



英利国际置业

YING LI INTERNATIONAL  
REAL ESTATE



Chongqing Jiefangbei CBD

## 2Q 2013 Results Presentation

# Disclaimer

This presentation may contain forward-looking statements that involve known and unknown risks, uncertainties, assumptions and other factors which may cause the actual results, performance or achievements of Ying Li or the Group, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Among the factors include but not limited to the Group's business and operating strategies, general industry and economic conditions, cost of capital and capital availability, competitive conditions, interest rate trends, availability of real estate properties, shift in customers demand, changes in operating expenses, environment risks, foreign exchange rates, government policies changes and the continued availability of financing in the amounts and the term necessary to support future business activities.

Ying Li expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any changes in Ying Li's or the Group's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based, subject to compliance with all applicable laws and regulation and/or the rules of SGX-ST and/or any other regulatory or supervisory body.

Industry data, graphical representation and other information relating to the PRC, Chongqing and the property industry contained in this presentation have been compiled from various publicly available official and non-official sources generally believed to be reliable but not guaranteed. While Ying Li or the Group has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, Ying Li or the Group advised no assurance as to the accuracy or completeness of such included information and should not be unduly relied upon.

This presentation may include pictures of artist's impressions on certain property projects and should not be perceive as the actual representative of the developed or to be developed properties.



The past performance of Ying Li is not necessarily indicative of the future performance of Ying Li.

# Agenda

**1. Financial Results**

**2. Business Updates**

**3. Appendix**

# Financial Results



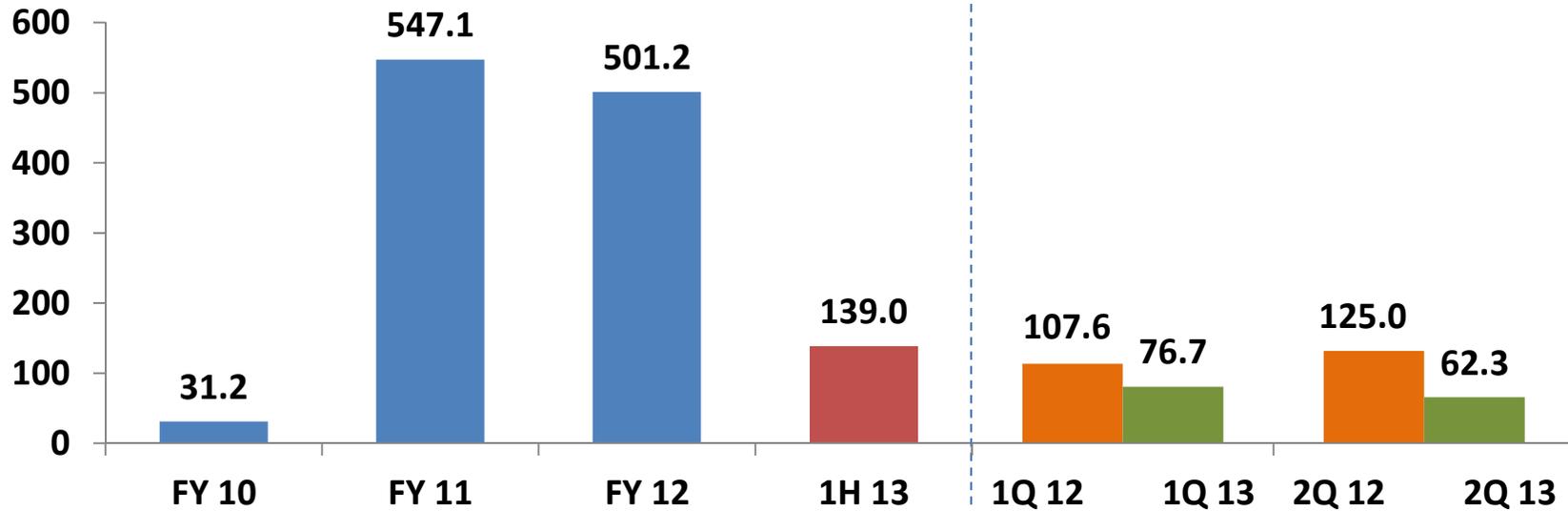
# 2Q 2013 – Consolidated Income Statement

|                             | 2Q 2013 (RMB'000) | 2Q 2012 (RMB'000) | % CHANGE       |
|-----------------------------|-------------------|-------------------|----------------|
| <b>Revenue</b>              | <b>89,430</b>     | <b>145,331</b>    | <b>(38.5%)</b> |
| Sales of Properties         | 62,303            | 125,064           | (50.2%)        |
| Rental Income               | 27,127            | 20,267            | 33.8%          |
| <b>Gross Profit</b>         | <b>43,208</b>     | <b>82,834</b>     | <b>(47.8%)</b> |
| Gross Profit Margin         | 48.3%             | 41.7%             | +6.6pp         |
| Other Income                | 1,269             | 8,676             | (85.4%)        |
| Selling Expenses            | (5,539)           | (8,104)           | (31.7%)        |
| Administrative Expenses     | (41,442)          | (19,927)          | 108.0%         |
| Finance Costs *             | (12,006)          | (4,332)           | 177.1%         |
| <b>Profit Before tax</b>    | <b>(14,510)</b>   | <b>59,147</b>     | <b>n.m.</b>    |
| Income Tax                  | (2,760)           | (18,447)          | (85.0%)        |
| <b>Net Profit After tax</b> | <b>(17,270)</b>   | <b>40,700</b>     | <b>n.m.</b>    |

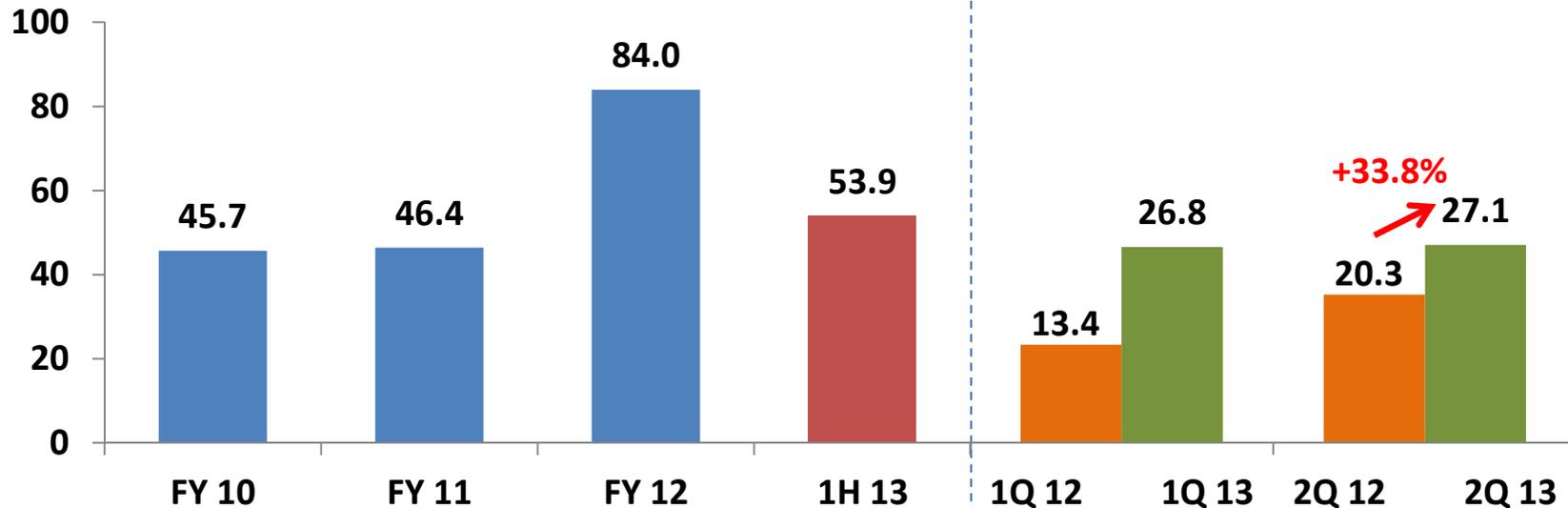
\* Higher interest expense due to accounting treatment. Prior to the completion of IFC project, most of the interest was capitalized. Now that the construction of the IFC is complete, all the interest is expenses to profit & loss

# Revenue Contribution

## Sales Revenue (RMB million)



## Rental Revenue (RMB million)



# Note – Consolidated Income Statement

## Revenue

### **Sale of Properties**

- Fewer properties being available for sale as the bulk of our completed projects were sold and recognised in prior periods.
- Revenue from Ying Li International Plaza project has not been recognised as it has not been completed.

### **Rental Income**

- Increased due to higher contribution from IFC mall and office

## Gross Profit Margin

- Increase by 6.6 percentage points to 48.3% was boosted by the gross profit from the rental income segment

|                     | 2Q 2013<br>(RMB'000) | Gross Profit<br>Margin | 2Q 2012<br>(RMB'000) | Gross Profit<br>Margin |
|---------------------|----------------------|------------------------|----------------------|------------------------|
| Sale of Properties  | 22,044               | 35.4%                  | 66,867               | 37.9%                  |
| Rental Income       | 21,164               | 78.0%                  | 15,967               | 72.7%                  |
| <b>Gross Profit</b> | <b>43,208</b>        | <b>48.3%</b>           | <b>82,834</b>        | <b>41.7%</b>           |

# 2Q 2013 – Statement of Financial Position

| (RMB'000)                         | 30 Jun 13        | 31 Dec 12        |
|-----------------------------------|------------------|------------------|
| <b>Total Assets</b>               | <b>7,820,782</b> | <b>7,375,119</b> |
| <b>Total Liabilities</b>          | <b>4,590,167</b> | <b>4,141,761</b> |
| <b>Total Equity</b>               | <b>3,230,615</b> | <b>3,233,358</b> |
|                                   |                  |                  |
| <b>Cash and Cash Equivalents</b>  | <b>783,746</b>   | <b>758,974</b>   |
| <b>Net Gearing Ratio</b>          | <b>48.1%</b>     | <b>54.5%</b>     |
| <b>Total Debts to Total Asset</b> | <b>29.9%</b>     | <b>34.2%</b>     |

- Increase in Total Assets by RMB445.7 million to RMB7,820.8 million mainly due to increase in
  - Capitalisation of construction cost incurred for both Ying Li International Plaza and Chongqing Financial Street Project
  - Trade and other receivables from the sale of IFC office units and Ying Li International Plaza units
- Increase in Total Liabilities by RMB448.4 million to RMB4,590.2 million mainly due to increase in trade and other payables due to advance from the pre-sales of Ying Li International Plaza's residential units
- Decrease in Total equity by RMB2.7 million to RMB3,230.6 million due to removal of the convertible bond equity reserve after the redemption of the bond in March 2013 as well as losses recorded for the current quarter under review

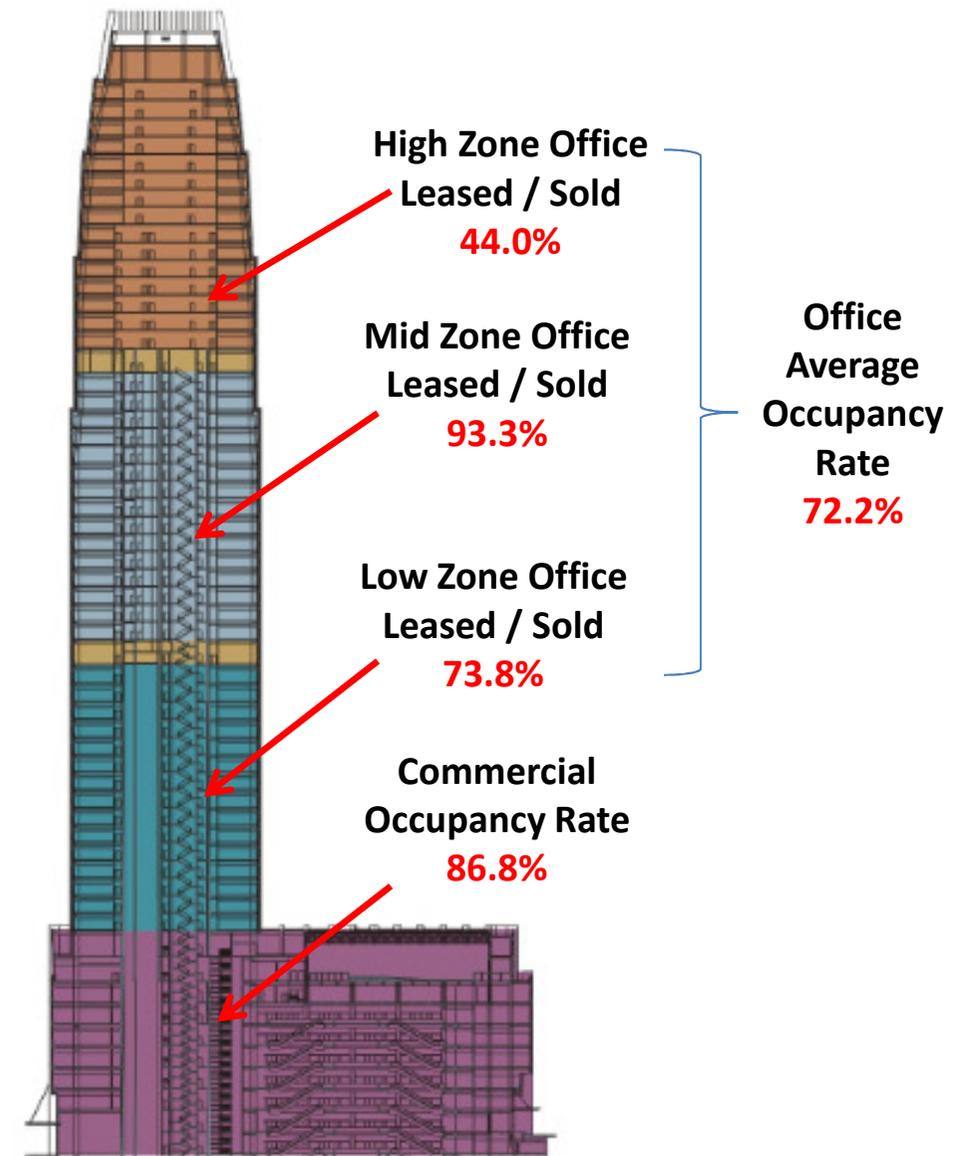
# Business Updates



# Business Updates – Ying Li IFC Office

## Ying Li IFC Office

- Leasing activities continue to progress smoothly.
  - New tenants include:
    - Financial Secretary Incorporated (Hong Kong)
    - Sichuan Trust Co.
    - Chongqing Guang E Trading Co Ltd
  - Existing tenants include:
    - DBS bank,
    - OCBC bank
    - Deloitte & Touche
    - Capitaland
    - CBRE
    - JCDcaux
    - NYK Logistics
    - Yum! Brands (KFC)
    - Taikang Insurance
    - Chongqing Departmental Store
    - Samsung (China) Investment
    - Ove Arup & Partners Consulting



## International Financial Centre

(Office & Commercial, car parks)

Total leasable GFA = 142,499 m<sup>2</sup>

# Business Updates – Ying Li IFC Mall

## Ying Li IFC Retail Mall

- **New tenants:**

- **H&M**

- Swedish multinational retail-clothing company, known for its fast-fashion clothing for men, women, teenagers and children
- Largest and flagship store in Chongqing

- **Evisu**

- An international well-known Japanese company that specializes in producing premium-quality denim wear

- **G-Star**

- A Dutch designer clothing company that produces premium quality fashion apparels

- **BOBY**

- A popular brand that offers a wide range of fashionable shoes

- **Yi Sha Bei Lian (伊纱贝莲)**

- A notable modern Chinese women apparels brand

# Business Updates – Ying Li International Plaza

## Ying Li International Plaza Construction Progress



\*Photos as at Aug 2013

| Ying Li Int'l Plaza (as at May 13) | Construction Progress | Total Floors |
|------------------------------------|-----------------------|--------------|
| Block 1                            | Structure Completed   | 50           |
| Block 2                            | Structure Completed   | 46           |
| Block 3                            | Structure Completed   | 38           |
| Block 4                            | Structure Completed   | 44           |
| Block 5                            | Structure Completed   | 44           |

# Business Updates – Ying Li International Plaza (cont.)

Targeted to open in 4Q 2013



## Ying Li International Plaza Mall

(Commercial)

Total leasable GFA = 98,439 m<sup>2</sup>

Contracted Leased Rate = **63.70%**

## Ying Li International Plaza Retail Mall

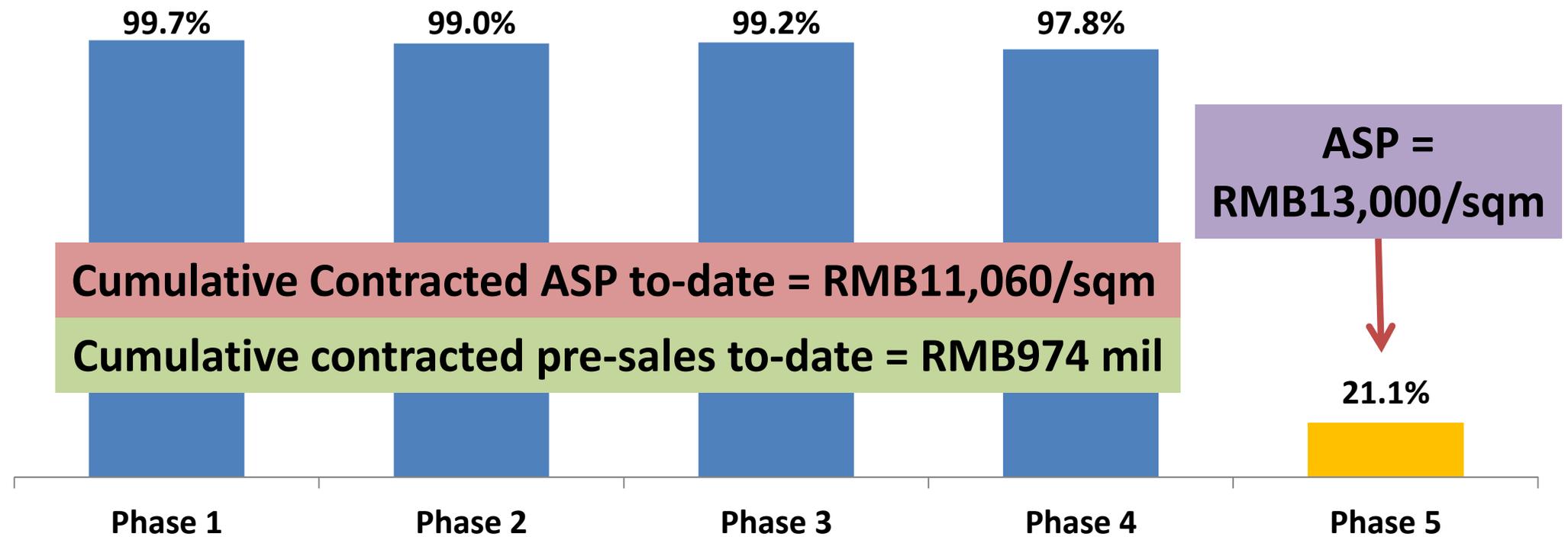


\*Photos as at Aug 2013

- Construction progressing smoothly at Ying Li International Plaza Retail Mall
- Active ongoing leasing activities
- Expected to launch the retail mall by end of the year

# Business Updates – Ying Li International Plaza (cont.)

## Ying Li International Plaza Pre-Sales % Units Sold (to date)



| Phase                 | Launched Period | Handover Dates |
|-----------------------|-----------------|----------------|
| Phase 1 (Residential) | 27 Dec 2011     | End 2013       |
| Phase 2 (Residential) | 25 Mar 2012     | End 2013       |
| Phase 3 (Residential) | 29 Jul 2012     | 2014           |
| Phase 4 (SOHO)        | 30 Sep 2012     | 2014           |
| Phase 5 (Office)      | 31 May 2013     | 2014           |

# Business Updates – San Ya Wan Phase 2

## San Ya Wan Phase 2



- Ongoing earthwork at San Ya Wan Phase 2 is progressing smoothly
- Started on project design and expect to complete the project in stages in 2015 to 2016

# Business Updates – Chongqing Financial Street Project

## Chongqing Financial Street Project



- Ongoing subway track protection construction and have commenced beam foundation construction
- Commenced resettlement on the adjacent Wei Yuan land parcel
- Completion of project expected to be in stages from 2016 to 2017

# Thank You

For further information, please contact:

**Mr. Ronald Ng**

Manager, Investor Relations

Tel : (65) 6334 9056

Email : [ronald.ngyz@yingligj.com](mailto:ronald.ngyz@yingligj.com)



Please visit our website at [www.yingligj.com](http://www.yingligj.com) for more information.

# Appendix



# Chongqing Economic indicators

## Chongqing 2Q 2013 Economic Indicators

| Indicators   | Unit         | Value  | Change y-o-y (%) |
|--|--------------|--------|------------------|
| <b>GDP</b>   | RMB billion  | 584.05 | 12.4%            |
| <b>Industrial Output</b>                                   | RMB billion  | 711.79 | 15.0%            |
| <b>Fixed Asset Investment</b>                              | RMB billion  | 453.12 | 21.3%            |
| <b>Foreign Direct Investment (FDI)</b>                     | US\$ billion | 4.21   | 20.0%            |
| <b>Retail Sales</b>  | RMB billion  | 219.04 | 13.5%            |
| <b>Urban Household Annual Disposable Income per capita</b> | RMB          | 12,823 | 9.0%             |
| <b>Consumer Price Index</b>                                |              | 102.50 | 2.5              |

Source: Chongqing Statistical Bureau

- Chongqing continues to attract strong foreign investment in the first half of 2013 with total FDI reaching US\$4.21 billion
- Chongqing's total import and export value reached US\$30.2billion in the first half of 2013, up 20.4% y-o-y
- Chongqing's total real estate investment achieved RMB127.22 billion during the first half of 2013, an increase of 27.7% y-o-y

# Chongqing's Property Landscape

## • Chongqing's Property Landscape for 2Q 2013

- Chongqing Grade A office rental rate increased 1.01% y-o-y to RMB 95.98 per sq.m per month ^
- Yuzhong district Grade A office edge up 0.81% to RMB 99.23 per sq.m per month ^
- Adopting a cautious approach toward expansion caused overall office vacancy rate up to rise slightly by 0.4 percentage points to 27.4% \*
- Average prices for luxury apartments rose by 2.1% q-o-q to RMB12,601 per sq.m due to active upgrading demand \*
- Prime retail market rental rate increased 1.0% q-o-q to RMB 23.4 per sq.m per day \*
- Overall vacancy rate fell 0.3 percentage points to 4.8% as retailers continue to penetrate into core areas \*

