



**建業地產股份有限公司**  
**Central China Real Estate Limited**

(於開曼群島註冊成立的有限公司)  
股份代號: 0832.HK

(Stock Code: 832)  
[www.centralchina.com](http://www.centralchina.com)

# 2016 Interim Results Announcement

August 2016



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## 2016 First Half Results Summary

- ▲ Total turnover decreased by 34.5% to RMB2,549 million, (excluding attributable revenue from JCEs of RMB615 million, up 180% y-o-y)
- ▲ Total recognized GFA delivery decreased by 32.8% to 467,124 sq.m.,
- ▲ Recognized ASP decreased by 5.6% to RMB5,116 per sq.m., due to product mix changes
- ▲ Gross profit was lower by 10.8% to RMB968 million
- ▲ Achieved gross profit margin of 38% up from 27.9% in 1H2015
- ▲ EBITDA was RMB 925 million, down 2.3%
- ▲ Achieved net core profit of RMB417 million, lower by 4.6%
- ▲ Net profit attributable to equity shareholders was RMB255 million, down 19.7%
- ▲ Declared no interim dividend, maintain full-year dividend payout ratio of 30%

## 2016 First Half Operational Achievements

- Contracted sales increased by 58% to RMB9.4 billion in 1H2016, achieving 52% lock-in rate of the FY2016 contracted sales target of RMB18.0 billion
- Market share in terms of contracted sales in Henan increased to 5.3% from 4.0% at end FY2015 \*
- Contracted sales GFA decreased by 6.8% to 1.13 million sq.m.
- Contracted ASP up 69.5% at RMB8,354/sq.m., due to change in product mix
- Completed inventory decreased by 14.3% to RMB4.2 billion
- Issued our first 5-year public corporate bond in the PRC in April 2016 at 6% raising RMB3 billion
- Redeem Senior Notes SGD175 million with coupon of 10.75% in April 2016
- Unrecognized contracted sales of RMB15.8 billion, including RMB7.9 billion attributable at JCEs
- As at 30 June 2016, successfully launched light-asset strategy, engaged in 15 light-asset model projects with planned GFA of 3.12 million sq.m., with estimated base management fee of approximately RMB659 million in total



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# Financial Highlights

- ▲ Revenue decreased by 34.5%, due to the decrease in sold GFA in property sales and lower recognised ASP
- ▲ Gross profit was lower by 10.8%, while gross profit margin was higher at 38%
- ▲ EBITDA margin increased by 12.0 p.p. to 36.3% , due to higher gross profit margin
- ▲ Attributable net profit decreased by 19.7%, while net profit margin increased to 9.9%, due to higher gross profit margin
- ▲ Diluted EPS decreased by 19.8% to RMB10.46 cents per share on lower net profit

	1H2016	1H2015	Change
Revenue (RMB mn)	2,549	3,894	-34.5%
Gross profit (RMB mn)	968	1,085	-10.8%
Gross profit margin	38.0%	27.9%	+10.1p.p.
EBIT (RMB mn)	810	864	-6.3%
EBIT margin	31.8%	22.2%	+9.6p.p.
EBITDA (RMB mn)	925	947	-2.3%
EBITDA margin	36.3%	24.3%	+12.0p.p.
Income tax (RMB mn)	212	215	-1.3%
Net core profit (RMB mn)	417	437	-4.6%
Net profit attributable to equity shareholders (RMB mn)	255	318	-19.7%
Net profit margin	9.9%	8.3%	+1.6p.p.
Basic earnings per share (RMB cents)	10.46	13.06	-19.9%
Diluted earnings per share (RMB cents)	10.46	13.05	-19.8%

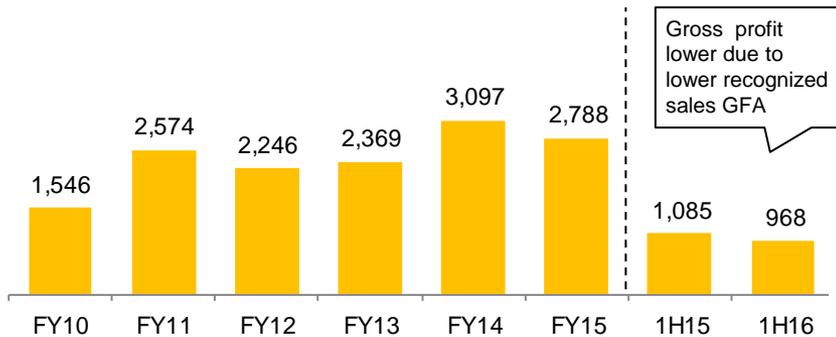
# Financial Highlights (cont'd)

▲ Track record of delivering sustainable profit

## Gross Profit

RMB mn

2010-2015 CAGR 12.5%

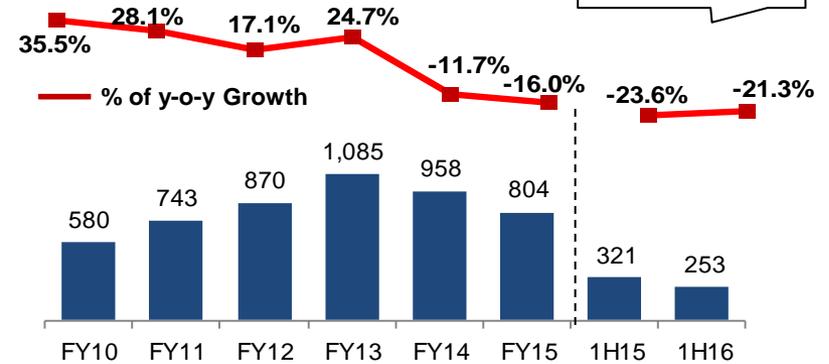


## Net Profit

RMB mn

2010-2015 CAGR 6.8%

Net profit lower due to lower gross profit

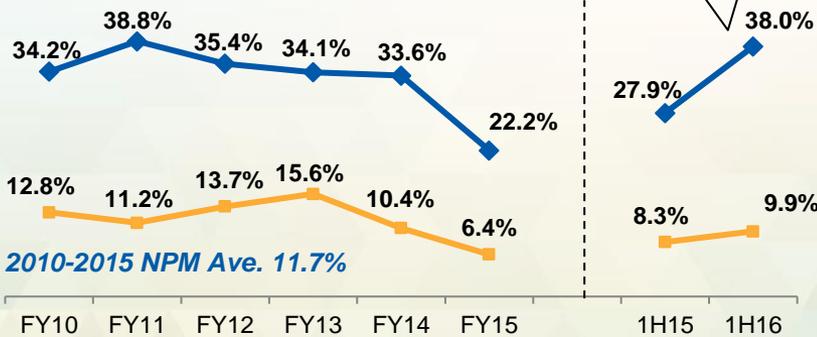


## Gross Profit Margin & Net Profit Margin

Percentage

2010-2015 GPM Ave. 33.1%

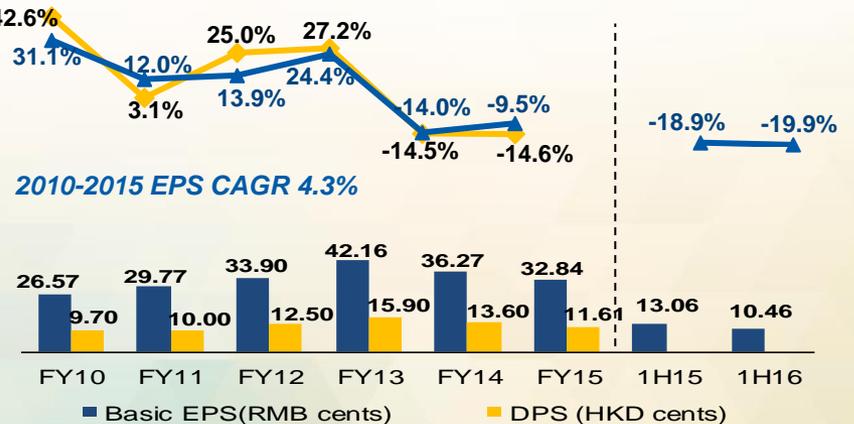
Higher GPM & NPM due to product mix change



## Dividend per Share & Earning per Share

Percentage

◆ DPS % of yoy Growth    ◆ EPS % of yoy Growth



2010-2015 EPS CAGR 4.3%

◆ Gross Profit Margin    ◆ Net Profit Margin

Source: Company data

# Cash Flow Highlights

- ▲ Management adopted a prudent cash flow management, achieved positive net operating cash flow of RMB1.1 billion
- ▲ Land acquisition expenditure was lower than budgeted at RMB976 mn, down 32.8% y-o-y
- ▲ Achieved cash collection ratio of 79.4%, with total contracted sales receipts of RMB7.5 billion up 9.3% y-o-y
- ▲ Achieved positive net cash flow of RMB2,208 mn, with a higher cash balance of RMB10.9 billion at 1H2016, up 54.4% y-o-y

(RMB mn)		1H2016 (Budget)	1H2016 (Actual)	1H2015 (Actual)	YoY Change
<b>Cash on hand as at 31 December 2015</b>		8,734	8,734	6,492	
Cash Inflow	Contract sales receipts	4,500	4,108	5,658	-27.4%
	Contract sales receipts obtained from JCEs	3,700	3,366	822	309.5%
	Other working capital movement	(2,500)	(1,688)	(1,494)	13.0%
	Bank & other loan, inflow/(outflow)	(1,200)	(341)	160	-313.1%
	Onshore/Offshore Bond Issuance	3,000	2,972	1,845	61.1%
<b>Total Cash Inflow</b>			8,416		
Cash Outflow	Land acquisition payment	1,530	976	1,452	-32.8%
	Construction costs payment	3,100	2,554	2,781	-8.2%
	Redemption of SGD175 Mn Senior Note	800	793		
	Finance costs	500	528	375	40.8%
	Selling and general administrative expenses	450	384	465	-17.4%
	Sales tax	280	251	321	-21.8%
	Income tax (LAT and CIT)	490	483	737	-34.5%
	Dividend	250	240	267	10.1%
<b>Total Cash Outflow</b>			6,209		
<b>Cash on hand as at 30 June 2016</b>		8,834	10,942	7,085	54.4%

# Balance Sheet Highlights

- ▲ Higher cash balance of RMB 10.9 billion up 25.3% from FY2015, to cover 5.4 times short-term debt
- ▲ Total short-term debt decreased by 19.8%, as bank loans and non-bank loans were repaid
- ▲ Total debt increased by 17.8% due to issuance of RMB3 billion onshore bond for refinancing purpose. As the refinancing is in progress, the total debt temporarily increased as at the end of 30 June 2016
- ▲ Net current assets increased by 32.5% to RMB7 billion
- ▲ Total shareholders' equity slightly decrease to RMB7,302 million
- ▲ Book value of RMB3.00 per share

(RMB mn)	1H2016	FY2015	Change
Cash	9,362	7,422	+26.1%
Cash plus restricted deposit	10,942	8,734	+25.3%
Total assets	42,226	39,758	+6.2%
Total debt	12,476	10,591	+17.8%
Short-term debt	2,039	2,541	-19.8%
Net current assets	6,963	5,256	+32.5%
Total capitalization	19,778	17,909	+10.4%
Total shareholders' equity	7,302	7,318	-0.2%
Book Value per share (RMB)	3.00	3.00	0.0%

# Key Financial Ratios

- ▲ Asset turnover in 1H2016 was lower at 6.2% down from 10.3% in 1H2015
- ▲ Return on equity in 1H2016 was lower at 3.5%, due to lower gross profit
- ▲ Maintain prudent EBITDA/interest cover at 3.6 times
- ▲ Lower gearing ratio with net debt to equity ratio (with restricted cash) at 21.0%
- ▲ Total debt/total capitalization increased to 63.1% from 59.1% at the end of the year 2015

	1H2016 (Half Year)	1H2015 (Half Year)	FY2015 (Full Year)
Asset turnover	6.2%	10.3%	32.6%
Return on equity	3.5%	4.6%	11.1%
Return on assets	0.6%	0.8%	2.1%
Net debt to total equity ratio (with restricted cash)	21.0%	66.2%	26.8%
Net debt to total equity ratio (without restricted cash)	42.6%	82.9%	44.7%
Total debt/total capitalization	63.1%	62.8%	59.1%
Total liabilities/total assets	82.7%	82.0%	81.6%
Current ratio (times)	1.29x	1.30x	1.22x
Cash/short-term debt (with restricted cash)	537%	250%	344%
EBITDA/interest (Note)	3.6x	3.8x	3.7x

Note: EBITDA/interest of 1H2016 and 1H2015 represents the results of 12 months ended 30 June for comparative purpose

Source: Company data

# Financial Metrics

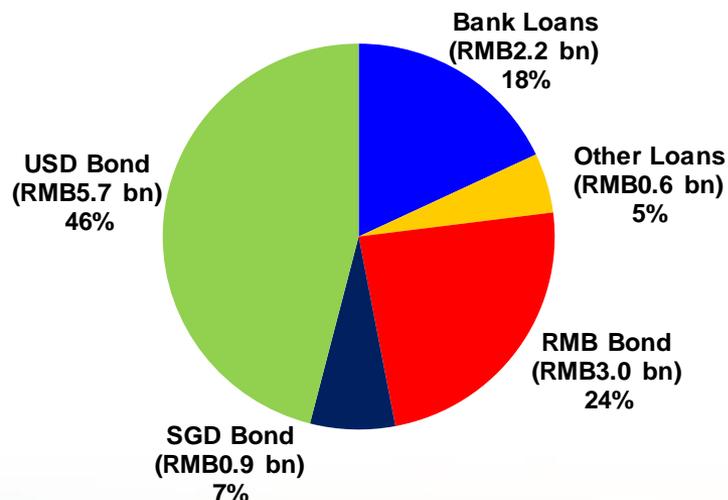
- ▲ Key financial metrics were compliant but can be further improve
- ▲ In 1H2016, Moody's maintains CCRE's Ba3 / stable outlook corporate rating, with both USD & SGD bond rating at Ba3
- ▲ In 1H2016, S&P lower CCRE's corporate rating and USD bond rating at B+ with stable outlook
- ▲ In 1H2016, Dagong Global Credit Rating assigned AA rating for CCRE China and CCRE's domestic corporate bonds

Key Financial Metrics	Checklist
<b>Rating agencies indicators</b>	At Consolidated Group Level
EBITDA <sup>1</sup> / interest = / > 3.0x	✓
Total debt / total capitalization <sup>2</sup> < / = 55% on sustainable basis	63%
Bond notching requirement (Onshore debt + Secured debt) / Total asset < / = 15%	✓
Revenue / total debt > / = 80%	✓
Total Debt / EBITDA <sup>1</sup> < / = 5x	5.9
EBIT / Interest 2.5x – 3.0x	✓
Cash / Short-term debt 1.0x – 1.5x	✓
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<b>High yield bond Metrics</b>	
F.C.C.R > 3.0x	✓

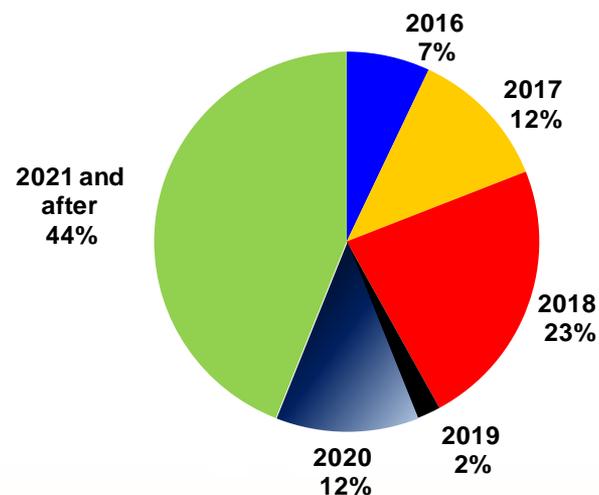
Source: Company annual reports and unaudited interim report

Note: <sup>1</sup> EBITDA is profit before tax less interest income and add back finance costs and depreciation and amortization; <sup>2</sup> Defined as total debt + total equity; <sup>3</sup> Net debt includes restricted cash

## Funding Source



## Debt Maturity



- ▲ Diversified and balanced funding sources with 47% onshore debt and 53% offshore debt
- ▲ Issued our first Corporate Bond in the PRC, 5-year bond at 6% raising RMB3 billion for refinance purposes
- ▲ Redeem Senior Notes SGD175 million with 10.75% coupon on 18 April 2016
- ▲ Lower our average funding cost to 6.96% in 1H2016 vs 8.1% in 1H2015
- ▲ A stagger debt maturity profile, extended average debt maturity to 3.85 years in 1H2016 vs 3.2 years in 1H2015
- ▲ Total debt increased by 6% y-o-y to RMB12.4 billion in 1H2016 vs RMB11.7 billion in 1H2015
- ▲ Undrawn banking facility of RMB51.6 billion as at 30 June 2016



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# Operating Results

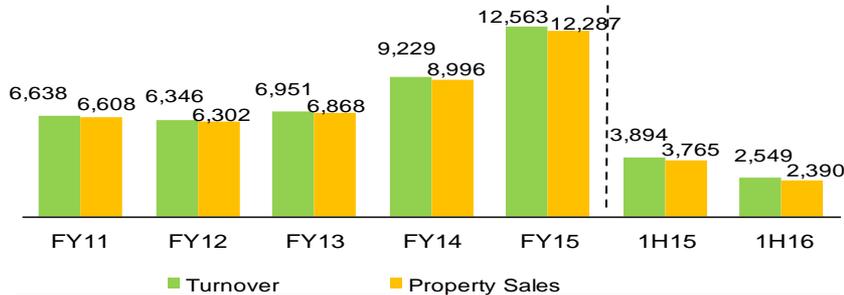
▲ In 1H2016, turnover and property sales were lower due to decreased in delivery GFA and lower recognized ASP

## Turnover and Property Sales

RMB mn

Turnover 2011-2015 CAGR 17.3%  
Property Sales 2011-2015 CAGR 16.8%

Excludes revenue attributable from JCEs of RMB 615 mn in 1H2016

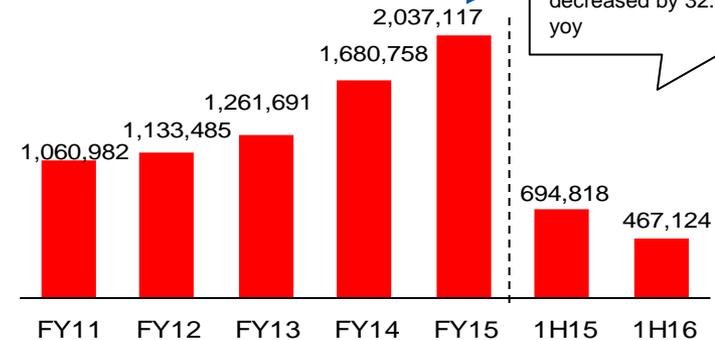


## Recognized GFA

sq.m.

2011-2015 CAGR 17.7%

Recognized GFA decreased by 32.8% yoy

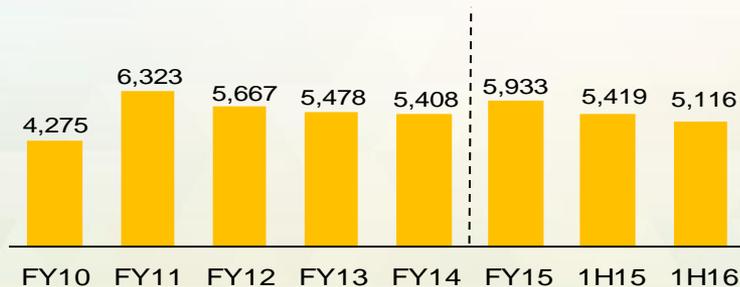


## Recognized Average Selling Price

RMB per sq.m.

2010-2015 CAGR 6.1%

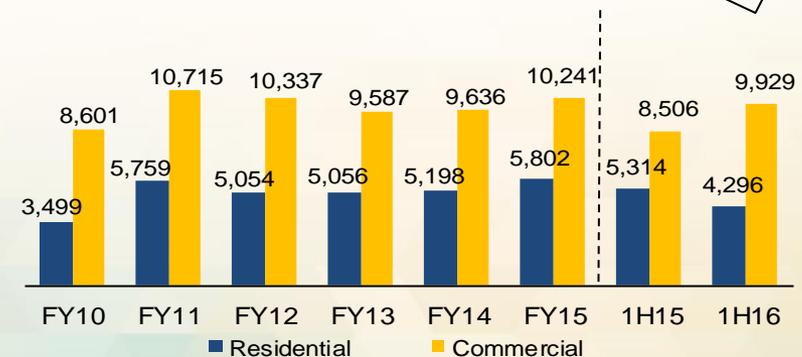
Recognized ASP was 5.6% yoy lower due to product mix changes



## Recognized ASP by Property Type

RMB per sq.m.

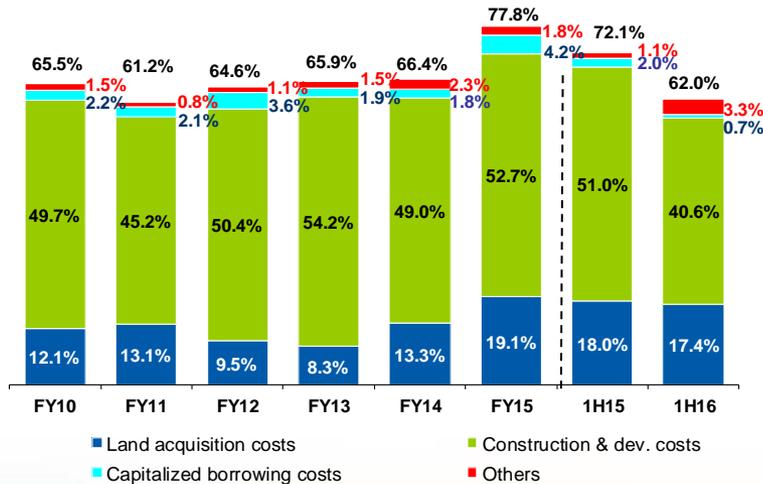
Residential ASP down 19.2% yoy  
Commercial ASP up 16.7% yoy



# Operating Results (cont'd)

## Cost of Sales (as % of turnover)

2010-2015 Ave. COS as % of revenue 67%

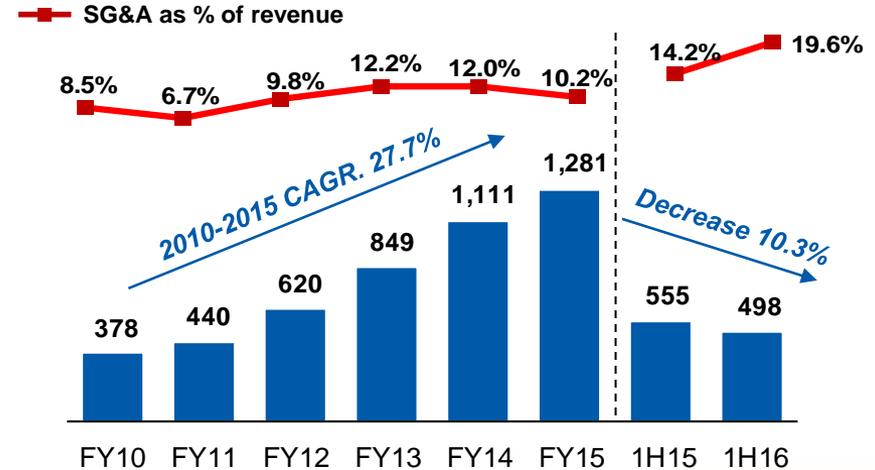


- ▲ In 1H2016, cost of sales as a percentage of turnover decreased y-o-y by 10.1 p.p. to 62% mainly due to the lower land and construction cost
- ▲ Land acquisition costs as a percentage of turnover has decreased y-o-y by 0.6 p.p. to 17.4% in 1H2016
- ▲ While, construction and development cost as percentage of turnover has decreased by 10.4 p.p. to 40.6% in 1H2016

## SG&A

2010-2015 Ave. SG&A as % of revenue 10%

RMB mn



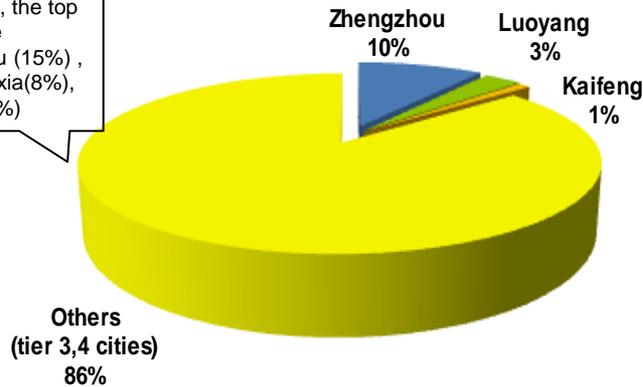
- ▲ In 1H2016, SG&A decreased by 10.3% to RMB498mn due to cost control measures, however as a percentage of turnover it was 5.4 p.p. higher at 19.6% on lower revenue
- ▲ Selling & marketing expenses decreased by 43.3% to RMB142 million due to decreased advertising and promotional activities
- ▲ General and Administrative expenses increased by 17.1% to RMB357 million was primarily due to an increase in depreciation of hotel assets

# Recognized Sales and GFA sold (Breakdown by Cities)

- ▲ Zhengzhou projects contributed 10% of recognized sales with higher average GP margin of 52.3%
- ▲ Tier 3 & 4 cities contributed 59% of recognized sales with average GP margin of 43.8%
- ▲ County level cities accounted for 31% of recognized sales with average GP margin of 18.8%

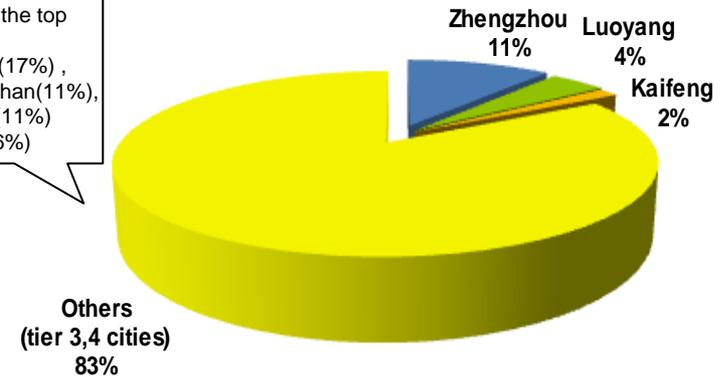
## Recognized Sales in 1H2016

Of which, the top cities are Shangqiu (15%), Sanmenxia(8%), Luohe(7%)



## Recognized Sales in 1H2015

Of which, the top cities are Nanyang (17%), Pingdingshan(11%), Xinxiang (11%), Jiaozuo (6%)



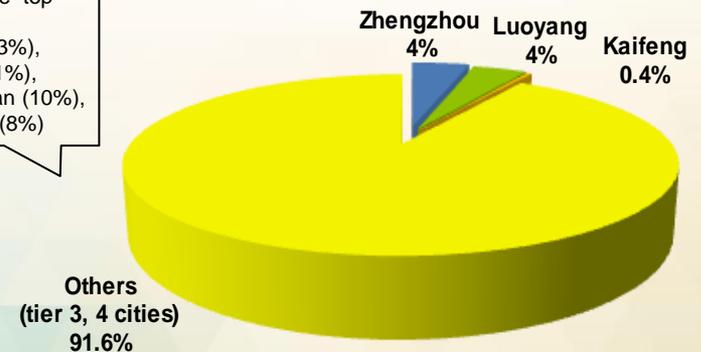
## Recognized GFA in 1H2016

Of which, the top cities are Shangqiu (13%), Sanmenxia(8%), Puyang(6%)



## Recognized GFA in 1H2015

Of which, the top cities are Nanyang (13%), Xinxiang (11%), Pingdingshan (10%), Zhumadian (8%)



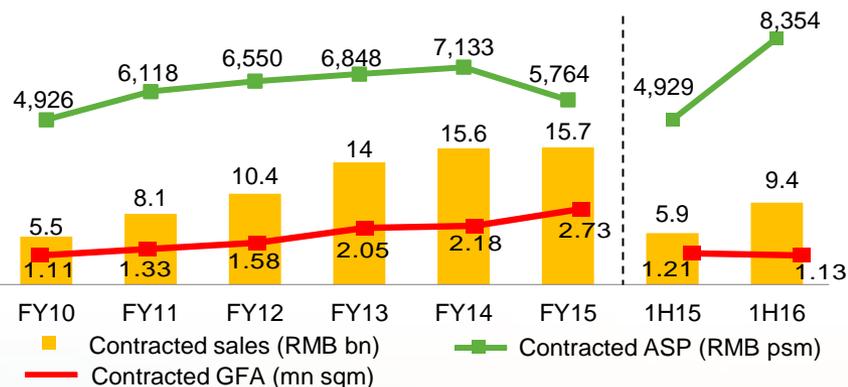
# Contracted Sales – Market Leader

- ▲ Market share in Henan was higher at 5.3% in 1H2016\*, increased market share in Zhengzhou to 8% in 1H2016\*
- ▲ Contracted sales up 58% to RMB9.42 billion, achieving 52% of 2016 FY sales target of RMB 18 billion
- ▲ In 1H2016, achieved contracted sales GFA of 1.13 million sq.m., down 6.8% y-o-y
- ▲ ASP was higher at RMB8,354/sq.m., up 69.5% y-o-y due to product mix changes
- ▲ Achieved higher sell-through rate of approximately 43% in 1H2016 vs 38% in 1H2015

## Contracted Sales & GFA

Sales 2010-2015 CAGR 23.3%

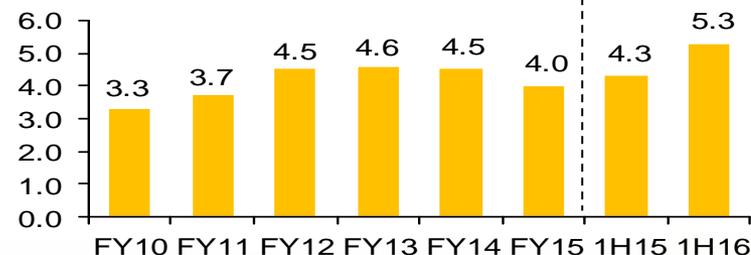
GFA 2010-2015 CAGR 19.7%



## Market Shares in Henan Province (a)

% Market Share

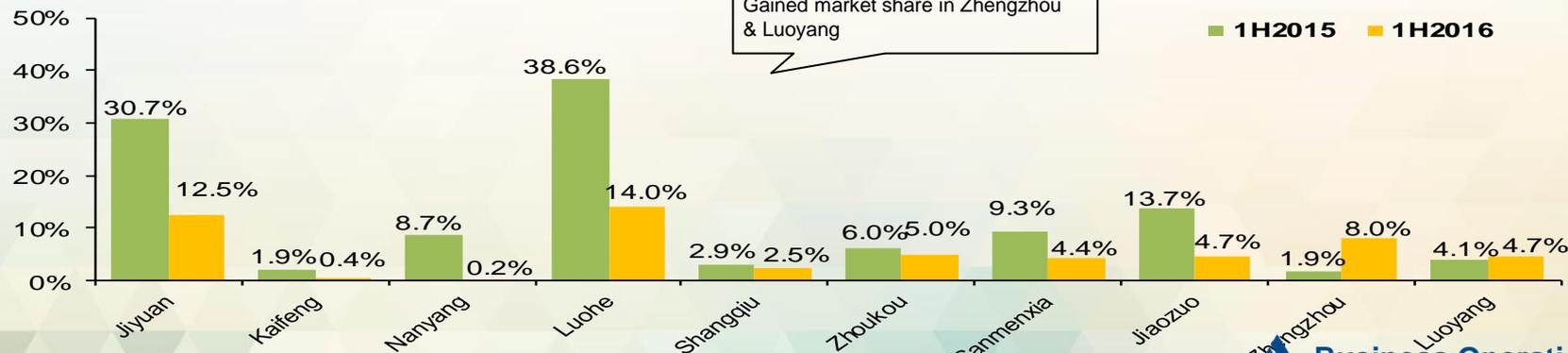
In 1H2016 Henan property sales grew by 29% while CCRE property sales increased by 58%



## Market Position in Selected Cities (b)

% Market Share

Gained market share in Zhengzhou & Luoyang

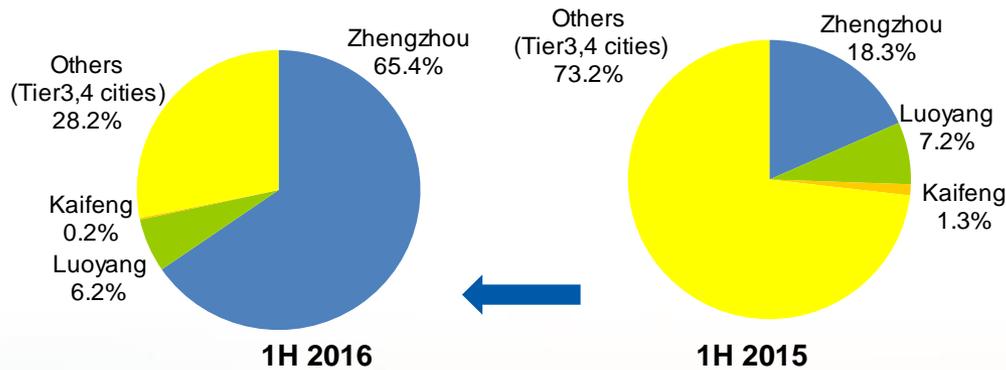


Source: \*Company data ;\*\*CRIC: (a) & (b) Market share by contracted sales

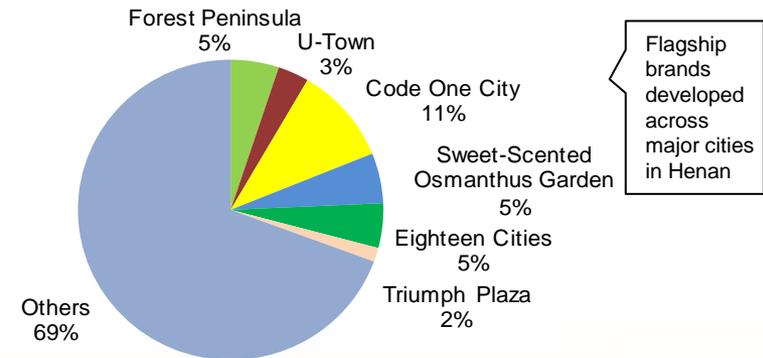
# Contracted Sales Drivers in 1H2016

- Contracted sales were diversified across 37 cities and 62 projects with diverse price range
- Residential property contributed 98% of contracted sales vs 85% in 1H2015
- Contracted sales contribution from Zhengzhou increased significantly to 65.4% in 1H2016 vs 18.3% in 1H2015
- County level cities accounted for 12% of sales from 19 county-level cities, down from 19% in 1H2015
- Sales from properties with ASP less than 6K decreased from 75% in 1H2015 to 31% 1H2016 due to change in product mix
- Properties size between 90sq.m. to 144sq.m. accounted for 41% of sales vs 48% in 1H2015

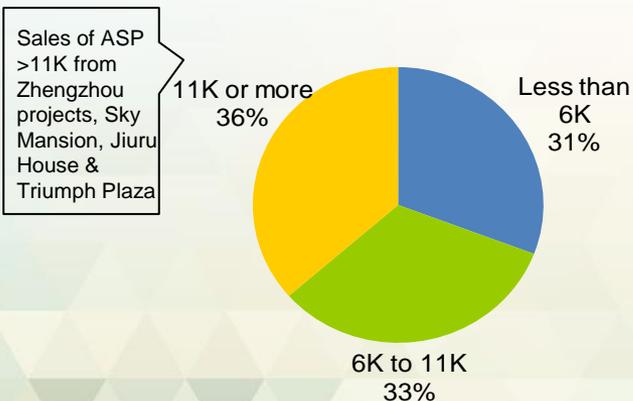
## Contracted Sales by Cities



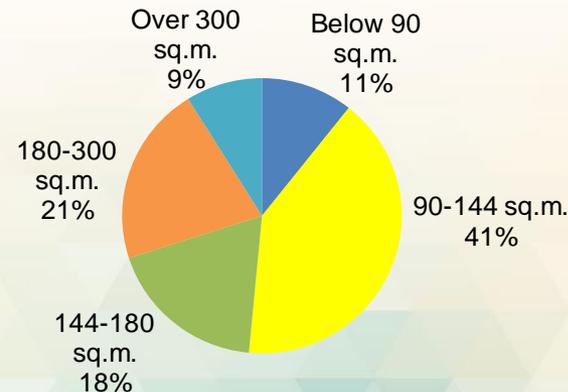
## Contracted Sales by Product Series



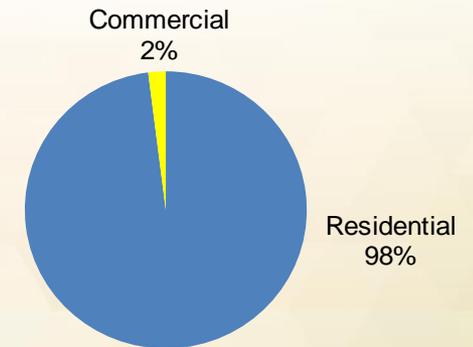
## Contracted Sales by ASP (RMB/sq.m.)



## Contracted Sales by Size



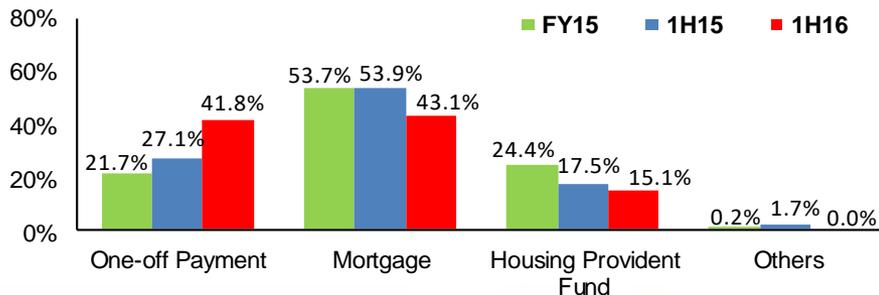
## Contracted Sales by Type



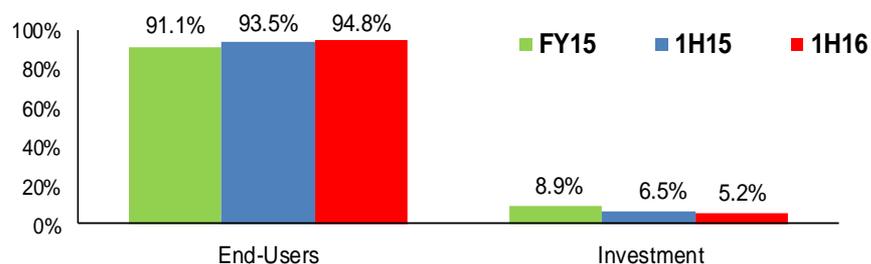
# Customer Distribution

- Customer base consists of 95% end-users, with 95% were local buyers
- Cash payment buyers higher at 42%, mortgage payment buyers at 43%, buyers using HPF is lower at 15%
- Affordable pricing for mid-high end products with 88% of property unit sold under RMB1 million

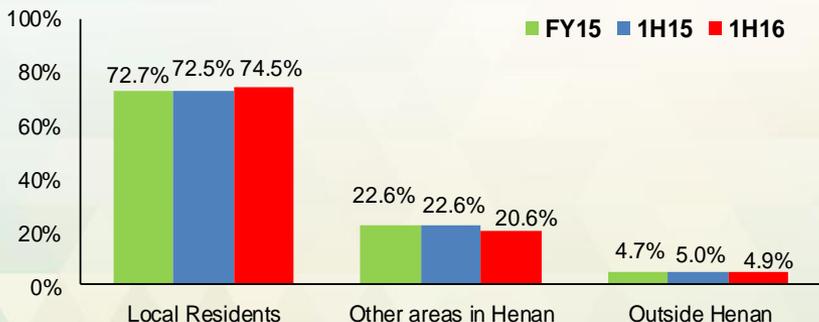
### Breakdown of Purchasers by Payment Method



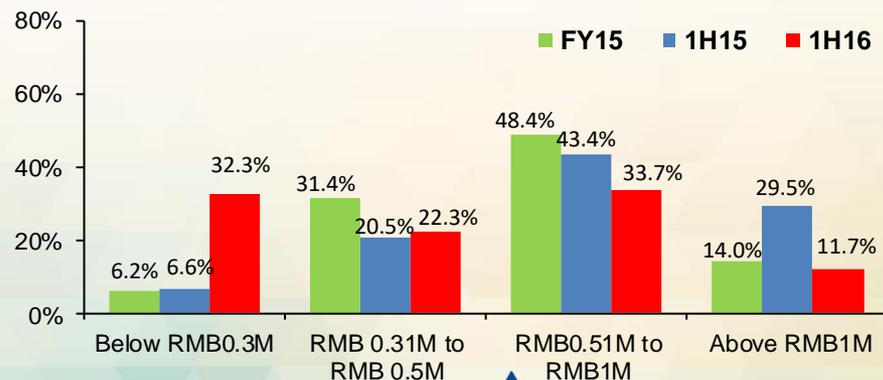
### Breakdown of Purchasers by Usage



### Breakdown of Purchasers by Region



### Breakdown of Purchasers by Selling Price



Source: Company data



## Hotel Operations – Upward Trend

- ▲ 1H2016 revenue from hotel operations increased by 42.6% y-o-y to RMB111 million from RMB78 million in 1H2015
- ▲ Room revenue grew by 35.2% y-o-y to RMB49 million, while F&B revenue increased by 48.9% y-o-y to RMB61 million
- ▲ Average occupancy rate in 1H2016 increased to 49% vs 40% in 1H2015
- ▲ RevPar increased by 15.1% y-o-y to RMB210/room
- ▲ Net operating profit up 451% y-o-y to RMB5.8 million in 1H2016 from RMB1.1 mn in 1H2015, anchored by Zhengzhou Le Meridien and Luohe Four Points hotels with both achieving positive net operating profit
- ▲ 1H2016 net loss from hotel group was up 20.3% at RMB136 million from RMB113 million in 1H2015, due to the depreciation of the Pullman Kaifeng Jianye hotel which opened in October 2015
- ▲ Total CAPEX for hotel development in 1H2016 was RMB98 million, down 38.3% y-o-y from RMB159 million in 1H2015
- ▲ 2H2016 projected revenue from hotel operations is RMB225 million and estimated CAPEX is RMB298 million

Hotel	No. of Guestrooms	Total GFA (sq.m.)	Occupancy Rate	y-o-y change	RevPar (RMB)	y-o-y change	Opening Time
Aloft Shangjie	172	19,457	52%	+24p.p.	93	+29.2%	2011 Aug
Holiday Inn Nanyang	360	50,574	33%	+7p.p.	116	+16.0%	2012 Aug
Four Points by Sheraton Luohe	244	37,398	49%	-3p.p.	159	-10.7%	2012 Nov
Le Méridien Zhengzhou	350	65,007	66%	+12p.p.	366	+11.9%	2013 Oct
Pullman Kaifeng Jianye	186	43,836	45%	N/A	278	N/A	2015 Oct
Xuchang Yanling Jianye Hot Spring Hotel	51	19,940					2018 Apr
<b>Total / Average</b>	<b>1,363</b>	<b>232,212</b>	<b>49%</b>	<b>+9p.p.</b>	<b>210</b>	<b>+15.1%</b>	

Source: Company data

# Strategic Services Initiatives

- ▲ In 1H2016, CCRE reported good progress in its “Blue Ocean Strategy”, which was launched in June 2015 for the transformation of its business model into an asset-light one, and for diversifying and creating a service network in such businesses as education, hotel, cultural tourism, football and green farming base. The diversification of providing services is the Group’s endeavor to build the “**Greater CCRE**” business ecosystem with an expanded scope of its community services to cope with its customers’ rising consumption and increasing demand for services
- ▲ Launched the “**Jianye Junlin Club**” for the provision of membership customer services. Membership is by invitation only with an annual membership fee. The “Junlin Club” is expected to enroll up to 2,000 members in 2016
- ▲ Launched “**E+Home**” a mobile application for community services, and it now covers almost 20,000 users in more than twenty of CCRE communities
- ▲ Launched “**Jianye Tongbao**”, a payment platform & point reward scheme to encourage customer to re-consume in CCRE’s hotels and other services



# Light Asset Model Projects

- ▲ In accordance with our “Blue Ocean Strategy” and further promote our company’s transformation into light-asset operating model, as at the end of June 2016, there are a total of 15 light-asset projects under CCRE’s Management Entrustment Contracts, with a total planned GFA of approximately 3.12 million sq.m.
- ▲ Under the light-asset model project, CCRE will receive a management fee including royalty fee and performance fee in return for its management services
- ▲ The estimated base management fee from the 15 light asset projects is approximately RMB659 million in total, with RMB25 million recognized in 1H2016

	Signing Date	City	Project	Expected GFA (Sqm)	Expected Duration (Month)
1	25/11/2015	Luohe	Xiangjiang Road Project	220,000	65
2	22/12/2015	Zhumadian	Tianshun Road Project	108,000	48
3	23/12/2015	Nanyang Dengzhou	Dengzhou Project	440,000	75
4	23/2/2016	Shangqiu	Green Lane Project	350,000	59
5	1/3/2016	Xuchang	BiHu YunTian Project	130,000	57
6	16/3/2016	Luoyang	Meijule Plaza Redevelopment Project	530,000	60
7	24/3/2016	Sanmenxia	Sanmenxia CBD Project	280,000	N/A
8	28/3/2016	Zhengzhou Gongyi	Yujingwan Project	140,000	33
9	29/3/2016	Anyang Linzhou	Linzhou Project	187,000	48
10	30/3/2016	Zhumadian Xincui	Xincaixian Project	53,000	26
11	6/5/2016	Xinxiang Changyuan	Changyuan Project	200,000	54
12	22/6/2016	Nanyang	Nanyang Zhongji Project	200,487	36
13	28/6/2016	Zhoukou Fugou	Fugou Project	105,300	35
14	29/6/2016	Hainan Chengmai	The France Vichy Town Project	57,312	42
15	30/6/2016	Nanyang Xinye	Xinye Project	121,400	36
<b>Total Expected GFA</b>				<b>3,122,499</b>	

Source: Company data as at 30 June 2016; Estimated GFA for light-asset project development may vary depending on the projects’ final design)



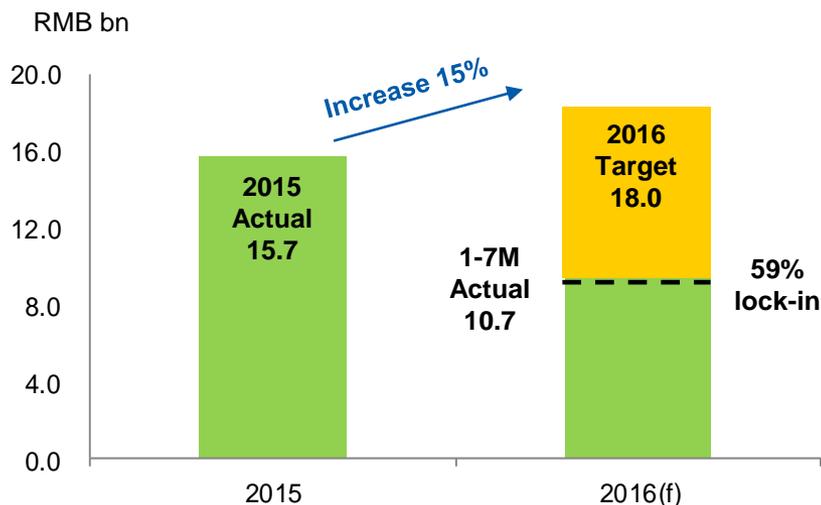
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**Central China Real Estate Limited**

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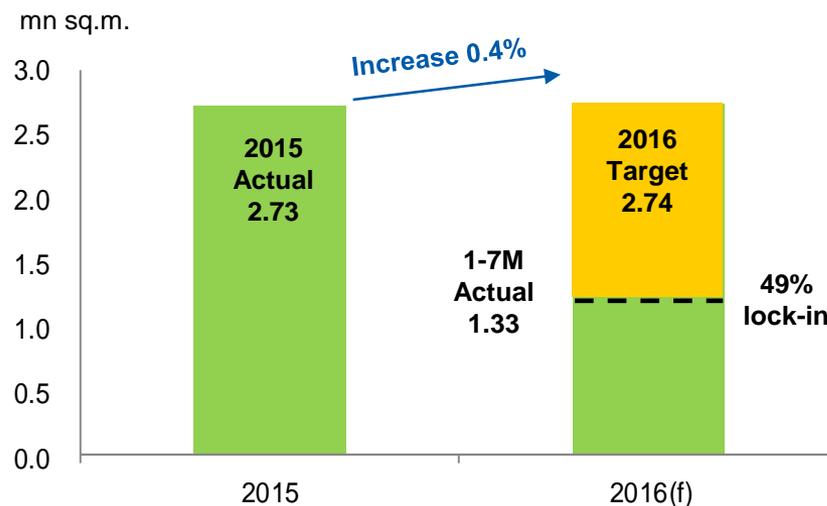
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# 2016 Contracted Sales Targets

## 2016 Contracted Sales Target



## 2016 Contracted Sales GFA Target



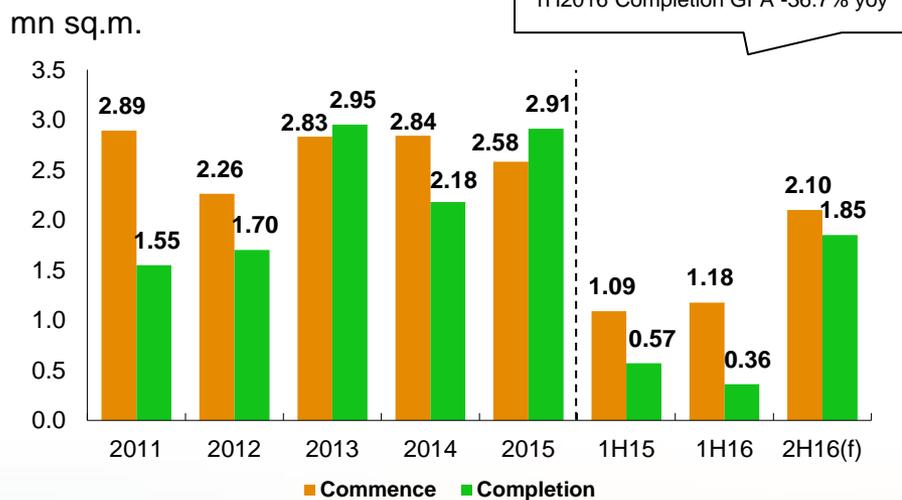
- ▲ Maintain FY2016 contracted sales target of RMB18 billion
- ▲ Achieved RMB10.7 billion contracted sales amount or 59% of FY target as at 31 July 2016
- ▲ Contracted sales GFA reached 1.33 million or 49% of FY target as at 31 July 2016
- ▲ Contracted ASP increased by 61% y-o-y to RMB8,012/sq.m. as at 31 July 2016
- ▲ Estimate total saleable resources of approximately RMB23.1 billion in 2H2016, includes existing inventory and new launches
- ▲ To achieve contracted sales target, would require a sell-through rate of approximately 37% in 2H2016

# 2H2016 Commencement and Launch GFA

## Commence & Completion GFA

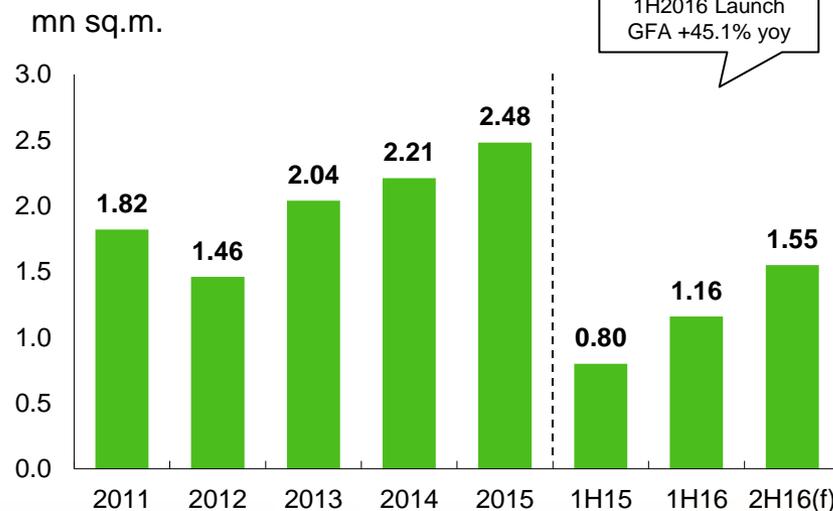
2011-2015 Commence GFA CAGR -2.8%

2011-2015 Completion GFA CAGR 17.1%



## Launch GFA

2011-2015 CAGR 8%



- 1H2016 commenced 12 projects and GFA was 1.18 million sq.m., up 8.3% y-o-y; plan to commence GFA construction of 22 projects with GFA of 2.10 million sq.m. in 2H2016
- 1H2016 completed 16 projects and completion GFA was 0.36 million sq.m., down 36.7% y-o-y; estimate to complete and deliver 25 projects with GFA of 1.85 million sq.m. in 2H2016
- 1H2016 launched 19 projects with GFA of 1.16 million sq.m., up 45.1% y-o-y; plan to launch 28 projects with GFA of 1.55 million sq.m. in 2H2016
- The company expects the development plan will support the contracted sales plan in 2H2016

# Major Project Launch in 2H2016

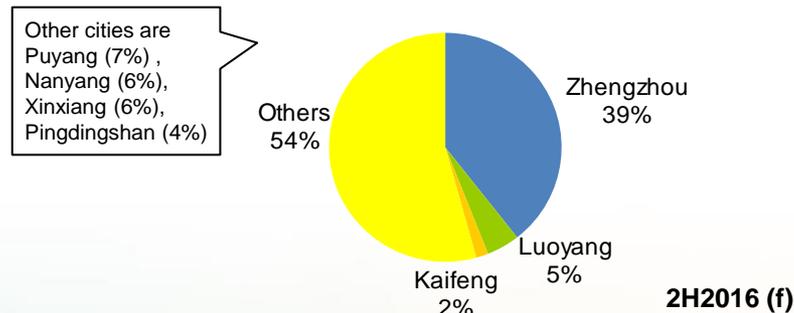
Item	City	Project	Estimated Launch Date	Estimated ASP (RMB/sq.m.)	Estimated Saleable Launch (RMB million)	Estimated Contracted Sales (RMB million)	% of Targeted Contracted Sales in 2016
1	Nanyang	Jianye City Phase I	Aug 2016	4,812	394	248	1.4%
2	Nanyang	Triumph Plaza Phase II	Aug 2016	9,425	447	248	1.4%
3	Puyang	Jianye New City Phase I	Oct 2016	4,500	381	168	0.9%
4	Xinxiang	Code One City Phase III Batch 1	Oct 2016	4,750	374	225	1.2%
5	Zhengzhou	Huayuan Kou	Oct 2016	10,938	477	315	1.7%
6	Zhengzhou	Sky Mansion Phase II	Oct 2016	22,134	963	322	1.8%
7	Zhengzhou	Triumph Plaza	Nov 2016	13,316	808	218	1.2%
8	Zhengzhou	Suoxu River Garden Phase II	Nov 2016	6,469	527	302	1.7%
9	Nanyang	Code One City Phase I	Dec 2016	6,223	492	252	1.4%
10	Zhengzhou	Blossom Garden Phase I Batch 2	Dec 2016	8,713	2,120	1,688	9.4%
<b>Total</b>					<b>6,983</b>	<b>3,986</b>	<b>22.1%</b>

- ▲ In 2H2016, 28 new project launches with an estimated saleable resource of approximately RMB10.7 billion
- ▲ Estimate the sales from the new launches will account for RMB5.2 billion of total contracted sales in 2H2016
- ▲ Top 10 major project launches will account for RMB3.9 billion or 22% of full year contract sales target
- ▲ New projects will be launched in major cities includes Zhengzhou (47%), Nanyang (13%), Puyang (8%), Hebi (5%) and Xinxiang (4%) (as proportion of 2H2016 new launches saleable resource)

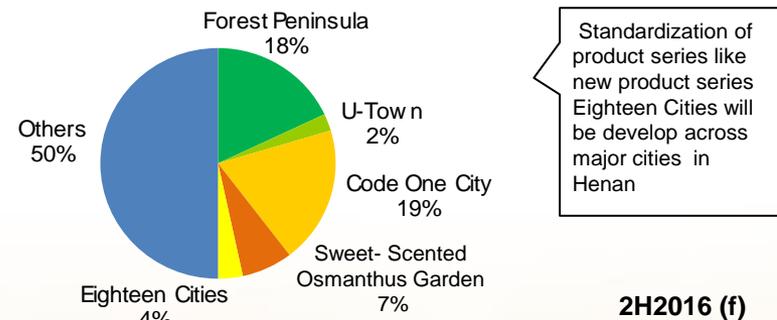
# 2H2016 Sales Plan

- Contracted sales well diversified across 57 projects, 90 phases in 37 cities in Henan
- Expect sales from Zhengzhou to account for 39% in 2H2016
- Contribution from tier 3-4 cities (outside Zhengzhou, Luoyang, Kaifeng) will be around 54%
- Expect sales from 19 county-level cities projects to account for 17% in 2H2016
- Residential projects will account for 87% of sales and commercial projects will account for 13% of sales
- Affordable ASP expecting 47% of contracted sales from projects with ASP less than RMB6,000/sq.m.

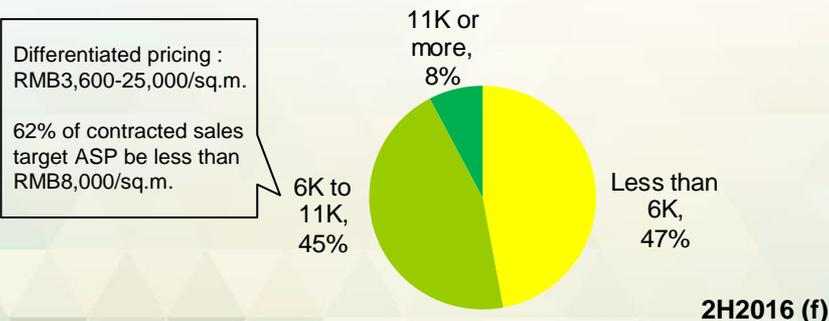
## Contracted Sales by Cities



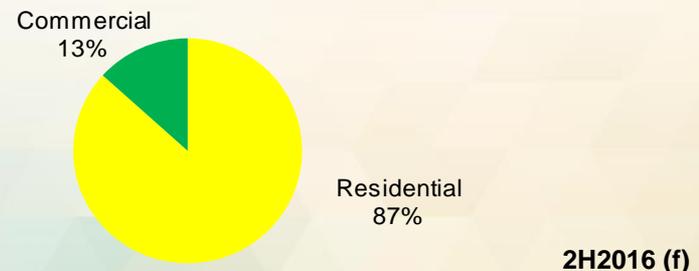
## Contracted Sales by Product Series



## Contracted Sales by Selling Price (RMB/sq.m.)



## Contracted Sales by Type



# Cash Flow Forecast for 2016

- ▲ Continue to be prudent with cash flow management
- ▲ Maintain land acquisition full year budget of RMB2.5 bn, with total outstanding land premium of RMB267 mn
- ▲ Maintain construction expenditure budget of RMB6.1 bn, 1H2016 construction expenditure represent 42% of FY budget
- ▲ Adequate liquidity with undrawn banking facility of 51.6 billion as at 30 June 2016

(RMB mn)		1H2016 (Actual)	FY2016 (Forecast)
<b>Cash on hand as at 31 December 2015</b>		<b>8,734</b>	<b>8,734</b>
Cash Inflow	<b>Contracted sales receipts</b>	<b>4,108</b>	<b>10,300</b>
	<b>Contracted sales receipts obtained from JCEs</b>	<b>3,366</b>	<b>6,200</b>
	<b>Amount repaid to JCEs &amp; Other working capital movement</b>	<b>(1,688)</b>	<b>(5,684)</b>
	<b>Bank &amp; other loan, inflow/(outflow)</b>	<b>(341)</b>	<b>200</b>
	<b>Onshore/Offshore Bond Issuance</b>	<b>2,972</b>	<b>2,972</b>
<b>Total Cash Inflow</b>		<b>8,416</b>	<b>13,988</b>
Cash Outflow	<b>Land acquisition budget</b>	<b>976</b>	<b>2,500</b>
	<b>Construction expenditure budget</b>	<b>2,554</b>	<b>6,100</b>
	<b>Redemption of SGD175 mn Senior Note</b>	<b>793</b>	<b>793</b>
	<b>Finance costs</b>	<b>528</b>	<b>830</b>
	<b>Selling and general administrative expenses</b>	<b>384</b>	<b>1,000</b>
	<b>Sales tax</b>	<b>251</b>	<b>604</b>
	<b>Income tax (LAT and CIT)</b>	<b>483</b>	<b>862</b>
	<b>Dividend</b>	<b>240</b>	<b>280</b>
<b>Total Cash Outflow</b>		<b>6,209</b>	<b>12,969</b>
<b>Cash on hand as at 31 December 2016</b>		<b>10,942</b>	<b>10,026</b>

Source: Company forecast



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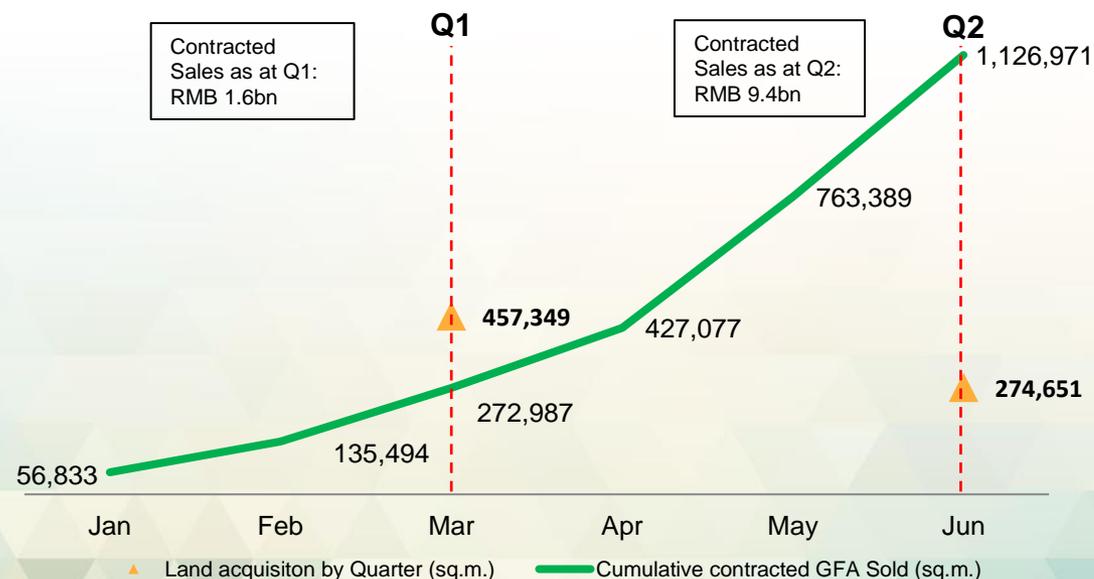
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# Land Acquisition Strategy in 1H2016

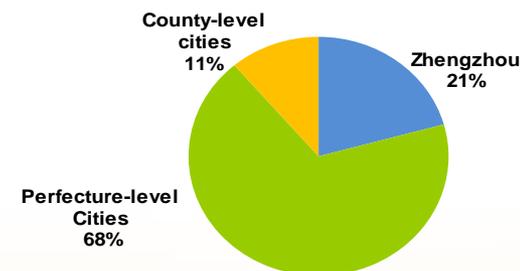
- Adhere to disciplined land acquisition strategy, with land expenditure representing 10.4% of total contracted sales in 1H2016
- Land expenditure amount of RMB976 million was down 32.8% y-o-y and was below budget by RMB554 million
- Acquired 732,000 sq.m. of new land bank, down 50% y-o-y and at an average land cost of RMB1,047/sq.m. up 2.7% y-o-y
- 21% of the newly-acquired land GFA were located in Zhengzhou, and 39% by value from Zhengzhou
- As at 30 June 2016, total GFA for new development is 18.96 million sq.m., down 7.5% y-o-y, with an average land cost of RMB796/sq.m., up 1.4% y-o-y

## Land Acquisition and Contracted Sales in 1H2016 (by GFA)

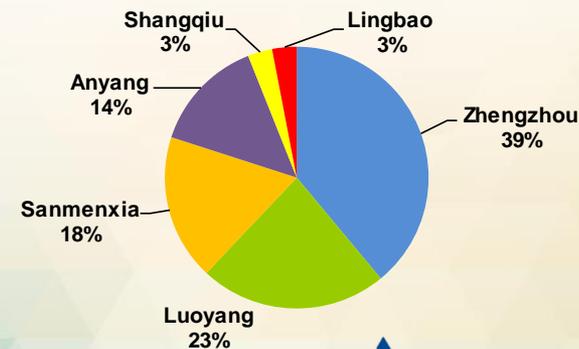
Land acquisition in 1H2016 was aligned with trend of contracted sales and cash flow to replenish land reserve and to support future growth



## Land Acquisition by cities in 1H2016 (by GFA)



## Land Acquisition by cities in 1H2016 (by Value)

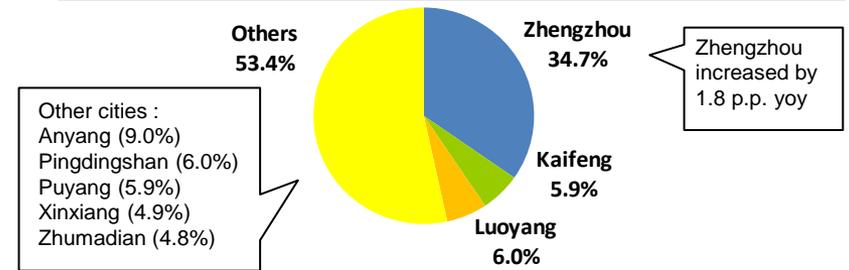


# Land Reserves in Strategic Locations

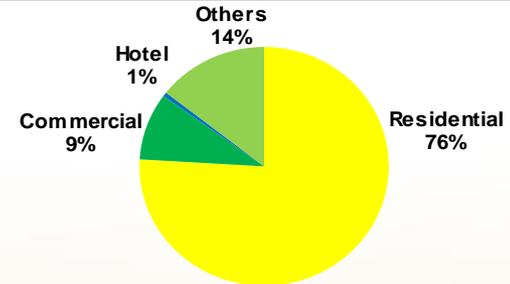
Land bank is strategically located in city centres across Zhengzhou, 17 prefecture cities and 21 county-level cities in Henan province



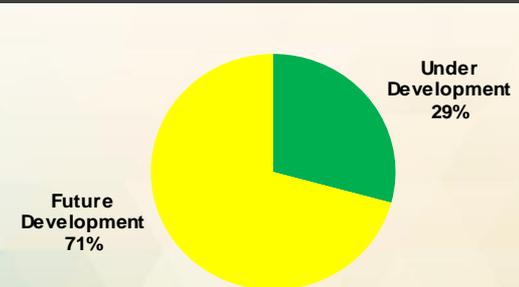
## Land reserves by cities



## Land reserves by product type



## Land reserves by development stage



Total GFA of land bank for new development as at 30 Jun 2016: 18.96 million sq.m. (attributable GFA: 15.65 million sq.m.)

Average land cost (GFA): RMB796 per sq.m.

Land bank sufficient for the development in the next 4 - 5 years



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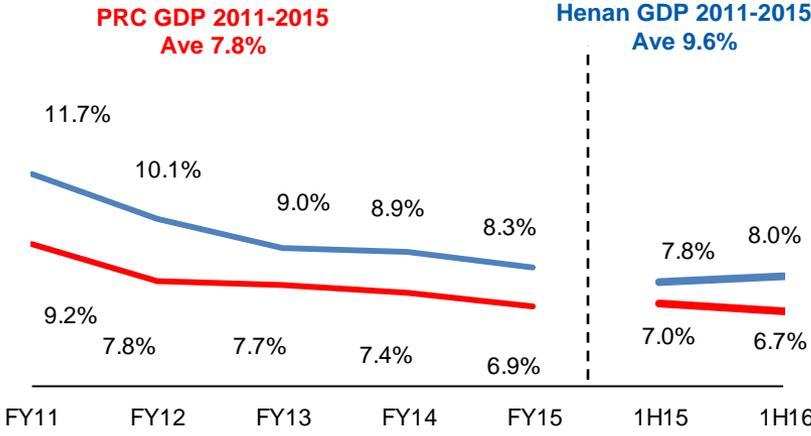
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# Market Review

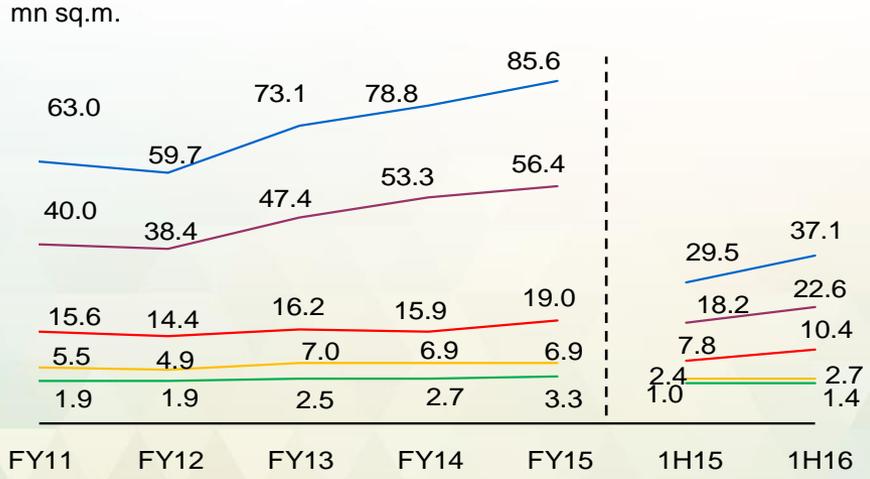
- ▲ In 1H2016, Henan's GDP reached RMB 1.8 trillion (or 5.3% of China's total GDP), achieving real GDP growth of 8.0%, which was 1.3 p.p. higher than the national growth rate
- ▲ In 1H2016, Henan property transaction volume grew by 26% y-o-y to 37 million sq.m., versus the national transaction volume growth of 28% y-o-y
- ▲ GFA sold in all 18 major cities in Henan experienced growth. Zhengzhou, Kaifeng and Luoyang was up 33%, 33% and 11% y-o-y respectively. Luohe had the highest growth of 100%
- ▲ Other lower tier cities in Henan all achieved strong to moderate GFA sold growth: Xuchang (+69.5%), Pingdingshan (+50.7%), Nanyang (+45.5%), while the lowest growth was Hebi (+8.1%)

## Above Average Real GDP Growth

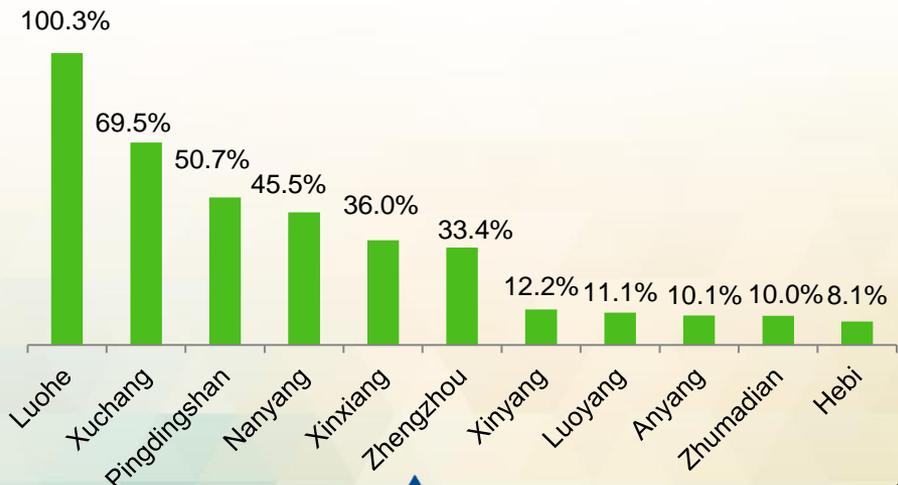


## GFA Sold

**Henan 2010-2015** 8.0% CAGR   
 **ZZ 2011-2015** 5.0% CAGR   
 **LY 2011-2015** 5.5% CAGR   
 **KF 2011-2015** 15.1% CAGR   
 **Others 2011-2015** 9.0% CAGR



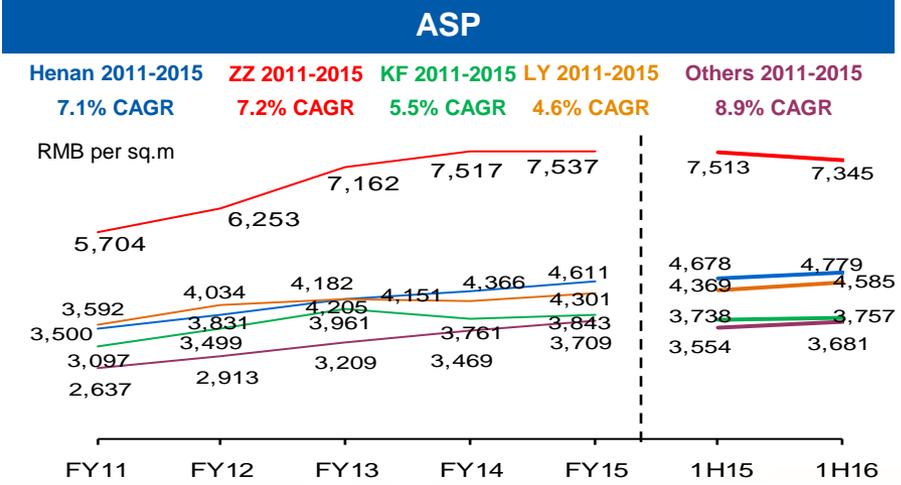
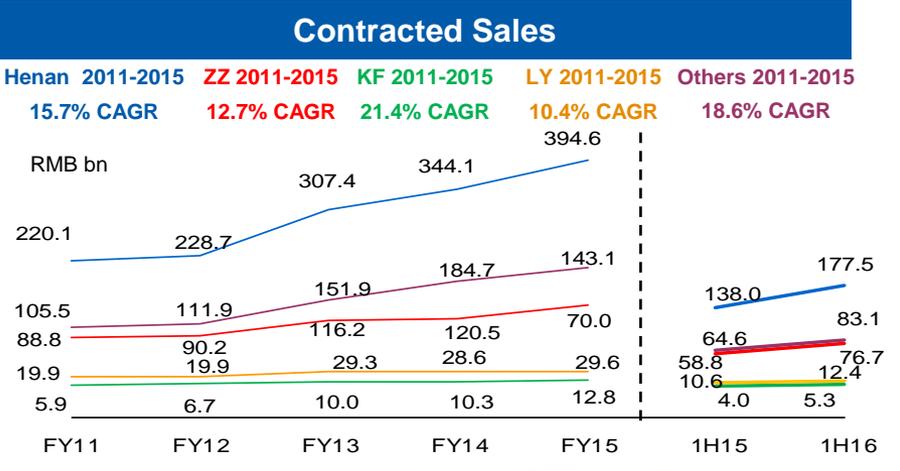
## 1H2016 Contracted Sale GFA Growth by Cities



Source: China Statistical Yearbook 2015; Figures are of 2015, Henan Statistical Yearbook

# Market Review (cont'd)

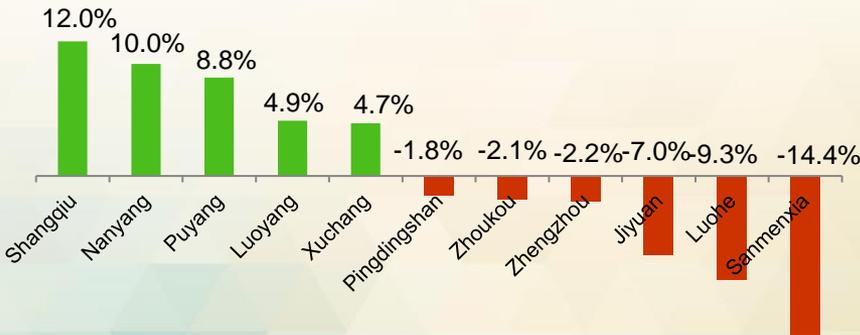
- ▲ In 1H2016, Henan total contracted sales grew by 28.7% to RMB177.5 billion (or 4% of China's total contracted sales), versus the nationwide total contracted sales growth of 42.1% y-o-y, while Henan's ASP grew by 2.2% y-o-y to RMB4,779/sq.m.
- ▲ Contracted sales in all 18 major cities in Henan experienced y-o-y growth, ranging from 82% in Luohe to 2% in Sanmenxia
- ▲ Zhengzhou's contracted sales increased by 30.4%, representing 43% of the Henan property market
- ▲ Of the 18 major cities in Henan, 11 cities had ASP y-o-y growth. ASP growth range from +12% in Shangqiu to -14% in Sanmenxia



### 1H2016 Contracted Sales Growth by Cities



### 1H2016 ASP Growth by Cities

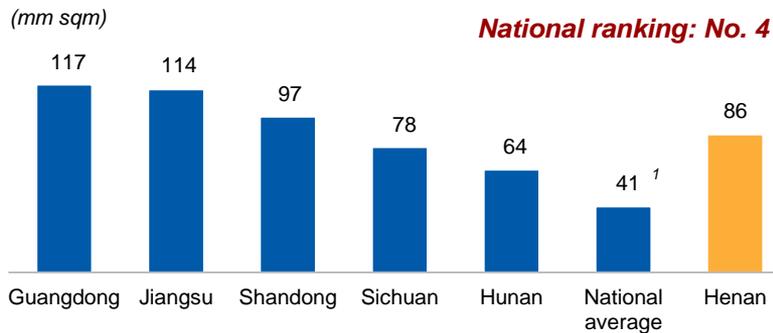


Source: China Statistical Yearbook 2015; Figures are of 2015; \* ZZ - Zhengzhou, LY - Luoyang, KF - Kaifeng

# A Market with Strong Growth Potential

- ▲ Henan has a large population of 107 million with rising disposable income per capita at RMB25,576 in 2015, up 8% y-o-y
- ▲ Rising urbanization rate at 46.9% in 2015 (up 1.7 p.p.) vs nationwide average urbanization rate of 56.1% (up 1.3 p.p.)
- ▲ As at the end of 2015, ranked 5<sup>th</sup> largest economy in China, represent 5.5% of China's total GDP
- ▲ Property market ranked 4<sup>th</sup> largest by GFA sales, represent 6.7% of China's total property GFA sales
- ▲ End-user market with high affordability, with average housing price at 6.0 times annual household disposal income

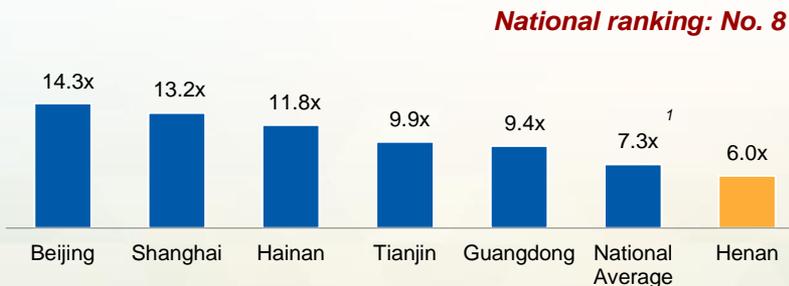
## Contracted Sales GFA – Sizeable Market



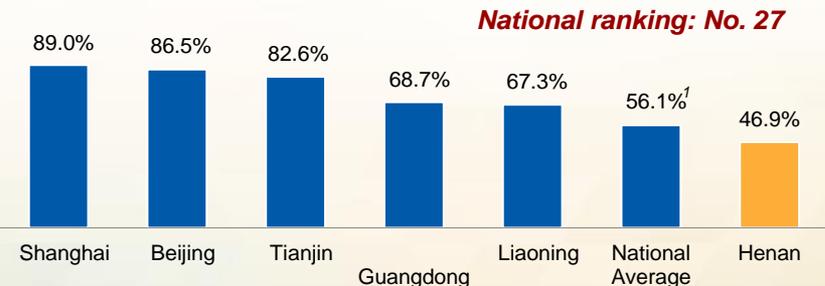
## ASP<sup>3</sup> – Significant Room for Growth (RMB psm)



## Affordability Ratio<sup>2</sup> – Highly Affordable Properties



## Urbanization Rate – Strong Underlying Potential



Source: China Statistical Yearbook 2015; Figures are of 2015

Note: <sup>1</sup> National average based on average of provinces in China; <sup>2</sup> Affordability ratio = average price of a 100 sqm apartment / average annual household disposal income, assuming an average household size of 3; calculations are based on information as at 31 December 2015; lower number indicates better affordability; <sup>3</sup> Based on commodity properties; 2015 Henan household disposal income was RMB 24,391

## The macro-economy environment

- ▲ In the second half of 2016, the PRC government is expected to continue the implementation of expansionary fiscal policy and conservative monetary policy, with an aim to achieve reasonable growth in credit and social financing through relatively flexible monetary policy and optimized credit structure. To make fiscal policy more effective, the central government will implement, among others, tax and fee reductions, investment in infrastructure, financial revitalization and local government bond swapping, and also focus on preemptive adjustments, fine-tuning and targeted control and adjustment. **The Company anticipates that the growth in Chinese economy will remain stable in the second half of 2016.**
- ▲ In addition, geographic and demographic benefits in Henan province as well as its strength in transportation will be further enhanced from the advancement of new urbanization and the on-going development of Central Plains Economic Zone, further implementation of national strategic plans, such as Zhengzhou Aviation Port Economic Integration Trial Zone, the approval of establishment of Zheng Luo National Self-dependent Innovation Demonstration Area, the acceleration of multi-directional expansion of China Railway High-Speed, the establishment of industrial park and on-going industrial migration. The stability of economic growth will be maintained, and regional economic competitiveness will also be enhanced. **The Company expects Henan's economic growth will continue to be higher than the average growth of China in 2016.**

## The property market

- ▲ “Destocking” will still be the priority of property developers in China and the region fragmentation persists in the second half of 2016. In the second half of 2016, the policies adopted on property market by the government is expected to be “both strict and relaxed subject to local conditions in the cities” for orderly facilitating urbanization and increasing population in mid-to-small cities by encouraging rural-urban migration. **In 2016, the Company expects that the property market, in general, will remain stable and the region fragmentation will shrink.**
- ▲ Due to Henan Province's competitive edge in terms of geographic location, demographic resources, economic growth and urban development, strong and stable rigid demand for housing should be made by the development of property market in the advancement of new urbanization, and enormous potential from elevated demand for housing will bolster long-term steady development of the property market. **The Company expects the property market in Henan province will continue to enjoy stable development in the second half of 2016.**

# Q&A

# Thank you!



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# Projects Launch in 1H2016

City	Project	Launch Date	Contracted Sales From New Launch (RMB million)	% of Total Contracted Sales Target (RMB18 bn)
Zhengzhou	Wulong City	26/3/2016	355	1.97%
	Gongyi Code One City Phase II	28/5/2016	90	0.51%
	Jiuru House	31/5/2016	2,822	15.67%
	Blossom Garden Phase I	1/6/2016	518	2.87%
	Tihome Jianye International City	8/6/2016	984	5.46%
	<b>Subtotal</b>		<b>4,769</b>	<b>26.48%</b>
Luoyang	Poly Champagne International	22/6/2016	176	0.98%
	<b>Subtotal</b>		<b>176</b>	<b>0.98%</b>
Zhumadian	Xiping Forest Peninsula Phase II	15/5/2016	49	0.27%
	Eighteen Cities Phase IV	25/6/2016	131	0.73%
	Suiping Forest Peninsula Phase III	25/6/2016	17	0.09%
	<b>Subtotal</b>		<b>197</b>	<b>1.09%</b>
Zhoukou	Luyi Jianye City Phase I	30/4/2016	195	1.08%
	<b>Subtotal</b>		<b>195</b>	<b>1.08%</b>
Xuchang	Code One City Phase II	21/5/2016	299	1.66%
	<b>Subtotal</b>		<b>299</b>	<b>1.66%</b>
Shangqiu	U-Town Phase II	28/5/2016	65	0.36%
	<b>Subtotal</b>		<b>65</b>	<b>0.36%</b>
Pingdingshan	Eighteen Cities Phase I	7/5/2016	63	0.35%
	<b>Subtotal</b>		<b>63</b>	<b>0.35%</b>
Luohe	Xicheng Forest Peninsula Phase I	19/6/2016	26	0.15%
	<b>Subtotal</b>		<b>26</b>	<b>0.15%</b>
Jiyuan	U-Town Phase II	28/5/2016	101	0.56%
	<b>Subtotal</b>		<b>101</b>	<b>0.56%</b>

# Projects Launch in 1H2016

City	Project	Launch Date	Contracted Sales From New Launch (RMB million)	% of Total Contracted Sales Target (RMB17.5bn)
Jiaozuo	Park Lane Phase I	1/4/2016	60	0.34%
	Forest Peninsula Phase II	9/4/2016	22	0.12%
	<b>Subtotal</b>		<b>82</b>	<b>0.46%</b>
Anyang	Tangyin Forest Peninsula Phase II	9/6/2016	26	0.14%
	<b>Subtotal</b>		<b>26</b>	<b>0.14%</b>
	<b>Total</b>		<b><u>5,999</u></b>	<b>33.31%</b>

# Projects Launch Plan in 2H2016

City	Project	Estimated Launch Date	Estimated Contracted Sales From New Launch (RMB million)	% of Total Contracted Sales Target (RMB18 bn)
Zhengzhou	Souxu River Garden Phase I	15/8/2016	60	0.33%
	Huayuan Kou	15/10/2016	315	1.75%
	Tihome Jianye International City	21/10/2016	27	0.15%
	Sky Mansion Phase II	30/10/2016	322	1.79%
	Triumph Plaza	20/11/2016	218	1.21%
	Souxu River Garden Phase II	20/11/2016	303	1.68%
	Blossom Garden Phase I	15/12/2016	1,688	9.37%
<b>Subtotal</b>			<b>2,933</b>	<b>16.28%</b>
Luoyang	Poly Champagne Internation	20/11/2016	48	0.26%
<b>Subtotal</b>			<b>48</b>	<b>0.26%</b>
Zhumadian	Suiping Forest Peninsula Phase II	9/10/2016	3	0.02%
	Eighteen Cities Phase III	10/12/2016	11	0.06%
<b>Subtotal</b>			<b>14</b>	<b>0.08%</b>
Zhoukou	Forest Peninsula Phase VI Land C	8/10/2016	144	0.80%
<b>Subtotal</b>			<b>144</b>	<b>0.80%</b>
Xinxiang	U-Town Phase II	21/8/2016	67	0.37%
	Code One City Phase III Batch 1	8/10/2016	224	1.25%
<b>Subtotal</b>			<b>291</b>	<b>1.62%</b>
Shangqiu	Yongcheng U-Town Phase II	30/9/2016	26	0.15%
<b>Subtotal</b>			<b>26</b>	<b>0.15%</b>
Sanmenxia	Code One City Phase III	30/7/2016	13	0.07%
	Code One City Phase IV	30/11/2016	70	0.39%
<b>Subtotal</b>			<b>83</b>	<b>0.46%</b>

# Projects Launch Plan in 2H2016

City	Project	Estimated Launch Date	Estimated Contracted Sales From New Launch (RMB million)	% of Total Contracted Sales Target (RMB18 bn)
Puyang	Code One City Phase III Batch III	30/8/2016	65	0.36%
	Puxian Jianye New City Phase I	1/10/2016	167	0.93%
	Code One City Phase I	8/10/2016	36	0.20%
<b>Subtotal</b>			<b>268</b>	<b>1.49%</b>
Pingdingshan	Wugang Forest Peninsula Phase III Batch I	30/10/2016	14	0.08%
<b>Subtotal</b>			<b>14</b>	<b>0.08%</b>
Nanyang	Jianye City Phase I	30/7/2016	248	1.38%
	Triumph Plaza Phase II	30/8/2016	248	1.37%
	Code One City Phase I	10/12/2016	252	1.40%
<b>Subtotal</b>			<b>748</b>	<b>4.15%</b>
Luohu	Code One City Phase V	30/8/2016	86	0.48%
	Xicheng Forest Peninsula Phase I	17/9/2016	94	0.52%
<b>Subtotal</b>			<b>180</b>	<b>1.00%</b>
Jiaozuo	Park Lane Phase II	30/11/2016	127	0.70%
<b>Subtotal</b>			<b>127</b>	<b>0.70%</b>
Hebi	Code One City Phase II	20/10/2016	107	0.59%
	Code One City Phase I	30/10/2016	21	0.12%
<b>Subtotal</b>			<b>128</b>	<b>0.71%</b>
Anyang	Jianye City Phase I	25/11/2016	126	0.70%
	Tangyin Forest Peninsula Phase II	30/11/2016	22	0.12%
<b>Subtotal</b>			<b>148</b>	<b>0.82%</b>
<b>Total</b>			<b>5,152</b>	<b>28.61%</b>



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# Summary of Land Bank

City	Project	Total GFA (sqm)	% of ownership	Construction Commencement	Construction Completion
	Jianye Square North	44,484	100%	TBC	TBC
	Sky Mansion Phase II	174,405	67%	2/12/2015	28/2/2017
	St. Andrews Project	850,000	60%	TBC	TBC
	Global Food City	263,800	100%	TBC	TBC
	Zhengxi U-Town Phase II	114,673	100%	30/3/2014	19/12/2017
	Zhengxi U-Town (Pending for future development)	1,012,226	100%	TBC	TBC
	Tihome Jianye International City	1,676,097	51%	1/7/2013	31/12/2017
	Triumph Plaza	247,208	60%	30/4/2014	30/12/2017
	Suoxu River Garden Phase I	158,147	70%	30/9/2014	30/3/2016
	Suoxu River Garden Phase II	130,213	70%	30/8/2015	30/8/2016
Zhengzhou	Gongyi Code One City Phase I	119,478	100%	10/12/2014	5/4/2017
	Gongyi Code One City Phase II	105,434	100%	26/11/2015	29/5/2018
	Gongyi Code One City Phase III	101,200	100%	27/9/2017	30/3/2019
	Jiuru House	171,037	60%	11/3/2016	31/12/2016
	Pingyuan Project	81,590	100%	TBC	TBC
	Wulong City	592,938	45%	20/4/2015	1/3/2019
	Blossom Garden Phase I Batch I	114,897	55%	13/5/2016	31/3/2018
	Blossom Garden Phase I Batch II	63,345	55%	15/8/2016	31/3/2018
	Blossom Garden Phase I Batch III	151,889	55%	15/8/2016	31/3/2018
	Huayuan Kou Project	279,427	45%	10/8/2016	1/10/2019
	Jianye Huayi Brothers Cultural Film Town	120,224	65%	1/5/2016	1/5/2017
	<b>Subtotal</b>	<b>6,572,713</b>			

# Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Kaifeng	Pullman Jianye Kaifeng Hotel	12,837	100%	1/7/2012	30/6/2016
	Dongjingmenghua-Banmuyuan-Xiyuan	80,980	100%	27/6/2014	30/6/2016
	Dongjingmenghua (Pending for future development)	807,859	100%	TBC	TBC
	Chrysanthemum Garden Phase I	98,164	51%	30/3/2015	31/5/2017
	Chrysanthemum Garden Phase II	122,680	51%	30/9/2016	30/12/2019
<b>Subtotal</b>		<b>1,122,520</b>			
Luoyang	Sweet-Scented Osmanthus Garden Phase II	143,295	100%	9/5/2014	30/4/2017
	Sweet-Scented Osmanthus Garden (Pending for future development)	250,820	100%	30/10/2016	18/3/2020
	Yanshi Forest Peninsula Phase I	29,212	100%	17/3/2014	30/6/2016
	Yanshi Forest Peninsula Phase II	154,291	100%	24/9/2015	31/7/2017
	Wisdom Port	66,400	100%	29/1/2015	31/3/2017
	Poly Champagne International	313,568	51%	29/1/2015	31/12/2017
	Huayang Fengdu	171,524	95%	30/8/2016	1/5/2019
<b>Subtotal</b>		<b>1,129,110</b>			

## Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Pingdingshan	Wugang Forest Peninsula Phase III	24,964	100%	30/6/2016	30/9/2017
	Wugang Forest Peninsula Phase IV	64,300	100%	TBC	TBC
	Wugang Forest Peninsula Phase V	222,757	100%	TBC	TBC
	Wugang Forest Peninsula Phase VI	249,250	100%	TBC	TBC
	Eighteen Cities Phase I	183,096	100%	20/8/2014	30/4/2017
	Eighteen Cities Phase II	248,866	100%	30/8/2014	30/6/2016
	Eighteen Cities Phase III	111,700	100%	30/9/2016	31/12/2018
	Pingdingshan Hotel	30,000	100%	30/4/2016	31/7/2018
<b>Subtotal</b>		<b>1,134,934</b>			
Xinxiang	Code One City Phase II	75,213	100%	30/9/2014	30/6/2017
	Code One City Phase III	185,469	100%	30/3/2016	30/9/2018
	Code One City Phase IV	202,310	100%	24/9/2017	24/3/2020
	U-Town Phase II	26,160	60%	30/3/2016	31/12/2016
	U-Town (Pending for future development)	274,577	60%	TBC	TBC
	Changyuan Forest Peninsula Phase II	88,536	100%	20/3/2017	16/9/2019
	Changyuan Forest Peninsula Phase III	91,661	100%	20/3/2018	30/9/2020
<b>Subtotal</b>		<b>943,925</b>			

# Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Hebi	Sweet-Scented Osmanthus Garden	81,096	100%	20/12/2013	30/12/2016
	Code One City Phase I	178,111	100%	4/2/2015	30/9/2016
	Code One City Phase II	178,573	100%	30/9/2016	30/6/2019
<b>Subtotal</b>		<b>437,780</b>			
Anyang	Forest Peninsula Phase I	16,698	100%	26/5/2010	TBC
	Forest Peninsula Phase II	45,240	100%	TBC	TBC
	Forest Peninsula Phase III	68,948	100%	TBC	TBC
	Tangyin Forest Peninsula Phase II	43,630	55%	25/9/2015	30/3/2019
	Tangyin Forest Peninsula Phase III	71,935	55%	29/6/2017	30/9/2019
	Tangyin Forest Peninsula Phase IV	101,244	55%	31/5/2019	30/12/2021
	Sweet-Scented Osmanthus Garden Phase I	14,440	100%	27/11/2013	20/9/2016
	Sweet-Scented Osmanthus Garden Phase II	162,918	100%	30/4/2014	30/3/2019
	Sweet-Scented Osmanthus Garden Phase III	166,100	100%	31/8/2018	30/11/2020
	Sweet-Scented Osmanthus Garden Phase IV	192,300	100%	TBC	TBC
	Sweet-Scented Osmanthus Garden Phase V	202,200	100%	TBC	TBC
	Huaxian Code One City Phase I	26,979	100%	31/10/2014	30/9/2016
	Huaxian Code One City Phase II	125,080	100%	30/9/2017	30/3/2021
	Huaxian Code One City Phase III	99,500	100%	TBC	TBC
	Huaxian Code One City Phase IV	141,100	100%	TBC	TBC
	Jianye City Phase I	120,982	55%	30/9/2016	16/5/2019
Jianye City Phase II	112,411	55%	TBC	TBC	
<b>Subtotal</b>		<b>1,711,704</b>			

# Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Jiaozuo	Xiuwu Forest Peninsula Phase III	40,471	100%	30/6/2016	30/3/2018
	Xiuwu Forest Peninsula Phase IV	48,415	100%	30/9/2017	30/3/2019
	Xiuwu Forest Peninsula Phase V	54,000	100%	30/9/2018	30/3/2020
	Park Lane Phase I	109,956	100%	17/10/2014	30/12/2017
	Park Lane Phase II	71,711	100%	29/5/2016	30/8/2018
	Park Lane Phase III	121,109	100%	29/9/2017	30/12/2019
<b>Subtotal</b>		<b>445,662</b>			
Puyang	Code One City Phase III Batch I	175,137	51%	26/9/2014	28/8/2016
	Code One City Phase IV	187,100	51%	20/9/2017	20/8/2020
	Code One City Phase V	265,155	51%	TBC	TBC
	Code One City Phase VI	51,300	51%	TBC	TBC
	Sweet-Scented Osmanthus Garden Phase II	22,609	100%	8/5/2014	30/6/2016
	Puxian Jianye New City Phase I	84,706	100%	8/6/2016	1/10/2018
	Puxian Jianye New City Phase II	81,394	100%	TBC	TBC
	Puxian Jianye New City Phase III	110,500	100%	TBC	TBC
	Puxian Jianye New City Phase IV	135,600	100%	TBC	TBC
<b>Subtotal</b>		<b>1,113,501</b>			

# Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Luohe	Code One City Phase V	122,330	100%	25/1/2016	15/12/2017
	Xicheng Forest Peninsula	160,940	100%	14/11/2014	30/9/2019
	Liyang Sweet-Scented Osmanthus Garden Phase I Batch II	37,083	100%	8/8/2013	30/6/2016
<b>Subtotal</b>		<b>320,353</b>			
Sanmenxia	Code One City Phase III	12,756	100%	13/9/2012	30/6/2016
	Code One City Phase IV	50,204	100%	25/9/2014	30/5/2018
	Code One City Phase V	132,578	100%	30/8/2016	30/9/2018
	U-Town	84,885	100%	30/8/2016	30/6/2018
	Lingbao Forest Peninsula	64,431	100%	30/9/2016	31/12/2017
<b>Subtotal</b>		<b>344,854</b>			
Shangqiu	Zhecheng U-Town Phase II	27,255	100%	9/11/2015	28/6/2016
	Zhecheng U-Town Phase (Pending for future development)	107,474	100%	30/9/2016	30/6/2018
	Eighteen Cities Phase III	96,372	100%	30/10/2015	10/6/2017
	Yongcheng U-Town Phase II	97,833	100%	30/5/2016	30/3/2018
	Yongcheng U-Town Phase III	79,145	100%	TBC	TBC
<b>Subtotal</b>		<b>408,079</b>			

## Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Zhoukou	Forest Peninsula Phase V	31,796	100%	9/8/2013	31/10/2016
	Forest Peninsula Phase VI	152,470	100%	5/4/2017	30/9/2019
	Huaiyang Sweet-Scented Osmanthus Garden Phase IV	42,273	100%	7/8/2015	30/3/2018
	Luyi Jianye City Phase I	60,439	45%	13/4/2016	10/3/2017
	Luyi Jianye City Phase II	59,264	45%	TBC	TBC
<b>Subtotal</b>		<b>346,243</b>			
Zhumadian	Eighteen Cities Phase III	58,506	100%	11/3/2014	20/9/2017
	Eighteen Cities Phase IV	183,224	100%	20/3/2016	18/9/2018
	Eighteen Cities Phase V	110,343	100%	20/3/2017	17/9/2019
	Eighteen Cities Phase VI	107,398	100%	20/3/2018	30/9/2020
	Suiping Forest Peninsula Phase II	30,812	100%	30/11/2013	15/8/2015
	Suiping Forest Peninsula Phase III	72,164	100%	11/12/2015	30/3/2019
	Suiping Forest Peninsula Phase IV	79,449	100%	30/9/2018	8/4/2021
	Xiping Forest Peninsula Phase II	45,331	100%	30/9/2014	30/3/2018
	Xiping Forest Peninsula Phase III	110,129	100%	30/5/2017	28/11/2019
	Xiping Forest Peninsula Phase IV	129,916	100%	30/9/2018	30/3/2021
<b>Subtotal</b>		<b>927,271</b>			

# Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Nanyang	Nanyang Holiday Inn Hotel	61,215	100%	25/5/2016	21/3/2017
	Triumph Plaza Phase II	247,054	100%	20/12/2013	30/12/2016
	Triumph Plaza Phase III	34,965	100%	20/12/2013	30/12/2016
	Code One City	271,743	100%	30/9/2016	30/12/2018
<b>Subtotal</b>		<b>614,977</b>			
Xinyang	South Lake No.1	33,266	100%	TBC	TBC
	Yanwei Island Project	32,961	100%	TBC	TBC
	Code One City	3,656	100%	19/5/2014	22/12/2015
	North Lake No. 1 Phase I	75,300	100%	TBC	TBC
	North Lake No. 1 Phase II	133,400	100%	TBC	TBC
	North Lake No. 1 Phase III	89,500	100%	TBC	TBC
	North Lake No. 1 Phase IV	188,300	100%	TBC	TBC
	Jianye City Phase I	156,922	60%	30/7/2015	30/6/2018
	Jianye City Phase II	153,822	60%	30/9/2018	30/3/2020
<b>Subtotal</b>		<b>867,127</b>			

## Summary of Land Bank (Cont'd)

City	Project	Total GFA (sqm)	% of ownership	Construction commencement	Construction completion
Xuchang	Code One City Phase I	139,086	100%	29/5/2015	30/12/2017
	Code One City Phase II	136,049	100%	21/4/2016	30/3/2018
	Code One City (Indemnificatory Apartment)	16,496	100%	29/5/2015	30/12/2017
	Yanling Eco-City Phase II	95,025	60%	14/9/2015	30/6/2016
	Yuzhou New World	31,882	75%	TBC	TBC
	Changge Sweet-Scented Osmanthus Garden Phase II	6,177	100%	12/11/2014	30/3/2016
	<b>Subtotal</b>	<b>424,716</b>			
Jiyuan	U-Town Phase II	91,385	100%	17/3/2014	30/9/2016
	<b>Subtotal</b>	<b>91,385</b>			
	<b>Total</b>	<b><u>18,956,854</u></b>			



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# Land Acquisition in 1H2016

Project	Attributable Interest	Total GFA (sq.m.)	Expected Commencement	Expected Completion	Unit Land Price (RMB/sq.m.)
Luoyang Huayang Fengdu	95%	171,527	1 <sup>st</sup> Half 2016	1 <sup>st</sup> Half 2019	1,005
Zhengzhou Blossom Garden	55%	151,493	1 <sup>st</sup> Half 2016	1 <sup>st</sup> Half 2018	1,990
Sanmenxia U-Town	100%	89,306	1 <sup>st</sup> Half 2016	1 <sup>st</sup> Half 2018	1,560
Sanmenxia Lingbao Forest Peninsula	100%	45,023	1 <sup>st</sup> Half 2016	2 <sup>nd</sup> Half 2017	465
Anyang Jianye City	55%	237,741	2 <sup>nd</sup> Half 2016	1 <sup>st</sup> Half 2019	466
Shangqiu Zhecheng U-Town	100%	36,910	2 <sup>nd</sup> Half 2017	2 <sup>nd</sup> Half 2019	585
<b>Total Land Acquisition in 1H2016</b>		<b>732,000</b>			<b>1,047</b>



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# Contracted Sales Summary in 1H2016

City	Project	Contracted Sales (RMB mn)	Contracted Sales GFA (sq.m.)
Zhengzhou	Blossom Garden Phase I	518	57,575
	Jiuru House	2,822	87,608
	Sky Mansion Phase I & II	452	18,599
	Zhengxi U Town Phase I & II	55	9,682
	Spring Time	8	418
	Wisdom Port Phase I	-9	-486
	Triumph Plaza	137	9,512
	Suoxu River Garden Phase I	69	8,042
	Gongyi Code One City Phase I & II	189	40,490
	Zhengxi Forest Peninsula Phase III	8	1,886
	Code Two City Phase I	7	317
	Tihome Jianye International City	1,407	149,974
	Wulong City	497	50,267
<b>Subtotal</b>		<b>6,158</b>	<b>433,884</b>
Kaifeng	Chrysanthemum Garden Phase I	20	4,501
<b>Subtotal</b>		<b>20</b>	<b>4,501</b>

# Contracted Sales Summary in 1H2016 (Cont'd)

City	Project	Contracted Sales (RMB mn)	Contracted Sales GFA (sq.m.)
Luoyang	Sweet-Scented Osmanthus Garden Phase I & II	133	30,227
	Yanshi Forest Peninsula Phase I & II	27	6,549
	Wisdom Port	22	2,688
	Poly Champagne Garden	402	61,602
<b>Subtotal</b>		<b>584</b>	<b>101,066</b>
Pingdingshan	Wugang Forest Peninsula Phase I & II	71	21,240
	Sweet-Scented Osmanthus Garden Phase I & II	13	3,300
	Eighteen Cities Phase I & II	124	22,261
	Baofeng Forest Peninsula Phase I & II	42	10,649
<b>Subtotal</b>		<b>251</b>	<b>57,450</b>
Anyang	Tangyin Forest Peninsula Phase I	37	11,340
	Sweet-Scented Osmanthus Garden Phase I & II	52	13,026
<b>Subtotal</b>		<b>89</b>	<b>24,365</b>
Hebi	Code One City Phase I	71	14,754
	Sweet-Scented Osmanthus Garden	7	2,143
	Huaxian Code One City Phase I	11	3,946
<b>Subtotal</b>		<b>89</b>	<b>20,842</b>

# Contracted Sales Summary in 1H2016 (Cont'd)

City	Project	Contracted Sales (RMB mn)	Contracted Sales GFA (sq.m.)
Xinxiang	Code One City Phase I	50	11,884
	U Town Phase I	6	869
	Changyuan Forest Peninsula Phase I	50	12,647
<b>Subtotal</b>		<b>106</b>	<b>25,401</b>
Jiaozuo	Jiaozuo Forest Peninsula Phase III	22	3,095
	Park Lane Phase I	64	11,121
	Code One City Phase I	2	274
	Xiuwu Forest Peninsula Phase I	23	6,671
<b>Subtotal</b>		<b>110</b>	<b>21,161</b>
Puyang	Jianye City Phase V, VI & VII	11	2,967
	Code One City Phase I, II & III	94	20,667
	Sweet-Scented Osmanthus Garden I & II	94	18,638
<b>Subtotal</b>		<b>199</b>	<b>42,272</b>
Xuchang	Code One City Phase I & II	405	85,451
	Forest Peninsula Phase II & III	1	160
	Changge Sweet-Scented Osmanthus Garden II	111	27,727
<b>Subtotal</b>		<b>518</b>	<b>113,337</b>

# Contracted Sales Summary in 1H2016 (Cont'd)

City	Project	Contracted Sales (RMB mn)	Contracted Sales GFA (sq.m.)
Luohe	Xicheng Forest Peninsula Phase I	66	13,298
	Code One City Phase II, IV & VI	69	13,615
	Lingyin Sweet-Scented Osmanthus Garden Phase I	57	18,384
	MOCO New World	41	9,546
<b>Subtotal</b>		<b>233</b>	<b>54,843</b>
Sanmenxia	Code One City Phase I, II, III & IV	88	18,583
	Lingbao Forest Peninsula Phase I	1	28
<b>Subtotal</b>		<b>89</b>	<b>18,610</b>
Shangqiu	Eighteen Cities Phase I, II & III	142	24,410
	Sweet-Scented Osmanthus Garden Phase IV	1	8
	Zhecheng U Town Phase I & II	50	12,880
	Yongcheng U Town Phase I & II	92	18,321
<b>Subtotal</b>		<b>285</b>	<b>55,619</b>
Zhoukou	Forest Peninsula Phase III, IV & V	17	837
	Huaiyang Sweet-Scented Osmanthus Garden Phase III & IV	36	7,569
	Luyi Jianye City	195	46,291
<b>Subtotal</b>		<b>248</b>	<b>54,696</b>

# Contracted Sales Summary in 1H2016 (Cont'd)

City	Project	Contracted Sales (RMB mn)	Contracted Sales GFA (sq.m.)
Zhumadian	Eighteen Cities Phase I-IV	183	32,647
	Suiping Forest Peninsula Phase I-III	51	15,711
	Xiping Forest Peninsula Phase I	48	13,011
	<b>Subtotal</b>	<b>283</b>	<b>61,369</b>
Nanyang	Forest Peninsula Phase III, IV & V	14	1,588
	Triumph Plaza Phase I & II	0	4,449
	<b>Subtotal</b>	<b>14</b>	<b>6,037</b>
Xinyang	Code One City Phase I & II	7	2,107
	<b>Subtotal</b>	<b>7</b>	<b>2,107</b>
Jiyuan	New World	1	121
	U Town Phase I & II	112	25,021
	Code One City Phase III & IV	0.1	25
	<b>Subtotal</b>	<b>113</b>	<b>25,166</b>
Xuchang	Yanling Eco-City Phase I & II	19	4,243
	<b>Subtotal</b>	<b>19</b>	<b>4,243</b>
	<b>Total</b>	<b><u>9,415</u></b>	<b><u>1,126,971</u></b>