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## **禹洲地產股份有限公司**

**YUZHOU PROPERTIES COMPANY LIMITED**

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 01628)**

### **RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 DECEMBER 2013**

#### **FINANCIAL HIGHLIGHTS**

1. Total revenue increased by 91.86% to RMB7,470.61 million, reaching a record high. Gross profit increased by 50.29% to RMB2,319.08 million, also reaching a record high.
2. Contracted sales surged 67.85% to RMB10,958.97 million. The Company successfully accomplished 122% of the upgraded full-year sales target of RMB9,000.00 million.
3. Profit attributable to shareholders increased by 102.59% to RMB1,471.22 million. Net profit margin was 19.69%.
4. Core profit attributable to shareholders increased by 34.49% to a record high of RMB1,089.92 million. Core profit margin was 14.59%.
5. Basic earnings per share was RMB43 cents. Basic core earnings per share was RMB32 cents.
6. The Board proposed a final dividend of HK15 cents per share, an increase of 25% compared with last year, representing a payout ratio of approximately 37.14% of core net profit for year 2013.
7. Cash and bank balances (including restricted cash) amounted to RMB3,883.63 million, which far outstripped the short term debt with 1 year maturity of RMB1,984.44 million.
8. Total equity were up 22.66% to RMB7,471.91 million. Net assets per share was RMB2.16.
9. Return on equity was 22.02%.
10. Leveraging on the prevailing property market condition during the year, the Group acquired 7 new parcels of land, adding a gross floor area ("GFA") of approximately 2.66 million sq.m. to its attributable land reserve and its average land cost was RMB2,595 per sq.m. As at 31 December 2013, the Group had an aggregate saleable land reserve of approximately 8.53 million sq.m..

The board of directors (the “Board”) of Yuzhou Properties Company Limited (the “Company”) hereby announces the consolidated results of the Company and its subsidiaries (the “Group”) for the year ended 31 December 2013, which was prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRS”) issued by the Hong Kong Institute of Certified Public Accountants.

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS

Year ended 31 December 2013

|                                                                     | Notes | 2013<br>RMB'000    | 2012<br>RMB'000    |
|---------------------------------------------------------------------|-------|--------------------|--------------------|
| REVENUE                                                             | 2,3   | 7,470,608          | 3,893,836          |
| Cost of sales                                                       |       | <u>(5,151,527)</u> | <u>(2,350,771)</u> |
| Gross profit                                                        |       | 2,319,081          | 1,543,065          |
| Other income and gains                                              | 2     | 205,133            | 68,434             |
| Selling and distribution costs                                      |       | (182,027)          | (108,361)          |
| Administrative expenses                                             |       | (214,855)          | (176,325)          |
| Other expenses                                                      |       | (1,548)            | (4,127)            |
| Fair value (losses)/gains on investment properties                  |       | 617,459            | (132,386)          |
| Finance costs                                                       | 5     | (277,471)          | (154,546)          |
| Share of result of a joint venture                                  |       | <u>(2,826)</u>     | <u>(3,174)</u>     |
| PROFIT BEFORE TAX                                                   | 4     | 2,462,946          | 1,032,580          |
| Income tax expense                                                  | 6     | <u>(971,354)</u>   | <u>(308,071)</u>   |
| PROFIT FOR THE YEAR                                                 |       | <u>1,491,592</u>   | <u>724,509</u>     |
| Attributable to:                                                    |       |                    |                    |
| Owners of the Company                                               |       | 1,471,221          | 726,214            |
| Non-controlling interests                                           |       | <u>20,371</u>      | <u>(1,705)</u>     |
|                                                                     |       | <u>1,491,592</u>   | <u>724,509</u>     |
| EARNINGS PER SHARE ATTRIBUTABLE TO<br>EQUITY HOLDERS OF THE COMPANY | 7     |                    | (Restated)         |
| – Basic (RMB per share)                                             |       | <u>0.43</u>        | <u>0.21</u>        |
| – Diluted (RMB per share)                                           |       | <u>0.43</u>        | <u>0.21</u>        |

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

31 December 2013

|                                                       | <i>Note</i> | <b>2013</b><br><b>RMB'000</b> | <b>2012</b><br><b>RMB'000</b> |
|-------------------------------------------------------|-------------|-------------------------------|-------------------------------|
| <b>NON-CURRENT ASSETS</b>                             |             |                               |                               |
| Property, plant and equipment                         |             | <b>454,365</b>                | 204,508                       |
| Investment properties                                 |             | <b>4,851,480</b>              | 3,643,100                     |
| Prepaid land lease payments                           |             | –                             | 437,091                       |
| Investment in a joint venture                         |             | –                             | 176,498                       |
| Deferred tax assets                                   |             | <b>209,209</b>                | 226,875                       |
| Total non-current assets                              |             | <b>5,515,054</b>              | 4,688,072                     |
| <b>CURRENT ASSETS</b>                                 |             |                               |                               |
| Prepaid land lease payments                           |             | <b>2,196,544</b>              | 420,000                       |
| Properties under development                          |             | <b>7,874,364</b>              | 9,391,436                     |
| Completed properties held for sale                    |             | <b>3,979,137</b>              | 2,024,106                     |
| Prepayments for acquisition for land                  |             | <b>2,131,494</b>              | 1,155,012                     |
| Prepayments, deposits and other receivables           |             | <b>1,629,924</b>              | 787,748                       |
| Prepaid corporate income tax                          |             | <b>32,645</b>                 | 29,845                        |
| Prepaid land appreciation tax                         |             | <b>42,857</b>                 | 31,699                        |
| Financial assets at fair value through profit or loss |             | –                             | 6,230                         |
| Derivative financial instruments                      |             | <b>76,676</b>                 | 15,078                        |
| Restricted cash                                       |             | <b>375,686</b>                | 398,192                       |
| Cash and cash equivalents                             |             | <b>3,507,940</b>              | 3,330,425                     |
| Total current assets                                  |             | <b>21,847,267</b>             | 17,589,771                    |
| <b>CURRENT LIABILITIES</b>                            |             |                               |                               |
| Receipts in advance                                   |             | <b>4,003,233</b>              | 4,083,019                     |
| Trade payables                                        | 8           | <b>2,503,502</b>              | 1,992,076                     |
| Other payables and accruals                           |             | <b>1,358,113</b>              | 378,069                       |
| Interest-bearing bank and other borrowings            |             | <b>1,984,444</b>              | 2,479,012                     |
| Tax payable                                           |             | <b>788,058</b>                | 765,697                       |
| Provision for land appreciation tax                   |             | <b>845,823</b>                | 919,515                       |
| Total current liabilities                             |             | <b>11,483,173</b>             | 10,617,388                    |
| <b>NET CURRENT ASSETS</b>                             |             | <b>10,364,094</b>             | 6,972,383                     |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>          |             | <b>15,879,148</b>             | 11,660,455                    |

|                                                     | <i>Note</i> | <b>2013</b><br><b><i>RMB'000</i></b> | 2012<br><i>RMB'000</i> |
|-----------------------------------------------------|-------------|--------------------------------------|------------------------|
| <b>NON-CURRENT LIABILITIES</b>                      |             |                                      |                        |
| Interest-bearing bank and other borrowings          |             | <b>4,456,885</b>                     | 2,302,183              |
| Senior notes                                        |             | <b>3,268,953</b>                     | 2,728,036              |
| Deferred tax liabilities                            |             | <b>681,405</b>                       | 538,751                |
|                                                     |             | <hr/>                                | <hr/>                  |
| Total non-current liabilities                       |             | <b>8,407,243</b>                     | 5,568,970              |
|                                                     |             | <hr/>                                | <hr/>                  |
| Net assets                                          |             | <b>7,471,905</b>                     | 6,091,485              |
|                                                     |             | <hr/>                                | <hr/>                  |
| <b>EQUITY</b>                                       |             |                                      |                        |
| <b>Equity attributable to owners of the Company</b> |             |                                      |                        |
| Issued capital                                      |             | <b>296,439</b>                       | 250,918                |
| Reserves                                            |             | <b>6,660,414</b>                     | 5,518,719              |
| Proposed dividend                                   |             | <b>404,779</b>                       | 231,047                |
|                                                     |             | <hr/>                                | <hr/>                  |
|                                                     |             | <b>7,361,632</b>                     | 6,000,684              |
|                                                     |             | <hr/>                                | <hr/>                  |
| <b>Non-controlling interests</b>                    |             | <b>110,273</b>                       | 90,801                 |
|                                                     |             | <hr/>                                | <hr/>                  |
| Total equity                                        |             | <b>7,471,905</b>                     | 6,091,485              |
|                                                     |             | <hr/>                                | <hr/>                  |

Notes:

## 1.1 CHANGES IN ACCOUNTING POLICY AND DISCLOSURES

The Group has adopted the following new and revised HKFRSs for the first time for the current year's financial statements.

|                                            |                                                                                                                             |
|--------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| HKFRS 1 Amendments                         | Amendments to HKFRS 1 <i>First-time Adoption of Hong Kong Financial Reporting Standards – Government Loans</i>              |
| HKFRS 7 Amendments                         | Amendments to HKFRS 7 <i>Financial Instruments: Disclosures – Offsetting Financial Assets and Financial Liabilities</i>     |
| HKFRS 10                                   | <i>Consolidated Financial Statements</i>                                                                                    |
| HKFRS 11                                   | <i>Joint Arrangements</i>                                                                                                   |
| HKFRS 12                                   | <i>Disclosure of Interests in Other Entities</i>                                                                            |
| HKFRS 10, HKFRS 11 and HKFRS 12 Amendments | Amendments to HKFRS 10, HKFRS 11 and HKFRS 12 – <i>Transition Guidance</i>                                                  |
| HKFRS 13                                   | <i>Fair Value Measurement</i>                                                                                               |
| HKAS 1 Amendments                          | Amendments to HKAS 1 <i>Presentation of Financial Statements – Presentation of Items of Other Comprehensive Income</i>      |
| HKAS 19 (2011)                             | <i>Employee Benefits</i>                                                                                                    |
| HKAS 27 (2011)                             | <i>Separate Financial Statements</i>                                                                                        |
| HKAS 28 (2011)                             | <i>Investments in Associates and Joint Ventures</i>                                                                         |
| HKAS 36 Amendments                         | Amendments to HKAS 36 <i>Impairment of Assets – Recoverable Amount Disclosures for Non-Financial Assets (early adopted)</i> |
| HK(IFRIC)-Int 20                           | <i>Stripping Costs in the Production Phase of a Surface Mine</i>                                                            |
| <i>Annual Improvements 2009-2011 Cycle</i> | Amendments to a number of HKFRSs issued in June 2012                                                                        |

Other than as further explained below regarding the impact of HKFRS 10, HKFRS 11, HKFRS 12, HKFRS 13, HKAS 19 (2011), amendments to HKFRS 10, HKFRS 11, HKFRS 12, HKAS 1 and HKAS 36, and certain amendments included in *Annual Improvements 2009-2011 Cycle*, the adoption of the new and revised HKFRSs has had no significant financial effect on these financial statements.

The principal effects of adopting these new and revised HKFRSs are as follows:

- (a) HKFRS 10 replaces the portion of HKAS 27 *Consolidated and Separate Financial Statements* that addresses the accounting for consolidated financial statements and addresses the issues in HK(SIC)-Int 12 *Consolidation – Special Purpose Entities*. It establishes a single control model used for determining which entities are consolidated. To meet the definition of control in HKFRS 10, an investor must have (a) power over an investee, (b) exposure, or rights, to variable returns from its involvement with the investee, and (c) the ability to use its power over the investee to affect the amount of the investor's returns. The changes introduced by HKFRS 10 require management of the Group to exercise significant judgement to determine which entities are controlled.

The application of HKFRS 10 does not change any of the consolidation conclusions of the Group in respect of its involvement with investees as at 1 January 2013.

- (b) HKFRS 11 replaces HKAS 31 *Interests in Joint Ventures* and HK(SIC)-Int 13 *Jointly Controlled Entities – Non-Monetary Contributions by Venturers*. It describes the accounting for joint arrangements with joint control. It addresses only two forms of joint arrangements, i.e., joint operations and joint ventures, and removes the option to account for joint ventures using proportionate consolidation. The classification of joint arrangements under HKFRS 11 depends on the parties' rights and obligations arising from the arrangements. A joint operation is a joint arrangement whereby the joint operators have rights to the assets and obligations for the liabilities of the arrangement and is accounted for on a line-by-line basis to the extent of the joint operators' rights and obligations in the joint operation. A joint venture is a joint arrangement whereby the joint venturers have rights to the net assets of the arrangement and is required to be accounted for using the equity method in accordance with HKAS 28 (2011).

The directors of the Company reviewed and assessed the classification of the Group's investments in joint arrangements in accordance with the requirements of HKFRS 11, and concluded that the Group's investments in jointly-controlled entities classified under HKAS 31 and were accounted for using the equity method should be classified as joint ventures classified under HKFRS 11 and be accounted for using the equity method. The change in accounting for investments in joint ventures has been applied retrospectively. The application of HKFRS 11 does not have any quantitative impact on the Group.

- (c) HKFRS 12 sets out the disclosure requirements for subsidiaries, joint arrangements, associates and structured entities previously included in HKAS 27 *Consolidated and Separate Financial Statements*, HKAS 31 *Interests in Joint Ventures* and HKAS 28 *Investments in Associates*. It also introduces a number of new disclosure requirements for these entities. Details of the disclosures for subsidiaries and the joint venture are included in notes 17 and 18 to the financial statements.
- (d) The HKFRS 10, HKFRS 11 and HKFRS 12 Amendments clarify the transition guidance in HKFRS 10 and provide further relief from full retrospective application of these standards, limiting the requirement to provide adjusted comparative information to only the preceding comparative period. The amendments clarify that retrospective adjustments are only required if the consolidation conclusion as to which entities are controlled by the Group is different between HKFRS 10 and HKAS 27 or HK(SIC)-Int 12 at the beginning of the annual period in which HKFRS 10 is applied for the first time.
- (e) HKFRS 13 provides a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across HKFRSs. The standard does not change the circumstances in which the Group is required to use fair value, but rather provides guidance on how fair value should be applied where its use is already required or permitted under other HKFRSs. HKFRS 13 is applied prospectively and the adoption has had no material impact on the Group's fair value measurements. As a result of the guidance in HKFRS 13, the policies for measuring fair value have been amended. Additional disclosures required by HKFRS 13 for the fair value measurements of investment properties and derivative financial instruments are included in notes 15 and 26 to the financial statements.

- (f) The HKAS 1 Amendments change the grouping of items presented in other comprehensive income (“OCI”). Items that could be reclassified (or recycled) to profit or loss at a future point in time (for example, exchange differences on translation of foreign operations, net movement on cash flow hedges and net loss or gain on available-for-sale financial assets) are presented separately from items which will never be reclassified (for example, the revaluation of land and buildings). The amendments have affected the presentation only and have had no impact on the financial position or performance of the Group. In addition, the Group has chosen to use the new title “statement of profit or loss” as introduced by the amendments in these financial statements.
- (g) HKAS 19 (2011) includes a number of amendments that range from fundamental changes to simple clarifications and re-wording. The revised standard introduces significant changes in the accounting for defined benefit pension plans including removing the choice to defer the recognition of actuarial gains and losses. Other changes include modifications to the timing of recognition for termination benefits, the classification of short-term employee benefits and disclosures of defined benefit plans. As the Group does not have any defined benefit plan or employee termination plan and the Group does not have any significant employee benefits that are expected to be settled for more than twelve months after the reporting period, the adoption of the revised standard has had no effect on the financial position or performance of the Group.
- (h) The HKAS 36 Amendments remove the unintended disclosure requirement made by HKFRS 13 on the recoverable amount of a cash-generating unit which is not impaired. In addition, the amendments require the disclosure of the recoverable amounts for the assets or cash-generating units for which an impairment loss has been recognised or reversed during the reporting period, and expand the disclosure requirements regarding the fair value measurement for these assets or units if their recoverable amounts are based on fair value less costs of disposal. The amendments are effective retrospectively for annual periods beginning on or after 1 January 2014 with earlier application permitted, provided HKFRS 13 is also applied. The Group has early adopted the amendments in these financial statements. The amendments have had no impact on the financial position or performance of the Group.
- (i) *Annual Improvements 2009-2011 Cycle* issued in June 2012 sets out amendments to a number of standards. There are separate transitional provisions for each standard. While the adoption of some of the amendments may result in changes in accounting policies, none of these amendments have had a significant financial impact on the Group. Details of the key amendments most applicable to the Group are as follows:
- *HKAS 1 Presentation of Financial Statements*: Clarifies the difference between voluntary additional comparative information and the minimum required comparative information. Generally, the minimum required comparative period is the previous period. An entity must include comparative information in the related notes to the financial statements when it voluntarily provides comparative information beyond the previous period. The additional comparative information does not need to contain a complete set of financial statements.

In addition, the amendment clarifies that the opening statement of financial position as at the beginning of the preceding period must be presented when an entity changes its accounting policies; makes retrospective restatements or makes reclassifications, and that change has a material effect on the statement of financial position. However, the related notes to the opening statement of financial position as at the beginning of the preceding period are not required to be presented.

- HKAS 32 *Financial Instruments: Presentation*: Clarifies that income taxes arising from distributions to equity holders are accounted for in accordance with HKAS 12 *Income Taxes*. The amendment removes existing income tax requirements from HKAS 32 and requires entities to apply the requirements in HKAS 12 to any income tax arising from distributions to equity holders.

## 1.2 ISSUED BUT NOT YET EFFECTIVE HONG KONG FINANCIAL REPORTING STANDARDS

The Group has not applied the following new and revised HKFRSs, that have been issued but are not yet effective, in these financial statements.

|                                                     |                                                                                                                                                                     |
|-----------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| HKFRS 9                                             | <i>Financial Instruments</i> <sup>3</sup>                                                                                                                           |
| HKFRS 9, HKFRS 7 and<br>HKAS 39 Amendments          | <i>Hedge Accounting and amendments to HKFRS 9, HKFRS 7 and<br/>HKAS 39</i> <sup>3</sup>                                                                             |
| HKFRS 10, HKFRS 12 and<br>HKAS 27 (2011) Amendments | Amendments to HKFRS 10, HKFRS 12 and HKAS 27 (2011)<br>– <i>Investment Entities</i> <sup>1</sup>                                                                    |
| HKFRS 14                                            | <i>Regulatory Deferral Accounts</i> <sup>4</sup>                                                                                                                    |
| HKAS 19 Amendments                                  | Amendments to HKAS 19 <i>Employee Benefits – Defined Benefit Plans:<br/>Employee Contributions</i> <sup>2</sup>                                                     |
| HKAS 32 Amendments                                  | Amendments to HKAS 32 <i>Financial Instruments:<br/>Presentation – Offsetting Financial Assets and Financial Liabilities</i> <sup>1</sup>                           |
| HKAS 39 Amendments                                  | Amendments to HKAS 39 <i>Financial Instruments: Recognition and<br/>Measurement – Novation of Derivatives and Continuation of Hedge<br/>Accounting</i> <sup>1</sup> |
| HK(IFRIC)-Int 21                                    | <i>Levies</i> <sup>1</sup>                                                                                                                                          |
| <i>Annual Improvements<br/>2010 – 2012 Cycle</i>    | Amendments to a number of HKFRSs issued in January 2014 <sup>2</sup>                                                                                                |
| <i>Annual Improvements<br/>2011 – 2013 Cycle</i>    | Amendments to a number of HKFRSs issued in January 2014 <sup>2</sup>                                                                                                |

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2014

<sup>2</sup> Effective for annual periods beginning on or after 1 July 2014

<sup>3</sup> No mandatory effective date yet determined but is available for adoption

<sup>4</sup> Effective for annual periods beginning on or after 1 January 2016

Management is in the process of making an assessment of their impact and is not yet in a position to state whether any substantial changes to the Group's significant accounting policies and presentation of the financial information will be resulted.

## 2. REVENUE, OTHER INCOME AND GAINS

Revenue, which is also the Group's turnover, represents the gross proceeds from the sale of properties, gross rental income from investment properties, property management fee income and gross revenue from hotel operation, all net of business tax, during the year.

An analysis of the Group's revenue, other income and gains is as follows:

|                                                     | 2013<br><i>RMB'000</i> | 2012<br><i>RMB'000</i> |
|-----------------------------------------------------|------------------------|------------------------|
| <b>Revenue</b>                                      |                        |                        |
| Sale of properties                                  | 7,348,835              | 3,784,421              |
| Rental income                                       | 49,163                 | 48,245                 |
| Property management fees                            | 71,220                 | 61,170                 |
| Hotel operation income                              | 1,390                  | —                      |
|                                                     | <u>7,470,608</u>       | <u>3,893,836</u>       |
| <b>Other income and gains</b>                       |                        |                        |
| Bank interest income                                | 53,622                 | 30,426                 |
| Rental income from properties held for sale         | 4,211                  | 2,698                  |
| Fair value gain on derivative financial instruments | 62,976                 | 15,078                 |
| Gain on disposal of investment properties           | 63,679                 | —                      |
| Gain on disposal of a subsidiary                    | —                      | 11,284                 |
| Others                                              | 20,645                 | 8,948                  |
|                                                     | <u>205,133</u>         | <u>68,434</u>          |

### 3. OPERATING SEGMENT INFORMATION

For management purposes, the Group is organised into business units based on their products and services and has five reportable operating segments as follows:

- (a) the property development segment engages in the development and sale of properties;
- (b) the property investment segment invests in properties for their rental income potential and/or for capital appreciation;
- (c) the property management segment engages in the provision of management services to properties;
- (d) the hotel operation segment engages in the development and operation of hotels; and
- (e) the others segment comprises corporate income and expense items.

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on reportable segment profit/(loss), which is a measure of adjusted profit/(loss) before tax. The adjusted profit/(loss) before tax is measured consistently with the Group's profit/(loss) before tax except that interest income and finance costs are excluded from such measurement.

Segment assets exclude deferred tax assets, prepaid corporate income tax, prepaid land appreciation tax, derivative financial instruments, restricted cash and cash and cash equivalents as these assets are managed on a group basis.

Segment liabilities exclude interest-bearing bank and other borrowings, senior notes, tax payable, provision for land appreciation tax and deferred tax liabilities as these liabilities are managed on a group basis.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to third parties at the then prevailing market prices.

During the year, no revenue from transactions with a single external customer amounted to 10% or more of the Group's total revenue.

**Year ended 31 December 2013**

|                                                                          | Property<br>development<br><i>RMB'000</i> | Property<br>investment<br><i>RMB'000</i> | Property<br>management<br><i>RMB'000</i> | Hotel<br>operation<br><i>RMB'000</i> | Others<br><i>RMB'000</i> | Total<br><i>RMB'000</i> |
|--------------------------------------------------------------------------|-------------------------------------------|------------------------------------------|------------------------------------------|--------------------------------------|--------------------------|-------------------------|
| <b>Segment revenue:</b>                                                  |                                           |                                          |                                          |                                      |                          |                         |
| Sales to external customers                                              | 7,348,835                                 | 49,163                                   | 71,220                                   | 1,390                                | –                        | 7,470,608               |
| Other revenue                                                            | 20,594                                    | 1,701                                    | 2,409                                    | 152                                  | –                        | 24,856                  |
| Total                                                                    | <u>7,369,429</u>                          | <u>50,864</u>                            | <u>73,629</u>                            | <u>1,542</u>                         | <u>–</u>                 | <u>7,495,464</u>        |
| <b>Segment results</b>                                                   | <u>1,990,204</u>                          | <u>643,824</u>                           | <u>(3,442)</u>                           | <u>(173)</u>                         | <u>56,382</u>            | <u>2,686,795</u>        |
| <i>Reconciliation:</i>                                                   |                                           |                                          |                                          |                                      |                          |                         |
| Interest income                                                          |                                           |                                          |                                          |                                      |                          | 53,622                  |
| Finance costs                                                            |                                           |                                          |                                          |                                      |                          | (277,471)               |
| Profit before tax                                                        |                                           |                                          |                                          |                                      |                          | 2,462,946               |
| Tax                                                                      |                                           |                                          |                                          |                                      |                          | (971,354)               |
| Profit for the year                                                      |                                           |                                          |                                          |                                      |                          | <u>1,491,592</u>        |
| <b>Segment assets</b>                                                    | <b>28,376,019</b>                         | <b>5,162,120</b>                         | <b>204,047</b>                           | <b>518,928</b>                       | <b>2,355,733</b>         | <b>36,616,847</b>       |
| <i>Reconciliation:</i>                                                   |                                           |                                          |                                          |                                      |                          |                         |
| Elimination of intersegment receivables                                  |                                           |                                          |                                          |                                      |                          | (13,499,539)            |
| Corporate and other unallocated assets                                   |                                           |                                          |                                          |                                      |                          | <u>4,245,013</u>        |
| Total assets                                                             |                                           |                                          |                                          |                                      |                          | <u>27,362,321</u>       |
| <b>Segment liabilities</b>                                               | <b>18,119,480</b>                         | <b>466,467</b>                           | <b>149,330</b>                           | <b>192,310</b>                       | <b>2,436,800</b>         | <b>21,364,387</b>       |
| <i>Reconciliation:</i>                                                   |                                           |                                          |                                          |                                      |                          |                         |
| Elimination of intersegment payables                                     |                                           |                                          |                                          |                                      |                          | (13,499,539)            |
| Corporate and other unallocated liabilities                              |                                           |                                          |                                          |                                      |                          | <u>12,025,568</u>       |
| Total liabilities                                                        |                                           |                                          |                                          |                                      |                          | <u>19,890,416</u>       |
| <b>Other segment information:</b>                                        |                                           |                                          |                                          |                                      |                          |                         |
| Depreciation and amortisation                                            | 24,477                                    | 235                                      | 2,366                                    | –                                    | 1,204                    | 28,282                  |
| Capital expenditure*                                                     | 1,744,198                                 | 285,119                                  | 4,321                                    | 7,841                                | 101,880                  | 2,143,359               |
| Fair value gains on investment properties                                | –                                         | 617,459                                  | –                                        | –                                    | –                        | 617,459                 |
| Share of loss of a joint venture                                         | 2,826                                     | –                                        | –                                        | –                                    | –                        | 2,826                   |
| Investment in a joint venture                                            | –                                         | –                                        | –                                        | –                                    | –                        | –                       |
| Write-down of completed properties held for sale to net realisable value | <u>–</u>                                  | <u>–</u>                                 | <u>–</u>                                 | <u>–</u>                             | <u>–</u>                 | <u>–</u>                |

\* *Capital expenditure consists of additions to property, plant and equipment, additions to investment properties and additions to prepaid land lease payments.*

**Year ended 31 December 2012**

|                                                                          | Property<br>development<br><i>RMB'000</i> | Property<br>investment<br><i>RMB'000</i> | Property<br>management<br><i>RMB'000</i> | Hotel<br>operation<br><i>RMB'000</i> | Others<br><i>RMB'000</i> | Total<br><i>RMB'000</i> |
|--------------------------------------------------------------------------|-------------------------------------------|------------------------------------------|------------------------------------------|--------------------------------------|--------------------------|-------------------------|
| <b>Segment revenue:</b>                                                  |                                           |                                          |                                          |                                      |                          |                         |
| Sales to external customers                                              | 3,784,421                                 | 48,245                                   | 61,170                                   | –                                    | –                        | 3,893,836               |
| Other revenue                                                            | 5,122                                     | 1,702                                    | 2,673                                    | –                                    | 2,149                    | 11,646                  |
| Total                                                                    | <u>3,789,543</u>                          | <u>49,947</u>                            | <u>63,843</u>                            | <u>–</u>                             | <u>2,149</u>             | <u>3,905,482</u>        |
| <b>Segment results</b>                                                   | <u>1,270,646</u>                          | <u>(114,626)</u>                         | <u>8,022</u>                             | <u>(52)</u>                          | <u>(7,290)</u>           | <u>1,156,700</u>        |
| <i>Reconciliation:</i>                                                   |                                           |                                          |                                          |                                      |                          |                         |
| Interest income                                                          |                                           |                                          |                                          |                                      |                          | 30,426                  |
| Finance costs                                                            |                                           |                                          |                                          |                                      |                          | (154,546)               |
| Profit before tax                                                        |                                           |                                          |                                          |                                      |                          | 1,032,580               |
| Tax                                                                      |                                           |                                          |                                          |                                      |                          | (308,071)               |
| Profit for the year                                                      |                                           |                                          |                                          |                                      |                          | <u>724,509</u>          |
| <b>Segment assets</b>                                                    | 21,563,916                                | 3,808,090                                | 94,602                                   | 397,946                              | 2,613,127                | 28,477,681              |
| <i>Reconciliation:</i>                                                   |                                           |                                          |                                          |                                      |                          |                         |
| Elimination of intersegment receivables                                  |                                           |                                          |                                          |                                      |                          | (10,216,874)            |
| Corporate and other unallocated assets                                   |                                           |                                          |                                          |                                      |                          | 4,017,036               |
| Total assets                                                             |                                           |                                          |                                          |                                      |                          | <u>22,277,843</u>       |
| <b>Segment liabilities</b>                                               | 13,856,658                                | 239,831                                  | 73,672                                   | 235,530                              | 2,264,346                | 16,670,037              |
| <i>Reconciliation:</i>                                                   |                                           |                                          |                                          |                                      |                          |                         |
| Elimination of intersegment payables                                     |                                           |                                          |                                          |                                      |                          | (10,216,874)            |
| Corporate and other unallocated liabilities                              |                                           |                                          |                                          |                                      |                          | 9,733,195               |
| Total liabilities                                                        |                                           |                                          |                                          |                                      |                          | <u>16,186,358</u>       |
| <b>Other segment information:</b>                                        |                                           |                                          |                                          |                                      |                          |                         |
| Depreciation and amortisation                                            | 26,387                                    | 437                                      | 754                                      | –                                    | 1,380                    | 28,958                  |
| Capital expenditure*                                                     | 132,369                                   | 337,092                                  | 1,527                                    | 5,745                                | 603                      | 477,336                 |
| Fair value losses on investment properties                               | –                                         | 132,386                                  | –                                        | –                                    | –                        | 132,386                 |
| Share of loss of a joint venture                                         | 3,174                                     | –                                        | –                                        | –                                    | –                        | 3,174                   |
| Investment in a joint venture                                            | 176,498                                   | –                                        | –                                        | –                                    | –                        | 176,498                 |
| Write-down of completed properties held for sale to net realisable value | <u>12,706</u>                             | <u>–</u>                                 | <u>–</u>                                 | <u>–</u>                             | <u>–</u>                 | <u>12,706</u>           |

\* *Capital expenditure consists of additions to property, plant and equipment, additions to investment properties and additions to prepaid land lease payments.*

#### 4. PROFIT BEFORE TAX

The Group's profit before tax is arrived at after charging/(crediting):

|                                                                                                                  | 2013<br><i>RMB'000</i> | 2012<br><i>RMB'000</i> |
|------------------------------------------------------------------------------------------------------------------|------------------------|------------------------|
| Cost of properties sold                                                                                          | 5,091,917              | 2,295,027              |
| Amortisation of prepaid land lease payments                                                                      | 19,080                 | 19,319                 |
| Depreciation                                                                                                     | 9,202                  | 9,369                  |
| Loss on disposal of items of property, plant and equipment                                                       | 3,317                  | 4,240                  |
| Fair value gain on derivative financial instruments                                                              | (62,976)               | (15,078)               |
| Loss/(gain) on disposal of investment properties                                                                 | (63,679)               | 69                     |
| Gain on disposal of a subsidiary                                                                                 | –                      | (11,284)               |
| Minimum lease payments under operating leases for land and buildings                                             | 9,141                  | 10,281                 |
| Loss on extinguishment of financial liabilities                                                                  | 107,463                | –                      |
| Auditors' remuneration                                                                                           | 2,650                  | 2,500                  |
| Write-down of completed properties held for sale to net realisable value                                         | –                      | 12,706                 |
| Employee benefit expense (including directors' remuneration)                                                     |                        |                        |
| Wages and salaries                                                                                               | 77,051                 | 51,265                 |
| Equity-settled share option expense                                                                              | 2,178                  | –                      |
| Retirement benefit scheme contributions                                                                          | 9,341                  | 6,412                  |
|                                                                                                                  | <u>88,570</u>          | <u>57,677</u>          |
| Direct operating expenses (including repairs and maintenance)<br>arising on rental-earning investment properties | <u><u>11,796</u></u>   | <u><u>11,287</u></u>   |

#### 5. FINANCE COSTS

An analysis of finance costs is as follows:

|                                                                                             | Group<br>2013<br><i>RMB'000</i> | 2012<br><i>RMB'000</i> |
|---------------------------------------------------------------------------------------------|---------------------------------|------------------------|
| Interest on bank loans wholly repayable within five years                                   | 297,917                         | 232,735                |
| Interest on bank loans wholly repayable beyond five years                                   | 40,044                          | 48,138                 |
| Interest on other loans                                                                     | 135,459                         | 146,713                |
| Interest on senior notes                                                                    | <u>394,911</u>                  | <u>213,994</u>         |
| Total interest expense on financial liabilities not<br>at fair value through profit or loss | 868,331                         | 641,580                |
| Less: Interest capitalised                                                                  | <u>(698,323)</u>                | <u>(487,034)</u>       |
|                                                                                             | 170,008                         | 154,546                |
| Loss on extinguishment of financial liabilities                                             | <u>107,463</u>                  | <u>–</u>               |
|                                                                                             | <u><u>277,471</u></u>           | <u><u>154,546</u></u>  |

## 6. INCOME TAX

No provision for Hong Kong profits tax has been made as the Group did not generate any assessable profits arising in Hong Kong during the year (2012: Nil). The income tax for the subsidiaries operating in Mainland China is calculated at the applicable tax rates on the taxable profits for the year.

An analysis of the income tax charges for the year is as follows:

|                                                                                                       | <b>Group</b>     |                |
|-------------------------------------------------------------------------------------------------------|------------------|----------------|
|                                                                                                       | <b>2013</b>      | <b>2012</b>    |
|                                                                                                       | <b>RMB'000</b>   | <b>RMB'000</b> |
| Current:                                                                                              |                  |                |
| PRC corporate income tax                                                                              | <b>465,612</b>   | 289,549        |
| PRC land appreciation tax                                                                             |                  |                |
| Charge for the year                                                                                   | <b>497,502</b>   | 377,297        |
| Overprovision in prior years                                                                          | <b>(152,080)</b> | (240,912)      |
|                                                                                                       | <b>811,034</b>   | 425,934        |
| Deferred:                                                                                             |                  |                |
| Current year                                                                                          | <b>122,300</b>   | (49,760)       |
| Reversal of withholding tax provided in prior years on distributable profits retained in subsidiaries | <b>–</b>         | (128,331)      |
| Reversal of deferred tax assets on LAT overprovided in prior years                                    | <b>38,020</b>    | 60,228         |
|                                                                                                       | <b>160,320</b>   | (117,863)      |
| Total tax charge for the year                                                                         | <b>971,354</b>   | 308,071        |

## 7. EARNINGS PER SHARE ATTRIBUTABLE TO EQUITY HOLDERS OF THE COMPANY

The calculation of the basic earnings per share amount for the year ended 31 December 2013 is based on the profit for the year attributable to equity holders of the Company of RMB1,471,221,000 (2012: RMB726,214,000) and the weighted average number of ordinary shares of 3,455,999,999 (2012: 3,455,999,999, as restated) in issue during the year, as adjusted to reflect the bonus issue during the year.

No adjustment has been made to the basic earnings per share amount presented for the year ended 31 December 2013 in respect of a dilution as the impact of the share options outstanding during the current and prior years had an anti-dilutive effect on the basic earnings per share amount presented in both years and the impact of the warrants outstanding during the prior year had an anti-dilutive effect on the basic earnings per share amount presented in the prior year.

## 8. TRADE PAYABLES

An aged analysis of the trade payables as at the end of the reporting period, based on the invoice date, is as follows:

|                                | <b>Group</b>            |                         |
|--------------------------------|-------------------------|-------------------------|
|                                | <b>2013</b>             | <b>2012</b>             |
|                                | <b><i>RMB'000</i></b>   | <b><i>RMB'000</i></b>   |
| Due within 1 year or on demand | <b>2,345,824</b>        | 1,767,382               |
| Due within 1 to 2 years        | <b>157,678</b>          | 224,694                 |
|                                | <b><u>2,503,502</u></b> | <b><u>1,992,076</u></b> |

The trade payables are non-interest-bearing and unsecured. The carrying amounts of these balances approximate to their fair values.

## 9. EVENTS AFTER THE REPORTING PERIOD

- (a) On 24 January 2014, the Company issued senior notes (the “2014 Senior Notes”) with an aggregate principal value of US\$300,000,000 (approximately RMB1,815,564,000), bearing interest at a rate of 8.625% per annum payable. The 2014 Senior Notes will mature on 24 January 2019.
- (b) In January 2014, a subsidiary of the Company won a bid to acquire a parcel of land located in Quanzhou, the PRC, through public bidding. The consideration of the land is RMB85,150,000 which the subsidiary has paid as of the date of this announcement.

## MANAGEMENT DISCUSSION AND ANALYSIS

### Overall Performance

During the year, turnover of the Group was RMB7,470.61 million and gross profit was RMB2,319.08 million. Gross profit margin was 31.04%. Profit attributable to shareholders was RMB1,471.22 million and net profit margin was 19.69%. Basic earnings per share was RMB43 cents. Core profit attributable to shareholders amounted to RMB1,089.92 million and core profit margin was 14.59%. Core basic earnings per share was RMB32 cents. The Board proposed a final dividend of HK15 cents per share.

### Land Reserves

The Group possesses quality land reserves at low average cost. As at 31 December 2013, the aggregate GFA of the Group's land reserves was 8.53 million sq.m., located in nine first and second tier cities in the West Strait Economic Zone, the Yangtze River Delta Region and Bohai Rim Region, with an average land cost of approximately RMB1,821 per sq.m. In addition of the primary land development qualification of a project obtained by the Company, the Group believes that its land reserves currently held and managed are sufficient for future development over the next five to six years.

#### Saleable GFA of Land Reserves (sq.m.)

*As at 31 December 2013*

| Region                            | Area<br>(sq.m.) |
|-----------------------------------|-----------------|
| <b>West Strait Economic Zone</b>  |                 |
| Xiamen                            | 2,327,599       |
| Fuzhou                            | 286,327         |
| Quanzhou                          | 1,228,719       |
| Longyan                           | 312,330         |
| Zhangzhou                         | 255,000         |
| Sub-total                         | 4,409,975       |
| <b>Yangtze River Delta Region</b> |                 |
| Shanghai                          | 641,053         |
| Hefei                             | 2,360,737       |
| Bengbu                            | 668,333         |
| Sub-total                         | 3,670,123       |
| <b>Bohai Rim Region</b>           |                 |
| Tianjin                           | 450,656         |
| Sub-total                         | 450,656         |
| Total                             | 8,530,754       |

## Primary Land Development Qualification (sq.m.)

As at 31 December 2013

| Region                           | Area<br>(sq.m.)        |
|----------------------------------|------------------------|
| <b>West Strait Economic Zone</b> |                        |
| Quanzhou                         | <u><u>867,675*</u></u> |

\* It represents the aggregate GFA agreed under the framework agreement

During the year, the Group acquired 7 new parcels of quality land with an aggregate GFA of 2,663,871 sq.m., at an average land cost of approximately RMB2,595 per sq.m., which is below the market level. The new parcels of land acquired are located in Bengbu, Hefei, Zhangzhou, Shanghai and Xiamen and are expected to provide satisfactory returns to the Group in the next three to four years.

Particulars of these parcels of land are set out in the following table:

| Name of Project                                                      | City      | Acquisition<br>Cost<br>(RMB'000) | GFA<br>(sq.m.)          | Land Cost<br>(RMB/sq.m.) |
|----------------------------------------------------------------------|-----------|----------------------------------|-------------------------|--------------------------|
| <b>West Strait Economic Zone</b>                                     |           |                                  |                         |                          |
| Yuzhou Zhangzhou Project                                             | Zhangzhou | 612,000                          | 255,000                 | 2,400                    |
| Yuzhou Xiang'an Residential Project                                  | Xiamen    | 1,640,000                        | 136,000                 | 12,059                   |
| Yuzhou Xiang'an Commercial/Office Project                            | Xiamen    | 269,100                          | 89,300                  | 3,013                    |
| <b>Yangtze River Delta Region</b>                                    |           |                                  |                         |                          |
| Yuzhou Prince Lakeshire                                              | Bengbu    | 441,100                          | 668,333                 | 660                      |
| Yuzhou Central Plaza (Previously known as<br>Yuzhou Feidong Project) | Hefei     | 1,305,620                        | 918,698                 | 1,421                    |
| Yuzhou Jiading Project                                               | Shanghai  | 1,316,660                        | 126,540                 | 10,405                   |
| Yuzhou Hefei New Project                                             | Hefei     | <u>1,327,750</u>                 | <u>470,000</u>          | <u>2,825</u>             |
| <b>Total</b>                                                         |           | <u><u>6,912,230</u></u>          | <u><u>2,663,871</u></u> | <u><u>2,595</u></u>      |

## Sales of Properties

Recognized area sold and recognized sales of each project in 2013 are set out in the following table:

| Name of Project                   | City     | Amount<br>(RMB'000) | Saleable GFA<br>(sq.m.) | Average<br>Selling Price<br>(after tax)<br>(RMB/sq.m.) |
|-----------------------------------|----------|---------------------|-------------------------|--------------------------------------------------------|
| <b>West Strait Economic Zone</b>  |          |                     |                         |                                                        |
| Yuzhou University City Phase II   | Xiamen   | 41,816              | 5,241                   | 7,979                                                  |
| Yuzhou Castle above City          | Xiamen   | 190,986             | 14,899                  | 12,819                                                 |
| Yuzhou Golf                       | Xiamen   | 529,462             | 53,502                  | 9,896                                                  |
| Yuzhou Shoreline                  | Xiamen   | 3,062,090           | 236,315                 | 12,958                                                 |
| Yuzhou Central Coast Phase I      | Xiamen   | 1,331,856           | 143,301                 | 9,294                                                  |
| Yuzhou Riverside City Town        | Xiamen   | 311,608             | 35,104                  | 8,877                                                  |
| Yuzhou Gushan No. One             | Fuzhou   | 232,401             | 13,615                  | 17,069                                                 |
| Yuzhou Oriental Venice Phase II   | Fuzhou   | 100,884             | 5,893                   | 17,119                                                 |
| Yuzhou City Plaza Phase I         | Quanzhou | 370,922             | 86,481                  | 4,289                                                  |
| Others                            | Xiamen   | 101,207             | 18,007                  | 5,620                                                  |
| Sub-total                         |          | 6,273,232           | 612,358                 | 10,244                                                 |
| <b>Yangtze River Delta Region</b> |          |                     |                         |                                                        |
| Yuzhou Jinqiao International      | Shanghai | 97,254              | 5,632                   | 17,268                                                 |
| Yuzhou Skyline Phase I            | Hefei    | 75,764              | 13,239                  | 5,723                                                  |
| Yuzhou Skyline Phase II           | Hefei    | 231,763             | 41,177                  | 5,628                                                  |
| Yuzhou Skyline Phase III          | Hefei    | 670,822             | 122,324                 | 5,484                                                  |
| Sub-total                         |          | 1,075,603           | 182,372                 | 5,898                                                  |
| <b>Total</b>                      |          | <b>7,348,835</b>    | <b>794,730</b>          | <b>9,247</b>                                           |

## Sales of Properties

Recognized area sold and recognized sales of each project in 2012 are set out in the following table:

| Name of Project                                          | City              | Amount<br>(RMB'000) | Saleable<br>GFA<br>(sq.m.) | Average<br>Selling Price<br>(after tax)<br>(RMB) |
|----------------------------------------------------------|-------------------|---------------------|----------------------------|--------------------------------------------------|
| <b>West Strait Economic Zone</b>                         |                   |                     |                            |                                                  |
| Phase II of Yuzhou University City                       | Xiamen            | 443,356             | 64,298                     | 6,895                                            |
| Yuzhou Castle above City                                 | Xiamen            | 399,080             | 30,664                     | 13,015                                           |
| Phase II of Yuzhou Oriental Venice                       | Fuzhou            | 387,689             | 17,492                     | 22,164                                           |
| Yuzhou Sunshine City                                     | Xiamen            | 341,739             | 56,510                     | 6,047                                            |
| Yuzhou Gushan No. One                                    | Fuzhou            | 152,878             | 9,398                      | 16,267                                           |
| Others                                                   | Xiamen/<br>Fuzhou | 114,924             | 11,378                     | 10,101                                           |
| Sub-total                                                |                   | 1,839,666           | 189,740                    | 9,696                                            |
| <b>Yangtze River Delta Region</b>                        |                   |                     |                            |                                                  |
| Phase II of Yuzhou Skyline                               | Hefei             | 1,074,136           | 219,720                    | 4,889                                            |
| Phase IV of Yuzhou Jinqiao<br>International (Land Dream) | Shanghai          | 548,797             | 27,791                     | 19,747                                           |
| Phase I of Yuzhou Skyline                                | Hefei             | 321,527             | 61,151                     | 5,258                                            |
| Others                                                   | Shanghai          | 295                 | 22                         | 13,409                                           |
| Sub-total                                                |                   | 1,944,755           | 308,684                    | 6,300                                            |
| <b>Total</b>                                             |                   | <b>3,784,421</b>    | <b>498,424</b>             | <b>7,593</b>                                     |

Contracted sales and area of each project in 2013 are set out in the following table:

| <b>Name of Project</b>            | <b>City</b> | <b>Amount<br/>(RMB'000)</b> | <b>Saleable<br/>GFA<br/>(sq.m.)</b> | <b>Average<br/>Selling Price<br/>(RMB/sq.m.)</b> |
|-----------------------------------|-------------|-----------------------------|-------------------------------------|--------------------------------------------------|
| <b>West Strait Economic Zone</b>  |             |                             |                                     |                                                  |
| Yuzhou University City Phase II   | Xiamen      | 6,737                       | 542                                 | 12,430                                           |
| Yuzhou Castle above City          | Xiamen      | 27,053                      | 3,347                               | 8,083                                            |
| Yuzhou Golf                       | Xiamen      | 266,713                     | 19,892                              | 13,408                                           |
| Yuzhou Shoreline                  | Xiamen      | 1,571,692                   | 91,166                              | 17,240                                           |
| Yuzhou Central Coast Phase I      | Xiamen      | 479,816                     | 35,976                              | 13,337                                           |
| Yuzhou Central Coast Phase II     | Xiamen      | 2,279,613                   | 162,021                             | 14,070                                           |
| Haicang Dream Town                | Xiamen      | 395,646                     | 39,726                              | 9,959                                            |
| Yuzhou Riverside City Town        | Xiamen      | 588,681                     | 17,424                              | 33,786                                           |
| Yuzhou Cloud Top International    | Xiamen      | 1,743,260                   | 160,463                             | 10,864                                           |
| Yuzhou Gushan No.One              | Fuzhou      | 320,472                     | 18,516                              | 17,308                                           |
| Yuzhou Oriental Venice Phase II   | Fuzhou      | 133,828                     | 7,881                               | 16,981                                           |
| Yuzhou City Plaza Phase I         | Quanzhou    | 868,143                     | 154,919                             | 5,604                                            |
| Yuzhou Castle above City          | Longyan     | 122,206                     | 16,177                              | 7,554                                            |
| Others                            | Xiamen      | 326,183                     | 49,500                              | 6,590                                            |
| Sub-total                         |             | 9,130,043                   | 777,550                             | 11,742                                           |
| <b>Yangtze River Delta Region</b> |             |                             |                                     |                                                  |
| Yuzhou Land Dream                 | Shanghai    | 105,437                     | 5,899                               | 17,874                                           |
| Yuzhou Skyline Phase I            | Hefei       | 75,033                      | 6,901                               | 10,873                                           |
| Yuzhou Skyline Phase II           | Hefei       | 79,580                      | 6,230                               | 12,774                                           |
| Yuzhou Skyline Phase III          | Hefei       | 1,283,350                   | 206,396                             | 6,218                                            |
| Yuzhou Jade Lakeshire             | Hefei       | 11,269                      | 1,515                               | 7,438                                            |
| Sub-total                         |             | 1,554,669                   | 226,941                             | 6,851                                            |
| <b>Bohai Rim Region</b>           |             |                             |                                     |                                                  |
| Yuzhou Palace Country             | Tianjin     | 274,255                     | 39,359                              | 6,968                                            |
| Sub-total                         |             | 274,255                     | 39,359                              | 6,968                                            |
| <b>Total</b>                      |             | <b>10,958,967</b>           | <b>1,043,850</b>                    | <b>10,499</b>                                    |

Contracted sales and area of each project in 2012 are set out in the following table:

| Name of Project                                          | City     | Amount<br>(RMB'000) | Saleable<br>GFA<br>(sq.m.) | Average<br>Selling Price<br>(RMB) |
|----------------------------------------------------------|----------|---------------------|----------------------------|-----------------------------------|
| <b>West Strait Economic Zone</b>                         |          |                     |                            |                                   |
| Yuzhou Shoreline                                         | Xiamen   | 1,917,035           | 155,174                    | 12,354                            |
| Phase I of Yuzhou Central Coast                          | Xiamen   | 1,113,608           | 119,731                    | 9,301                             |
| Yuzhou Castle above City                                 | Xiamen   | 558,161             | 44,996                     | 12,405                            |
| Yuzhou Golf                                              | Xiamen   | 319,793             | 34,380                     | 9,302                             |
| Phase II of University City                              | Xiamen   | 284,438             | 39,994                     | 7,112                             |
| Phase II of Yuzhou Central Coast                         | Xiamen   | 276,875             | 23,779                     | 11,644                            |
| Yuzhou City Plaza Phase I                                | Quanzhou | 240,260             | 55,048                     | 4,365                             |
| Phase II of Yuzhou Oriental Venice                       | Fuzhou   | 233,120             | 10,731                     | 21,724                            |
| Yuzhou Gushan No. One                                    | Fuzhou   | 184,383             | 10,616                     | 17,368                            |
| Yuzhou Riverside City Town                               | Xiamen   | 173,822             | 17,901                     | 9,710                             |
| Yuzhou Sunshine City                                     | Xiamen   | 94,447              | 16,124                     | 5,858                             |
| Others                                                   | Xiamen   | 73,103              | 20,101                     | 3,637                             |
| Sub-total                                                |          | 5,469,045           | 548,575                    | 9,970                             |
| <b>Yangtze River Delta Region</b>                        |          |                     |                            |                                   |
| Phase II of Yuzhou Skyline                               | Hefei    | 562,457             | 103,131                    | 5,454                             |
| Phase III of Yuzhou Skyline                              | Hefei    | 220,397             | 39,218                     | 5,620                             |
| Phase I of Yuzhou Skyline                                | Hefei    | 139,264             | 24,212                     | 5,752                             |
| Phase IV of Yuzhou Jinqiao<br>International (Land Dream) | Shanghai | 67,429              | 3,587                      | 18,798                            |
| Sub-total                                                |          | 989,547             | 170,148                    | 5,816                             |
| <b>Bohai Rim Region</b>                                  |          |                     |                            |                                   |
| Yuzhou Palace Country                                    | Tianjin  | 70,535              | 10,697                     | 6,594                             |
| Sub-total                                                |          | 70,535              | 10,697                     | 6,594                             |
| <b>Total</b>                                             |          | <b>6,529,127</b>    | <b>729,420</b>             | <b>8,951</b>                      |

## **Property Investment**

### ***Yuzhou World Trade Center (Xiamen)***

The rental income (before tax) of Yuzhou World Trade Center ( 禹洲•世貿中心 ) during the year was derived from the mall and amounted to RMB41.90 million (2012: RMB43.81 million), representing a decrease of 4.36% because of the commencement of asset enhancement scheme of World Trade Centre and the optimization of tenant mix. During the year, the mall at Phase I of World Trade Center continued to maintain high occupancy rate of approximately 94% (2012: 97%). The occupancy rate of Phase II of World Trade Center increased to 95% (2012: 92%). The mall not only managed to retain the existing tenants but also has attracted new high profile tenants of renowned brands, such as PCD Stores, Walmart, Starbucks, Sony, Pizza Hut and Hai Di Lao Hot Pot.

### ***Yuzhou World Trade Plaza (Xiamen)***

The project, Yuzhou World Trade Plaza ( 禹洲•世貿生活廣場 ), has an area of approximately 44,000 sq.m. which comprises Phase I and Phase II. The rental income (before tax) of Yuzhou World Trade Plaza during the year increased by 58.93% from RMB5.82 million in 2012 to RMB9.25 million in 2013 and the occupancy rate also increased to 98%. With the steady economic growth of Hai Cang District, we expect the revenue of Yuzhou World Trade Plaza will increase steadily. The plaza will be our commercial flagship in Hai Cang District in Xiamen with restaurants, supermarkets and retail stores.

### ***Yuzhou Jinqiao International (Shanghai)***

Yuzhou Jinqiao International ( 禹洲•金橋國際 ) is designed as a one-stop commercial complex with approximately 8,000 sq.m. and features famous brands. The rental income (before tax) was RMB7.90 million (2012: RMB7.41 million), representing an increase of 6.61%.

## ***Hotel Operation***

We believe that the expansion into the hotel industry would broaden the source and stability of revenue, and reduce the risks of over reliance on any particular real estate segment. Hotel business can also help to strengthen the Group's brand image. Most hotels of the Group are still under development and construction. The Yuzhou Camelon Hotel ( 禹洲•嘉美倫酒店公寓 ) in Xiamen started business in the fourth quarter of 2013, and contributed a hotel operation income (before tax) of RMB1.47 million (2012: nil) for the Group. Going forward, the Group will continue to expand its hotel business in a sound and prudent manner so as to achieve a diversified property portfolio.

## **Property Management**

The Group aims at providing quality property management services to, and creating a warm and harmonious community for, our respected residents. The Group is committed to continuously improving the living environment and enhancing service quality in order to maintain high level of customer satisfaction. In 2013, the property management service companies of the Group recorded property management fee income of RMB71.22 million, representing an increase of 16.43% as compared with 2012. As at 31 December 2013, the aggregate GFA managed by the property management service companies of the Group in the Mainland China was about 2.47 million sq.m., and these companies serviced around 22,670 owners.

## **Gross Profit**

The gross profit of the Group was approximately RMB2,319.08 million in 2013. The gross profit margin was 31.04% in 2013 and maintained at a satisfactory level in industry. The drop of gross profit margin was mainly because most profits delivered in current year were the properties pre-sold in the third quarter of 2011, when the market downturn affected the contracted selling price drop. With the increase in contracted selling price in 2013, the gross profit margin will have potential to increase in next year. The ratio of land cost to average selling price was maintained at a reasonably low level of 17.34%, and this ratio is expected to remain at a low level in the coming years.

## **Other Income and Gains**

Other income and gains soared by 2.00 times from RMB68.43 million in 2012 to RMB205.13 million in 2013. It was mainly because the Group recorded an amount of RMB62.98 million of fair value gain on derivative financial instruments and an amount of RMB63.68 million of gain on disposal of investment properties in 2013.

## **Expenses on Selling and Distribution Costs**

Selling and distribution expenses of the Group increased by 67.98% from approximately RMB108.36 million in 2012 to approximately RMB182.03 million in 2013. The portion of selling and distribution expenses to the total contracted sales reached 1.66% in 2013 (2012: 1.66%), which was at a lower level in industry. The Group has paid more attention to management of sales strategy, thus saving some advertisement and promotion expenses. We cherished the relationship with existing customers in a bid to increase referral sales and we also adopted creative ways to stimulate sales such as production of microfilm.

## **Administrative Expenses**

Administrative expenses of the Group increased by 21.85% from approximately RMB176.33 million in 2012 to approximately RMB214.86 million in 2013. The portion of administrative expenses to the total contracted sales decreased to 1.96% in 2013 (2012: 2.70%), which was at a lower level in industry. The Group established management teams and recruited more experienced personnel, contributing to increases in staff costs. The Group had implemented strict cost control system to curtail other administrative expenses. As a result, the portion of administrative expenses to the total contracted sales has dropped.

## Fair Value (Losses)/Gains on Investment Properties

The Group recorded the fair value gains on investment properties of RMB617.46 million (2012: losses RMB132.39 million). It was mainly derived from the projects of Yuzhou Plaza in Xiamen and Yuzhou Plaza in Shanghai.

## Share of Result of a Joint Venture

Share of result of a joint venture came from the Group's 20% interest in Xiamen Vanke Maluan Bay Properties Limited. As the company did not deliver any properties during the year, the share of loss of a joint venture was approximately RMB2.83 million. Xiamen Vanke Maluan Bay Properties Limited has commenced to sell its properties since 2012. We believe that, with the delivery of properties in 2015, contributions from this joint venture will significantly increase.

## Profit Attributable to Shareholders

Profit attributable to shareholders increased by 1.03 times from approximately RMB726.21 million in 2012 to approximately RMB1,471.22 million in 2013. Core profit attributable to shareholders increased by 34.49% from approximately RMB810.43 million in 2012 to RMB1,089.92 million in 2013.

## FINANCIAL REVIEW

### Borrowings

The Group will continue to adopt prudent financial policies. As at 31 December 2013, the Group had bank loans and bonds balance of RMB9,710.28 million, with maturities as follows:

| Maturity                         | 2013<br>(RMB'000)       | 2012<br>(RMB'000)       |
|----------------------------------|-------------------------|-------------------------|
| <b>Bank and other borrowings</b> |                         |                         |
| Within 1 year                    | 1,984,444               | 2,479,012               |
| 1 to 2 years                     | 1,516,132               | 1,090,913               |
| 2 to 5 years                     | 1,507,514               | 1,026,364               |
| Over 5 years                     | 1,433,239               | 184,906                 |
|                                  | <u>6,441,329</u>        | <u>4,781,195</u>        |
| <b>Senior Notes</b>              |                         |                         |
| 2 to 5 years                     | <u>3,268,953</u>        | <u>2,728,036</u>        |
| Total                            | <u><u>9,710,282</u></u> | <u><u>7,509,231</u></u> |

As at 31 December 2013, the bank borrowings of the Group was RMB5,272.73 million, and were secured by the investment properties and properties under development of the Group with an aggregate carrying value of RMB9,513.63 million.

## Gearing Ratio

As at 31 December 2013, the net current assets of the Group increased by 48.64% to RMB10,364.09 million as compared with 2012. The current ratio improved from 1.66 times in 2012 to 1.90 times in 2013. As at 31 December 2013, the net debt to equity ratio (interest-bearing bank and other borrowings and senior notes less cash and cash equivalents and restricted cash divided by total equity) of the Group increased to 77.98% (2012: 62.06%). It was mainly because the Group acquired 3 new parcels of quality land at Xiamen and Hefei in December 2013, and instantly paid RMB1,469.10 million as part of land cost.

## Finance Expenses

During the year, the total cost of borrowings of the Group was RMB868.33 million, an increase by RMB226.75 million as compared with 2012, of which RMB698.32 million were capitalised as cost of projects, representing an increase of RMB211.29 million as compared with 2012.

## Currency Risk

The proportions of bank and other borrowings and senior notes balance and cash balance of the Group in terms of currencies were as follows:

|       | <b>Bank and<br/>Other<br/>Borrowings<br/>and Senior<br/>Notes<br/>Balance<br/>(RMB'000)</b> | <b>Cash<br/>Balance<br/>(RMB'000)</b> |
|-------|---------------------------------------------------------------------------------------------|---------------------------------------|
| HK\$  | 1,701,832                                                                                   | 942,161                               |
| RMB   | 4,337,683                                                                                   | 2,250,484                             |
| US\$  | 3,670,767                                                                                   | 688,853                               |
| Other | —                                                                                           | 2,128                                 |
| Total | <u>9,710,282</u>                                                                            | <u>3,883,626</u>                      |

A reasonably possible change of 1% in the exchange rate between the Hong Kong dollar or United States dollars and the Renminbi would have no material impact on the Group's profit during the year and there would result in an increase/(decrease) in other components of the Group's equity by RMB8.62 million (2012: RMB16.81 million) in 2013.

## Contingent Liabilities

The Group provides buy-back guarantees to banks, which offered mortgages to domestic properties buyers in the Mainland China of the Group. As at 31 December 2013, outstanding buy-back guarantees amounted to RMB6,171.79 million (2012: RMB5,531.12 million).

## Return on Equity

For the year ended 31 December 2013, return on equity represented profit attributable to shareholders divided by the average of equity attributable to shareholders of the Company at beginning and end of the year. Return on equity in 2013 was 22.02%.

## Earnings per Share

Basic earnings per share and basic core earning per share is calculated by dividing the profit attributable to shareholders of the Company and core profit attributable to shareholders of the Company by the weighted average number of ordinary shares in issue during the year, respectively.

|                                                                                                           | 2013             | 2012      |
|-----------------------------------------------------------------------------------------------------------|------------------|-----------|
| Profit attributable to shareholders of the Company ( <i>RMB'000</i> )                                     | <b>1,471,221</b> | 726,214   |
| <i>Less: fair value (losses)/gains on investment properties,<br/>net of deferred tax (<i>RMB'000</i>)</i> | <b>463,094</b>   | (99,290)  |
| <i>Less: fair value gains on derivative financial instruments (<i>RMB'000</i>)</i>                        | <b>62,976</b>    | 15,078    |
| <i>Plus: loss on extinguishment of financial liabilities</i>                                              | <b>107,463</b>   | —         |
| <i>Plus: realised fair value gains on investment properties disposed,<br/>net of deferred tax</i>         | <b>35,130</b>    | —         |
| <i>Plus: equity-settled share option expenses</i>                                                         | <b>2,178</b>     | —         |
| Core profit attributable to shareholders of the Company ( <i>RMB'000</i> )                                | <b>1,089,922</b> | 810,426   |
| Weighted average number of ordinary shares in issue ( <i>'000</i> )                                       | <b>3,456,000</b> | 3,456,000 |
| Basic earnings per share ( <i>RMB per share</i> )                                                         | <b>0.43</b>      | 0.21      |
| Basic core earnings per share ( <i>RMB per share</i> )                                                    | <b>0.32</b>      | 0.23      |

As the share options outstanding during the year ended 31 December 2013 had no dilutive effect on the basic earnings per amount, diluted earnings per share was the same as basic earnings per share. The core profit attributable to shareholders of the Company is the profit attributable to shareholders of the Company excluding fair value gains/(losses) on investment properties net of deferred tax and fair value gains on derivative financial instruments and add back loss on extinguishment of financial liabilities, realised fair value gain on investment properties disposed net of deferred tax and equity-settled share option expenses.

## **Commitment**

As at 31 December 2013, the Group had commitments in respect of development expenditure on real estate of approximately RMB3,181.98 million (approximately RMB1,302.54 million in 2012). The Group is also committed to the payment of land premium in respect of land acquisition of approximately RMB3,001.97 million (approximately RMB252.72 million in 2012) and in respect of acquisition of a project company of approximately 237.06 million (Nil in 2012).

## **Human Resources**

The Group is led by an experienced and professional management team. Since the establishment of the Group in 1994, the Group has been undergoing rapid development and expansion under the leadership of the Board. Senior management is very experienced in properties development industry with over 11 years' experience for most of the senior executives. With the strong leadership as well as effective execution, together with strict implementation of the best international practices according to the actual situation of the Company, the Group has within a relatively short period of time become one of the strongest real estate developers in the PRC.

We believed that the competence of human resources, particularly the senior executives and professional project management team, is of critical importance to maintaining the strong competitive strengths of the Group. The Group aims to achieve and exceed the international standard of outstanding performance through compliance with the best international practice in respect of strict management system and corporate governance. As at 31 December 2013, the Group had a total staff of 2,006. For the year ended 31 December 2013, the total staff costs (including directors' fees) amounted to RMB88.57 million (RMB57.68 million in 2012).

## **PAYMENT OF DIVIDEND**

The Board proposed a final dividend of HK15 cents per share for the year ended 31 December 2013, subject to approval of shareholders at the forthcoming Annual General Meeting ("AGM") of the Company. Further announcement will also be made in respect of the date of the forthcoming AGM, the book close period and the date of payment of dividend in due course.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES**

During the year, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities.

## **MODEL CODE FOR DIRECTORS' SHARE DEALINGS**

The Company has adopted a Code of Conduct on Directors' Securities Transactions (the "Securities Code") on terms no less exacting than the required standards set out in the Model Code for Securities Transactions by Directors of Listing Issuers contained in Appendix 10 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules"). The directors have confirmed that they have complied with the requirements set out in the Securities Code throughout the year ended 31 December 2013.

## **CORPORATE GOVERNANCE**

The Board of Directors ("Board") and the management of the Group are committed to the maintenance of good corporate governance practices and procedures. The corporate governance principles of the Group emphasise a quality Board, sound internal controls, and transparency and accountability to all shareholders.

During the period, the Company had adopted, applied and complied with the Corporate Governance Code contained in Appendix 14 to the Rules Governing the Listing of Securities on the Stock Exchange except the following deviation:

Code provision A.2.1 stipulates that the roles of Chairman and Chief Executive Officer should be separate and should not be performed by the same individual. Mr. Lam Lung On has been assuming the roles of both the Chairman and the Chief Executive Officer since 1 January 2012. Although these two roles are performed by the same individual, certain responsibilities are shared with executive directors to balance the power and authority. In addition, all major decisions are made in consultation with members of the board as well as senior management. The Board has three independent non-executive directors who offer different independent perspectives. Therefore, the Board is of the view that there are adequate balances of power and safeguards in place. The Board would review and monitor the situation on a regular basis and would ensure that the present structure would not impair the balance of power in the Group.

## **SHARE OPTION SCHEME**

The board of directors of the Company announces that on 31 December 2013, the Company has granted share options under its share option scheme adopted on 24 May 2010 to certain directors and employees of the Group which, subject to the acceptance of the Grantees, entitles the Grantees to subscribe for an aggregate of 11,626,000 new shares of HK\$0.10 each in the share capital of the Company at the exercise price per share of HK\$1.93.

## REVIEW OF ACCOUNTS

The Company's Audit Committee has reviewed the accounting policies adopted by the Group and the consolidated financial statements of the Group for the year ended 31 December 2013.

By order of the Board  
**Yuzhou Properties Company Limited**  
**Lam Lung On**  
*Chairman*

Hong Kong, 26 March 2014

*As at the date of this announcement, the executive Directors of the Company are Mr. Lam Lung On (Chairman), Ms. Kwok Ying Lan, Mr. Lin Longzhi and Mr. Lin Conghui, and independent non-executive Directors of the Company are Mr. Gu Jiande, Mr. Lam Kwong Siu and Mr. Wee Henny Soon Chiang.*

*This final results announcement is published on the Company's website (<http://xmyuzhou.com.cn>) and the website of the Stock Exchange (<http://www.hkexnews.hk>). The 2013 Annual Report will also be available at the aforementioned websites and will be despatched to shareholders of the Company in due course.*