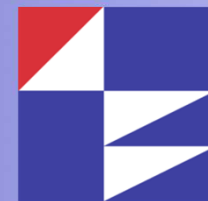




# 仁恒置地集团 YANLORD LAND GROUP LIMITED

3Q and 9M 2015 Results Presentation



仁恒  
YANLORD



# Presentation content



Yanlord 3Q and 9M 2015 Business Review

Section 1

Key Financial Highlights

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# Yanlord 3Q and 9M 2015 Business Review



# Yanlord 3Q & 9M 2015 Business Review



- Healthy home buyer demand coupled with favourable regulatory policies helped propel the Group's pre-sale accumulation in 9M 2015. Pre-sales of properties and car parks rose to approximately RMB20.262 billion in 9M 2015 from RMB6.331 billion in 9M 2014. Accumulated pre-sales pending recognition as at 30 September 2015 was RMB24.192 billion.
- Revenue in 3Q 2015 and 9M 2015 rose 206.3% and 49.3% to RMB2.994 billion and RMB6.344 billion respectively on higher GFA delivery in the period. Gross profit similarly rose 106.5% and 43.9% to RMB714.2 million in 3Q 2015 and RMB1.963 billion in 9M 2015 respectively.
- Profit for the period rose to RMB552.3 million in 9M 2015 from RMB461.9 million in 9M 2014. Profit attributable to owners of the Company was lower at RMB242.2 million in 9M 2015 mainly due to a net foreign exchange loss on its senior notes and lower share of profit of joint ventures as compared to 9M 2014.



# Yanlord 3Q & 9M 2015 Business Review



- The Group continues to witness strong buyer demand for its quality projects. On 8 November 2015, the Group launched the inaugural batch of apartments at Yanlord On the Park in Shanghai. Opening to positive market response, Yanlord On the Park achieved opening day pre-sales of approximately RMB2.195 billion for the 147 units sold at an ASP of approximately RMB 86,292 per sqm.
- On 7 November 2015, the Group launched an additional batch of apartment units at Yanlord Yangtze Riverbay Town (Phase 4) in Nanjing. The launch received strong buyer support with 118 of the 126 units launched sold on the opening day. Pre-sales of approximately RMB1.242 billion was derived on the day of launch at an ASP of approximately RMB40,757 per sqm.
- Healthy sales in 9M 2015 bolstered the Group's financial position with net debt to total equity gearing ratio declining to 22.8%. Cash and cash equivalents position was significantly raised by the healthy collections to RMB12.125 billion as at 30 September 2015 from RMB6.590 billion as at 31 December 2014.
- 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 – 3Q 2015 VS 3Q 2014



	3Q 2015	3Q 2014	% Change
<b>GFA delivered (sqm)</b>	132,273	38,549	243.1
<b>ASP (RMB/ sqm)</b>	20,398	20,511	(0.6)
<b>Revenue (RMBm)</b>	2,993.7	977.2	206.3
<b>Cost of sales (RMBm)</b>	(2,279.5)	(631.4)	261.0
<b>Gross profit (RMBm)</b>	714.2	345.8	106.5
<b>Gross profit margin (%)</b>	23.9	35.4	(11.5 ppt)
<b>Profit before income tax (RMBm)</b>	334.3	132.5	152.3
<b>Income tax (RMBm)</b>	(207.3)	(87.1)	138.0
<b>Profit for the period (RMBm)</b>	127.0	45.4	179.8
<b>Net profit margin (%)</b>	4.2	4.6	(0.4 ppt)
<b>Profit attributable to owners of the Company (RMBm)</b>	55.7	8.4	562.5
<b>Net attributable profit margin (%)</b>	1.9	0.9	1 ppt
<b>Basic earnings per share<sup>1</sup> (RMB cents)</b>	2.86	0.43	565.1

Note:

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



# Statement of Profit or Loss – 9M 2015 VS 9M 2014



	9M 2015	9M 2014	% Change
<b>GFA delivered (sqm)</b>	248,334	165,261	50.3
<b>ASP (RMB/ sqm)</b>	22,764	22,593	0.8
<b>Revenue (RMBm)</b>	6,344.0	4,249.0	49.3
<b>Cost of sales (RMBm)</b>	(4,381.0)	(2,885.2)	51.8
<b>Gross profit (RMBm)</b>	1,963.0	1,363.8	43.9
<b>Gross profit margin (%)</b>	30.9	32.1	( 1.2 ppt)
<b>Profit before income tax (RMBm)</b>	1,244.6	918.7	35.5
<b>Income tax (RMBm)</b>	(692.2)	(456.8)	51.5
<b>Profit for the period (RMBm)</b>	552.3	461.9	19.6
<b>Net profit margin (%)</b>	8.7	10.9	( 2.2 ppt)
<b>Profit attributable to owners of the Company (RMBm)</b>	242.2	289.2	( 16.3)
<b>Net attributable profit margin (%)</b>	3.8	6.8	( 3 ppt)
<b>Basic earnings per share<sup>1</sup> (RMB cents)</b>	12.43	14.84	( 16.2)

Note:

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





# Financials – Snapshot as at 30 September 2015



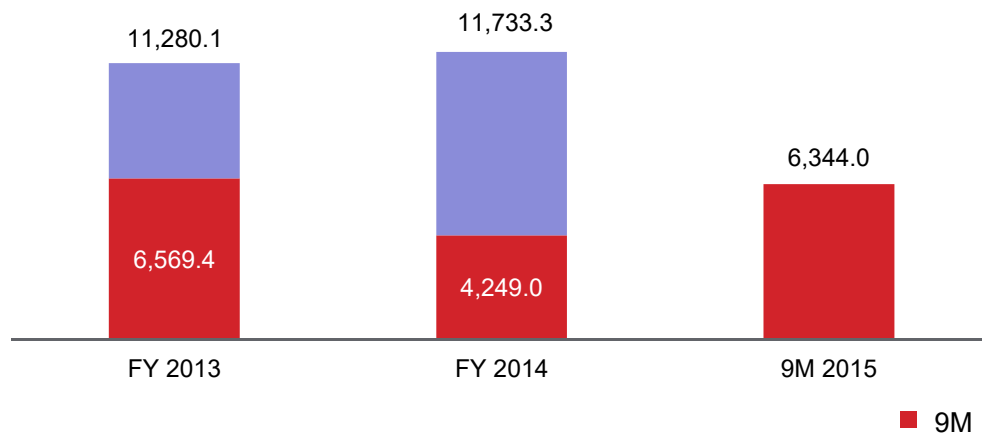
	As at 30 Sep 15	As at 31 Dec 14	% Change
<b>Current assets (RMBm)</b>	59,154.6	45,477.0	30.1
<b>Non-current assets (RMBm)</b>	18,534.8	21,849.6	(15.2)
<b>Total assets (RMBm)</b>	77,689.3	67,326.6	15.4
<b>Current liabilities (RMBm)</b>	33,607.5	18,560.5	81.1
<b>Non-current liabilities (RMBm)</b>	14,886.8	19,392.9	(23.2)
<b>Total equity (Incl. NCI) (RMBm)</b>	29,195.0	29,373.2	(0.6)
<b>Cash and bank balances (RMBm)</b>	12,124.9	6,590.1	84.0
<b>Short-term debt (RMBm)</b>	3,755.6	2,172.0	72.9
<b>Senior notes (RMBm)</b>	6,158.8	6,243.9	(1.4)
<b>Long-term debt (RMBm)</b>	8,880.1	11,480.8	(22.7)
<b>Net debt (RMBm)</b>	6,669.6	13,306.6	(49.9)



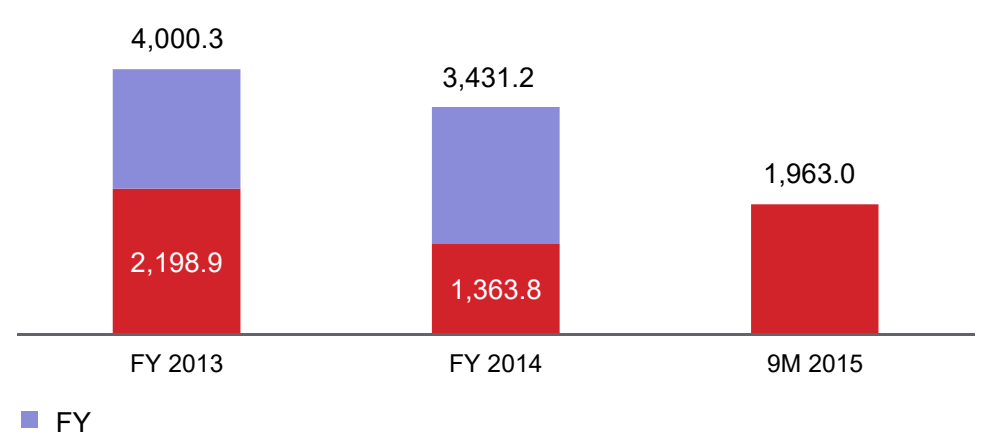
# Profitability Analysis



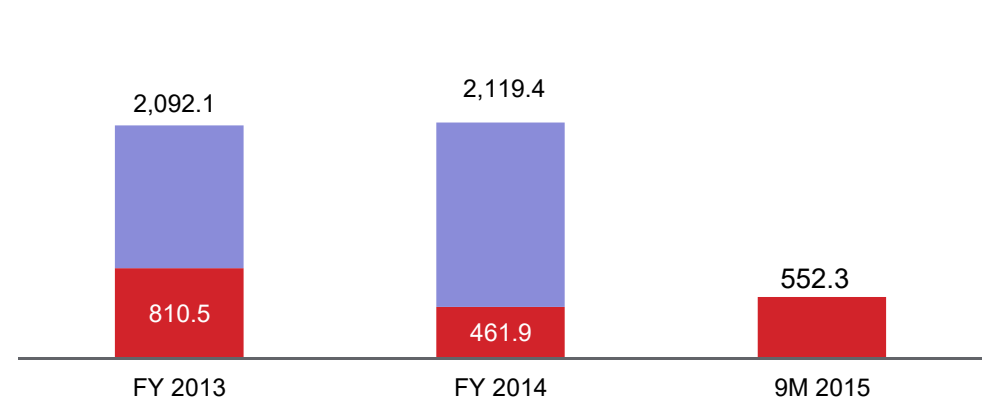
## Revenue (RMBm)



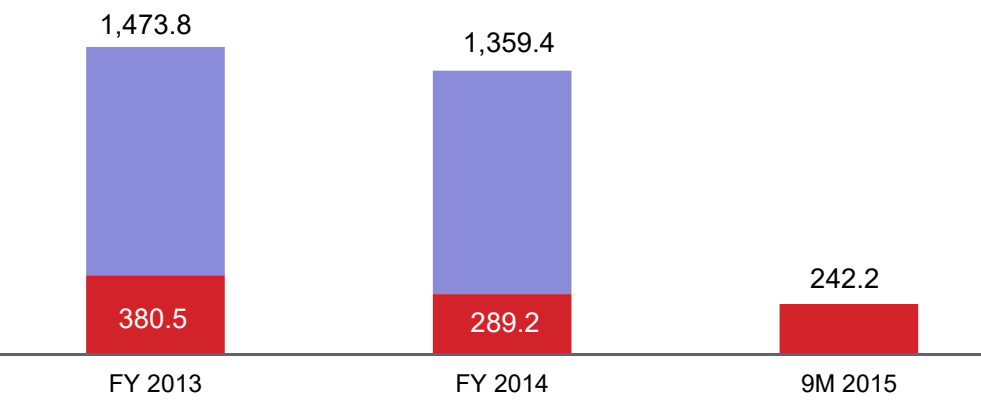
## Gross profit (RMBm)



## Profit for the period (RMBm)



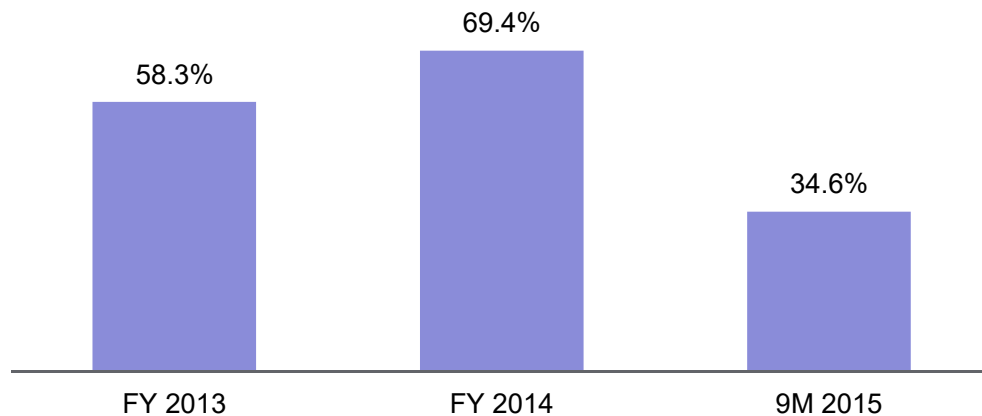
## Profit attributable to owners of the Company (RMBm)



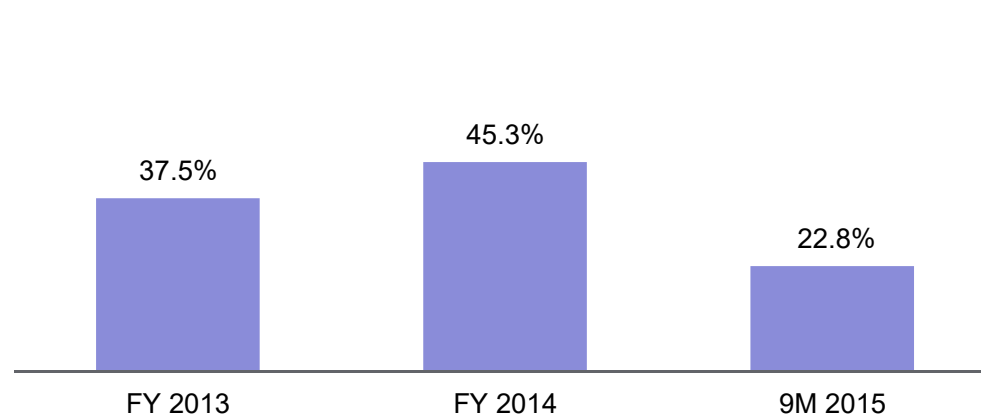
# Strong Credit Metrics



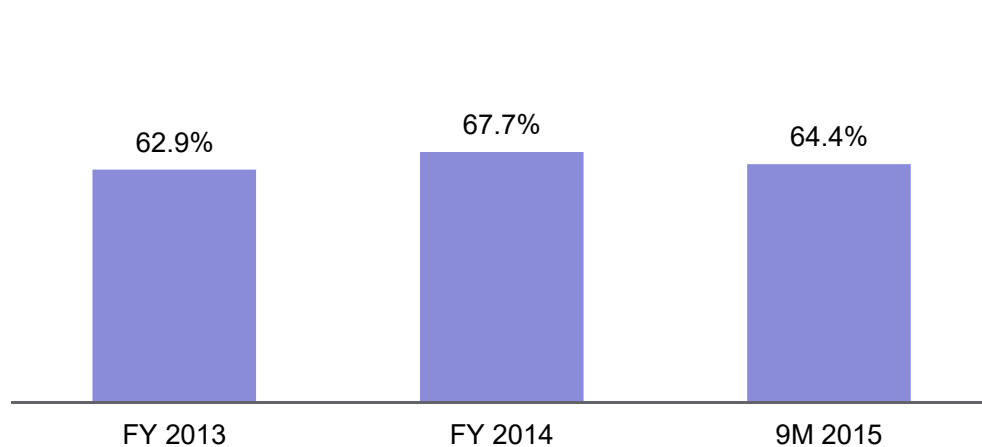
### Net debt/ equity (Excl. NCI)



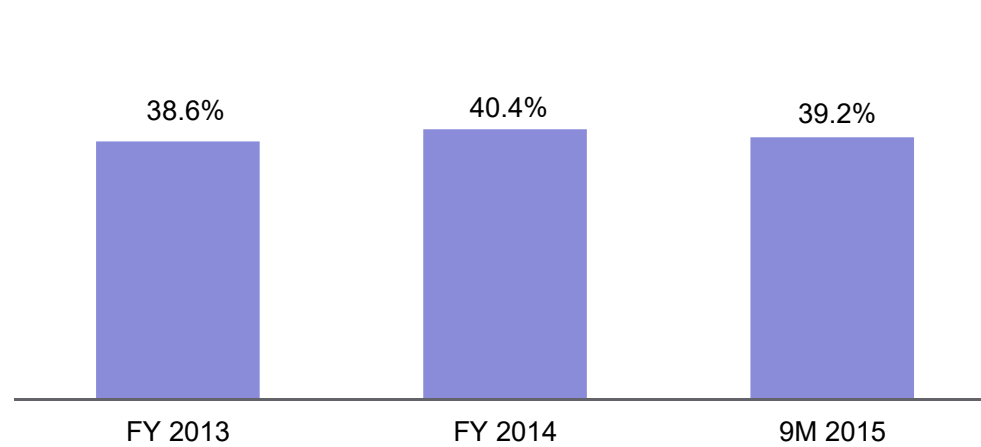
### Net debt/ total equity (Incl. NCI)



### 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



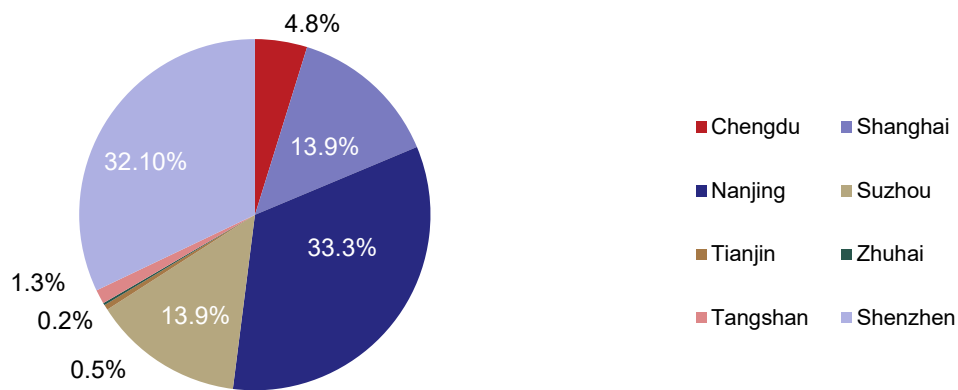
# GFA/ Property Sale Contribution Analysis in 9M 2015

## By city, project and ASP

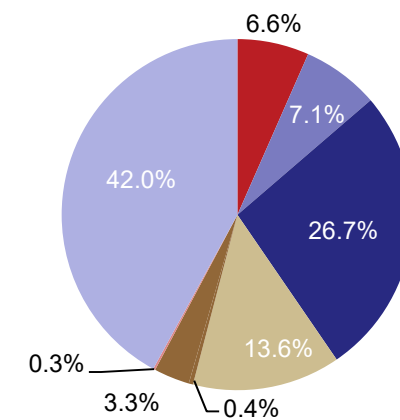


Major projects delivered in 9M 2015	GFA (sqm)	ASP (RMB/ sqm)	Property sales by project (%)
Chengdu Yanlord Riverbay (Phase 1)	16,514	17,561	4.8
Nanjing Yanlord Yangtze Riverbay Town (Phase 3)	66,315	26,552	33.2
Shanghai Yanlord Sunland Gardens (Phase 1)	5,021	45,190	3.9
Shanghai Yanlord Sunland Gardens (Phase 2)	11,691	40,043	8.6
Shenzhen Yanlord Rosemite	104,218	18,462	32.1
Suzhou Yanlord Lakeview Bay - Land Parcel A2	18,154	22,686	6.9
Suzhou Yanlord Lakeview Bay - Land Parcel A5	13,831	27,508	6.4
Others	12,590	N/A	4.1

### Property Sale Contribution by City



### GFA Contribution by City

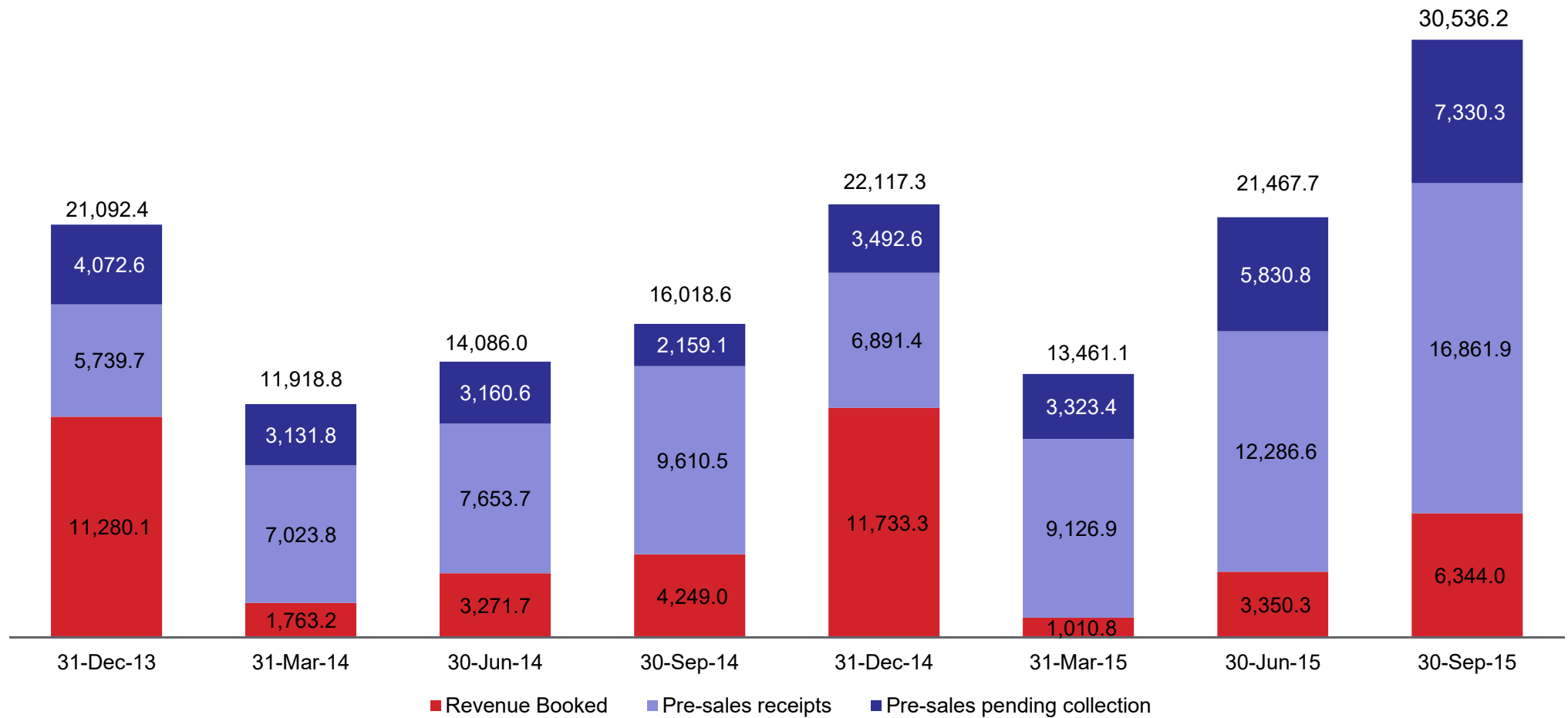


# Pre-sales and Receipts

## 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 (6,399 sqm)
- Bayside Gardens (821 sqm)
- Yanlord Sunland Gardens (117,506 sqm)
- Yanlord Western Gardens (250,181 sqm)
- Yanlord Eastern Gardens (180,448 sqm)
- Yanlord on the Park (148,163 sqm)

#### Nanjing

- Bamboo Gardens (150 sqm)
- Yanlord Int'l Apartments Tower A (37,940 sqm)
- Yanlord Yangtze Riverbay Town (200,171 sqm)
- Yanlord G53 Apartments (9,524 sqm)
- Plum Mansions, including Lakeside Mansions (539 sqm)
- Orchid Mansions (340 sqm)
- Oasis New Island Gardens (273,143 sqm)
- Eco Hi-Tech Island – Land Parcel G73 (112,668 sqm)

#### Suzhou

- Yanlord Peninsula (879 sqm)
- Yanlord Lakeview Bay (142,051 sqm)
- Wuzhong Area C1 Land (15,495 sqm)
- Tang Yue Bay Gardens (172,538 sqm)

#### Nantong

- Haimen Yangtze Eco Hi-tech City – Land Parcel A2 (136,732 sqm)

### Pearl River Delta since 2005

#### Zhuhai

- Yanlord New City Gardens (7,267 sqm)
- Yanlord Marina Centre (216,678 sqm)
- Yanlord Marina Peninsula Gardens (504,904 sqm)

#### Shenzhen

- Longgang District Redevelopment Project (390,000 sqm)
- Longgang District Economic Residential Housing (144,064 sqm)
- Yanlord Rosemite (39,791 sqm)

### Bohai Rim since 2005

#### Tianjin

- Yanlord Riverside Plaza (153,998 sqm)
- Yanlord Riverside Gardens (163,329 sqm)
- Jinnan Land (368,978 sqm)

#### Tangshan

- Nanhu Eco-City Land Parcels (342,676 sqm)

### Western China since 2003

#### Chengdu

- Yanlord Landmark (157,437 sqm)
- Hengye International Plaza (39,999 sqm)
- Hengye Star Gardens (144 sqm)
- Yanlord Riverbay (302,966 sqm)

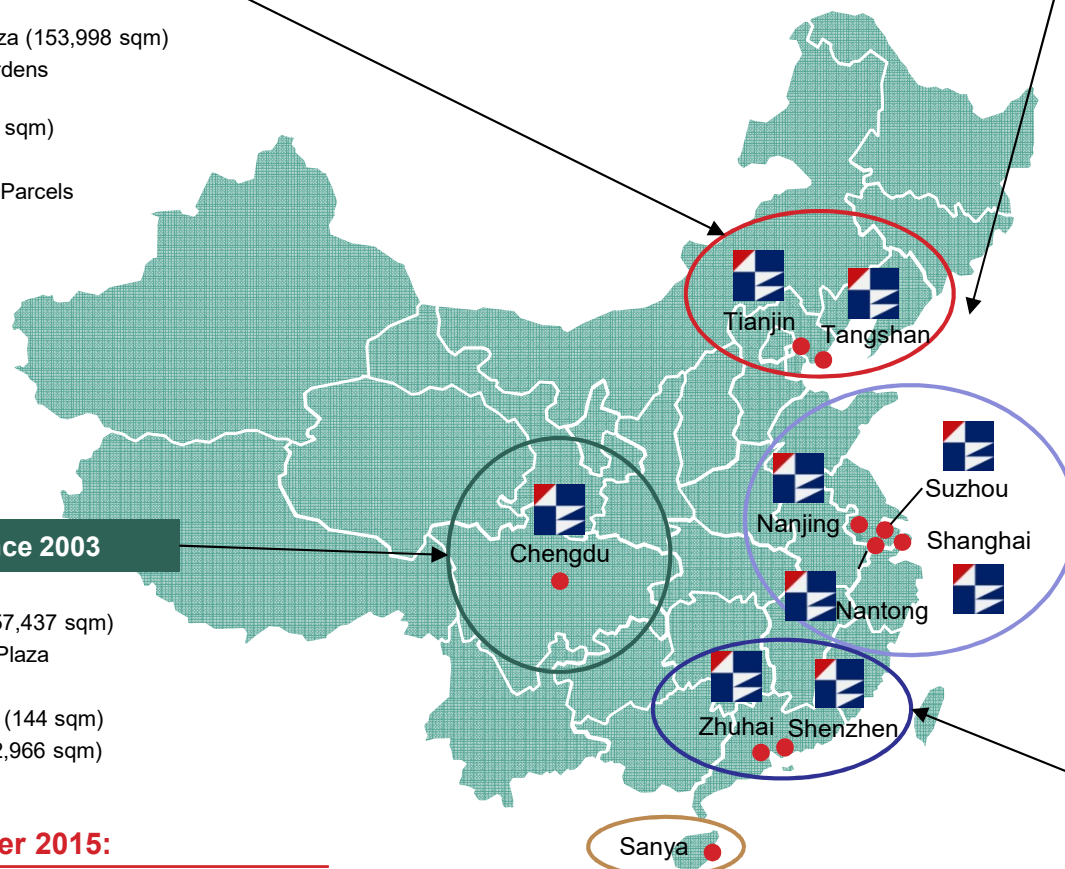
### As of 30 September 2015:

GFA Completed (mil sqm)	0.567
GFA Under Development (mil sqm)	2.999
GFA for Future Development (mil sqm)	1.200
<b>Total Land Bank (mil sqm)</b>	<b>4.766</b>

### Hainan since 2010

#### Sanya

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



# Development Strategies

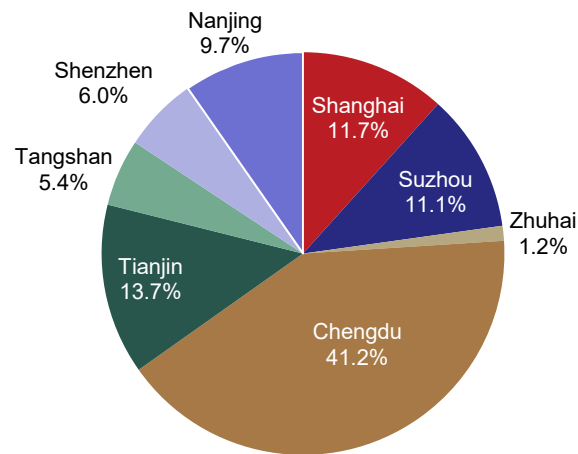
## Growth of business across high-growth cities



- 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

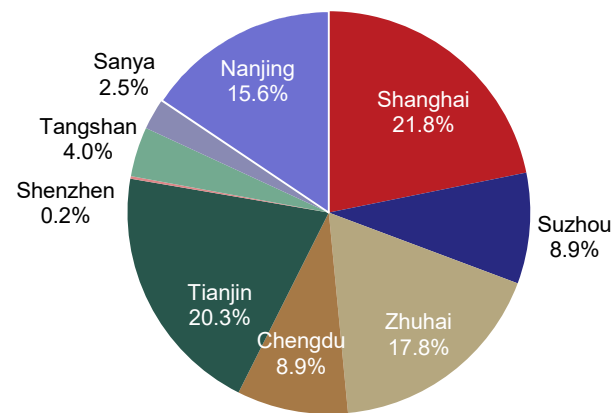
(566,907 sqm<sup>1</sup>)



<b>Residential and Commercial</b>	208,240 sqm
<b>Investment</b>	346,647 sqm
<b>Fixed Assets</b>	12,020 sqm

### Projects under development

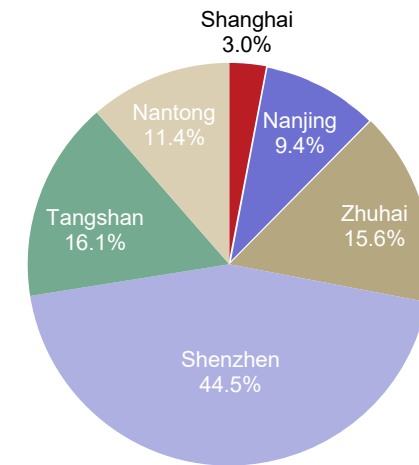
(2.999 million sqm)



<b>Residential and Commercial</b>	2,753,802 sqm
<b>Investment</b>	245,419 sqm

### Land bank: Future development

(1.200 million sqm)



<b>Residential and Commercial</b>	1,200,268 sqm
<b>Investment</b>	-

Note:  
1. The group has completed 5.874 million sqm out of which 566,907 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 2015



**We expect to launch the following new project and new batches of existing projects in 4Q 2015:**

- **Chengdu**
  - Yanlord Riverbay (Phase 2)
- **Nanjing**
  - Oasis New Island Gardens (Phase 2)
- **Shanghai**
  - Yanlord Eastern Gardens
  - Yanlord Sunland Gardens (Phase 2)
  - Yanlord Western Gardens
- **Suzhou**
  - Yanlord Lakeview Bay – Land Parcels A1, A3 and A6
- **Tangshan**
  - Tangshan Nanhu Eco-City – Land Parcel A9
- **Tianjin**
  - Tianjin Jinnan Land (Phase 1)
- **Zhuhai**
  - Yanlord Marina Peninsula Gardens (Phase 1)



# Project Showcase

## - Yanlord On the Park (Shanghai)



# Project Showcase

## - Yanlord Western Gardens (Shanghai)



# Project Showcase

## - Oasis New Island Gardens (Phase 2) (Nanjing)



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