



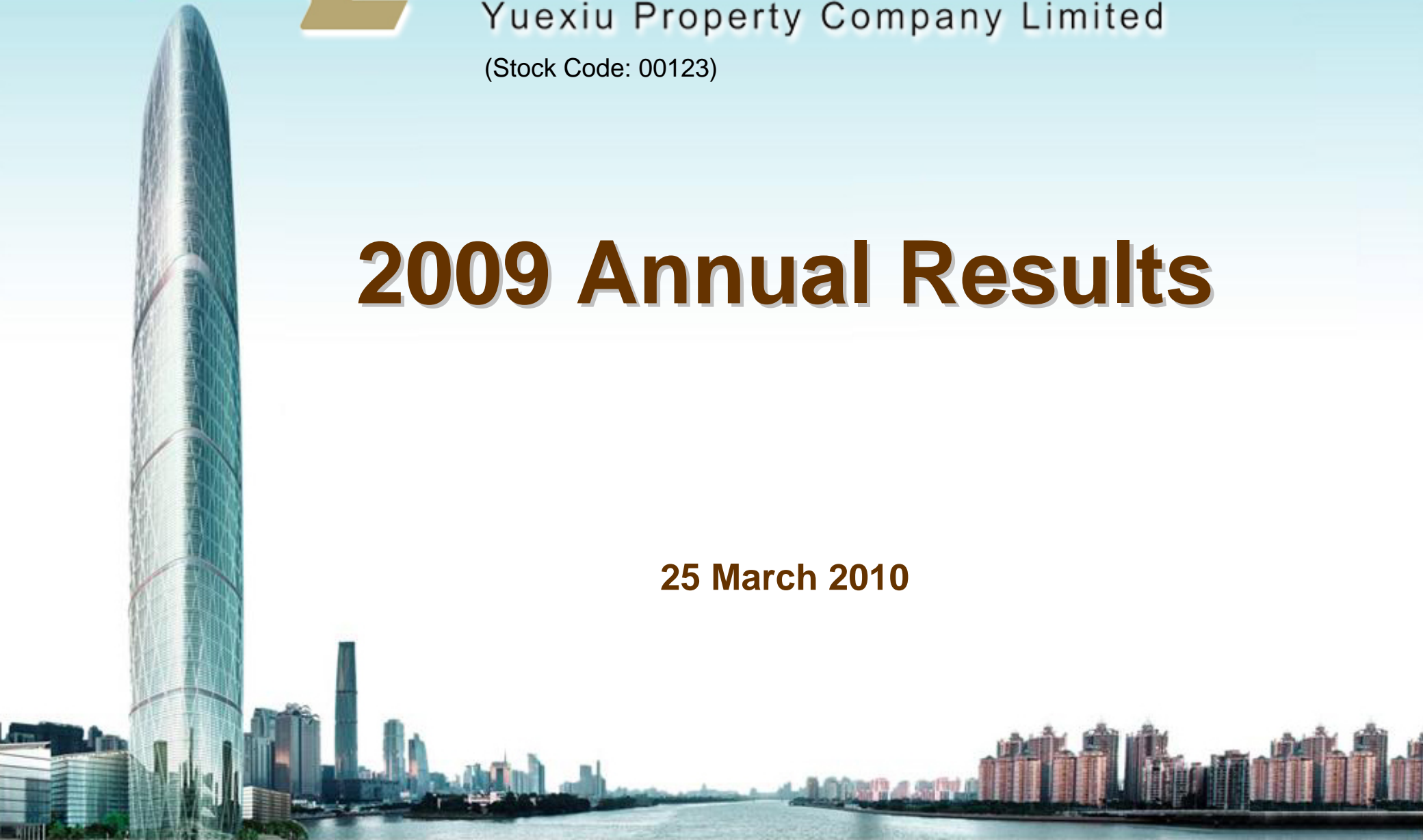
越秀地產股份有限公司

Yuexiu Property Company Limited

(Stock Code: 00123)

2009 Annual Results

25 March 2010



Disclaimer

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Agenda

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1. Annual Results



Starry Winking

Major Milestones

1

Optimized business structure, separated toll road business and focused on core property business

2

Reaffirmed “home base in Guangzhou and strategic expansion nationwide” strategy plan

3

Achieved Record-high contracted sales and revenue, enhanced market share and market position

4

Increased land bank actively, strengthened sustainable development capability

5

Accelerated pace of project development, improved efficiency of capital and cash flow

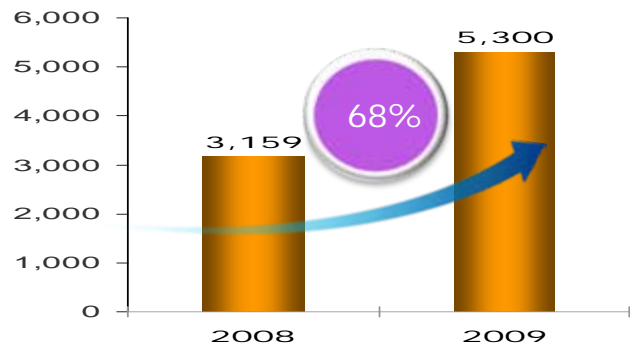
6

Established market-oriented HR and compensation schemes and laid foundation for sustainable growth

Operating Highlights

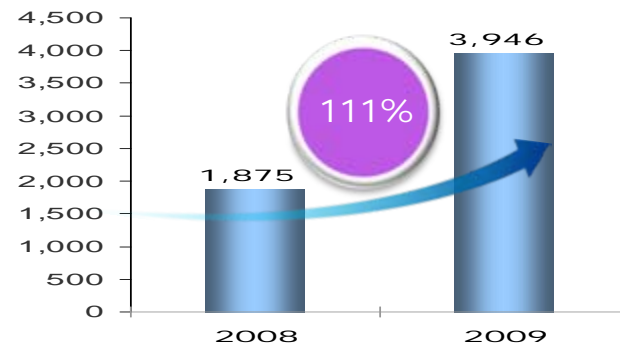
Revenue

(HK\$ mil.)



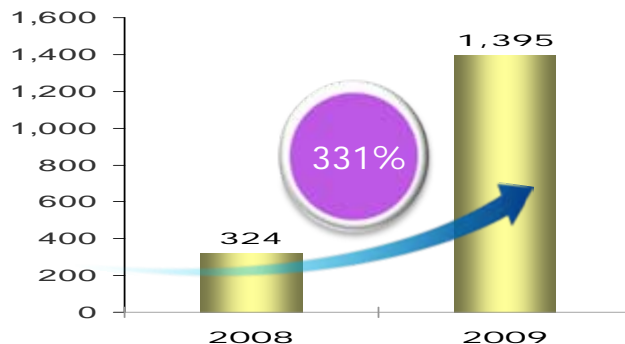
Property Development Revenue

(HK\$ mil.)



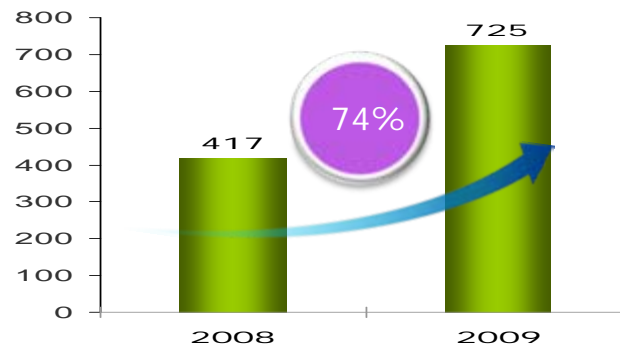
Operating Profit

(HK\$ mil.)



Profit attributable to shareholders (Property segment)

(HK\$ mil.)



Income Statement

(HK\$ mil.)	2009	2008	Change
Revenue	5,300	3,159	+67.8%
Gross Margin	35%	38%	-3 percentage points
Proceeds from sales of investment properties	268	541	-50.5%
Fair value (losses)/gains on revaluation of investment properties	313	-271	-
General and administrative expenses	588	606	-2.8%
Operating Profit	1,395	324	+330.7%
Profit attributable to equity holders (Property segment) ⁽¹⁾	725	417	+73.6%
Basic earnings per share (Property segment) ⁽¹⁾	HK\$ 0.1017	HK\$ 0.0586	+73.6%
Loss from GZT spin off	-1,594	-	-
Profit from GZT	172	-	-
Profit attributable to equity holders (Comprehensive) ⁽¹⁾	-697	-	-

(1) Excluding minority interests

Balance Sheet

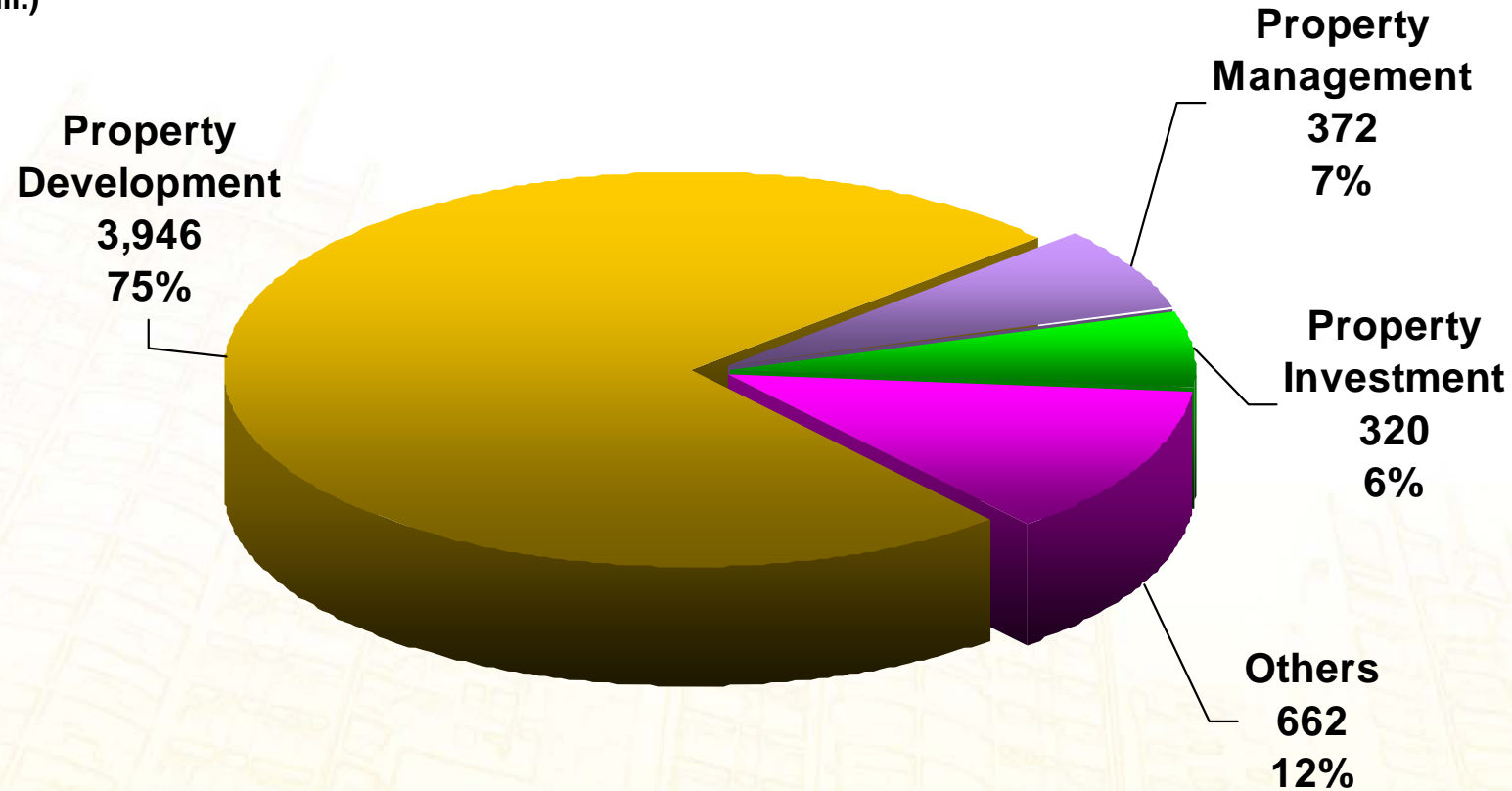
(HK\$ mil.)	2009/12/31	2008/12/31	Change
Available capital (comprehensive)	11,311	6,854	+65.0%
<i>Cash (incl. Charged bank deposits)</i>	7,011	3,901	+79.7%
<i>Available committed banking facilities</i>	4,300	2,953	+45.6%
Total bank borrowings	14,245	9,729	+46.0%
Total liabilities	27,659	21,795	+26.9%
Total assets	41,420	42,933	-3.5%
Shareholders' equity⁽¹⁾	13,301	14,479	-8.1%
Book value per share⁽¹⁾	HK\$ 1.86	HK\$ 2.03	-8.2%
Gearing ratio⁽²⁾	41.4%	31.5 %	+9.9 percentage points

(1) Excluding minority interests

(2) Gearing ratio is equivalent to net borrowings to total capitalization

Revenue Breakdown

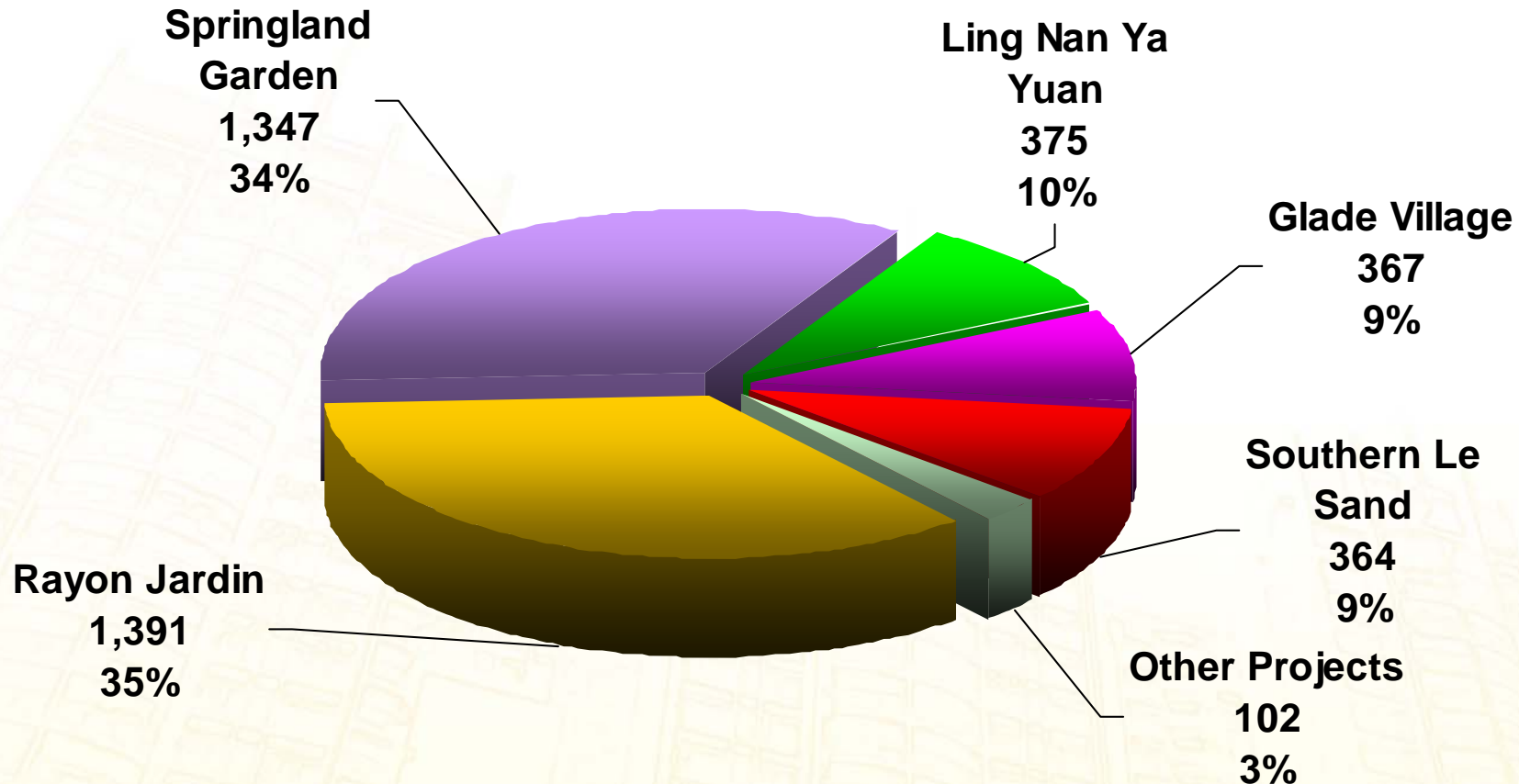
(HK\$ mil.)



- ◆ Total revenue of property segment was approx. HK\$ 5.3 billion in 2009
- ◆ Property development contributed approx. HK\$ 3.946 billion, an increase of 111% over HK\$1.875 billion last year

Booked Sales Overview

(HK\$ mil.)



- ◆ Total GFA of booked sales was 361,800 sq.m., an increase of 116% over 167,900 sq.m. in 2008. ASP was approx. HK\$ 10,900 per sq.m.

Booked Sales Breakdown

Projects	Land Use	GFA (sq. m.)	Revenue (HK\$ mil)	ASP (HK\$/sq.m.)
Southern Le Sand*	Low-rise & Villa	34,100	364	10,700
Glade Village*	Low-rise & Villa	58,800	367	6,200
Springland Garden	Residential	110,400	1,347	12,200
Rayon Jardin	Residential	103,400	1,391	13,500
Ling Nan Ya Yuan	Residential	46,200	375	8,100
Other Projects	N/A	8,900	102	11,300
Subtotal		361,800	3,946	10,900
Investment Properties	N/A	12,400	268	21,600
Total		374,200	4,214	11,300
		(+86%)	(+74%)	(-6%)
Urban area projects				12,400

* Suburban projects



2. Business Overview



Jiang Nan New Mansion

Reorganisation Milestone



Disposal of cement business

2002



Disposal of newsprint business

2008



Separation of toll road operation

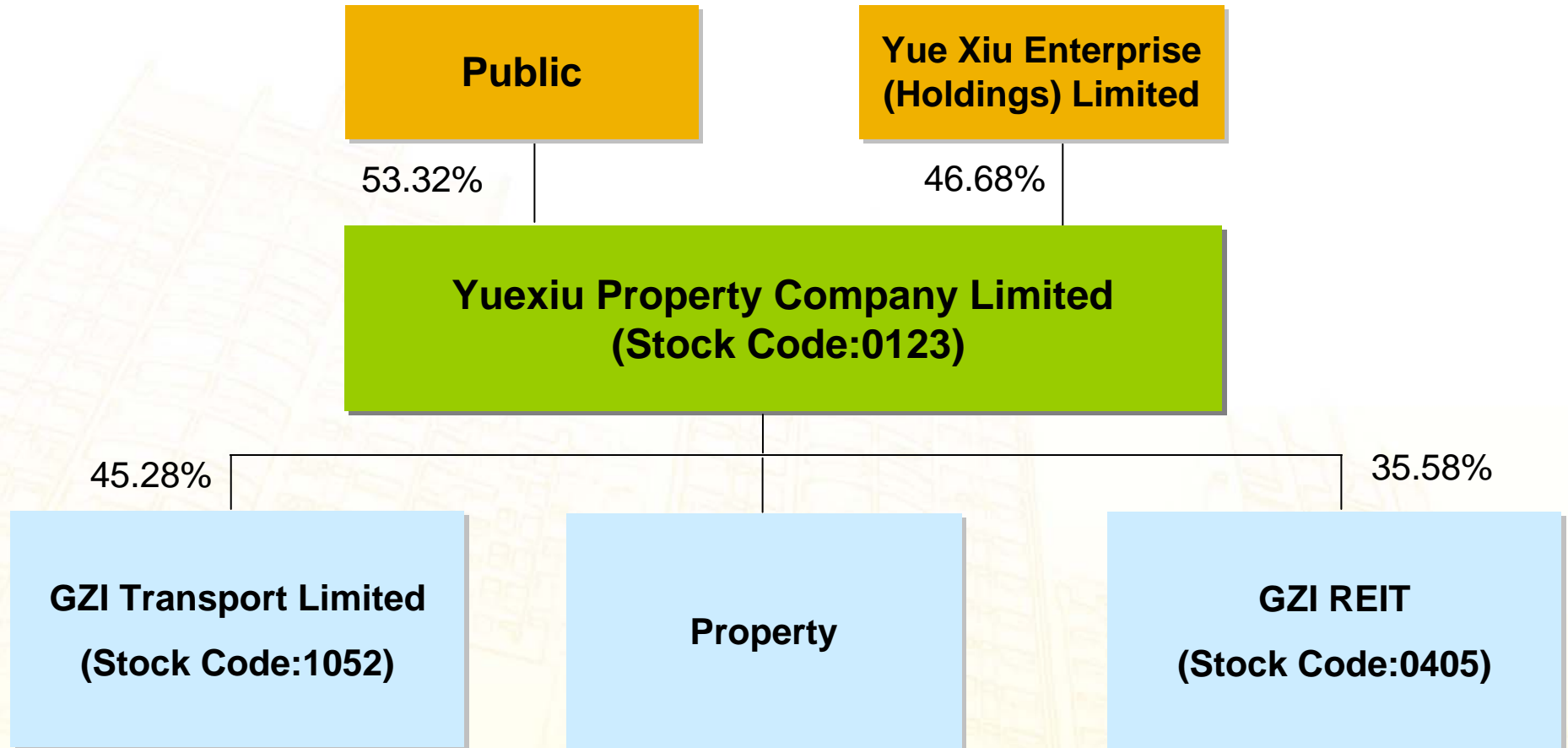
2009



Focus on property business

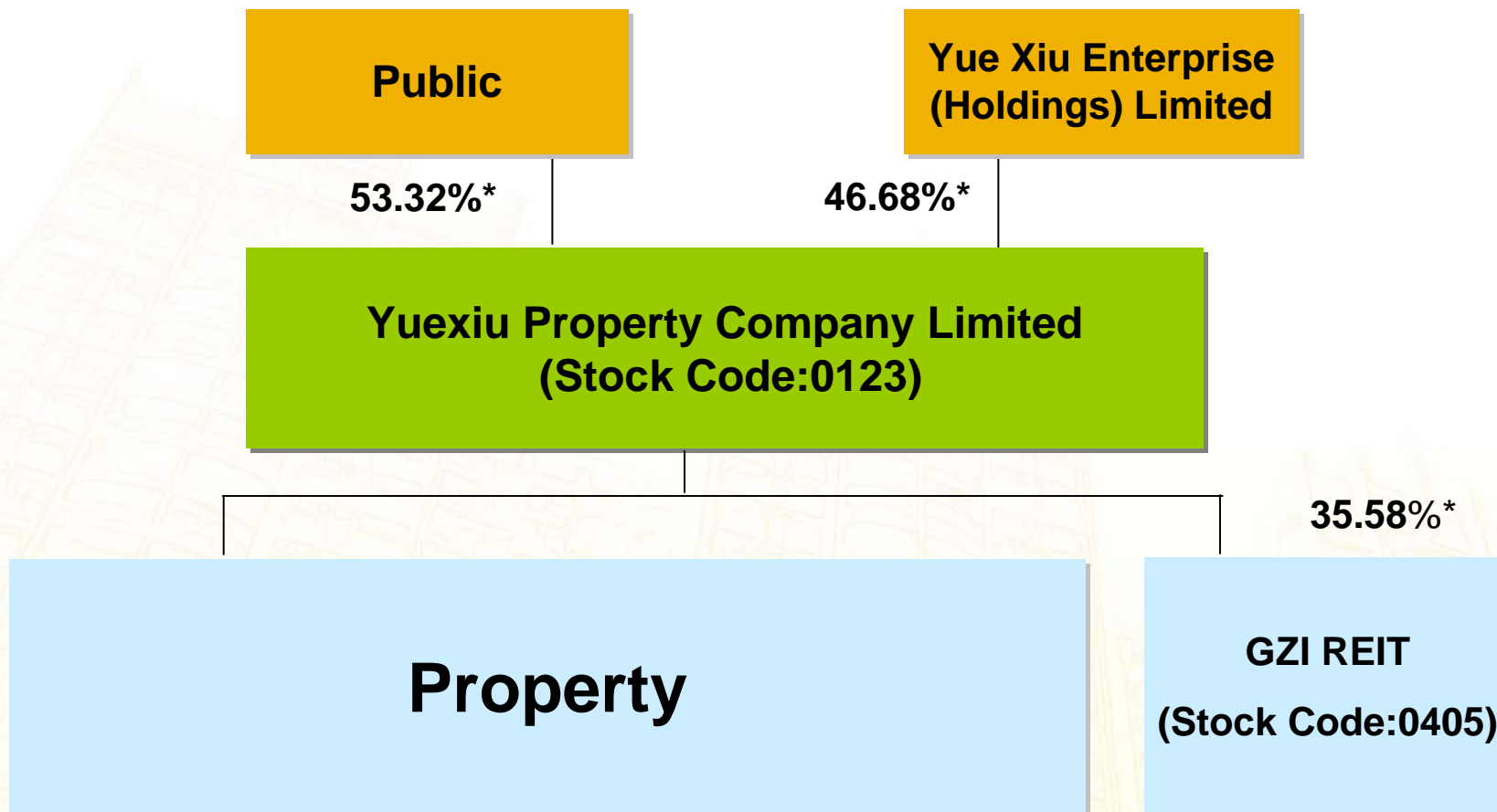
2010 onwards

Structure before Reorganisation





Structure after Reorganisation



* as at 31 Dec 2009

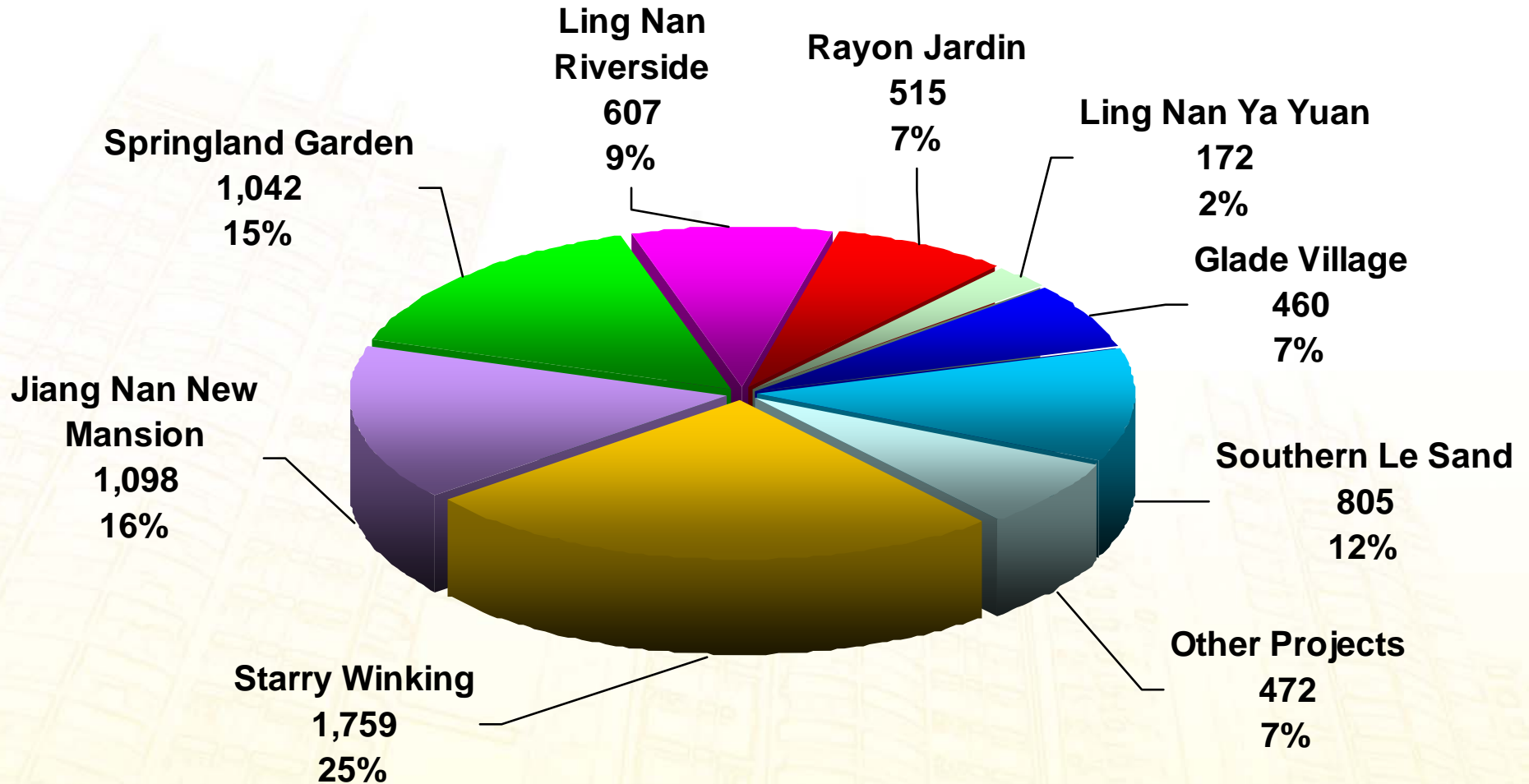
Contracted Sales Overview

	2009	2008	Change
GFA (sq.m.)	526,900	298,100	+77%
Revenue (HK\$ mil.)	6,930	3,500	+98%
ASP (HK\$ / sq.m.)	13,100	11,700	+12%

- (1) Contracted sales GFA reached 117% of our full year target of 450,000 square metres.
(2) Contracted sales revenue reached 139% of our full year target of HK\$5,000 million.

Contracted Sales Overview

(HK\$ mil.)



Contracted Sales Details

Projects	Type	GFA (sq. m.)	Revenue (HK\$ mil)	ASP (HK\$/sq.m.)
Starry Winking	Residential	72,800	1,759	24,200
Jiang Nan New Mansion	Residential	62,900	1,098	17,500
Springland Garden	Residential	71,800	1,042	14,500
Ling Nan Riverside	Residential	39,000	607	15,600
Rayon Jardin	Residential	35,600	515	14,500
Ling Nan Ya Yuan	Residential	21,200	172	8,100
Glade Village*	Low-rise & Villa	76,200	460	6,000
Southern Le Sand*	Low-rise & Villa	117,900	805	6,800
Other Projects	N/A	29,500	472	16,000
Total		526,900	6,930	13,100
		(+77%)	(+98%)	(+12%)
Urban area projects				17,000

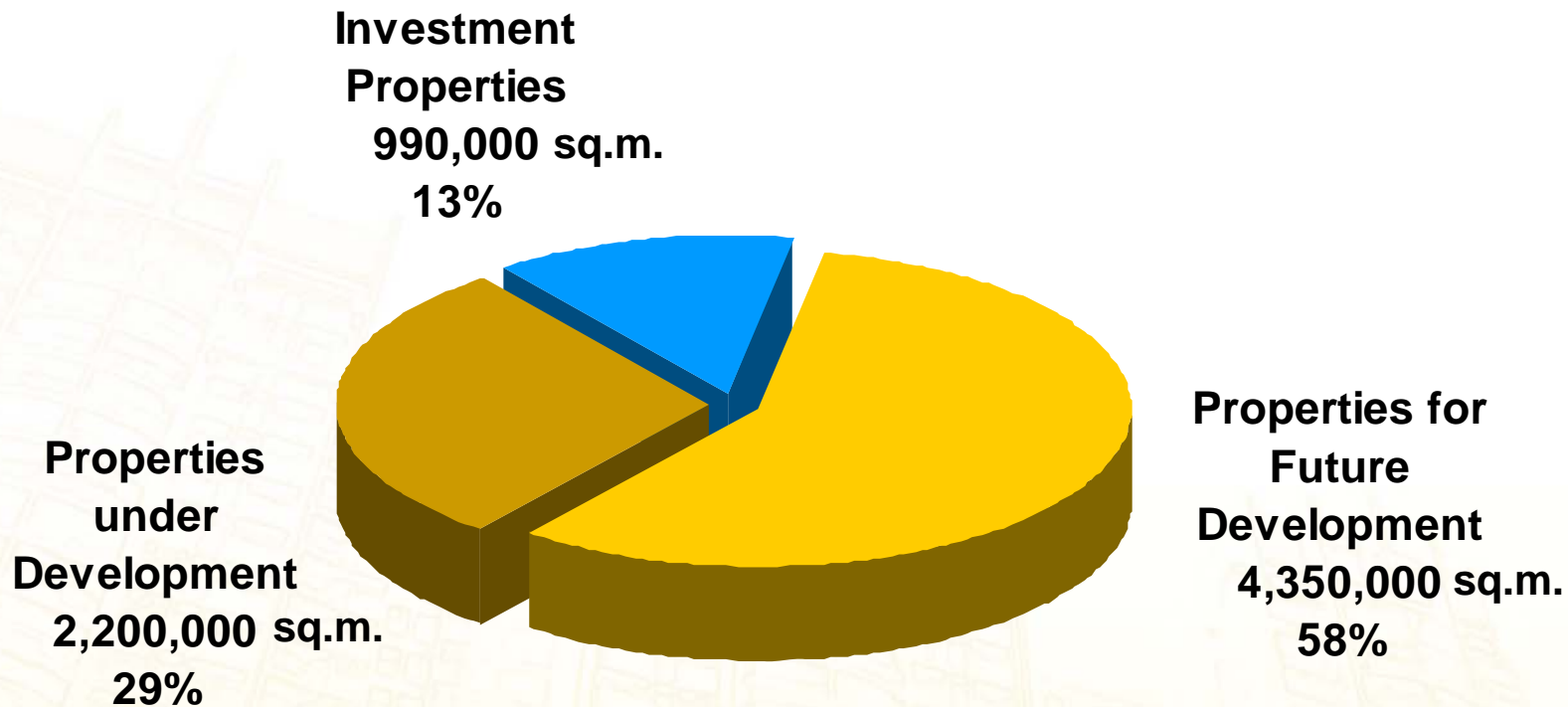
*Suburban projects

Unrecognised Sales

Projects	Type	GFA (sq. m.)	Revenue (HK\$ mil)	ASP (HK\$/sq.m.)
Starry Winking	Residential	72,800	1,759	24,200
Jiang Nan New Mansion	Residential	62,900	1,098	17,500
Springland Garden	Residential	50,600	776	15,300
Ling Nan Riverside	Residential	39,000	607	15,600
Southern Le Sand*	Low-rise & Villa	109,500	725	6,600
Glade Village*	Low-rise & Villa	39,800	258	6,500
Other Projects	N/A	17,800	241	13,500
Total		392,400	5,464	13,900
		(+64%)	(+105%)	(+25%)
Urban area projects				18,400

*Suburban projects

Land Bank Breakdown

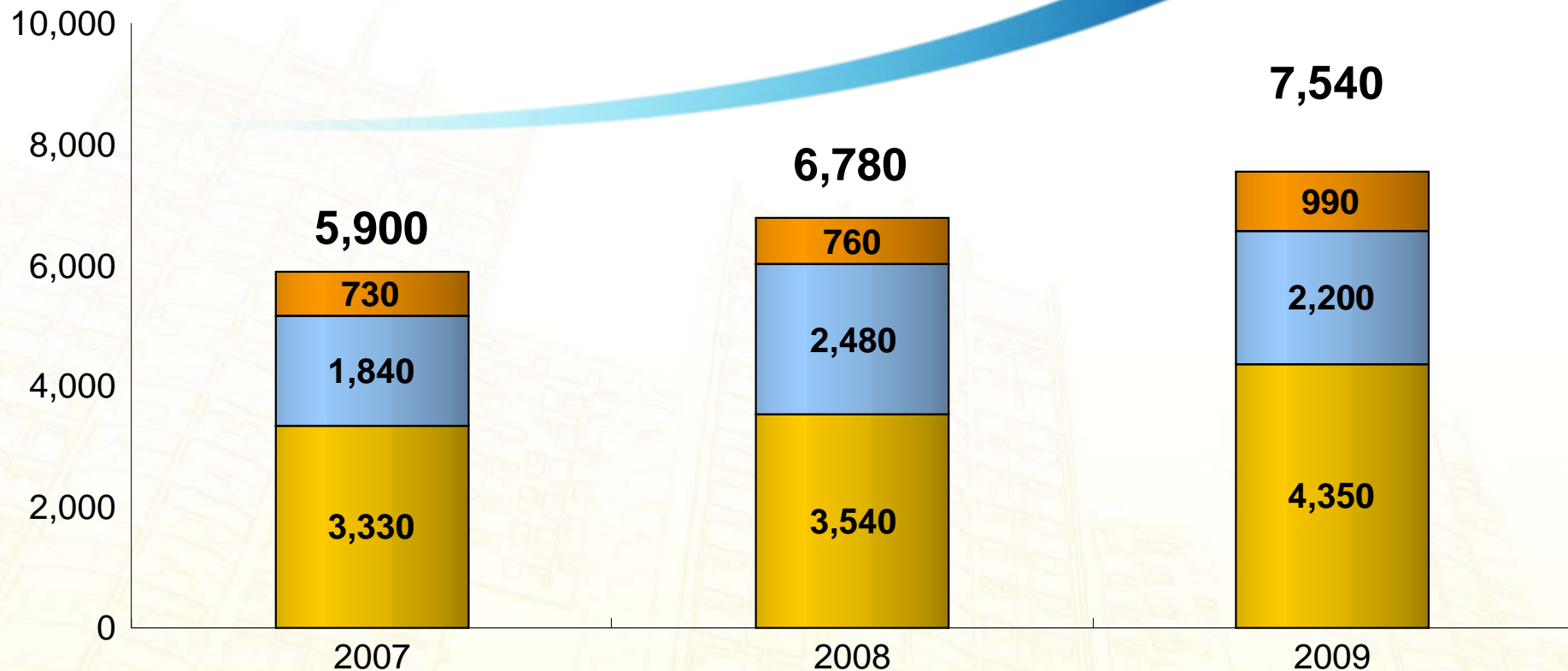


Total land bank: 7,540,000 sq.m.

* As at 31/12/2009

Land Bank Expansion

'000 sq.m.



■ Properties for Future Development ■ Properties under Development ■ Investment Properties

Newly Acquired Land Bank in 2009

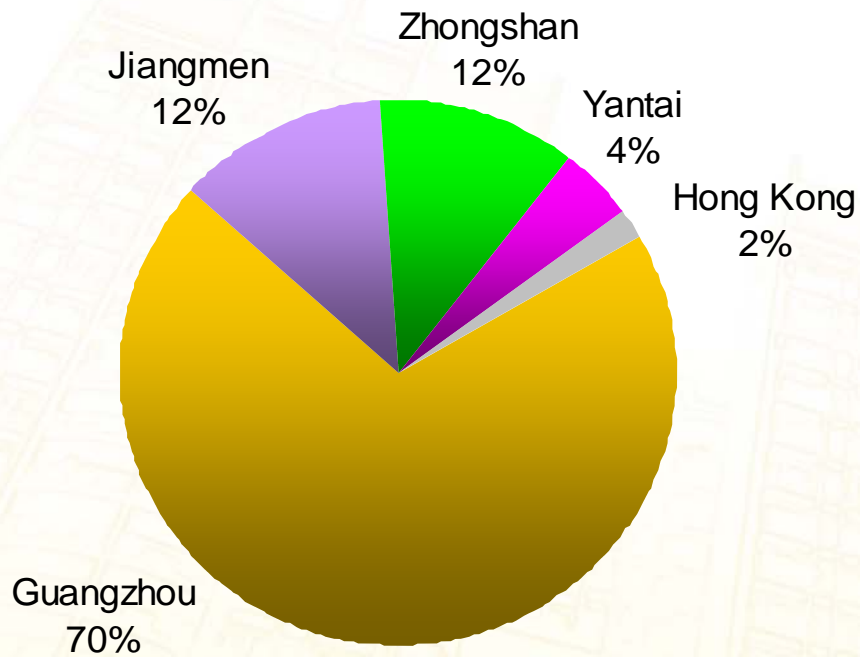
Projects	Land Use	GFA (sq.m.)	Total (RMB mil)	AV (RMB/sq.m.)
Jiangmen Property	Residential/ Commercial	432,000	968	2,240
D8-C3, Pearl River New City	Residential	22,500	345	15,324
Guangzhou University City Property (No.1-9)	Residential	352,000	2,967	8,432
Yantai Plot	Residential/ Commercial/ Office	154,000	260	1,688
Zhongshan Plot	Residential/ Commercial	418,000	544	1,302
Total		1,378,500	5,084	3,688

* As at the end of 2009, unpaid land premium of newly acquired land bank amounted to HK\$ 3,000 million.

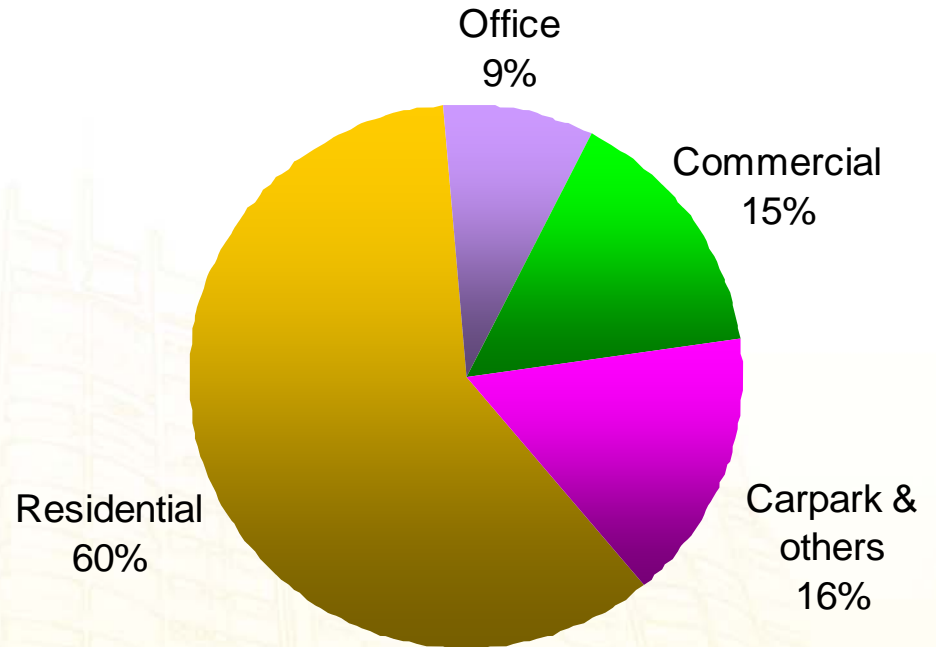
* As at 25 Mar. 2010, all land premium have been paid except approx. HK\$ 150 million for Yantai Plot

Properties for Future Development

By Location

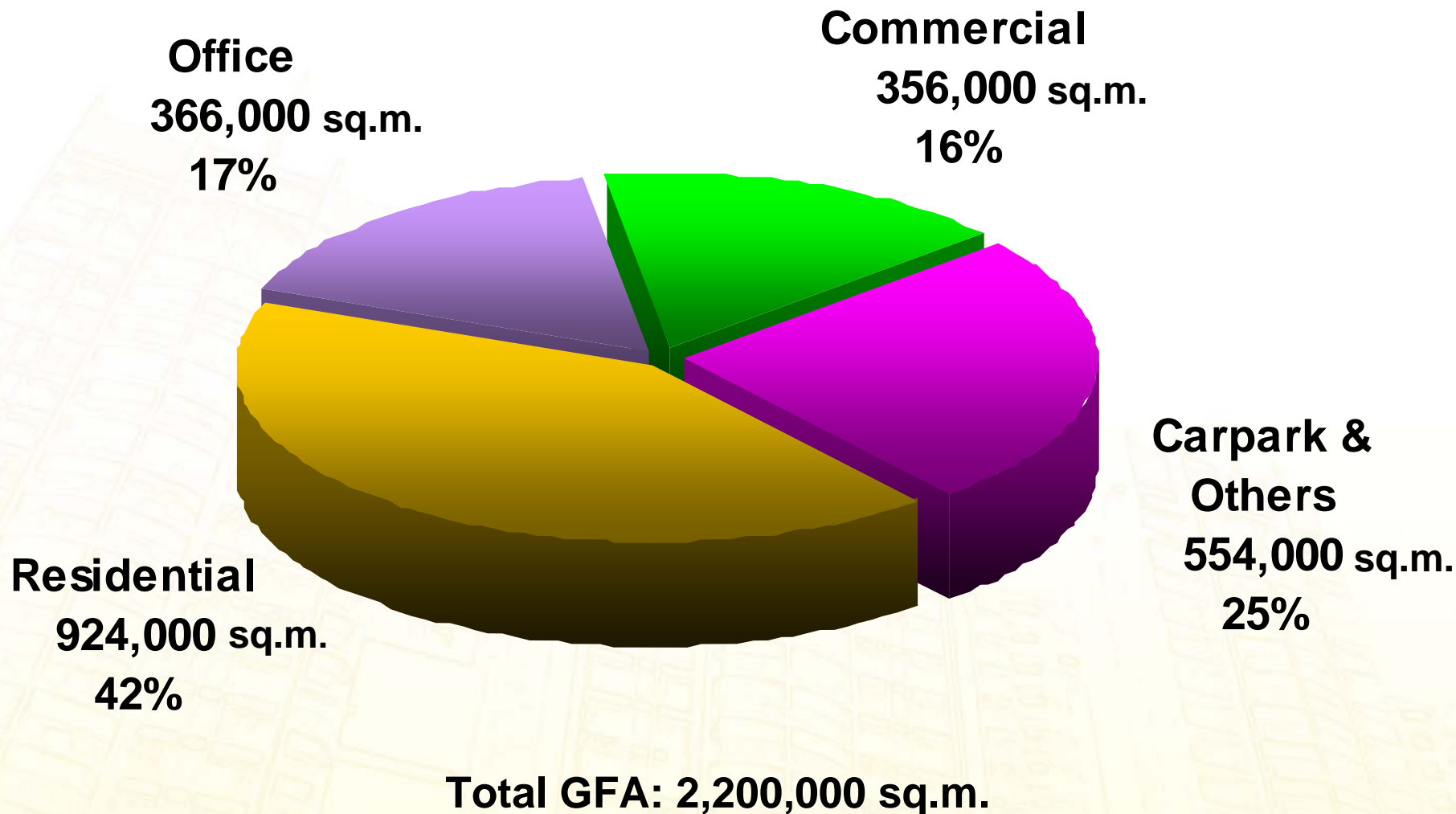


By Use



Total GFA: 4,350,000 sq.m.

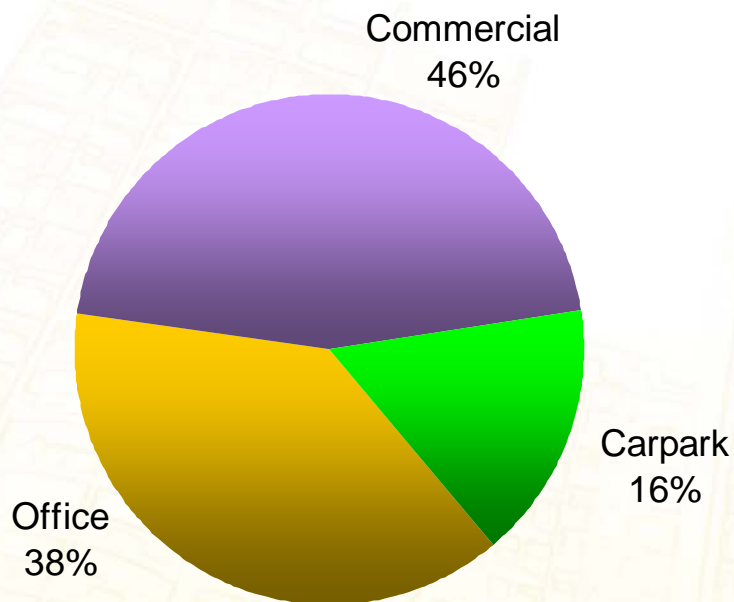
Properties under Development



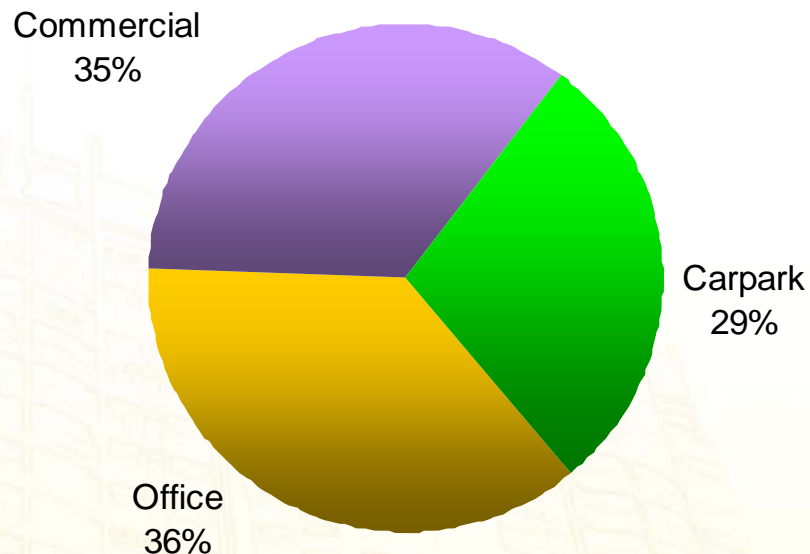
* Please refer p.35 for details

Investment Properties

By Value



By Use



Total book value: HK\$ 8.5 billion, Total GFA: 990,000 sq.m.

* Please refer p.36 for details



3. Strategies and Outlook



Ling Nan Riverside

Strategies

Investment Footprint

- ❖ Guangzhou as home base
- ❖ Extend our footprint to the Pearl River Delta
- ❖ Radiate into select first and second tier cities

Business Focus

- ❖ Increase weight of residential development
- ❖ Reduce exposure of investment properties
- ❖ Target: residential (80%), investment properties (20%)

2010 Operational Task

Property Sales

- ❖ Enhance our sales and marketing capability
- ❖ Reach contracted sales of HK\$ 9 billion in 2010
- ❖ Join “HK\$ 10 Billion Club” in 2011

Land Bank

- ❖ Increase actively land bank
- ❖ Expand land bank at 1.5 times of the contracted sales GFA
- ❖ Participate in in Guangzhou urban renewal projects

Asset Structure

- ❖ Speed up disposal of non-core low-yielding assets
- ❖ Position IFC & Fortune World Plaza as long-term investments

Brand Building

- ❖ Implement and strengthen brand management
- ❖ Develop multi-tier branding system to increase market share

Operating Efficiency

- ❖ Shorten development cycles
- ❖ Accelerate cash flow turnover
- ❖ Increase project returns

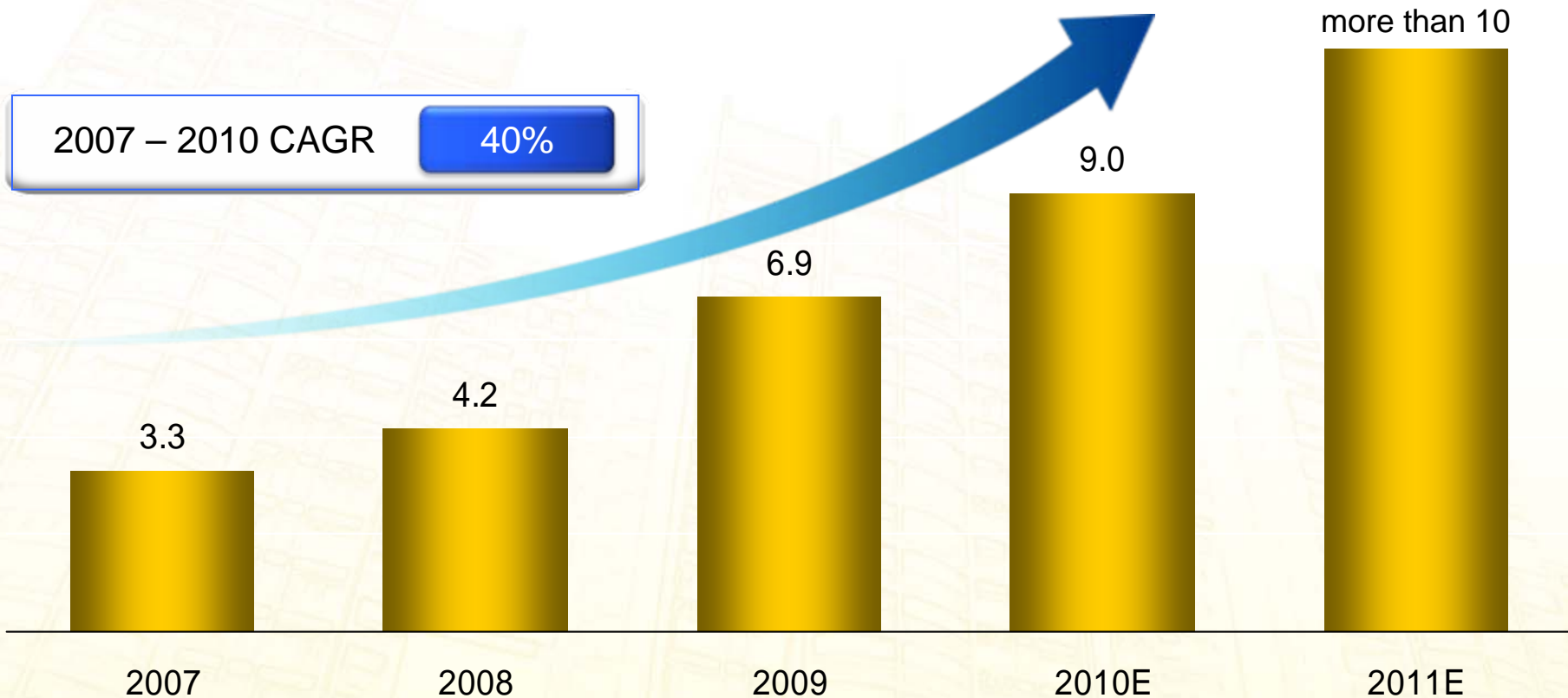
2010 Sales Target

2010 Contracted Sales

(HK\$ billion)

2007 – 2010 CAGR

40%





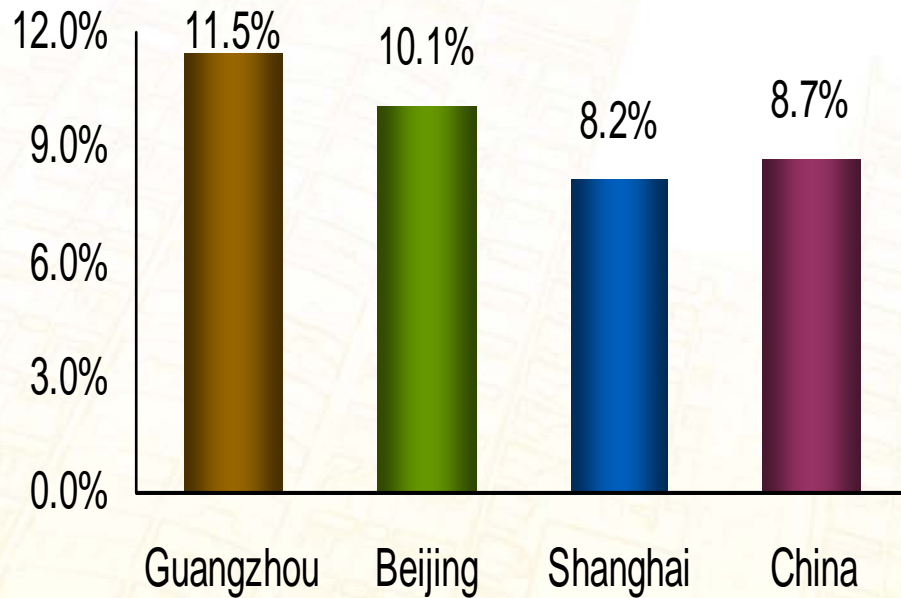
Appendix



Springland Garden

Macro Economy

GDP Growth in 2009



Guangzhou – Business Home Base



- In 2009, Guangzhou's GDP growth is superior to Beijing, Shanghai and national average

Property Market in China

Property Transactions	2009	2008	Change
Total GFA in the PRC (mil. sq. m.)	937	659	+42.1%
Total value in the PRC (RMB bn.)	4,400	2,500	+75.5%
Total ASP in the PRC (RMB / sq. m.)	4,695	3,802	+23.5%

Source: Statistics Bureau of PRC.

Property Market in Guangzhou

Property Transactions	2009	2008	Change
Total GFA in Guangzhou (mil. sq. m.)	11.18	7.04	+58.5%
Total value in Guangzhou (RMB bn.)	108.7	67.1	+62.1%
Total ASP in Guangzhou (RMB / sq. m.)	9,726	9,528	+2.1%

Source: Statistics Bureau of Guangzhou Municipal Government

Properties for Future Development

Projects	GFA (sq.m.)	Residential (sq.m.)	Office (sq.m.)	Commercial (sq.m.)	Others (sq.m.)	Location
Southern Le Sand	1,818,000	912,000	57,000	426,000	423,000	Nansha, Guangzhou
Jiangmen Property	432,000	346,000	-	86,000	-	Jiangmen
Zhongshan Property	418,000	351,000	-	67,000	-	Zhongshan
Jin Sha Zhou Plot	425,000	284,000	-	10,000	131,000	Baiyun, Guangzhou
University City Property	352,000	352,000	-	-	-	Panyu, Guangzhou
B2-10, Pearl River New City	211,000	-	151,000	11,000	49,000	Tianhe, Guangzhou
Yantai Property	154,000	116,000	19,000	19,000	-	Yantai
Sports Stadium Building	125,000	-	81,000	25,000	19,000	Yuexiu, Guangzhou
Fortune World Plaza	119,000	-	78,000	16,000	25,000	Liwan, Guangzhou
Hua Du Plot	91,000	91,000	-	-	-	Huadu, Guangzhou
Jiang Nan New Village phase 3&4	60,000	34,000	-	-	26,000	Haizhu, Guangzhou
Yau Tong Plot	59,000	59,000	-	-	-	Hong Kong
D8-C3, Pearl River New City	22,500	22,500	-	-	-	Tianhe, Guangzhou
Other Projects	64,700	32,000	-	7,000	25,700	N/A
Total	4,346,500	2,599,500	386,000	667,000	698,700	
	100%	60%	9%	15%	16%	

Properties under Development

Projects	GFA (sq.m.)	Residential (sq.m.)	Office (sq.m.)	Commercial (sq.m.)	Others (sq.m.)	Location
Southern Le Sand	376,000	154,000	124,000	68,000	30,000	Nansha, Guangzhou
Fortune World Plaza	210,000	-	-	186,000	24,000	Liwan, Guangzhou
Asia Pacific Century Plaza	232,000	-	105,000	27,000	100,000	Tianhe, Guangzhou
Jiang Nan New Mansion	229,000	148,000	-	23,000	58,000	Haizhu, Guangzhou
Ling Nan Riverside	192,000	176,000	-	-	16,000	Liwan, Guangzhou
Starry Winking	186,000	121,000	-	19,000	46,000	Tianhe, Guangzhou
Springland Garden	165,000	124,000	-	20,000	21,000	Haizhu, Guangzhou
Glade Village	152,000	122,000	-	-	30,000	Conghua, Guangzhou
Guangzhou IFC	159,000	-	-	-	159,000	Tianhe, Guangzhou
D3-7, Pearl River New City	135,000	-	95,000	12,000	28,000	Tianhe, Guangzhou
Jiang Nan New Village(Area 7, Phase 3)	78,000	57,000	-	1,000	20,000	Haizhu, Guangzhou
Other Projects	86,000	22,000	42,000	-	22,000	N/A
Total	2,200,000	924,000	366,000	356,000	554,000	
	100%	42%	16%	16%	25%	

Investment Properties

Projects	GFA (sq.m.)	Office (sq.m.)	Commercial (sq.m.)	Carpark (sq.m.)	Location
Guangzhou IFC	237,300	171,300	44,700	21,300	Tianhe, Guangzhou
Popark Plaza	85,000	-	85,000	-	Tianhe, Guangzhou
Jin Han Building	45,800	45,800	-	-	Yuexiu, Guangzhou
Hong Kong Property	22,200	11,100	11,100	-	Hong Kong
Guang Yuan Cultural Centre	32,000	-	20,700	11,300	Yuexiu, Guangzhou
Huang Shi Garden	30,900	-	30,900	-	Baiyun, Guangzhou
Xiangkang Commercial Plaza	28,900	28,900	-	-	Yuexiu, Guangzhou
Victory Plaza	26,000	26,000	-	-	Tianhe, Guangzhou
Jiang Xing Building	17,900	17,900	-	-	Haizhu, Guangzhou
Yue Xiu City Plaza	17,500	-	17,500	-	Yuexiu, Guangzhou
Hong Fa Building	17,300	17,300	-	-	Tianhe, Guangzhou
Other Projects (include carparks)	430,200	44,100	136,200	249,900	N/A
Total	991,000	362,400	346,100	282,500	
	100%	37%	35%	28%	

Location Map - Guangzhou



Location Map - Jiangmen



Location Map - Yantai

