



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



27 March 2013

2012 Annual Results Announcement

DISCLAIMER

These materials have been prepared by Yuzhou Properties Company Limited (the “Company”) solely for informational use during its presentation to current and/or prospective investors to provide an update on the business performance and development of the Company.

No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the Company’s financial or trading position or prospects. The information contained in these materials should be considered in the context of the circumstances prevailing at the time and is subject to change without notice and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. None of the Company nor any of its respective directors, officers, employees, affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss or damage howsoever arising from any use of these materials or their contents or otherwise arising in connection with these materials.

These materials and subsequent discussions may contain certain statements which would constitute “forward-looking statements”. Such forward-looking statements involve risks, uncertainties, future events, our future financial, operational, business or other performance and are subject to a number of uncertainties and factors that may cause the actual results, performance or achievements of the Company to be materially different from those expressed by, or implied by the forward-looking statements in these materials. There can be no assurance that the results and events contemplated by the forward-looking statements contained in these materials will in fact occur. You should not place undue reliance on these forward-looking statements, which reflect our belief only as of the date of this presentation. These forward-looking statements are based on our own information and on information from other sources we believe to be reliable. Past performance cannot be relied on as a guide to future performance.

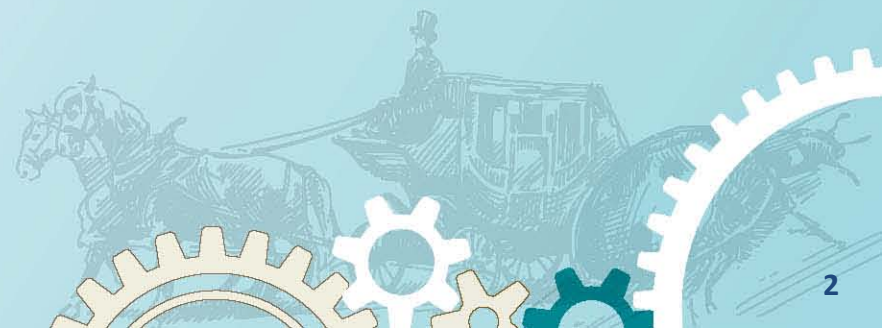
This document does not constitute an offer or invitation to purchase or subscribe for any securities of the Company or any holding company or any of its subsidiaries or an inducement to enter into any investment activity. No part of these materials, or the fact of its distribution or use, shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto.



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



ABOUT YUZHOU PROPERTIES (01628. HK)

KEY FOCUS

- A leading property developer in **West Strait Economic Zone** with footprints in the Top 3 largest cities in Fujian Province
- **Successful expansion** into Shanghai, Hefei, Tianjin, Longyan and Bengbu

CORE STRENGTH

- Well-established market leader in **Xiamen** with nearly **2.6 million sq.m.** of saleable land bank as at December 2012
- **Defensive land cost** through smart land acquisitions : weighted average unit cost of land bank is **1,522 RMB/sq.m.**, accounting for 17% of FY2012 contracted ASP
- **Sustainable high profit margin and low gearing** compared to peers

LAND BANK

- Total saleable GFA as at December 2012 : approx. **6.7million sq.m.**
- **68%** in West Strait Economic Zone, **25%** in Yangtze River Delta and **7%** in Pan-Bohai Rim
- Acquired approx. **1.4m sq.m.** of saleable GFA in 2012 and **1.6m sq.m.** in YTD 2013



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



ABOUT PRESENTERS



Mr. LAM, Lung On



**Founder,
Chairman and Executive Director**



Mr. CAI, Minghui



Executive Vice President



Mr. CHIU, Yu Kang
Steve



**Chief Financial Officer and
Company Secretary**



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

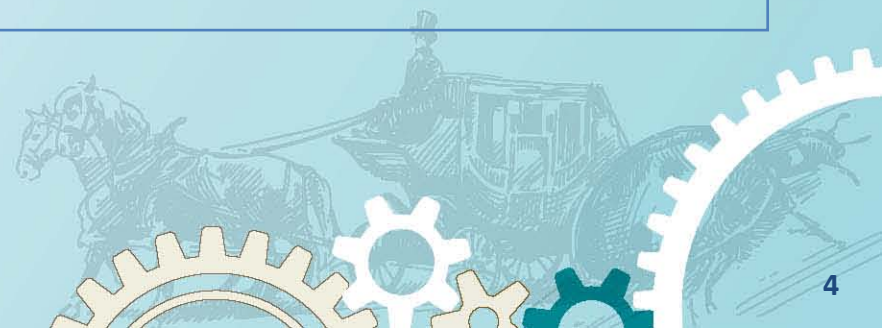


TABLE OF CONTENTS

I. FINANCIAL HIGHLIGHTS

II. BUSINESS REVIEW

III. FUTURE PERSPECTIVES

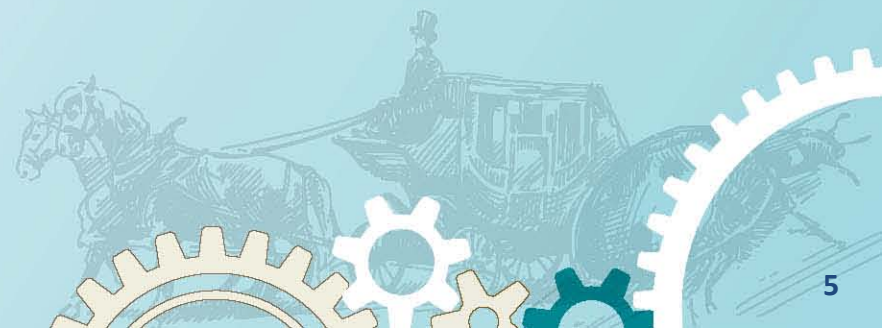
IV. APPENDIX



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK





禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



FINANCIAL HIGHLIGHTS

HIGHLIGHTS OF 2012 ANNUAL RESULTS

FINANCIAL HIGHLIGHTS FOR THE 12 MONTHS ENDED 31 DECEMBER 2012

- Recognized revenue: RMB3,893.8 million
- Contracted sales: RMB6,529.1 million
- Core profit attributed to shareholders: RMB810.4million

Compared with FY2011

(+RMB54.7 million or +1.4%)

(+RMB2,233.2 million or +52.0%)

(+RMB227.4 million or +39.0%)

- Shareholders' equity: RMB6,000.7million
- Cash on hand: RMB3,728.6 million
- Net gearing ratio: 62.1%

Compared with the end of Dec 2011

(+RMB649.4 million or +12.1%)

(+RMB1,772.1 milliomm or +90.6%)

(-1.6 percentage points)



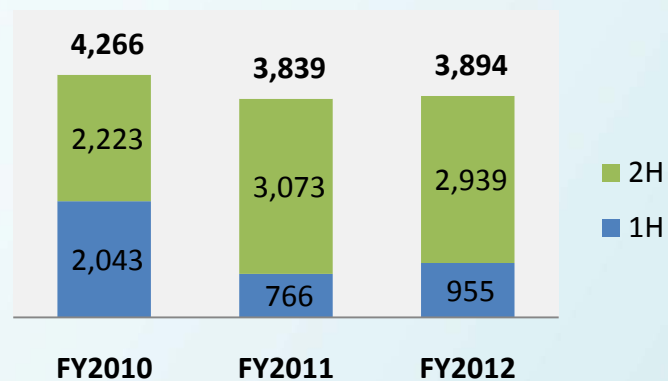
禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

FY2012 KEY PROFIT&LOSS ITEMS

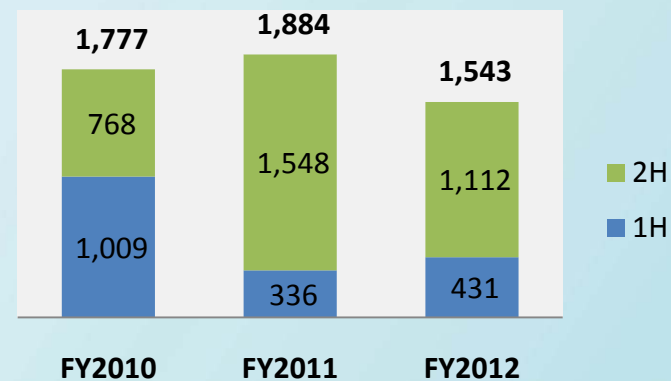
Revenue*

RMB million



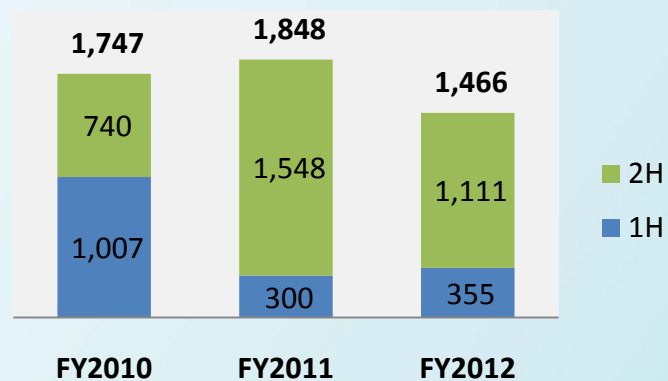
Gross Profit

RMB million



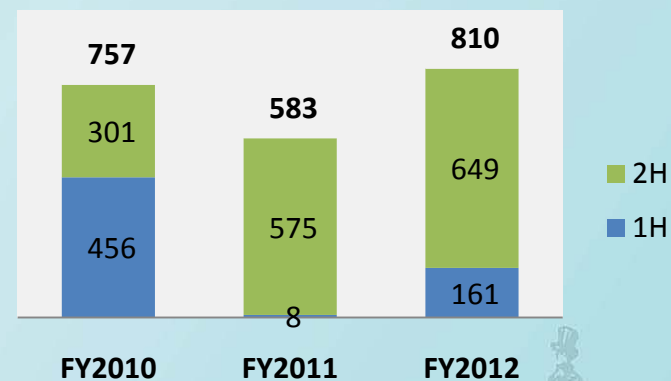
EBITDA

RMB million



Core Profit

RMB million



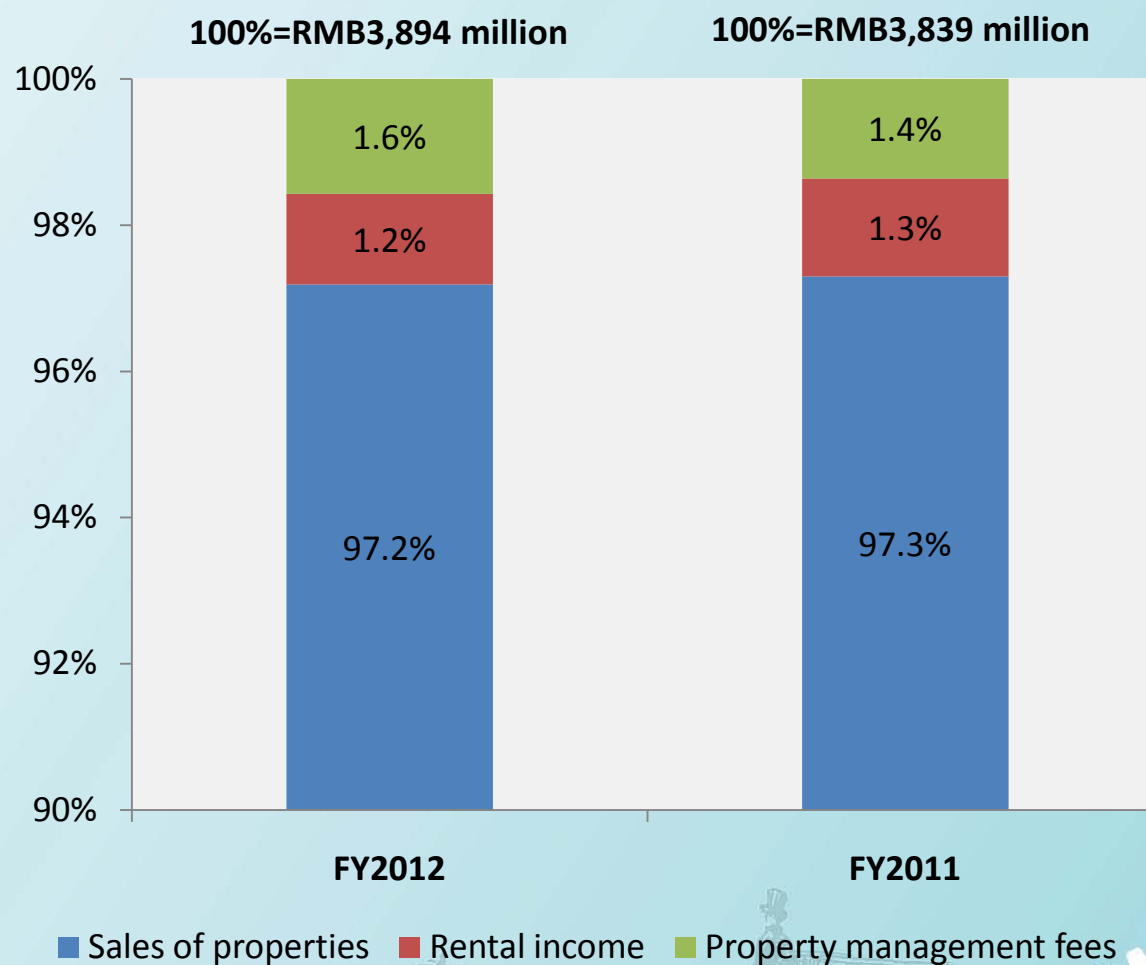
禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

* After 5.55% Business Taxes

FY2012 REVENUE BREAKDOWN

(RMB'000)	FY2012	FY2011	Change
Sales of properties	3,784,421	3,735,365	1%
Rental income	48,245	51,411	-6%
Property management fees	61,170	52,300	+17%
Total	3,893,836	3,839,076	+1%



禹洲地產股份有限公司

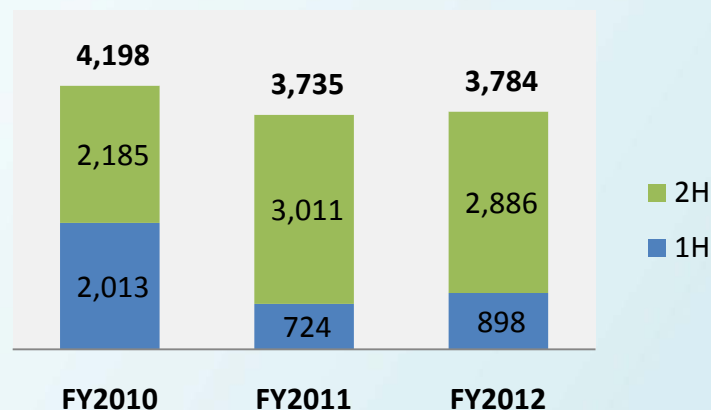
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

ANALYSIS ON FY2012 RECOGNIZED PROPERTY SALES

Recognized Property Sales*

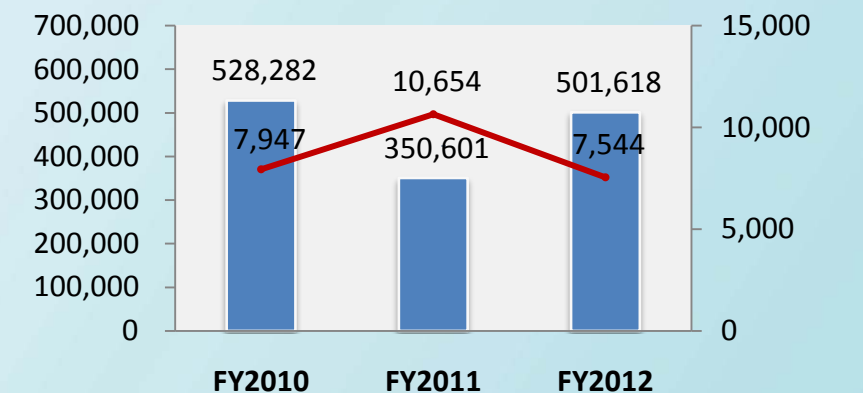
RMB million



Recognized GFA & ASP

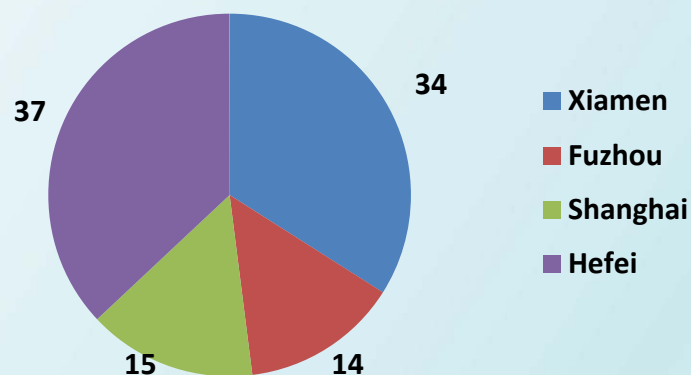
GFA (sq.m.)

ASP (RMB/sq.m.)



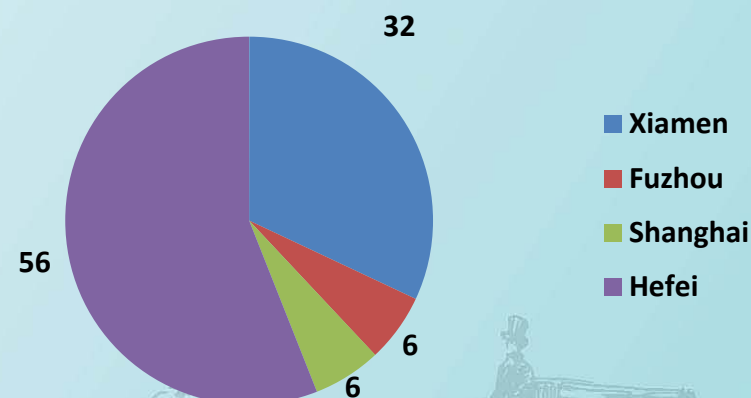
Recognized Sales by City

%



Recognized GFA by City

%



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

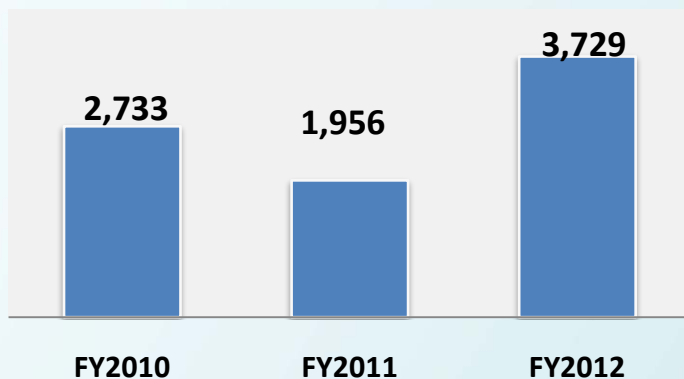
Stock Code: 01628.HK

* After 5.55% Business Taxes

FY2012 KEY BALANCE SHEET ITEMS

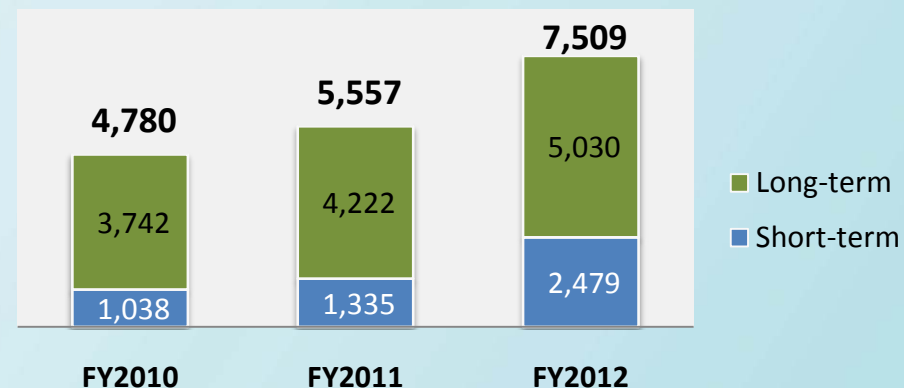
Cash Position

RMB million



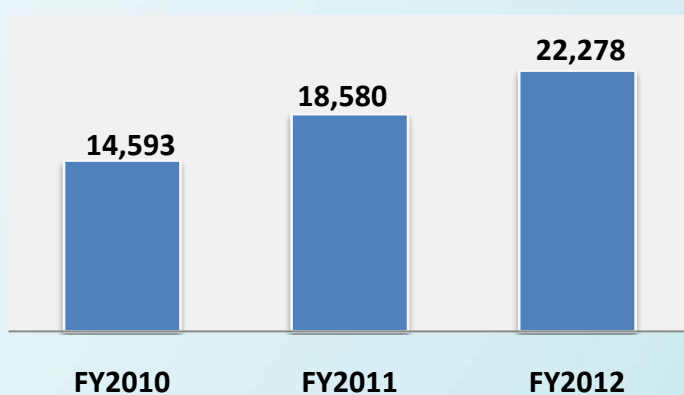
Total Debt

RMB million



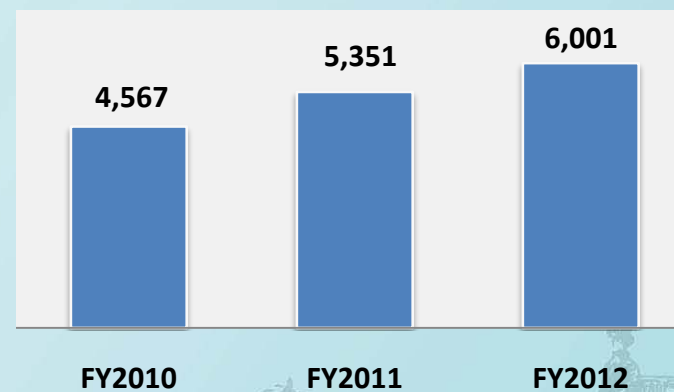
Total Asset

RMB million



Shareholders' Equity

RMB million



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

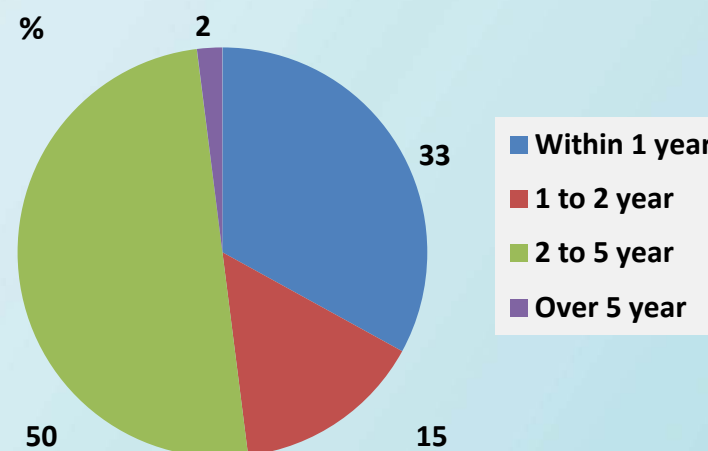
Stock Code: 01628.HK

FY2012 STABLE FINANCIAL POSITION

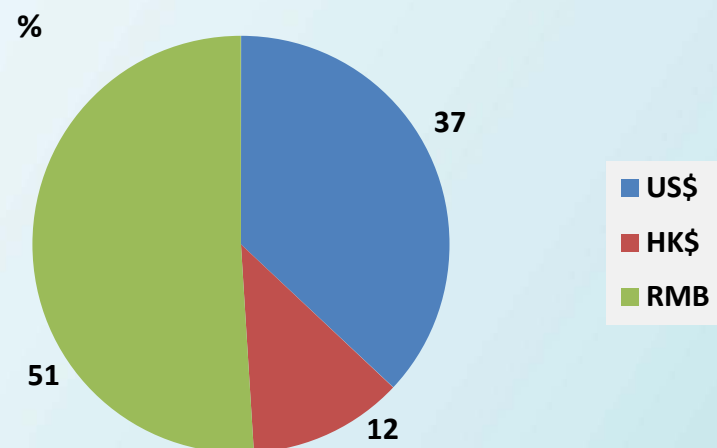
Net Gearing Ratio



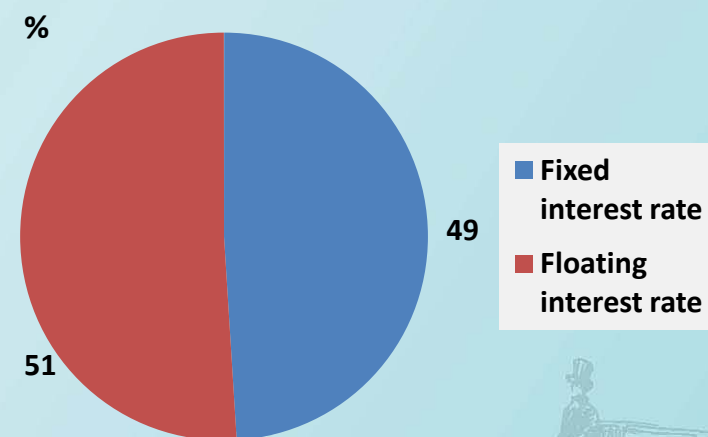
Debt Profile by Maturity



Debt Profile by Currency



Debt Profile by Type



Total Debt = RMB 7,509million



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

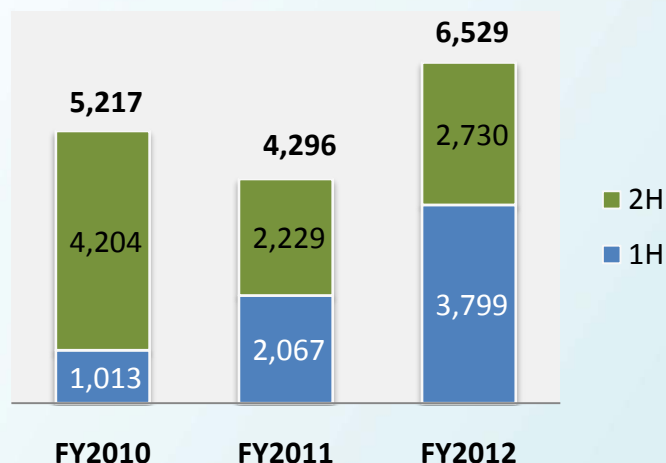


BUSINESS REVIEW

FY2012 CONTRACTED SALES +52% YEAR-ON-YEAR

Contracted Sales (FY2010 vs. FY2011 vs. FY2012)

RMB million



	FY2010	FY2011	FY2012
# of Cities	4	4	6
# of Projects	12	14	17
ASP (RMB/sq.m.)	13,692	8,927	8,951

#	Project	City	Contracted Sales (RMB mn)	As of Total (%)	Contracted GFA (sq.m.)	Contracted ASP (RMB/sq.m.)
1	Yuzhou University City Phase II	Xiamen	284	4%	39,994	7,112
2	Yuzhou Castle above City	Xiamen	558	9%	44,996	12,405
3	Yuzhou Golf	Xiamen	320	5%	34,380	9,302
4	Yuzhou Sunshine Garden	Xiamen	95	1%	16,124	5,858
5	Yuzhou Shoreline	Xiamen	1,917	29%	155,174	12,354
6	Yuzhou Central Coast Phase I	Xiamen	1,114	17%	119,731	9,301
7	Yuzhou Central Coast Phase II	Xiamen	277	4%	23,779	11,643
8	Yuzhou Riverside City Town	Xiamen	174	3%	17,901	9,710
9	Yuzhou Gushan No.One	Fuzhou	184	3%	10,616	17,368
10	Yuzhou Oriental Venice Phase II	Fuzhou	243	4%	12,254	19,829
11	Yuzhou City Plaza Phase I	Quanzhou	240	4%	55,048	4,365
12	Others	Xiamen	63	1%	18,578	3,404
West Strait Economic Zone			5,469	84%	548,575	9,970
13	Land Dream	Shanghai	67	1%	3,587	18,798
14	Yuzhou Skyline Phase I (incl. retail shops)	Hefei	139	2%	24,213	5,751
15	Yuzhou Skyline Phase II	Hefei	563	9%	103,131	5,454
16	Yuzhou Skyline Phase III	Hefei	220	3%	39,218	5,620
Yangtze River Delta			989	15%	170,149	5,816
17	Yuzhou Palace Country	Tianjin	71	1%	10,697	6,594
Bohai Rim Region			71	1%	10,697	6,594
Total			6,529	100%	729,421	8,951



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

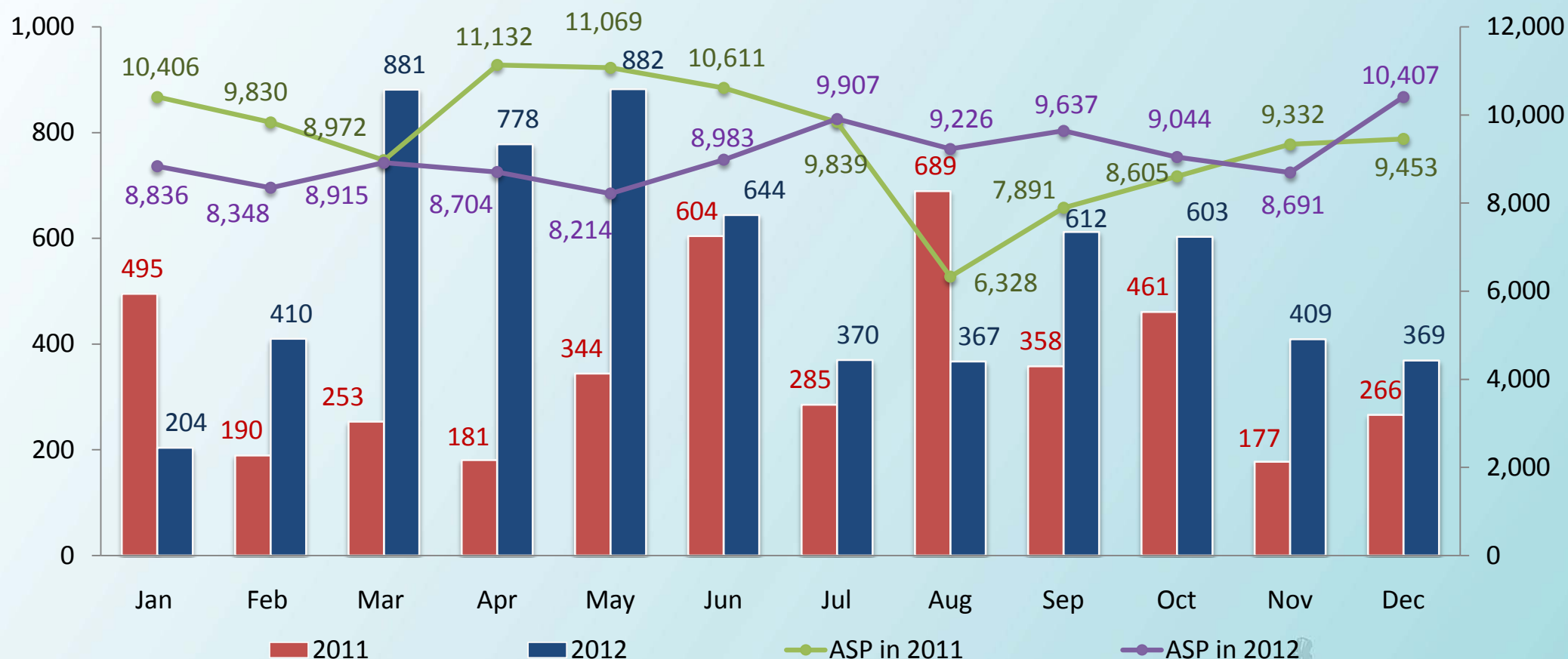
Stock Code: 01628.HK

MONTHLY CONTRACTED SALES IN 2011 vs. 2012

Monthly Contracted Sales (Jan 2011 – Dec 2012)

Contracted Sales
(RMB million)

ASP
(RMB/sq.m.)



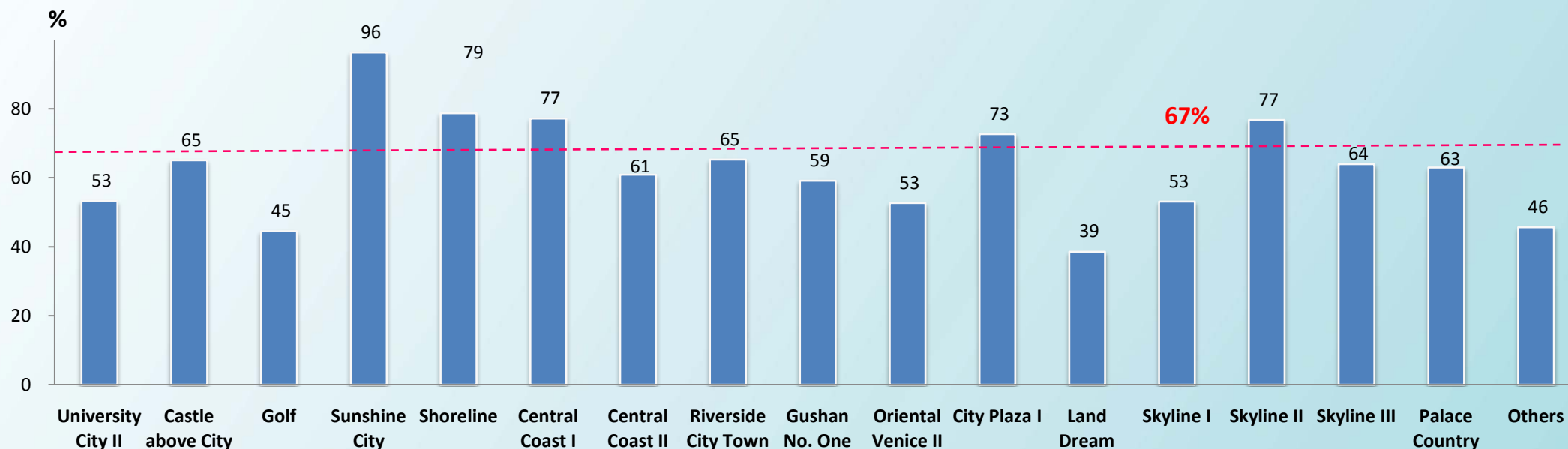
禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

FY2012 SELL-THROUGH RATE REACHED 67%

The Average Sell-through Rate is 67%



City	Xiamen	Xiamen	Xiamen	Xiamen	Xiamen	Xiamen	Xiamen	Xiamen	Fuzhou	Fuzhou	Quanzhou	Shanghai	Hefei	Hefei	Hefei	Tianjin	Xiamen
GFA Launched (sq.m.)	75,083	69,130	77,292	16,749	197,107	155,008	39,044	27,419	17,945	23,234	75,704	9,292	45,587	134,242	61,272	17,104	40,612
GFA Sold (sq.m.)	39,994	44,996	34,380	16,124	155,174	119,731	23,779	17,901	10,616	12,254	55,048	3,587	24,213	103,131	39,218	10,697	18,578



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



SNAPSHOT OF LAND BANK

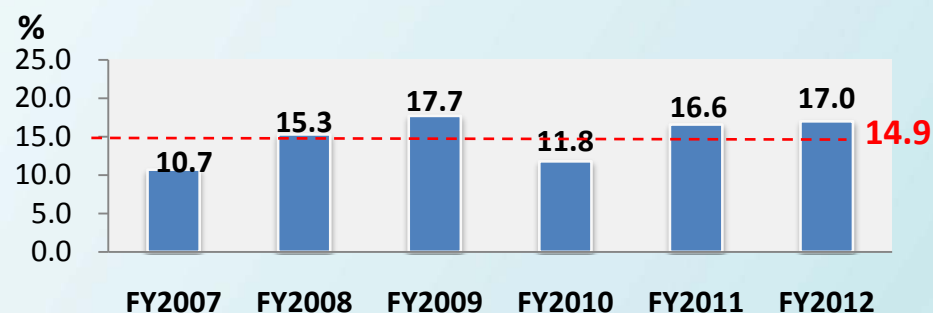
6.66million sq.m. as at 31 Dec 2012*



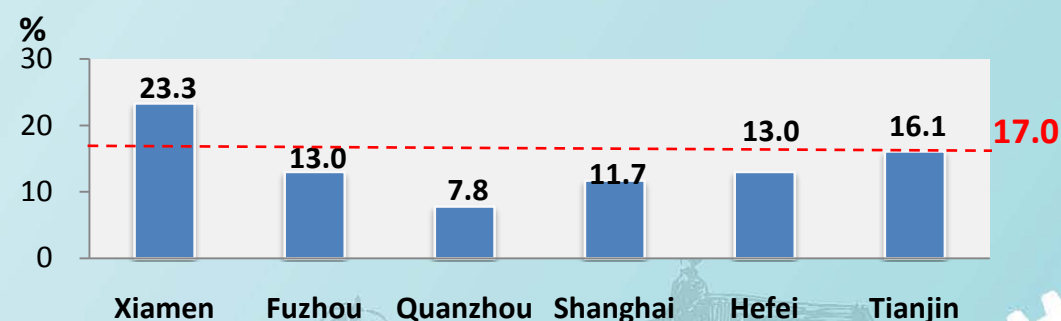
	City	Saleable GFA ('000 sq.m.)	No. of projects	Average Land Cost (RMB/sq.m.)	% of saleable GFA
Bohai Rim Region	Tianjin	451	2	1,061	7
Yangtze River Delta	Shanghai	520	5	2,192	8
	Hefei	1,149	2	722	17
West Strait Economic Zone	Xiamen	2,606	21	2,374	39
	Fuzhou	307	2	2,435	5
	Quanzhou	1,315	2	341	19
	Longyan	312	1	1,935	5
TOTAL		6,660	35	1,522	100

* In addition, there is also a project in Quanzhou with Primary Land Development Qualification with an aggregate GFA 867,675 sq.m. under the framework agreement

Unit Cost of Land Bank as % Contracted ASP



Unit Cost of Land Bank as % FY2012 Contracted ASP

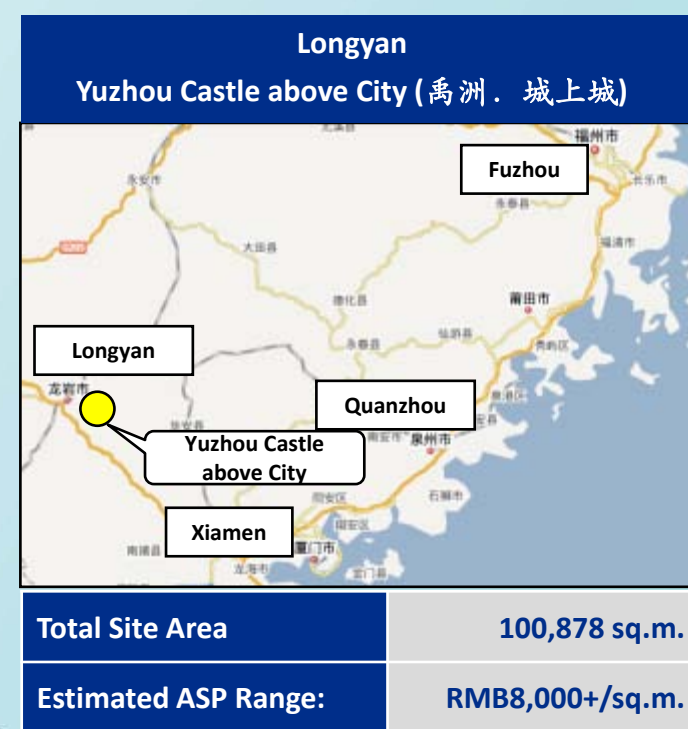
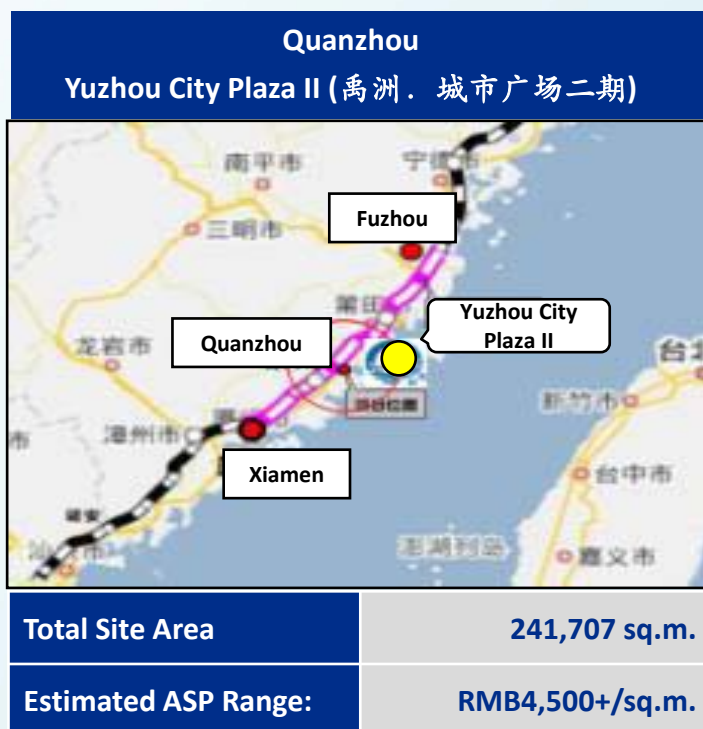


禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

LAND REPLENISHMENT IN 2012

Date of Acquisition	City	Project Type	Methodology	Total Saleable GFA (sq.m.)	Total Land Cost (RMB million)	Average Land Cost (RMB/sq.m.)
April 2012	Quanzhou	Resi/Com/Retail	Bidding and Auction	823,400	282	343
July 2012	Hefei	Residential	Bidding and Auction	288,000	505	1,755
August 2012	Longyan	Resi/Com	Bidding and Auction	312,330	600	1,921
TOTAL				1,423,730	1,387	975

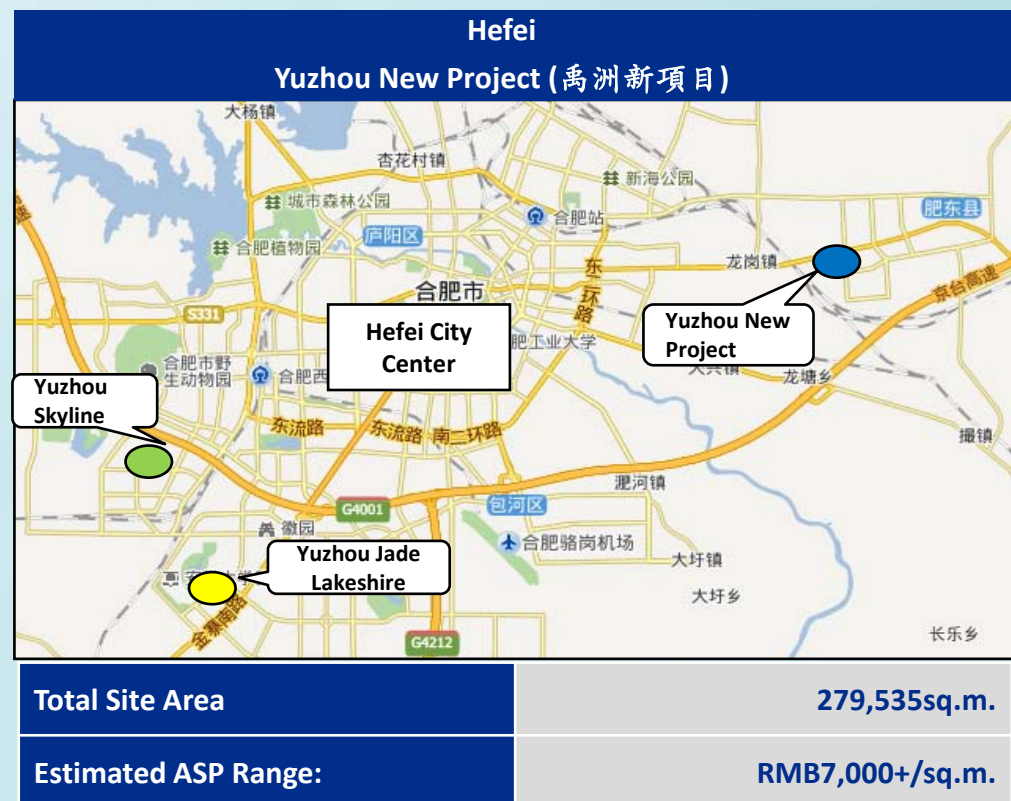


禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

LAND REPLENISHMENT IN 2013

Date of Acquisition	City	Project Type	Methodology	Total Saleable GFA (sq.m.)	Total Land Cost (RMB million)	Average Land Cost (RMB/sq.m.)
January 2013	Bengbu	Resi/Com/Retail	M&A	668,333	441	660
January 2013	Hefei	Resi/Com/Retail	Bidding and Auction	918,698	1,306	1,421
TOTAL				1,587,031	1,747	1,101



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

ABILITY TO OBTAIN SUSTAINABLE PROJECT FINANCE

	#	Lending Banks	City	Credit Facilities (as of 31 December 2012, RMB m)	Used Facilities (as of 31 December 2012 RMB m)	Remaining Facilities (as of 31 December 2012 RMB m)
Onshore	1	ICBC	Xiamen	2,200	210	1,990
	2	CCB	Xiamen	1,980	1,457	523
	3	BOC	Xiamen	750	460	290
	4	Bank of Comm	Hefei	300	250	50
	5	Industrial Bank	Xiamen	250	235	15
	6	ABC	Hefei	200	0	200
	7	BOC	Quanzhou	180	144	36
	8	ABC	Xiamen	150	115	35
	9	CMSB	Hefei	150	142	8
	10	CITIC Bank	Xiamen	150	0	150
	11	Bank of Shanghai	Shanghai	145	120	25
	12	BOC	Shanghai	120	110	10
	13	CEB	Fuzhou	100	100	0
	14	CEB	Xiamen	65	65	0
	15	Industrial Bank	Shanghai	55	49	6
		Sub-total		6,795	3,457	3,338
Offshore	1	LusoBank	Hong Kong	137	130	7
	2	OCBC	Hong Kong	271	0	271
	3	Hang Seng Bank	Hong Kong	187	0	187
		Sub-total		595	130	465
		Total		7,390	3,587	3,803



	#	Trust Company	City	Trust Amount (RMB mn)	Trust Tenure	Interest Rate (%) per annum
Trust	1	Daye Trust	Xiamen	390	Dec 2011 – Jun 2013	13.5%



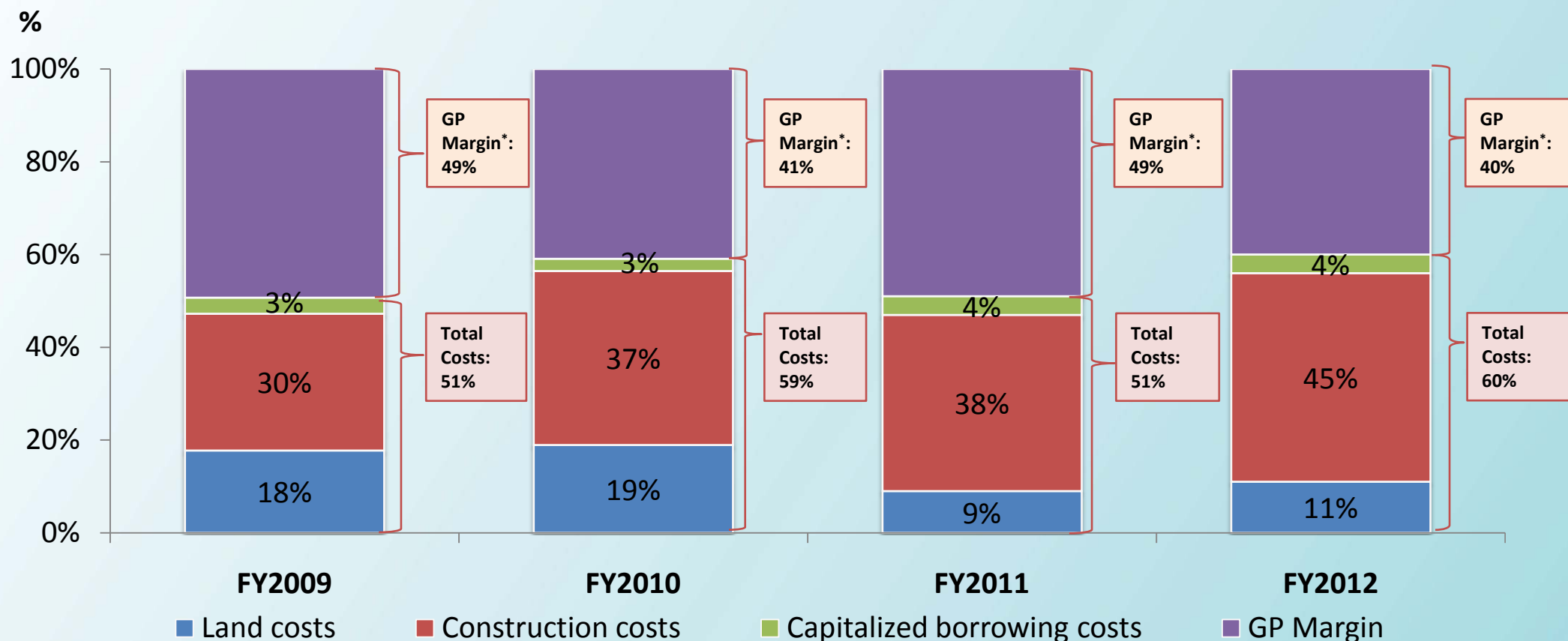
禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

The weighted average interest rate of onshore and offshore fundings is 9.72%

COST STRUCTURE-HIGHER PROFITABILITY

Cost of Properties Sold as a % of Revenue from Sale of Properties (FY2009 vs. FY2010 vs. FY2011 vs. FY2012)



* Gross Profit Margins from Property Sales

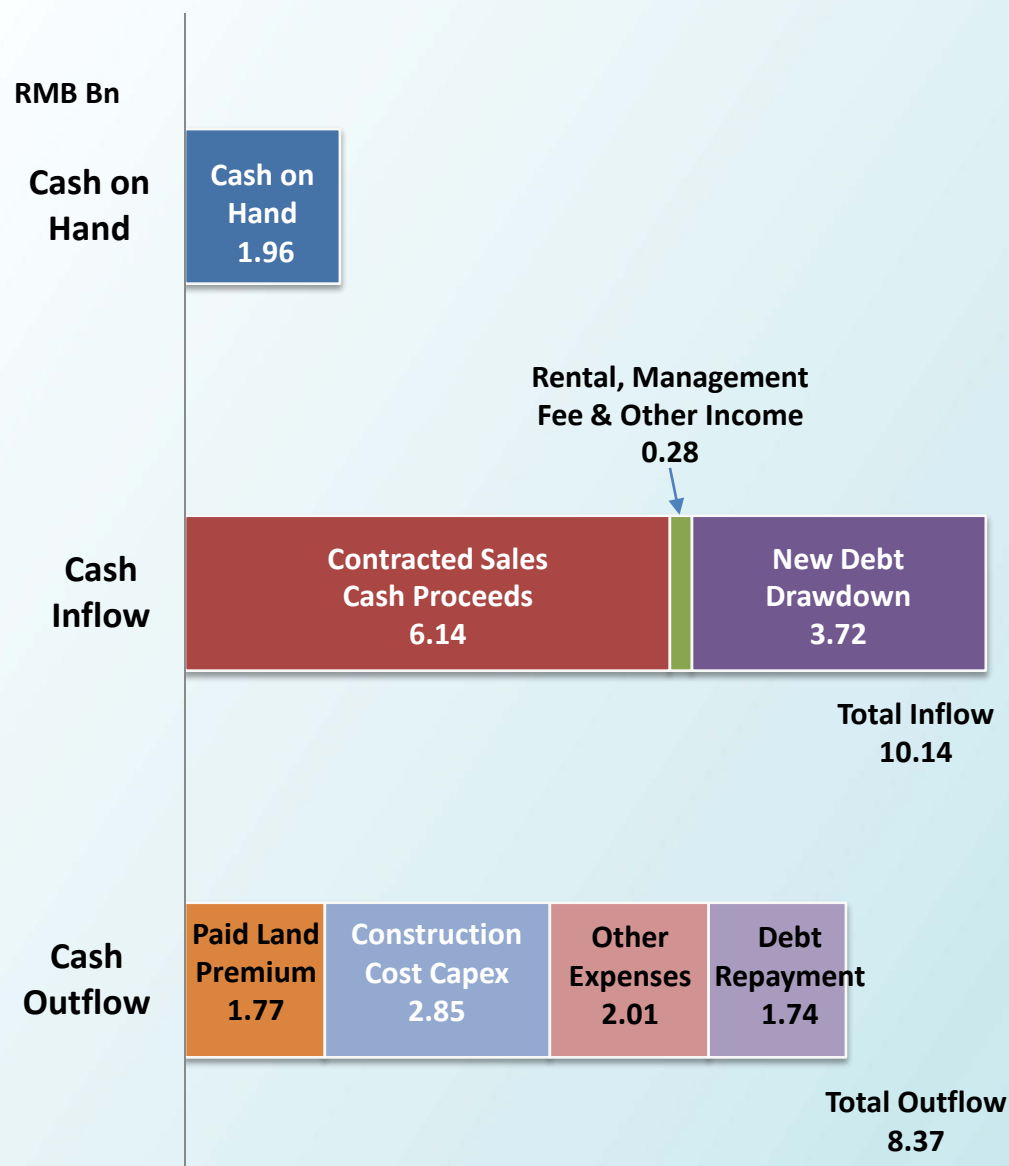


禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

FY 2012 CASH FLOW POSITION



(Unaudited) RMB Bn

	FY2011 (A)	FY2012 (A)	FY2013 (E)
Cash on Hand (at the beginning)	2.73	1.96	3.73
Cash Proceeds from Contracted Sales	4.16	6.14	7.50
Rental, Management Fee & Other Income	0.19	0.28	0.43
New Debt Drawdown	2.48	3.72	3.10
Paid Land Premium	2.14	1.77	1.35
Construction Cost Capex	2.24	2.85	3.20
Other Expenses - Interest, Tax, Dividend and Others	1.52	2.01	2.68
Debt Repayment	1.70	1.74	2.00
Cash on Hand (at the ending)	1.96	3.73	5.53



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



FUTURE PERSPECTIVES

MACROECONOMIC & MARKET OUTLOOK

- China's 7.5% full-year GDP growth target is healthy and sustainable, if china's growth coupled with the US economic recovery, will help bring a positive effect on the world economy
- Chinese government is focused on promoting the West Strait Economic Zone as a new growth engine in China
- Chinese property market is curbed by government policies, and the polices regulation become normalized
- Property sector will be more consolidated, smart developers should be well-prepared for market movements and operate sound and safely for development in accordance with national policies



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



OUR STRATEGIES TO WEATHER THE MARKET



Product and pricing flexibility

- ✓ Diversify product mix to user-oriented demand, better catered to current market
- ✓ Flexible pricing strategy in line with market expectations to boost sales volumes

Diversification and strong demand

- ✓ Existing projects contributed to strong contracted sales
- ✓ Low cost and high quality land bank helps secure good margins and profitability
- ✓ Renowned brand in both home and new markets with strong pricing power

Experienced management

- ✓ Highly experienced management team with strong execution capabilities and deep industry insights
- ✓ Effective marketing strategy, humanized design & excellent cost control

Strong cash position

- ✓ Total cash on hand over RMB 3.7bn and committed but undrawn borrowing facilities more than RMB 3.8bn as at 31 December 2012
- ✓ Limited unpaid land premium
- ✓ Keep the net gearing ratio at a manageable level



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

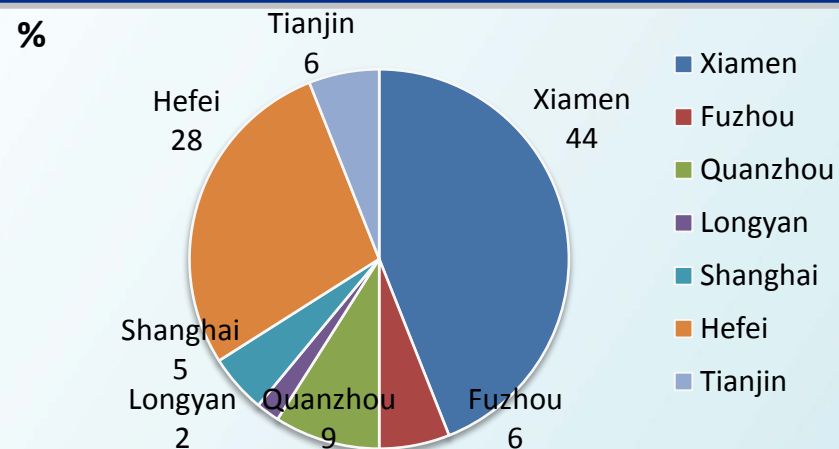


FY2013: DETAILED LAUNCH TABLE

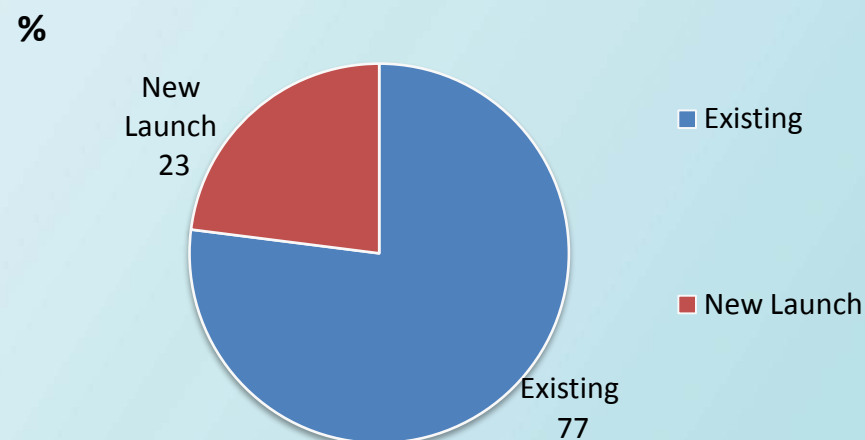
Project Name	City	Product Type	Launch Type	Planned Sales GFA for 1H 2013	Planned Sales GFA for 2H 2013	Planned Sales GFA for FY2013	Percentage of Planned Sales GFA (%)
				(sq.m.)	(sq.m.)	(sq.m.)	
1 Yuzhou University City	Xiamen	Apartment	Existing	91	0	91	0%
		Retail	Existing	634	0	634	0%
		Car Parking	Existing	20,096	30,145	50,241	4%
2 Yuzhou		Apartment	Existing	493	0	493	0%
		Car Parking	Existing	3,912	9,129	13,041	1%
3 Yuzhou Golf		Apartment	Existing	14,488	0	14,488	1%
		Villa	Existing	12,190	18,284	30,474	2%
		Car Parking	Existing	13,269	13,269	26,538	2%
4 Yuzhou Shoreline		Apartment	Existing	66,755	22,252	89,007	7%
		Villa	Existing	26,638	0	26,638	2%
5 Yuzhou Sunshine City		Car Parking	Existing	8,247	5,498	13,744	1%
6 Yuzhou Central Coast		Apartment	Existing	97,192	41,654	138,845	11%
		SOHO	Existing	33,401	7,920	41,321	3%
7 Yuzhou Riverside City Town		Apartment	Existing	16,414	7,035	23,449	2%
		Villa	Existing	18,179	0	18,179	1%
8 Yuzhou Cloud Top Int'l		Apartment	New Launch	28,031	19,341	47,372	4%
9 Yuzhou Golden Seacoast		Car Parking	Existing	7,327	0	7,327	1%
10 Yuzhou City Plaza	Quanzhou	Apartment	Existing	68,235	27,300	95,535	8%
11 Yuzhou Gushan No.One		Retail	Existing	5,600	5,608	11,208	1%
12 Yuzhou Oriental Venice I&II	Fuzhou	Villa	Existing	17,804	0	17,804	1%
		Apartment	Existing	461	0	461	0%
		Villa	Existing	5,448	5,448	10,896	1%
		Car Parking	Existing	2,230	0	2,230	0%
13 Yuzhou Oriental Venice III	Apartment	New Launch	0	39,133	39,133	3%	
14 Yuzhou Castle above City	Longyan	Apartment	New Launch	11,200	19,240	30,440	2%
West Strait Economic Zone				478,334	271,255	749,589	61%
15 Yuzhou Commercial Plaza	Shanghai	office	New Launch	0	51,998	51,998	4%
16 Yuzhou Jinqiao Int'l I, II&III		SOHO	Existing	2,231	0	2,231	0%
17 Yuzhou Jinqiao Int'l IV(Land Dream)		SOHO	Existing	7,606	0	7,606	1%
18 Yuzhou Skyline I&II	Hefei	Apartment	Existing	3,856	0	3,856	0%
		Retail	Existing	5,455	0	5,455	0%
		Car Parking	Existing	0	2,040	2,040	0%
		19 Yuzhou Skyline III	Apartment	Existing	90,235	136,237	226,472
20 Yuzhou Jade Lakeshire		Apartment	New Launch	34,000	66,000	100,000	8%
Yangtze River Delta				143,383	256,275	399,658	33%
21 Yuzhou Palace Country	Tianjin	Apartment	Existing	45,101	22,095	67,195	5%
22 Yuzhou Tuanbo Project		Apartment	New Launch	0	12,000	12,000	1%
Bohai Rim Region				45,101	34,095	79,195	6%
Total				666,818	561,624	1,228,442	100%

FY2013: LAUNCH BREAKDOWN

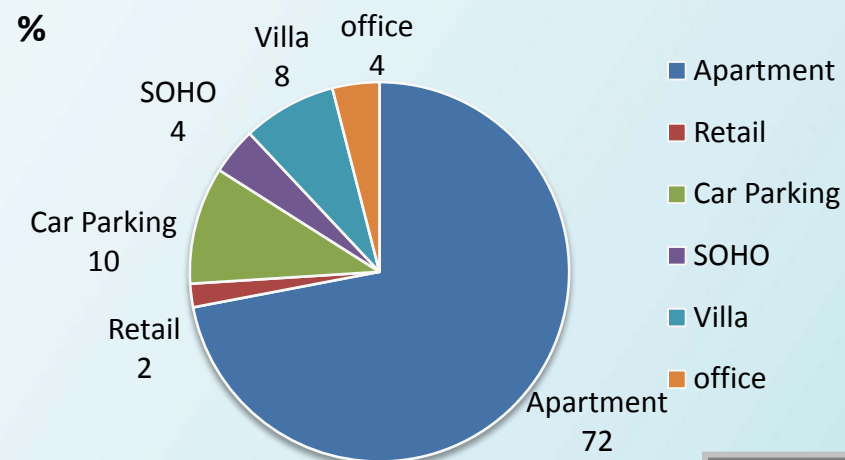
By City



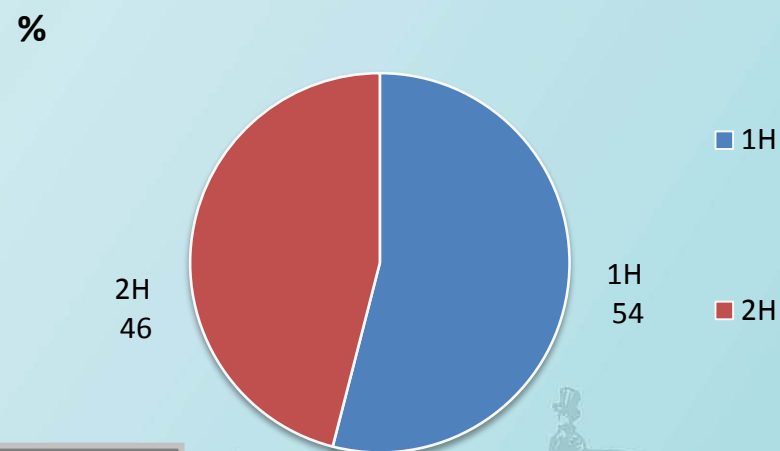
By Launch Type



By Project Type



By Period



100% = 1,228,442 sq.m.



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

MAJOR CONTRIBUTING PROJECTS IN FY2013

Xiamen Yuzhou Shoreline (廈門禹洲·尊海)



- At the Heart of Haicang CBD, offering a panoramic view of the sea, lake and forestry
- High-rises and low-density residential units
- Land cost: RMB 3,560/sq.m.,
- Current ASP: RMB 17,000/sq.m.

Xiamen Yuzhou Central Coast (廈門禹洲·中央海岸)



- Located at the seafront of Jimei District, right at the transportation hub
- High-rise residential units, commercial and SOHO office
- Land cost: RMB 2,557/sq.m.,
- Current ASP: RMB 14,000/sq.m.

Xiamen Yuzhou Cloud Top International (廈門禹洲·雲頂國際)



- Located at the new core area of Xiamen Island, linked to BRT (Bus Rapid Transit)
- 3 Residential high-rises and commercial space
- Land cost: RMB3,241/sq.m.,
- Planned ASP: RMB 30,000+/sq.m.

Hefei Yuzhou Skyline (合肥禹洲·天境)



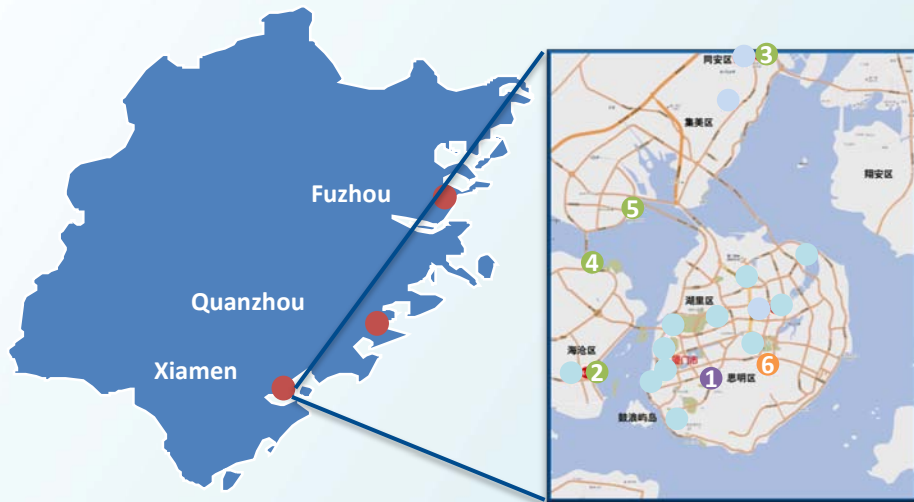
- Adjacent to the Government Office of Hefei
- A community of 1.2 million sq.m. offers high-rises, low-rises residential units, retail and school
- Land cost: RMB 377/sq.m.,
- Current ASP: RMB 5,800/sq.m.



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

MARKET LEADERSHIP IN XIAMEN, FUJIAN PROVINCE



● Completed
 ● Under development
 ● Held for development

Selected projects in Xiamen

- | | |
|--|--|
| 1 Yuzhou World Trade Center
 | 2 Yuzhou Shoreline
 |
| 3 Yuzhou Riverside City Town
 | 4 Yuzhou Golf
 |
| 5 Yuzhou Central Coast
 | 6 Yuzhou Cloud Top International
 |

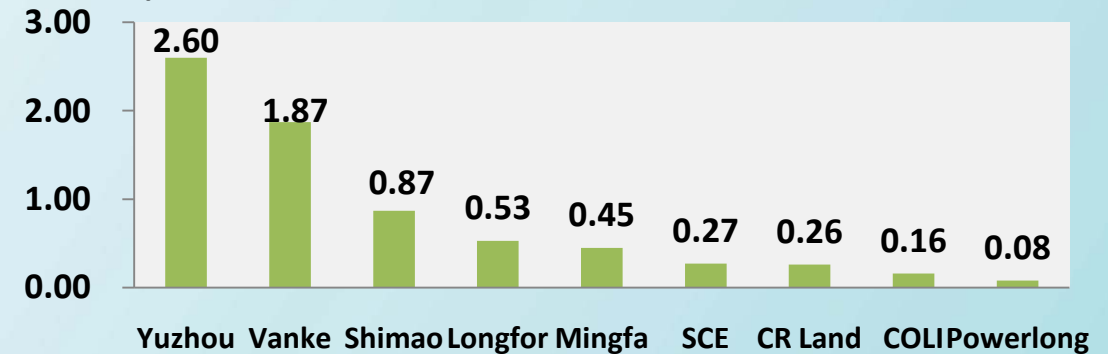


禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

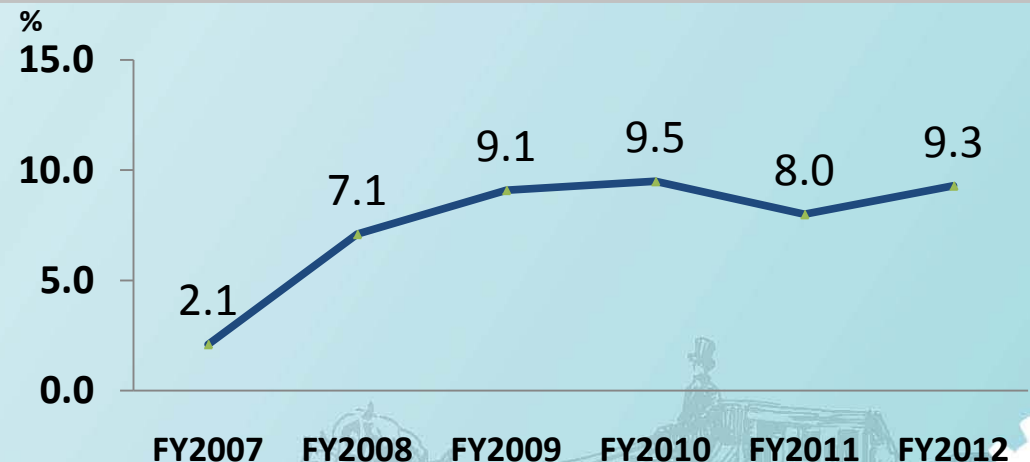
Largest Land Bank in Xiamen (As at Dec 2012)

Million sq.m.



Source : Listed companies annual reports & interim reports

Residential Market Share in Xiamen*



* In terms of GFA contracted sold

FUTURE LAND BANK STRATEGY



Focus on the West Strait Economic Zone

A new strategic focus and growth engine in China promoted by the State Council



Penetrate further into the region

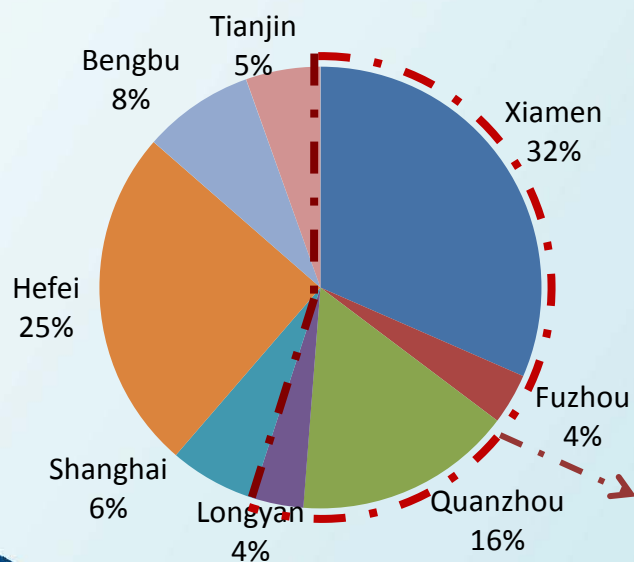
To solidify the long-time market leadership by expanding into lower-tier cities such as Zhangzhou, Sanming and etc.



Stick to our core competency

To acquire land through Merger & Acquisition and participation in the government projects

Land bank Chart as at Feb 2013*



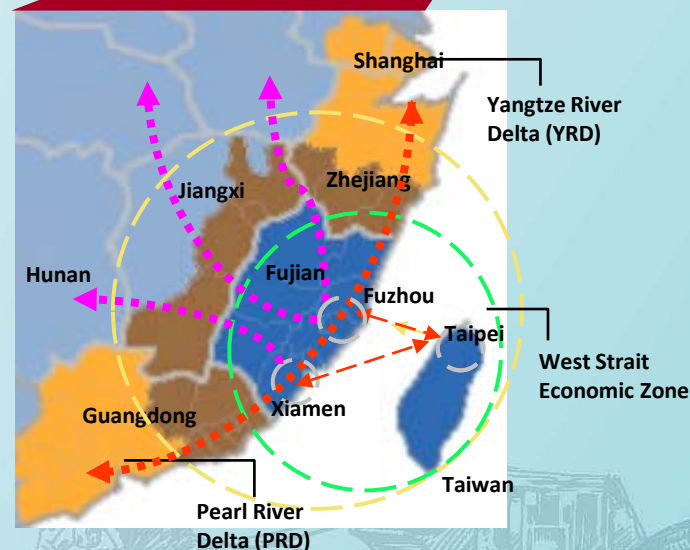
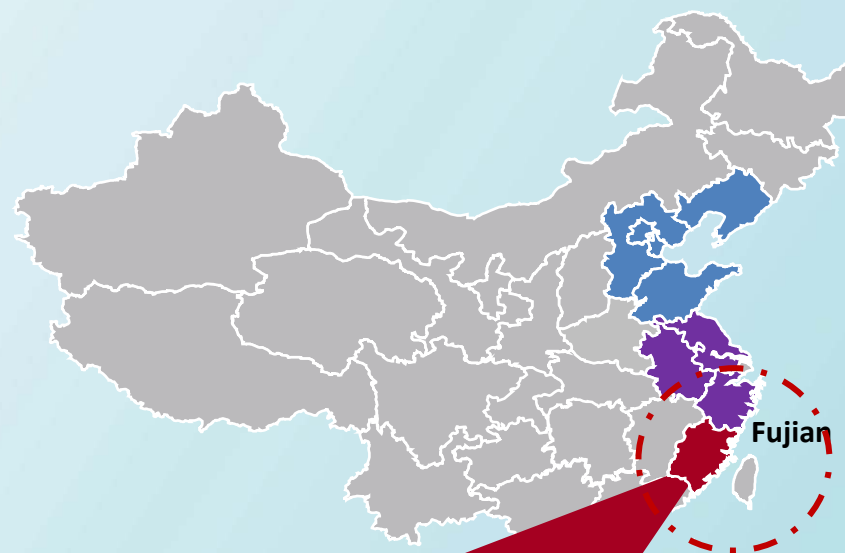
West Strait Economic Zone (56%)



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

* The land bank as at Feb 2013 is approx. 8.25 million sq.m.





禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

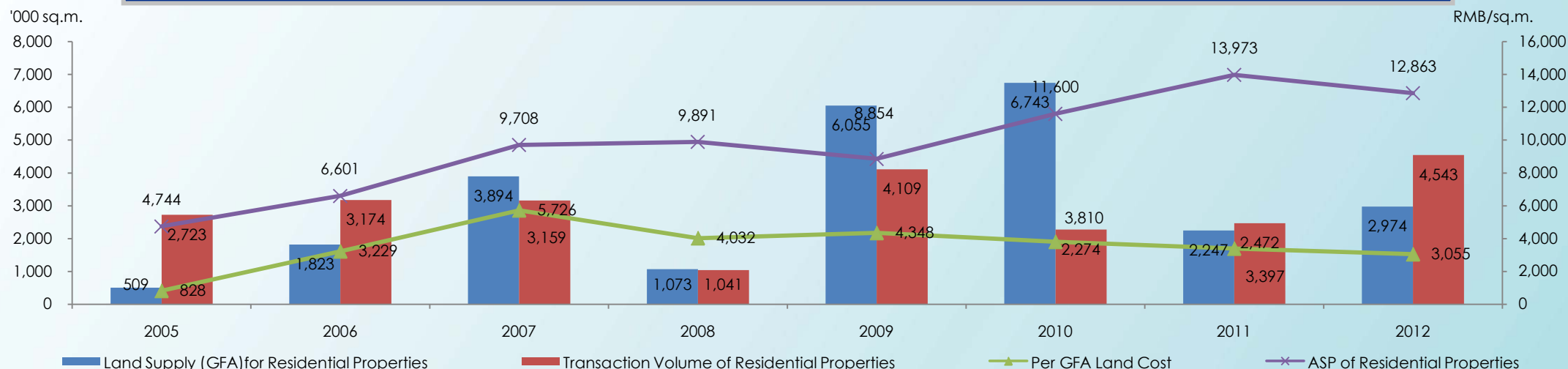
Stock Code: 01628.HK



APPENDIX

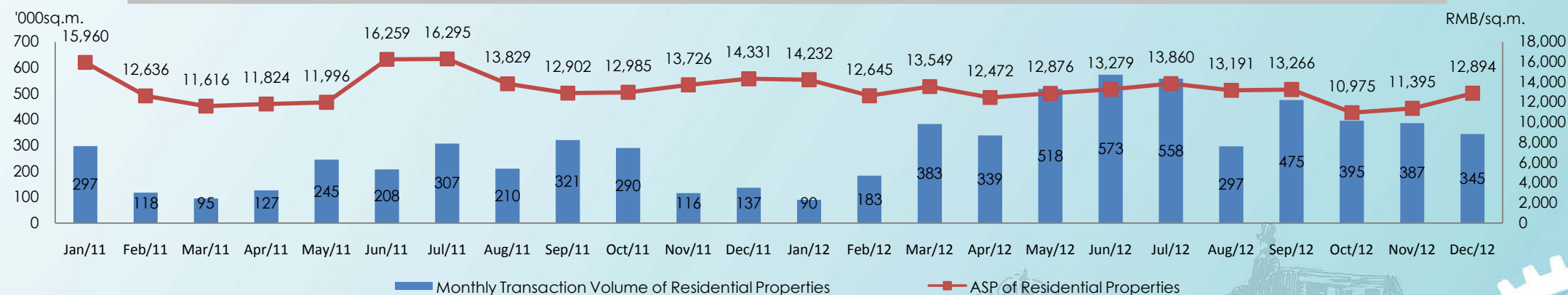
XIAMEN PROPERTY MARKET OVERVIEW

Residential Land Supply and Property Transactions in Xiamen



Source: Database on <http://fdc.soufun.com>; Land Supply Data for Residential Properties Supply(including social housing)

Monthly Transaction Volume and ASP of Residential Properties



Source: Database on <http://fdc.soufun.com>; Data Only for Commodity Housing(excluding social housing)

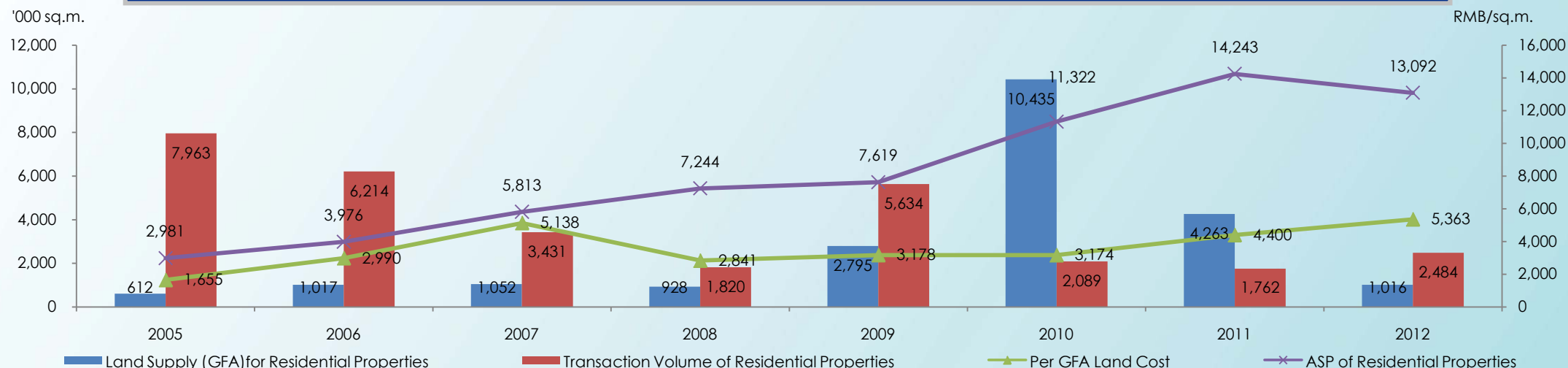


禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

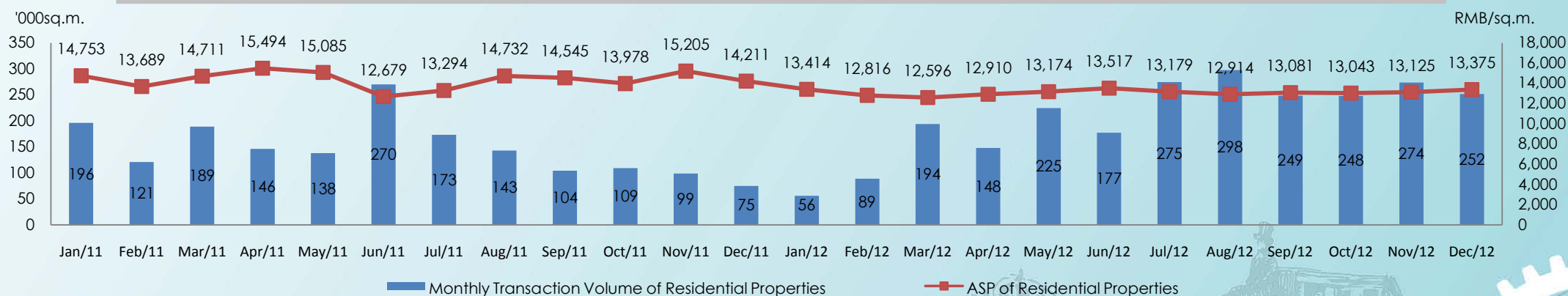
FUZHOU PROPERTY MARKET OVERVIEW

Residential Land Supply and Property Transactions in Fuzhou



Source: Database on <http://fdc.soufun.com>; Land Supply Data for Residential Properties Supply(including social housing)

Monthly Transaction Volume and ASP of Residential Properties



Source: Database on <http://fdc.soufun.com>; Data Only for Commodity Housing(excluding social housing)

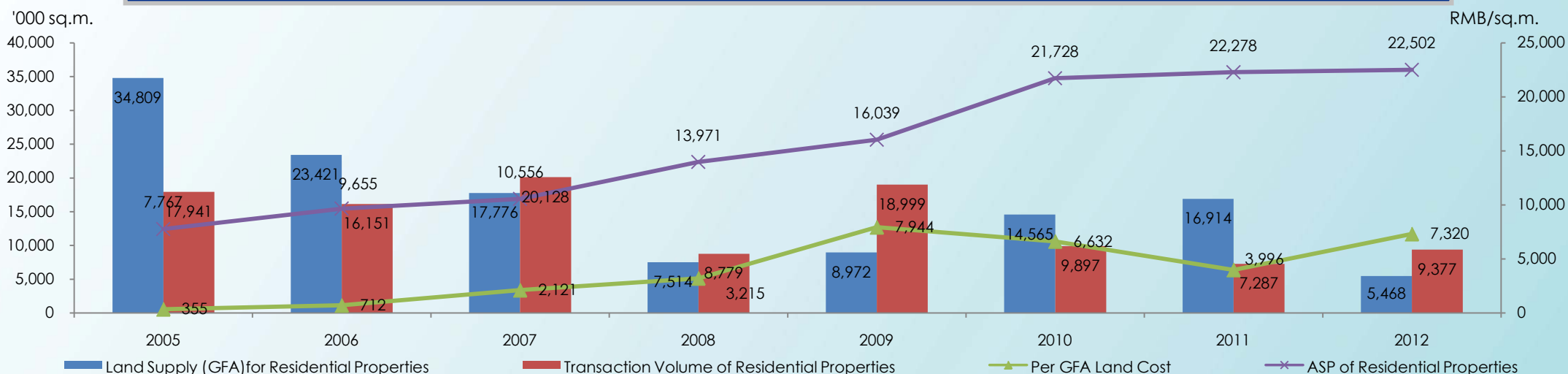


禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

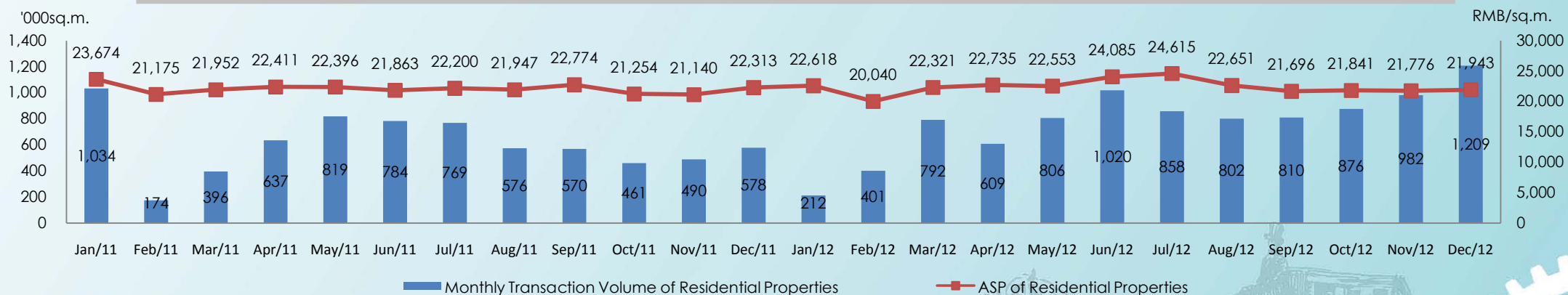
SHANGHAI PROPERTY MARKET OVERVIEW

Residential Land Supply and Property Transactions in Shanghai



Source: Database on <http://fdc.soufun.com>; Land Supply Data for Residential Properties Supply(excluding social housing)

Monthly Transaction Volume and ASP of Residential Properties



Source: Database on <http://fdc.soufun.com>; Data Only for Commodity Housing(excluding social housing)

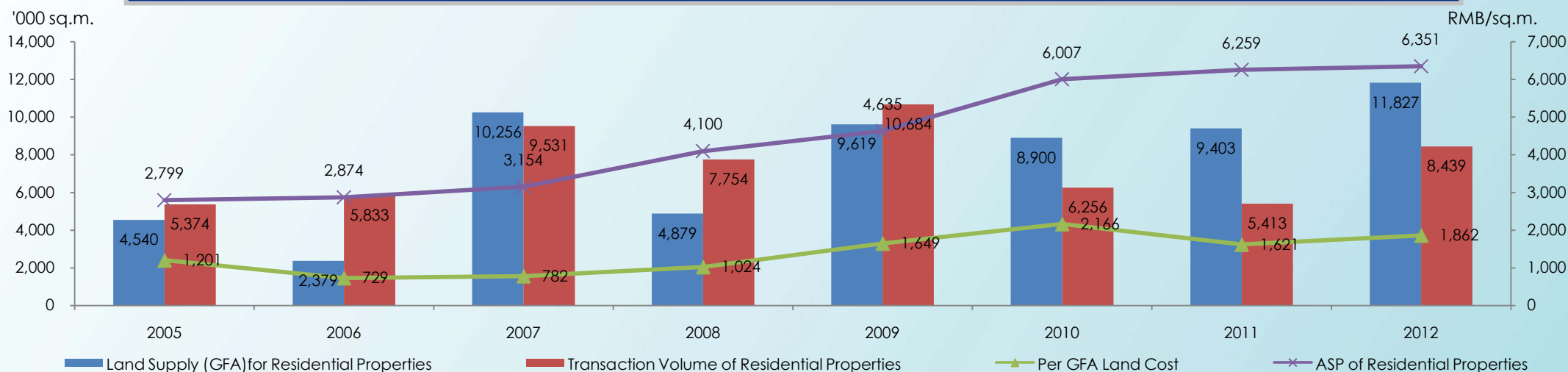


禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

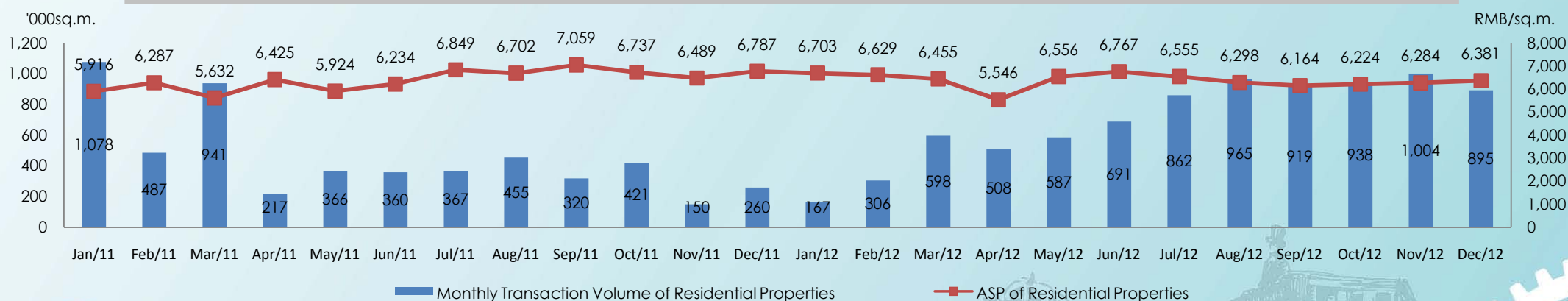
HEFEI PROPERTY MARKET OVERVIEW

Residential Land Supply and Property Transactions in Hefei



Source: Database on <http://fdc.soufun.com>; Land Supply Data for Residential Properties Supply(including social housing)

Monthly Transaction Volume and ASP of Residential Properties



Source: Database on <http://fdc.soufun.com>; Data Only for Commodity Housing(excluding social housing)



禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

DETAILED LAND BANK TABLE

Project	Site Area (sq.m.)	Location	Unit Land Cost (RMB/sq.m.)	Total GFA (sq.m.)	Total Saleable GFA (sq.m.)	Sold and Delivered Saleable GFA (sq.m.)	Pre-sold Saleable GFA (sq.m.)	Held for Sale Only (sq.m.)	Held for Investment Only (sq.m.)	Land Reserve (sq.m.)	Interest in the Project %
Completed Projects											
Yuzhou Overseas City	27,703	Xiamen	830	239,627	236,745	235,644	-	-	1,101	1,101	100%
Yuzhou Shuilian Manor	12,909	Xiamen	910	29,126	27,325	27,325	-	-	-	-	100%
Yuzhou Hai Tian Plaza	6,316	Xiamen	396	65,104	64,575	63,093	-	621	861	1,482	100%
Yuzhou Harbour City	20,089	Xiamen	761	191,649	186,013	186,013	-	-	-	-	60%
Yuzhou New City	25,610	Xiamen	647	93,473	90,770	87,144	-	262	3,364	3,626	100%
Yuzhou Garden	27,345	Xiamen	586	92,888	92,119	89,751	291	385	1,692	2,368	100%
Yuzhou Galaxy Garden	26,367	Xiamen	1,718	93,925	91,689	91,437	-	252	-	252	100%
Yuzhou New Manor	45,619	Xiamen	493	118,892	118,652	118,590	-	62	-	62	100%
Yuzhou World Trade Center	19,454	Xiamen	845	204,476	182,640	131,710	1,339	491	49,100	50,930	100%
Yuzhou Golden Seacoast	70,793	Xiamen	1,590	245,073	226,679	179,982	6,147	8,900	31,650	46,697	100%
Yuzhou University City	90,750	Xiamen	932	480,252	467,112	405,514	3,279	51,223	7,096	61,598	100%
Yuzhou Castle above City	52,715	Xiamen	1,273	235,984	231,017	139,408	73,979	14,872	2,758	91,609	98%
Yuzhou Sunshine City	22,868	Xiamen	1,301	66,899	72,278	56,510	1,928	13,840	-	15,768	100%
Yuzhou Jinqiao International	49,738	Shanghai	1,242	234,484	230,955	159,852	21,541	16,847	32,715	71,103	100%
Yuzhou Gushan No. One	234,160	Fuzhou	1,831	88,287	79,923	24,439	6,181	49,303	-	55,484	60%
Sub-total	732,436		1,038	2,480,139	2,398,492	1,996,412	114,685	157,058	130,337	402,080	
Projects Under Development											
Yuzhou International Hotel	60,018	Xiamen	1,175	125,221	102,142	-	-	-	102,142	102,142	100%
Yuzhou Center	3,333	Xiamen	2,417	60,130	57,861	-	-	-	57,861	57,861	100%
Yuzhou Golf	55,986	Xiamen	1,165	129,187	114,574	-	40,130	74,444	-	114,574	100%
Yuzhou Shoreline	107,622	Xiamen	3,560	473,184	421,316	-	171,549	235,367	14,400	421,316	100%
Yuzhou Central Coast	123,240	Xiamen	2,557	663,537	535,000	-	148,516	361,484	25,000	535,000	100%
Yuzhou Riverside City Town	284,414	Xiamen	1,696	512,600	512,600	-	17,901	414,199	80,500	512,600	100%
Haicang Vanke City (JV Project)	189,752	Xiamen	2,921	517,690	517,690	-	161,029	356,661	-	517,690	20%
Yuzhou Center	6,818	Shanghai	2,616	35,837	28,670	-	-	28,670	-	28,670	100%
Yuzhou City Plaza	50,628	Shanghai	1,445	100,489	98,494	-	-	63,217	35,277	98,494	100%
Yuzhou Skyline	446,757	Hefei	377	1,230,259	1,222,859	362,014	95,554	667,991	97,300	860,845	100%
Yuzhou Oriental Venice	706,397	Fuzhou	2,568	365,512	355,431	104,301	42,225	193,172	15,733	251,130	80%
Yuzhou Palace Country	135,173	Tianjin	1,060	320,374	319,748	-	10,697	309,051	-	319,748	100%
Yuzhou City Plaza I	125,000	Quanzhou	338	491,800	491,800	-	55,048	436,752	-	491,800	100%
Sub-total	2,295,138		1,620	5,025,820	4,778,185	466,315	742,649	3,141,008	428,213	4,311,870	
Projects Held for Future Development											
Yuzhou Cloud Top International	15,652	Xiamen	3,241	95,586	69,730	-	-	48,618	21,112	69,730	100%
Yuzhou Commercial Plaza	40,911	Shanghai	2,367	135,880	110,460	-	-	-	110,460	110,460	100%
Yuzhou Jinshan Project	174,814	Shanghai	1,324	211,418	211,418	-	-	211,418	-	211,418	100%
Yuzhou Jade Lakeshire	96,000	Hefei	1,755	288,000	288,000	-	-	288,000	-	288,000	100%
Yuzhou Tuanbo Project	109,090	Tianjin	1,275	130,908	130,908	-	-	130,908	-	130,908	100%
Yuzhou Castle above City	100,878	Longyan	1,921	312,330	312,330	-	-	297,730	14,600	312,330	100%
Yuzhou City Plaza II	241,707	Quanzhou	343	878,525	823,400	-	-	664,680	158,720	823,400	100%
Sub-total	779,052		1,193	2,052,647	1,946,246	-	-	1,641,354	304,892	1,946,246	
Total	3,806,626		1,376	9,558,606	9,122,923	2,462,727	857,334	4,939,420	863,442	6,660,196	



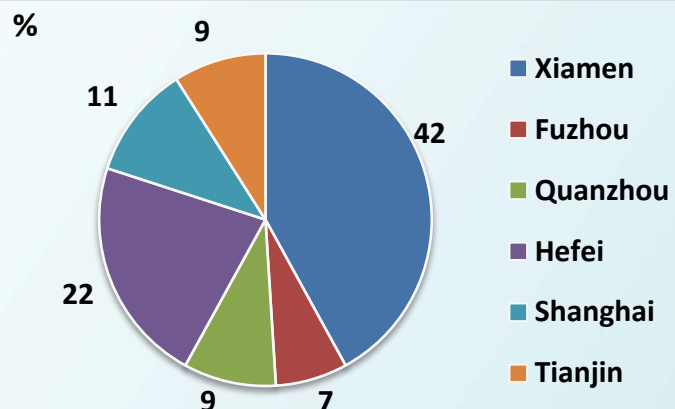
禹洲地產股份有限公司
YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

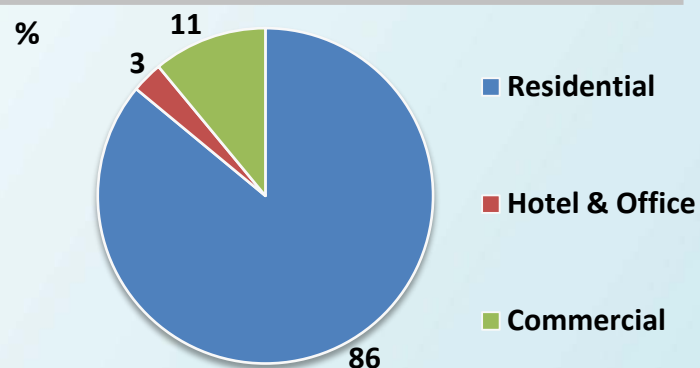
LAND BANK BREAKDOWN

As at 31 Dec 2011

By City



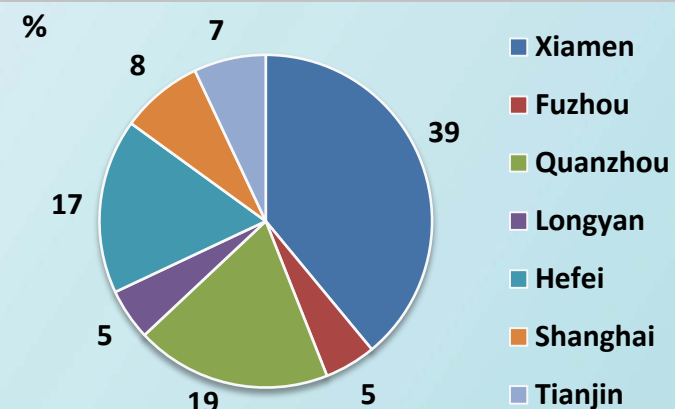
By Project Type



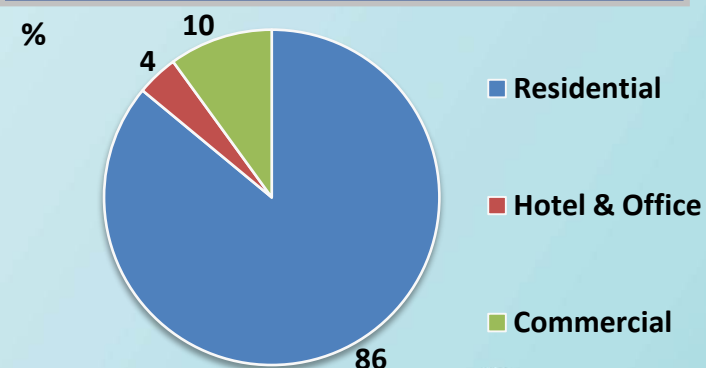
100% = 5.29 million sq.m.

As at 31 Dec 2012

By City



By Project Type



100% = 6.66 million sq.m.



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

2012 KEY FINANCIALS

For the period ended 31 Dec

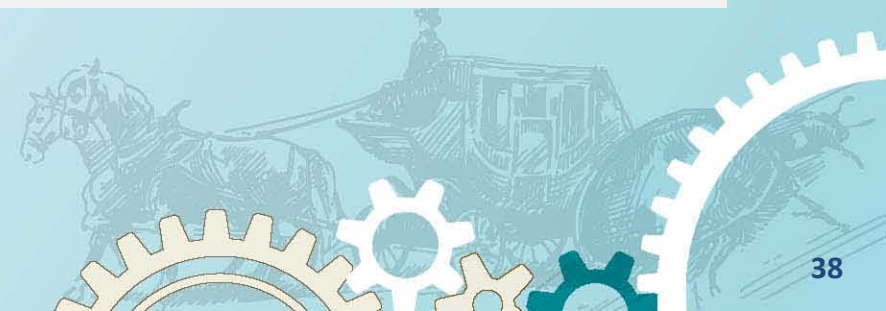
	FY2012	FY2011	Change (%)
Revenue (RMB'000)	3,893,836	3,839,076	+1%
Gross Profit Margin (%)	40%	49%	-9pp
Core Profit (RMB'000)	810,426	582,993	+39%
Core Profit Margin (%)	21 %	15%	+6pp
EPS (RMB cents/share)	0.25	0.33	-24%
CEPS (RMB cents/share)	0.28	0.20	+40%



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK



2012 KEY FINANCIALS

(RMB'000)	As at 31 Dec 2012	As at 31 Dec 2011	Change (%)
Total current assets	17,589,771	13,723,526	+28%
Total non-current assets	4,688,072	4,529,585	+3%
Total current liabilities	10,617,388	7,669,484	+38%
Total non-current liabilities	5,568,970	4,927,707	+13%
Total equity	6,091,485	5,655,920	+8%
Cash and bank balances	3,728,617	1,956,537	+91%
Restricted Cash	398,192	516,159	-23%
Short Term Debt	2,479,012	1,335,211	+86%
Long Term Debt	5,030,219	4,221,547	+19%
Net Debt	3,780,614	3,600,221	+5%
Net Gearing Ratio(%)	62%	64%	-2pp



禹洲地產股份有限公司

YUZHOU PROPERTIES COMPANY LIMITED

Stock Code: 01628.HK

