Gardens

- **Shenzhen**

- Yanlord Rosemite

- **Suzhou**

- Yanlord Lakeview Bay - Land Parcels A3 & A4
- Tang Yue Bay Gardens

- **Tianjin**

- Tianjin Jinnan Land (Phase 1)

- **Zhuhai**

- Yanlord Marina Peninsula Gardens (Phase 1)





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