

# ZALL 卓尔发展

Zall Development Group Ltd.  
卓爾發展集團有限公司

*(incorporated in the Cayman Islands with limited liability)*  
Stock Code: 2098

2013

Annual Report





## ABOUT

### ZALL DEVELOPMENT GROUP LTD.

Zall Development Group Ltd. ("Zall Development") is a leading developer and operator of large-scale, consumer product-focused wholesale shopping malls, as well as commercial space provider, in China. Headquartered in Wuhan, Hubei province, Zall Development primarily engages in selling and leasing consumer product-focused wholesale market properties and other commercial spaces. The Group's major clients include suppliers, manufacturers, dealers and other small to medium sized local wholesale enterprises. Besides developing and operating wholesale market properties, Zall Development offers a comprehensive range of integrated logistics and trading facilities and services, as well as other commercial properties.

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2013 Annual Report

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# Corporate Information

## DIRECTORS

### Executive Directors

Mr. Yan Zhi (*Chairman and Chief Executive Officer*)  
Mr. Cui Jinfeng  
Mr. Fang Li  
Ms. Wang Danli

### Non-Executive Director

Mr. Fu Gaochao

### Independent Non-Executive Directors

Ms. Yang Qiongzhen  
Mr. Cheung Ka Fai  
Mr. Peng Chi

### Registered Office

Cricket Square  
Hutchins Drive  
P. O. Box 2681  
Grand Cayman  
KY1-1111  
Cayman Islands

### Head Office in the PRC

Zall Plaza  
No. 1 Enterprise Community  
1 Chutian Avenue  
Panlongcheng Economics and Technology Development Zone  
Wuhan, Hubei Province  
China 430000

### Principal Place of Business in Hong Kong

Suite 1606, 16/F  
Two Exchange Square  
Central  
Hong Kong

### Audit Committee

Mr. Cheung Ka Fai (*Chairman*)  
Mr. Peng Chi  
Ms. Yang Qiongzhen

# Corporate Information

<b>Nomination Committee</b>	Ms. Yang Qiongzhen ( <i>Chairman</i> ) Mr. Cui Jinfeng Mr. Peng Chi
<b>Remuneration Committee</b>	Mr. Peng Chi ( <i>Chairman</i> ) Mr. Fang Li Ms. Yang Qiongzhen
<b>Company Secretary</b>	Mr. Fung Che Wai Anthony
<b>Company Website</b>	<a href="http://www.zallcn.com/">http://www.zallcn.com/</a>
<b>Authorized Representatives</b>	Ms. Wang Danli Mr. Fung Che Wai Anthony
<b>Hong Kong Share Registrar</b>	Tricor Investor Services Limited Level 22 Hopewell Centre 183 Queen's Road East Hong Kong
<b>Principal Share Registrar and Transfer Office</b>	Royal Bank of Canada Trust Company (Cayman) Limited 4th Floor, Royal Bank House 24 Shedden Road George Town Grand Cayman KY1-1110 Cayman Islands
<b>Legal Advisor</b>	Sidley Austin
<b>Auditors</b>	KPMG Certified Public Accountants
<b>Principal Bankers</b>	Bank of Communications China Construction Bank China Mingsheng Banking Corp., Ltd. Hankou Bank Industrial and Commercial Bank of China

# Financial Highlights

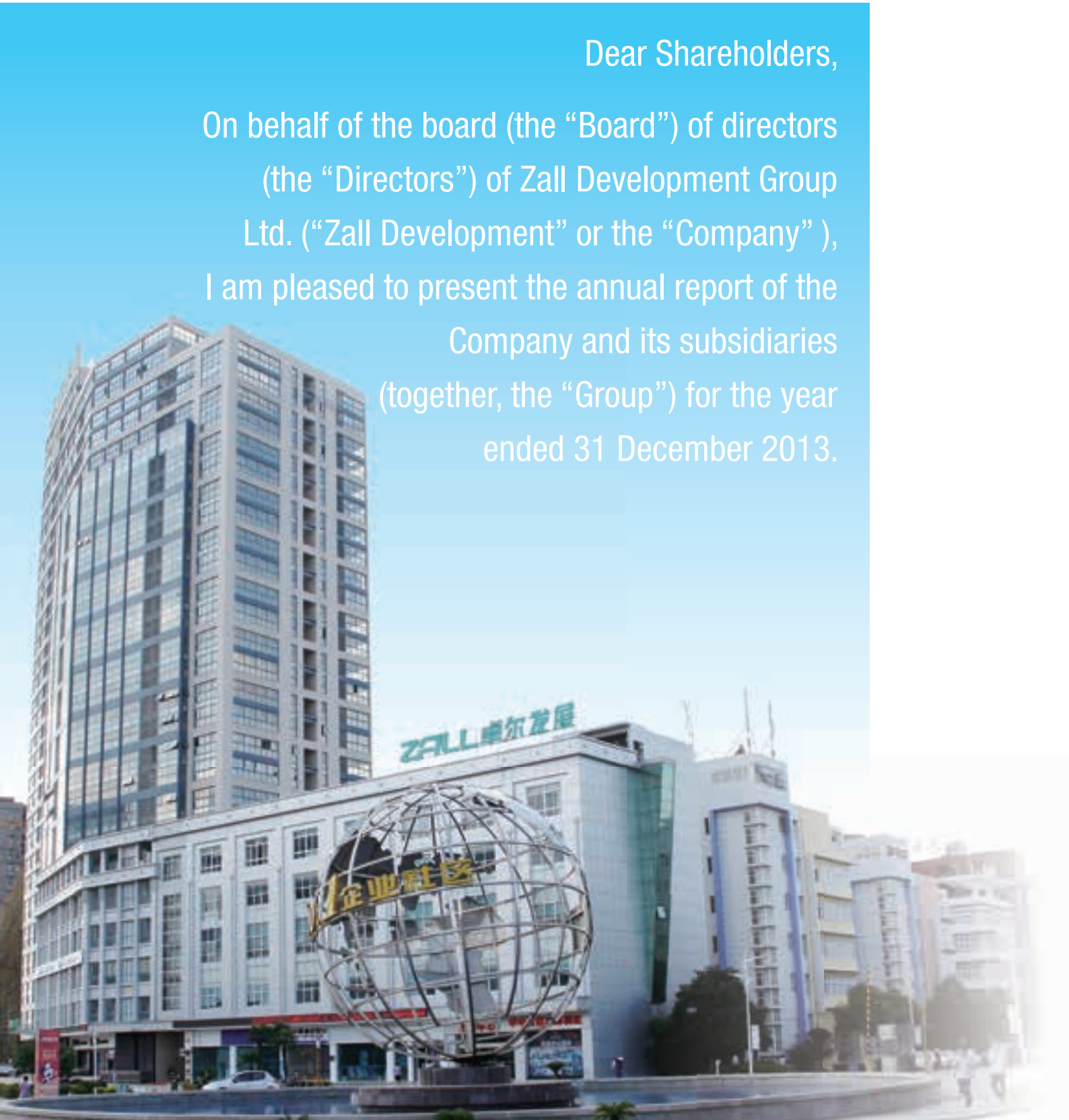
	2013 RMB'000	2012 RMB'000
Turnover	1,581,188	1,489,928
Gross profit	664,849	1,082,880
Gross profit margin	42.0%	72.7%
Profit for the year	1,629,020	1,168,965
Earnings per share — Basic (RMB)	0.45	0.33
— Diluted (RMB)	0.44	0.33

	2013 RMB'000	2012 RMB'000
Total non-current assets	8,076,638	5,024,147
Total current assets	10,221,478	7,656,267
Total assets	18,298,116	12,680,414
Total non-current liabilities	5,159,742	3,129,288
Total current liabilities	6,249,220	4,132,213
Total liabilities	11,408,962	7,261,501
Net assets	6,889,154	5,418,913

## Chairman's Statement

Dear Shareholders,

On behalf of the board (the “Board”) of directors (the “Directors”) of Zall Development Group Ltd. (“Zall Development” or the “Company”), I am pleased to present the annual report of the Company and its subsidiaries (together, the “Group”) for the year ended 31 December 2013.



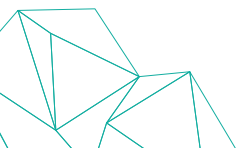
# Chairman's Statement

The GDP of China for 2013 grew by 7.7% when compared with the year 2012 and exceeded RMB56 trillion, implying a stable growing trend amid complicated internal and external circumstances. The growth of household consumption of China slowed down mainly due to the challenging business environment as well as the soaring consumer prices and costs. It was a government policy to maintain the economic growth and to improve the living standards by expanding domestic demand through adjustment of the economic structure. In 2013, China government tried to boost domestic consumption through tax arrangements and industry policies with a view of making domestic consumption one of the major driving forces of the economy. The transactions of North Hankou International Trade Center (the "North Hankou Project") hit a record high in the year 2013. North Hankou Project is the flagship project of the Group and is the largest wholesale market in Central China focusing on consumer products.

With the support of local and central government policies, the Group further improved the logistics facilities and traffic connection of North Hankou Project to develop it into a trading hub of Central China. Construction of the extension of light rail No. 1 connecting North Hankou Project and the city centre of Wuhan has commenced and is scheduled to be completed in 2014.

During the year under review, besides the development of North Hankou Project, Zall Development also sought to expand its geographical coverage through the development of new projects. In 2013, the Group continued the construction work of its projects — Zall No. 1 Enterprise Community • Changsha and Shenyang Salon, which are located in Changsha and Shenyang, respectively. These two projects are the first two development projects of the Group which are located outside the Hubei Province. Both projects are expected to start pre-sale in the second half of 2014 and signifies the continuous diversification of revenue stream from different projects and geographical locations.

For the year ended 31 December 2013, the Group recorded a total revenue of RMB1,581.2 million, representing an increase of 6.1% over the corresponding period in 2012. The Group recorded a net profit for the year of RMB1,629.0 million for the year ended 31 December 2013, representing an increase of 39.4% over the corresponding period in 2012.



# Chairman's Statement

Looking forward, it is expected that domestic commercial property market will further improve in 2014 in view of the steady growth in global economy and fiscal easing of China to boost consumption. The central government had reiterated that it will continue the urbanisation process and will boost domestic demand to drive the growth of consumption. Under the policy support of "12th Five Year Plan" to promote the development of logistics industry, Zall Development will further benefit from the strong domestic demand in China. Therefore, the Group is confident that it will continue to grasp the opportunities to expand its business by cooperating with customers to create a win-win situation and achieve better results.

Lastly, I would like to express my gratitude to our shareholders, customers and investors for their support and trust in the past year; and to our directors, management and our staff for their contribution to the outstanding performance of the Group. The Group will pursue for a stronger, more rapid development with a view to maximizing the investment returns for its shareholders.

**Yan Zhi**

*Chairman*

Hong Kong, 28 March 2014





# Management Discussion and Analysis

## BUSINESS OVERVIEW

### North Hankou Project

The North Hankou International Trade Center (the “North Hankou Project”) is the Group’s flagship project and the largest wholesale shopping mall in Central China focusing on consumer products. It is designed to capture the business opportunities arising from the relocation of the traditional wholesale trade center at Hanzheng Street in Wuhan. The North Hankou Project has a total site area of approximately over 1.8 million square metre (“sq.m.”) sq.m. Its wholesale mall units have a total gross floor area (“GFA”) of over 3.5 million sq.m. It consists of more than 20 separate wholesale shopping malls which sell a variety of consumer products and over one million kinds of merchandise. The Group aims to develop it into an integrated business platform for suppliers, manufacturers, distributors and small to medium enterprises for domestic consumer products.

During 2013, the relocation plan of Hanzheng Street continued to proceed in accordance with its original schedule. A total of approximately 14,000 occupants have already been relocated from Hanzheng Street to North Hankou Project. In particular, during 2013, the three largest footwear products markets originally in Hanzheng Street all moved into North Hankou Project, which helped to further improve the transaction volume of the occupants and the human traffic in the area.

In order to facilitate the planning and construction for the relocation of Hanzheng Street market to North Hankou Project, the local governments renovated Tazihu East Road (塔子湖東路) and Daijiashan Bridge (岱家山橋樑) and extended Jiefang Avenue (解放大道) during the year under review. The extension of light rail No. 1 connecting North Hankou Project and Wuhan City is expected to be completed in 2014. With the extensive expressways, highways, roads to the airports and railway network, the North Hankou Project will become a traffic hub for the area.

In November 2013, the 4th North Hankou International Trade Fair (the “Fair”) was successfully held in the North Hankou Project. During the week of the Fair being held, hundred thousands of large and medium sized wholesale market operators participated in the Fair and the total transaction amount of the Fair broke the record and reached RMB15.6 billion.

For the year ended 31 December 2013, North Hankou Project contributed sales revenue of RMB546.6 million to the Group, representing a decrease of 62.3% as compared with the corresponding period in 2012, mainly attributable to the decrease in the GFA delivered in 2013 as compared with the corresponding period in 2012. During the period under review, the total GFA sold and delivered in North Hankou Project amounted to 50,938 sq.m., at an average selling price (“ASP”) of RMB10,731 per sq.m., representing a decrease of 11.4% in ASP as compared with the corresponding period of 2012. The decrease in ASP is mainly due to the different kinds of industries involved in the wholesale shopping malls and certain of the residential apartments ancillary to the wholesale shopping malls, which were of lower ASP, being sold during the year ended 31 December 2013.

# Management Discussion and Analysis

## No. 1 Enterprise Community — Wuhan

No. 1 Enterprise Community — Wuhan is a unique business park within three kilometres of the North Hankou Project. It provides offices in close proximity to the occupants of the North Hankou Project. The project is located at the Panlongcheng Economic and Technology Development Zone in Wuhan. Its major target customers are small and medium enterprises which are in need of business headquarters. No. 1 Enterprise Community — Wuhan has a total planned GFA of 1,100,000 sq.m. and is expected to have three high-rise office towers, several hundreds low-rise modern individual office buildings and retail shops.

For the year ended 31 December 2013, No. 1 Enterprise Community — Wuhan contributed sales revenue of RMB192.5 million to the Group, representing an increase of 1,635.4% as compared with 2012, mainly due to the delivery of Phase III of the project.

## North Hankou • Zall Life City

North Hankou • Zall Life City (漢口北•卓爾生活城) consists of two residential development projects, including Zall Hupan Haoting Residences and Zall Zhujinyuan Residences in the Panlongcheng Economic and Technology Development Zone of Wuhan.

A small map of Wuhan with a yellow square highlighting the North Hankou area. The text "North Hankou" is written next to the square.

North Hankou



# Management Discussion and Analysis

## Zall Hupan Haoting Residences

Zall Hupan Haoting Residences is the first large living and services center of the Group. It was officially launched in 2012. Zall Hupan Haoting Residences is a tailor-made residential area for North Hankou and has a total site area of approximately 180,000 sq.m. and a GFA of over 300,000 sq.m.. The project will be completed in two phases and is scheduled to be fully completed by 2015.

For the year ended 31 December 2013, Zall Hupan Haoting Residences contributed sales revenue of RMB362.5 million (2012: RMB Nil) to the Group, with an ASP of RMB4,600 per sq.m..

## Zall Zhujinyuan Residences

Zall Zhujinyuan Residences is scheduled to be completed in two phases and is located in the Panlongcheng Economic and Technology Development Zone of Wuhan. It has a total site area of approximately 60,000 sq.m. and a GFA of approximately 170,000 sq.m.. The project is scheduled to be fully completed by 2015.



Wuhan





# Management Discussion and Analysis

## Wuhan Salon

Wuhan Salon (武漢客廳) is a multi-structural and multi-functional cultural center near Wuhan downtown with a total GFA of over 800,000 sq.m., aiming to provide diversified cultural experience for customers. It is the Group's key large-scaled city complex project which equips with Chinese cultural and art exhibitions, arts trading center, cultural and creative center and hotel facilities.

Wuhan Salon was recognized as one of the Major Cultural Construction Projects in Hubei Province (湖北省重大文化建設項目名錄) by the Hubei Department of Culture in 2012. It was also listed as one of the major cultural investment projects for the "12th Five Year Plan" of Wuhan. The Group will develop it as an innovative platform for Chinese cultural exchange and a cultural demonstrative park to support the business requirements and the growth of the Group's existing and potential customers.

Wuhan Salon will be developed in three phases, Phase I, which consists mainly of residential units and office buildings, was completed and started to be delivered in 2013. Phases II and III, which consist of residential units, office buildings, retail shopping mall, trading center and hotel facilities, etc will continue to be constructed as planned and will be gradually completed between 2014 to 2016.

For the year ended 31 December 2013, Wuhan Salon contributed sales revenue of RMB422.2 million (2012: RMB Nil) to the Group with an ASP of RMB5,360 per sq.m..

Changsha





# Management Discussion and Analysis

## Zall No. 1 Enterprise Community — Changsha

Zall No. 1 Enterprise Community — Changsha (卓爾第一企業社區 • 長沙總部基地) is a project located in Kaifu District in Changsha. The project replicates the successful model of No. 1 Enterprise Community in Wuhan and is expected to become a base of headquarters and enterprises for boosting the development of logistics industry and corporate headquarters in Changsha area.

The construction of No. 1 Enterprise Community — Changsha has commenced in 2012. With a total GFA of approximately 200,000 sq.m., Phase I of the project is expected to be completed in 2014 and is expected to attract a large number of large and medium sized enterprises in Hunan Province. Pre-sale of the office building units is expected to start in second half of 2014.

## Zall Finance Center

Zall Finance Center (卓爾金融中心), is a 51% held joint development project of the Group located in the financial center of Wuhan. The Group plans to develop it into a premier commercial center and Grade A office building. The project has a total GFA of over 97,000 sq.m. and a total site area of approximately 10,000 sq.m.. During the year under review, the Group accelerated the construction and the project is expected to start to contribute rental income to the Group in the second half of 2014.



Shenyang



# Management Discussion and Analysis

## Shenyang Salon

Shenyang Salon (瀋陽客廳) is an integrated high-end urban complex project with a cultural theme located in Shenyang. The project includes eco-apartments, commercial SOHO, luxury hotels, brand stores, cultural market, media complex and central park. The project will be developed in two phases. Phase I of the project has a planned total GFA of over 300,000 sq.m. and a total site area of approximately 150,000 sq.m.. The Group plans to develop the project into a new cultural landmark in Shenyang and Northeast China. During the year under review, construction work has started and Phase I of the project is expected to be completed in 2014.

## Wuhan Zall Football Club

As one of the top 10 private enterprises in Hubei Province located in Wuhan, in addition to its focus on the development of North Hankou Project as a national commercial centre, the Group also endeavours to promote local culture and sports. In 2011, the Group acquired a 100% equity interest in Hubei Zhong Bo Football Club (湖北中博足球俱樂部) at a consideration of RMB10 million to support local football development. More importantly, the Group considers that the operation of a football team has also strongly enhanced the brand of the Group in the local community. Upon completion of the acquisition, the football club was renamed to Wuhan Zall Professional Football Club Co., Ltd. (武漢卓爾職業足球俱樂部有限公司) ("Zall Football Club") and became a wholly-owned subsidiary of the Group.

Zall Football Club participated in the Super League of the Chinese Football Association in 2013.

Wuhan



# Management Discussion and Analysis

## RESULTS OF OPERATION

### Turnover

Turnover increased by 6.1% from RMB1,489.9 million for the year ended 31 December 2012 to RMB1,581.2 million for the year ended 31 December 2013. The increase was primarily due to an increase in the sales of properties. The Group's revenue from rental income for the year ended 31 December 2012 increased by 122.1% from RMB19.9 million to RMB44.1 million for the year ended 31 December 2013, which was mainly attributable to an increase in the total leased area of North Hankou Project.

### Sales of properties

Revenue from sales of properties increased by 4.2% from RMB1,462.0 million for the year ended 31 December 2012 to RMB1,523.9 million for the year ended 31 December 2013.

The Group's revenue from sales of properties was generated from sales of wholesale shopping mall units, office and retails units and residential apartments. The GFA and ASP of the respective projects during the year ended 31 December 2013 are set forth below:

	For the year ended 31 December					
	2013			2012		
	GFA Sold	Average selling price (net of business tax) RMB/sq.m.	Turnover (RMB'000)	GFA Sold	Average selling price (net of business tax) RMB/sq.m.	Turnover (RMB'000)
	(sq.m.)	sq.m.	(RMB'000)	(sq.m.)	sq.m.	(RMB'000)
North Hankou Project	50,938	10,731	546,599	119,797	12,112	1,450,954
No. 1 Enterprise Community — Wuhan	51,538	3,730	192,522	3,470	3,197	11,094
Wuhan Salon	78,633	5,360	422,243	—	—	—
Zall Life City — Zall Hupan Haoting Residences	78,741	4,600	362,514	—	—	—
<b>Total</b>	<b>259,850</b>		<b>1,523,878</b>	<b>123,267</b>		<b>1,462,048</b>

# Management Discussion and Analysis

The Group's turnover from sales of properties increased over the year under review mainly due to an increase in the total GFA delivered during 2013. The GFA sold in North Hankou Project was decreased by 57.5% from 119,797 sq.m. for the year ended 31 December 2012 to 50,938 sq.m. for the year ended 31 December 2013. On the contrary, the GFA sold in No. 1 Enterprise Community — Wuhan was increased significantly from 3,470 sq.m. to 51,538 sq.m., due to the completion and delivery of the office buildings in Phase III of the project.

In addition, Wuhan Salon and Zall Life City — Zall Hupan Haoting Residences had the first time contributed revenue of RMB422.2 million and RMB362.5 million respectively, to the Group with a total GFA delivered of 78,633 sq.m. and 78,741 sq.m. respectively.

## Rental income

The Group's rental income increased significantly by 122.1% from RMB19.9 million for the year ended 31 December 2012 to RMB44.1 million for the year ended 31 December 2013. The increase was primarily due to an increase in the number of wholesale shopping mall units in the North Hankou Project retained for leasing.

## Cost of sales

Cost of sales increased by 125.1% from RMB407.0 million for the year ended 31 December 2012 to RMB916.3 million for the year ended 31 December 2013, primarily due to an increase in the sales of properties.

## Gross profit

Gross profit decreased by 38.6% from RMB1,082.9 million for the year ended 31 December 2012 to RMB664.8 million for the year ended 31 December 2013. The Group's gross profit margin was decreased from 72.7% in 2012 to 42.0% in 2013 mainly due to the changes in the combination of the properties delivered during the year. For the year ended 31 December 2012, over 99% of the revenue from sales of properties were contributed by North Hankou Project, of which the gross profit margin of the wholesale shopping mall units are usually maintained at over 70%. However, for the year ended 31 December 2013, only approximately 35.9% of the revenue from sales of properties were contributed by North Hankou Project. The remaining 64.1% of the revenue from sales of properties were contributed by No. 1 Enterprise Community — Wuhan, Wuhan Salon and Zall Life City projects, of which the overall gross profit margin of these projects are a lot lower, comparing to North Hankou Project.





# Management Discussion and Analysis

## Other net loss

For the year ended 31 December 2013, certain non-current assets held for sale were disposed of and a loss on disposal of RMB8.6 million (2012: RMB9.8 million) was incurred.

## Other revenue

For the year ended 31 December 2013, football club related income and government grant income amounting to RMB32.0 million and RMB2.9 million, respectively, were credited to the consolidated statement of profit or loss (2012: RMB5.9 million and RMB50,000, respectively).

## Selling and distribution expenses

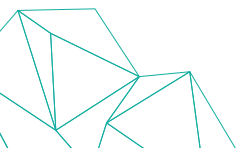
Selling and distribution expenses increased by 119.8% from RMB88.3 million for the year ended 31 December 2012 to RMB194.2 million for the year ended 31 December 2013. The increase was primarily due to an increase of RMB45.6 million in advertising and an increase of RMB47.1 million in promotional campaigns and other expenses related to Zall Football Club.

## Administrative and other expenses

Administrative and other expenses of the Group increased by 18.3% from RMB136.8 million for the year ended 31 December 2012 to RMB161.9 million for the year ended 31 December 2013. The increase was primarily due to (i) an increase of RMB6.4 million in staff related costs resulting from an increase in the number of the Group's administrative and management personnel and an increase in salaries; and (ii) an increase of RMB14.6 million in donation and related expenses.

## Increase in fair value of investment properties and non-current assets classified as held for sale and fair value gain upon transfer of completed properties held for sale to investment properties

The Group holds a portion of properties developed for rental income and/or capital appreciation purposes. The Group's investment properties are revaluated at the end of the respective review period on an open market value or existing use basis by an independent property valuer. For the year ended 31 December 2013, the Group recorded increases in fair value of investment properties and non-current assets classified as held for sale of RMB319.1 million (2012: RMB200.5 million) and fair value gain upon transfer of completed properties held for sale to investment properties of RMB1,423.0 million (2012: RMB496.9 million). The significant increase in fair value of the Group's investment properties during the years ended 31 December 2013 and 2012 reflected a rise in the property price in Wuhan and increased number of wholesale shopping mall units retained for rental purposes over the period under review.



# Management Discussion and Analysis

## Share of profits of joint ventures

Share of profits of joint ventures consisted primarily of share of profit from Wuhan Big World Investment Development Co., Ltd., which reflected the Group's 50% equity interest share of profit of this entity.

## Fair value change on embedded derivative component of the convertible bonds

The Group issued convertible bonds on 19 June 2013 and a gain of RMB12.7 million was recognised in the consolidated statement of profit or loss during the year ended 31 December 2013 on the re-evaluation of the convertible bonds as at 31 December 2013.

## Finance income and costs

For the year ended 31 December 2013, interest income of RMB3.9 million (2012: RMB3.4 million) was credited to the consolidated statement of profit or loss.

For the year ended 31 December 2013, a net finance cost of RMB76.9 million (2012: RMB5.5 million) was charged to the consolidated statement of profit or loss. The increase is mainly attributable to an increase in bank and other borrowings and issuance of the convertible bonds during the year ended 31 December 2013.

## Income tax

Income tax was increased by 82.9% from RMB502.0 million for the year ended 31 December 2012 to RMB918.3 million for the year ended 31 December 2013. The increase was mainly due to an increase in deferred tax. The Group's effective tax rate was increased from 30.0% for the year ended 31 December 2012 to 36.0% for the year ended 31 December 2013.

## Profit for the year

For the year ended 31 December 2013, the Group recorded a net profit of RMB1,629.0 million. Profit attributable to equity shareholders of the Company was RMB1,583.7 million, representing an increase of 37.6% over the amount of RMB1,150.9 million for the year ended 31 December 2012.

## Liquidity and capital resources

As at 31 December 2013, cash and cash equivalents of the Group totalled RMB738.8 million (2012: RMB998.1 million). The Group's cash and cash equivalents consisted primarily of cash on hand and bank balances which were primarily held in RMB denominated accounts with banks in the PRC.



# Management Discussion and Analysis

## Capital expenditure

For the year ended 31 December 2013, the Group's total expenditure in respect of property, plant and equipment and investment properties under development amounted to RMB4.4 million and RMB197.2 million (2012: RMB8.8 million and RMB295.6 million), respectively.

## Bank loans and loans from other financial institutions

As at 31 December 2013, the Group's total long-term and short-term loans totalled RMB5,097.8 million, representing an increase of RMB2,126.1 million over the amount of RMB2,971.7 million as at 31 December 2012. All the loans were denominated in RMB, being the functional currency of the Group.

## Convertible bonds

As at 31 December 2013, the Group had an amount equivalent to RMB608.3 million (2012: RMB Nil) in relation to the convertible bonds issued on 19 June 2013. The principal amount of the convertible bonds outstanding as at 31 December 2013 is USD100 million and the convertible bonds bears an interest rate at 5.5% per annum, with a maturity date on 19 June 2018.

## Net Gearing ratio

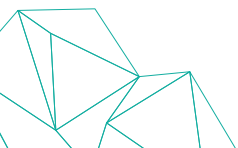
As at 31 December 2013, the net gearing ratio (calculated by dividing total borrowings, net of cash and cash equivalents, restricted cash and short term bank deposits, by total equity attributable to equity shareholders of the Company) of the Group was 69.8% (2012: 37.6%).

## Foreign exchange risk

The Group's sales were primarily denominated in RMB, being the functional currency of the Group's major operating subsidiaries, therefore, the Board expects the future exchange rate fluctuation will not have any material effect on the Group's business. The Group did not use any financial instruments for hedging purpose.

## Charge on assets

As at 31 December 2013, the Group had pledged certain of its assets with a total book value of RMB5,619.4 million (2012: RMB1,680.2 million) for the purpose of securing certain of the Group's bank borrowings. Details of which are set out in note 25 to the consolidated financial statements.



# Management Discussion and Analysis

## Contingent liabilities

In accordance with industrial practice, the Group has made arrangements with various PRC banks to provide mortgage facilities to the purchasers of its pre-sold properties. Pursuant to the terms of the guarantees, if there is default of the mortgage payments by these purchasers, the Group is responsible to repay the outstanding mortgage loans together with any accrued interests and penalties owed by the defaulted purchasers to the banks. The Group's guarantee period commences from the dates of grant of the relevant mortgage loans and ends upon the earlier of the buyers obtained the individual property ownership certificate and the full settlement of mortgage loans by the buyers.

As at 31 December 2013, the guarantees provided to banks in relation to mortgage facilities granted to purchasers of the Group's properties amounted to RMB1,533.4 million (2012: RMB1,575.5 million).

## EMPLOYEES AND REMUNERATION POLICY

As at 31 December 2013, the Group employed a total of 939 full time employees (2012: 842). Compensation for the employees includes basic wages, variable wages, bonuses and other staff benefits. For the year ended 31 December 2013, the employees benefit expenses were RMB50.4 million (2012: RMB41.9 million). The remuneration policy of the Group is to provide remuneration packages, in terms of basic salary, short term bonuses and long term rewards such as options, so as to attract and retain top quality staff. The remuneration committee of the Company reviews such packages annually, or when the occasion requires.

## USE OF PROCEEDS FROM INITIAL PUBLIC OFFERING

The Company's shares were listed on the Main Board of the Stock Exchange in July 2011 and the Company raised net proceeds of HK\$1,449.3 million (equivalent to RMB1,208.8 million) from the initial public offering.

Up to 31 December 2013, the Group had utilized RMB1,015.3 million, representing 84.0% of the net proceeds as follows:

- RMB211.5 million for the construction and/or extension of our wholesale shopping malls and supporting facilities in North Hankou Project;
- RMB60.4 million for the construction of the low rise office building, high rise office tower and service center in No. 1 Enterprise Community – Wuhan;
- RMB272.0 million for the construction of Wuhan Salon (Phase I);

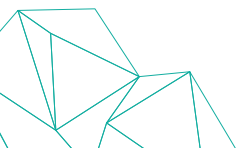




# Management Discussion and Analysis

- RMB60.4 million for the construction of residential projects such as Zall Hupan Haoting Residences and Zall Zhujinyuan Residences;
- RMB290.1 million for the land acquisition and preliminary construction of Northeastern China (Shenyang) International Trade Center, No. 1 Enterprise Community Northeastern China Headquarters Business Park and Northeastern Logistic Enterprise Community; and
- RMB120.9 million for working capital purposes.

Such utilization of the net proceeds was in accordance with the proposed allocations as set out in the section headed “Use of Proceeds” of the prospectus of the Company dated 30 June 2011 (the “Prospectus”) for the Listing. The unutilized portion of the net proceeds is currently held in cash and cash equivalents and it is intended that it will also be applied in a manner consistent with the proposed allocations in the Prospectus.



# Biographical Details of Directors and Senior Management

## EXECUTIVE DIRECTORS

**Mr. Yan Zhi** (閻志), aged 41, is the chairman of the Board, the chief executive officer of the Company, an executive Director and the founder of the Group. He is primarily responsible for the formulation of our overall business and investment strategies, as well as supervising our project planning, business and operation management. He has approximately nine years of experience in the commercial property and wholesale shopping mall industries, as well as approximately 18 years of experience in the advertising and media industry and business management. Mr. Yan has been appointed as a non-executive director and the chairman of the board of directors of CIG Yangtze Ports PLC, a company listed on the GEM Board of the Stock Exchange (Stock code: 8233), since 21 November 2011.

Mr. Yan received a master's degree in business administration for senior executives from Wuhan University (武漢大學) in February 2008 and his executive master of business administration degree at Cheung Kong Graduate School of Management (長江商學院) in 2013.

Mr. Yan was appointed as a Director on 16 December 2010 and was re-designated as an executive Director on 20 June 2011.

**Mr. Cui Jinfeng** (崔錦鋒), aged 35, was appointed as an executive Director on 20 June 2011. He joined the Group in July 2005 and is primarily responsible for the overall day-to-day management of our projects outside Hubei Province. Mr. Cui has over nine years of experience in the wholesale market and commercial property industries. Mr. Cui received a diploma in motor vehicle manufacturing and maintenance from Jiangnan University (江漢大學) in June 2000. Mr. Cui is currently studying for his master's degree in business administration at The Chinese University of Hong Kong.

**Mr. Fang Li** (方黎), aged 40, was appointed as an executive Director on 20 June 2011. He is the general manager of the Group's Wuhan Salon project. He joined the Group in June 2003 and is primarily responsible for the development of our business and the designing of our projects. Mr. Fang has over 13 years of experience in the media and advertising industry and real estate marketing. Mr. Fang received a graduate certificate in Chinese language and literature education from Hubei University of Education (湖北第二師範學院) (formerly known as Hubei Education College (湖北教育學院)) in June 1999. Mr. Fang completed an advanced course for business executives at Wuhan University (武漢大學) in June 2010 and is currently studying for his master's degree in business administration at Wuhan University.

**Ms. Wang Danli** (王丹莉), aged 36, was appointed as an executive Director on 20 June 2011. Ms. Wang joined the Group in June 2010 as an assistant to our chief executive officer, and is primarily responsible for our corporate finance, investor relations and legal affairs. Ms. Wang has over 13 years of experience in equity financing, financial management, merger and acquisition and asset management. Prior to joining the Group, Ms. Wang was an assistant general manager in the investment banking department of Changjiang Financing Services Co., Ltd. (長江證券承銷保薦有限公司) since July 1999, focusing on corporate finance transactions and other financial and compliance advisory matters. Ms. Wang received a bachelor's degree in engineering from Shanghai Jiao Tong University (上海交通大學) in July 1999 and a diploma in finance from Wuhan University (武漢大學) in June 2003. She also obtained a certificate of qualification for securities underwriting and issuance from Securities Association of China (中國證券業協會) in September 2007 and a master degree at CEIBS (中歐國際工商學院) in 2013.



# Biographical Details of Directors and Senior Management

## NON-EXECUTIVE DIRECTOR

**Mr. Fu Gaochao** (傅高潮), aged 58, was appointed as a non-executive Director on 20 June 2011. He is the chairman of the supervisory committee of Zall Development (Wuhan) Co., Ltd.. Mr. Fu joined the Group in 1998 and has over nine years of experience in the commercial property and wholesale shopping mall industries, as well as experience in the news media industry. Mr. Fu received a diploma in business administration from Huazhong University of Technology (華中理工大學) (currently known as Huazhong University of Science and Technology (華中科技大學)) in 1993. Mr. Fu received an advanced business administration certificate (高級經營師資格證書) from Hubei Province Labour Bureau (湖北省勞動廳) in December 1999.

## INDEPENDENT NON-EXECUTIVE DIRECTORS

**Ms. Yang Qiongzen** (楊瓊珍), aged 50, was appointed as an independent non-executive Director on 20 June 2011. Ms. Yang has approximately 13 years of experience in corporate legal affairs. In March 2001, she co-founded Hubei Zhonghexin Law Firm (湖北中和信律師事務所) and has been serving as a partner from March 2001 to present. From December 2002 to November 2006, Ms. Yang was the secretary-general of the Economic Law Committee of Hubei Lawyers Association (湖北省律師協會經濟法委員會). Ms. Yang received a bachelor's degree in law from Zhongnan University of Economics and Law (中南財經政法大學) in July 1984 and a master's degree in law from Wuhan University (武漢大學) in July 1987.

**Mr. Cheung Ka Fai** (張家輝), aged 39, was appointed as an independent non-executive Director on 20 June 2011. Mr. Cheung has over 16 years of experience in auditing, accounting and finance. Prior to joining the Group, Mr. Cheung worked as an auditor at Deloitte Touche Tohmatsu and served as the financial controller and company secretary of two companies listed on the Growth Enterprise Market ("GEM") Board of the Stock Exchange. Mr. Cheung was the chief financial officer and company secretary of Huscoke Resources Holdings Limited, a company listed on the Main Board of the Stock Exchange from June 2008 to July 2012 and an executive director of Huscoke Resources Holdings Limited from October 2009 to July 2012. He has been serving as the chief financial officer of Bonjour Holdings Limited, a company listed on the Main Board of the Stock Exchange from August 2012 to present. Mr. Cheung is an associate member of the Hong Kong Institute of Certified Public Accountants and a fellow of the Association of Chartered Certified Accountants. He obtained a bachelor's degree in accountancy from the Hong Kong Polytechnic University in November 1997 and a master's degree in business administration from the University of Bradford in January 2008.

**Mr. Peng Chi** (彭池), aged 51, was appointed as an independent non-executive Director on 20 June 2011. Mr. Peng has over 15 years of experience in real estate development and management of large-scale infrastructure constructions. From May 1999 to present, Mr. Peng has been serving as a director of Ramada Hotel Xiamen Co., Ltd. (廈門長升大酒店有限公司). From July 2001 to March 2004, he was a director of Xiamen Rong Tai Real Estate Development Co., Ltd. (廈門榮泰房地產開發有限公司). From May 2004 to December 2006, Mr. Peng was the general manager of Hubei Jingdong Highway Construction and Development Co., Ltd. (湖北荊東高速公路建設開發有限公司). From May 2004 to present, Mr. Peng has been serving as a director of Wuhan Tianshi Property Development Co., Ltd. (武漢市天時物業發展有限責任公司). From January 2008 to present, Mr. Peng has been serving as a director of Hubei E'dong Yangtze River Highway Bridge Co., Ltd. (湖北鄂東長江公路大橋有限公司). Mr. Peng obtained a bachelor's degree in history and literature from Hubei University (湖北大學) in July 1984.



# Biographical Details of Directors and Senior Management

## SENIOR MANAGEMENT

**Mr. Fung Che Wai Anthony** (馮志偉), aged 45, is our chief financial officer and company secretary. Mr. Fung joined the Group in January 2011 and is primarily responsible for the financial management and investor relations of our Company. Mr. Fung has over 21 years of experience in auditing, advisory accounting and financial management. From August 1992 to September 1999, he worked for Deloitte Touche Tohmatsu, with his last designation as an audit manager. From October 1999 to August 2007, Mr. Fung served as a director of Winsmart Consultants Limited, a financial consulting company. From August 2007 to December 2007, he served as the financial controller of corporate finance and development of China Eagle Management Limited, a subsidiary of Gome Electrical Appliances Holding Limited, a company listed on the Main Board of the Stock Exchange. From January 2008 to August 2010, Mr. Fung was the vice president responsible for investor relations of NagaCorp Limited, a company listed on the Main Board of the Stock Exchange. Mr. Fung is a fellow of the Hong Kong Institute of Certified Public Accountants and the Association of Chartered Certified Accountants. He graduated from Hong Kong Polytechnic University with a bachelor's degree in accounting in 1992.

**Mr. Tian Xudong** (田旭東), aged 42, is the deputy chief executive officer of Zall Development (Wuhan) Co., Ltd.. Mr. Tian joined the Group in January 2007 and is primarily responsible for the auctioning and purchasing of land for our Group and management of the initial stages of development of our projects. Mr. Tian has over nine years of experience in the real estate development industry and approximately seven years of experience working for the PRC government. Mr. Tian received a diploma in economic management from the Party School of the Central Committee of C.P.C. (中共中央黨校) in December 1997 and a diploma in business administration from Wuhan University (武漢大學) in December 2003. He is currently studying for an executive master of business administration degree at Huazhong University of Science and Technology (華科技大學).

**Ms. Liu Qin** (劉琴), aged 45, is an assistant to our chief executive officer. Ms. Liu joined the Group in 2007 and is responsible for the human resources and administration of our Group. Ms. Liu has over 13 years of experience in real estate sales, human resources management and administrative management. Ms. Liu graduated from Wuhan Radio and TV University (武漢市廣播電視大學) with a diploma in economic management. Ms. Liu is currently studying for an executive master of business administration degree at Tsinghua University (清華大學). Ms. Liu has been appointed as an executive director of CIG Yangtze Ports PLC, a company listed on the GEM Board of the Stock Exchange, since 21 November 2011.

**Mr. An Shenglong** (安升龍), aged 46, is an assistant to our chief executive officer. Mr. An is primarily responsible for the financial and operational management of our Shenyang project. Mr. An has approximately eight years of experience in real estate, financial management, project management and hotel management. He joined the Group in August 2008 as the general manager of Wuhan Eastern Zall Properties Co., Ltd. and has held various positions within our Group, including the head of the finance and engineering departments of Zall Development (Wuhan) Co., Ltd.. From July 2003 to June 2005, he was the general manager of Ramada Hotel Xiamen Co., Ltd. (廈門長升大酒店有限公司). Mr. An received a bachelor's degree in economics from Zhongnan University of Economics and Law (中南財經政法大學) in July 1989.

**Mr. Li Bin** (李斌), aged 43, is the deputy general manager of North Hankou Group Co., Ltd.. Mr. Li is currently responsible for the day-to-day operational management and property management of our North Hankou Project. Mr. Li has over 14 years of experience in property management and market management. Mr. Li joined the Group in July 2007 as the general manager of Wuhan North Hankou Market Management Co., Ltd. and has held various positions within our Group. From May 1999 to June 2007, Mr. Li was manager of the property management department of Meijia Property Management (Wuhan) Co., Ltd. (美佳物業管理(深圳)有限公司武漢分公司). Mr. Li received a diploma in Chinese language and literature education from Hubei University (湖北大學) in 1995.

## Biographical Details of Directors and Senior Management

**Mr. Tian Hu** (田虎), aged 44, is the general manager of the decoration works department of Zall Development (Wuhan) Co., Ltd.. Mr. Tian is primarily responsible for the construction and decoration of our North Hankou Project and No.1 Enterprise Community. Mr. Tian has approximately twelve years of experience in engineering management and project decoration management. He joined the Group in June 2006 as the head of the decoration works department of Zall Development (Wuhan) Co., Ltd.. From October 2005 to March 2006, Mr. Tian was the general manager of Shenzhen Jiayin Decoration Co., Ltd. (Wuhan Branch) (深圳嘉音裝飾公司武漢分公司). Mr. Tian received a diploma in industrial arts from Jiangnan University (江漢大學) in July 1992.

**Mr. Cao Tianbin** (曹天斌), aged 45, is the general manager of our marketing department. Mr. Cao is primarily responsible for the overall marketing and promotion of our Changsha project. Mr. Cao has approximately six years of experience in the wholesale market and investment management industries, and has over 17 years of experience in the operational management of commercial projects. He joined us in August 2008 as the general manager of the merchandising department of North Hankou Group Co., Ltd. and has also been the assistant general manager of North Hankou Market Management Co., Ltd. since October 2009. Prior to joining the Group in August 2008, he was the vice general manager of Wuhan Wenhua Printing Co., Ltd. (武漢文華印務有限公司) from August 1996 to July 2008. Mr. Cao received a diploma in mechanical and electrical engineering from Lanzhou University of Technology (蘭州理工大學) (formerly known as Gansu University of Industry (甘肅工業大學)) in July 1991 and a master's degree in finance from Zhongnan University of Economics and Law (中南財經政法大學) in December 2001.

Save as disclosed in the section headed "Biographical Details of Directors and Senior Management" in this annual report, there was no change to any of the information required to be disclosed in relation to any Director pursuant to paragraphs (a) to (e) and (g) of rule 13.51(2) of the Listing Rules since the Listing Date.





# Report of the Directors

The Board is pleased to present the annual report and the audited financial statements of the Group for the year ended 31 December 2013.

## GENERAL INFORMATION

The Company was incorporated in the Cayman Islands on 22 September 2010 as an exempted company with limited liability under the Companies Law, Cap. 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands.

## PRINCIPAL ACTIVITIES

The principal activity of the Company is investment holding. Details of the principal activities of its subsidiaries are set out in note 15 to the financial statements. There were no significant changes in the nature of the Group's principal activities during the year under review.

## RESULTS AND DISTRIBUTION

The profit of the Group for the year ended 31 December 2013 are set out in the consolidated statement of profit or loss on page 51.

The Board does not recommend the payment of a final dividend for the year ended 31 December 2013.

There is no arrangement under which a shareholder of the Company has waived or agreed to waive any dividend.

## FINANCIAL STATEMENTS

The profit of the Group for the year ended 31 December 2013 and the state of the Company's and the Group's affairs as at that date are set out on pages 51 to 56.

## RESERVES

Movements in the reserves of the Group during the year ended 31 December 2013 is set out on page 57.



# Report of the Directors

## DISTRIBUTABLE RESERVES

As at 31 December 2013, the Company's reserves available for distribution, calculated in accordance with the Companies Law, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands, amounted to approximately RMB1,182,494,000 (2012: RMB1,184,812,000). It represents the Company's share premium account of approximately RMB1,179,689,000 (2012: RMB1,179,689,000) and retained earnings of approximately RMB2,805,000 (2012: RMB5,123,000) in aggregate as at 31 December 2013, which may be distributed provided that immediately following the date on which the dividend is proposed to be distributed, the Company will be in a position to pay off its debts as and when they fall due in the ordinary course of business.

## SHARE CAPITAL

Changes in share capital of the Company for the year ended 31 December 2013 and as at that date are set out in note 30 to the financial statements.

## PRE-EMPTIVE RIGHTS

There is no provision for pre-emptive rights under the articles of association of the Company (the "Articles") or the laws of Cayman Islands, which would oblige the Company to offer new shares to existing shareholders on a pro-rata basis.

## SHARE OPTION SCHEME

Pursuant to the sole shareholder's resolutions of the Company on 20 June 2011, the Company has adopted a Share Option Scheme and a Pre-IPO Share Option Scheme for the purpose of providing incentives and rewards to eligible participants who contribute to the success of the Group's operations.

### A. Share Option Scheme

The following is a summary of the principal terms of the Share Option Scheme:

#### 1. Purpose of the Share Option Scheme

The Share Option Scheme is established to recognize and acknowledge the contributions of the Eligible Participants (as defined in paragraph 2 below) had or may have made to the Group. The Share Option Scheme will provide the Eligible Participants (as defined below) an opportunity to have a personal stake in the Company with the view to achieving the following objectives:

- (i) motivate the Eligible Participants to optimize their performance efficiency for the benefit of the Group; and
- (ii) attract and retain or otherwise maintain on-going business relationship with the Eligible Participants whose contributions are or will be beneficial to the long-term growth of the Group.



## 2. Participants of the Share Option Scheme

The Board may, at its discretion, offer to grant an option to the following persons (collectively, the “Eligible Participants”) to subscribe for such number of new shares as the Board may determine:

- (i) any full-time or part-time employees, executives or officers of the Company or any of its subsidiaries;
- (ii) any directors (including non-executive directors and independent non-executive Directors) of the Company or any of its subsidiaries; and
- (iii) any advisors, consultants, suppliers, customers, agents and such other persons who in the sole opinion of the Board will contribute or have contributed to the Company or any of its subsidiaries.

## 3. Total number of shares available for issue under the Share Option Scheme

The maximum number of shares which maybe issued upon exercise of options which may be granted under the Share Option Scheme shall not in aggregate exceed 350,000,000 shares.

## 4. Maximum entitlement of each participant under the Share Option Scheme

The total number of shares issued and which may fall to be issued upon exercise of the options granted under the Share Option Scheme and any other share option schemes of the Company (including both exercised and outstanding options) to each Eligible Participant in any 12-month period up to the date of grant shall not exceed 1% of the shares in issue as at the date of grant. Any further grant of options in excess of this 1% limit shall be subject to:

- (i) the issue of a circular by the Company containing the identity of the Eligible Participant, the numbers of and terms of the options to be granted (and options previously granted to such participant) the information as required under Rules 17.02(2)(d) and the disclaimer required under 17.02(4) of the Rules Governing the Listing of Securities on the Stock Exchange (the “Listing Rules”); and
- (ii) the approval of the shareholders in general meeting and/or other requirements prescribed under the Listing Rules from time to time with such Eligible Participant and his associates (as defined in the Listing Rules) abstaining from voting.

## 5. The period within which the shares must be exercised under the Share Option Scheme

An option may be exercised at any time during a period to be determined and notified by the Directors to each grantee, but shall not be more than 10 years from the date of grant of options subject to the provisions for early termination set out in the Share Option Scheme.

## 6. The minimum period for which an option must be held before it can be exercised

There is no minimum period for which an option granted must be held before it can be exercised except otherwise imposed by the Directors.

## 7. The amount payable on application or acceptance of the option and the period within which payments or calls must or may be made, or loans for such purposes must be paid

Options granted must be taken up within 21 days of the date of offer, upon payment of HK\$1 per grant.



# Report of the Directors

## 8. The basis of determining the exercise price

The exercise price shall be determined by the Board but shall not be less than the highest of (i) the closing price of the ordinary shares as stated in the Stock Exchange's daily quotation sheets on the date of grant of options, which must be a trading day, (ii) the average closing price of the ordinary shares as stated in the Stock Exchange's daily quotation sheets for the five business days immediately preceding the date of grant of options; and (iii) the nominal value of an ordinary share.

## 9. The remaining life of the Share Option Scheme

It will remain in force for a period of 10 years, commencing on 20 June 2011.

Since the adoption of the Share Option Scheme and up to 31 December 2013, no options had been granted under the Share Option Scheme.

## B. Pre-IPO Share Option Scheme

The following is a summary of the principal terms of the Pre-IPO Share Option Scheme:

### 1. Purpose of the Pre-IPO Share Option Scheme

The Pre-IPO Share Option Scheme is established to recognize the contribution the Pre-IPO Eligible Participants (as defined in paragraph 2 below) have or may have made to the Group. The Pre-IPO Share Option Scheme will provide the Pre-IPO Eligible Participants (as defined below) an opportunity to have a personal stake in the Company with the view to achieving the following objectives:

- (i) motivate the Pre-IPO Eligible Participants to optimize their performance efficiency for the benefit of the Group; and
- (ii) attract and retain or otherwise maintain relationship with the Pre-IPO Eligible Participants whose contributions are or will be beneficial to the long-term growth of the Group.

### 2. Participants of the Pre-IPO Share Option Scheme

The Board may, at its discretion, offer to grant an option to the following persons (collectively the "Pre-IPO Eligible Participants") to subscribe for such number of new shares as the Board may determine:

- (i) any full-time employees, executives or officers (including executive, non-executive and independent non-executive Directors) of the Company; or
- (ii) any full-time employees of any subsidiaries of the Company of the level of manager or above; or
- (iii) other full-time employees of the Company or any of the subsidiaries who have been in employment with the Group for over 3 years from the date of the adoption of the Pre-IPO Share Option Scheme who, in the sole opinion of the Board, will contribute or have contributed to the Company and/or any of the subsidiaries or persons who, in the sole opinion of the Board, have made past contribution to the development of the Company and/or any of the subsidiaries.



# Report of the Directors

- The total number of shares available for issue under the Pre-IPO Share Option Scheme is 29,452,500 shares as at 31 December 2013 and no further option could be granted under the Pre-IPO Share Option Scheme.
- The total number of shares available for issue granted under the Pre-IPO Share Option Scheme on 20 June 2011 was 29,750,000 shares. Details of the options not yet exercised as at 31 December 2013 are as follows:

Grantee and position	Number of options cancelled/ lapsed/ exercised during the year ended 31 December 2013	Number of options not yet exercised on 31 December 2013	Approximate percentage of shareholding upon fully exercise of share options
<b>Directors</b>			
Yan Zhi (閻志)	—	14,875,000	0.4214%
Cui Jinfeng (崔錦鋒)	—	1,487,500	0.0421%
Fang Li (方黎)	—	1,190,000	0.0337%
Wang Danli (王丹莉)	—	1,338,750	0.0379%
Fu Gaochao (傅高潮)	—	1,487,500	0.0421%
<b>Senior Management and/or other employees of the Group</b>			
Tian Xudong (田旭東)	—	1,190,000	0.0337%
Liu Qin (劉琴)	—	892,500	0.0253%
Li Bin (李斌)	—	788,375	0.0223%
Cao Tianbin (曹天斌)	—	788,375	0.0223%
An Shenglong (安升龍)	—	714,000	0.0202%
Tian Hu (田虎)	—	714,000	0.0202%
Min Xueqin (閻雪琴)	—	714,000	0.0202%
Zhang Jing (張晶)	—	446,250	0.0126%
Zhang Xuefei (張雪飛)	—	446,250	0.0126%
Huang Xuan (黃萱)	—	446,250	0.0126%
Zeng Yu (曾宇)	—	446,250	0.0126%
Ming Hanhua (明漢華)	—	297,500	0.0084%
Peng Jing (彭璟)	—	297,500	0.0084%
Liu Hong (劉虹)	—	297,500	0.0084%
Ding Sheng (丁勝)	—	297,500	0.0084%
Peng Tao (彭濤)	—	297,500	0.0084%
<b>Total</b>	—	<b>29,452,500</b>	<b>0.8415%</b>



# Report of the Directors

## 5. The period within which the shares must be exercised under Pre-IPO Share Option Scheme:

Exercise Period	Number of Options Exercisable
From 13 July 2011 (the "Listing Date") to the 5th anniversary of the Listing Date	Up to 10% of the total number of options granted
From the 1st anniversary of the Listing Date to the 5th anniversary of the Listing Date	Up to 15% of the total number of options granted
From the 2nd anniversary of the Listing Date to the 5th anniversary of the Listing Date	Up to 20% of the total number of options granted
From the 3rd anniversary of the Listing Date to the 5th anniversary of the Listing Date	Up to 25% of the total number of options granted
From the 4th anniversary of the Listing Date to the 5th anniversary of the Listing Date	Up to 30% of the total number of options granted

## 6. The subscription price of a share in respect of any particular option granted under the Pre-IPO Share Option Scheme shall be at a price of HK\$0.871 per share.

## MAJOR SUPPLIERS AND CUSTOMERS

During the year under review, the aggregate sales attributable to the Group's five largest customers comprised approximately 3.1% (2012: 1.6%) of the Group's total sales and the sales attributable to the Group's largest customer were approximately 0.8% (2012: 0.4%) of the Group's total sales.

The aggregate purchases during the year under review attributable to the Group's five largest suppliers were approximately 34.4% (2012: 55.4%) of the Group's total purchases; and the purchases attributable to the Group's largest supplier were approximately 11.7% (2012: 20.0%) of the Group's total purchases. Purchases of the Group include purchases which are required on a regular basis to enable the Group to continue to supply its customers. Accordingly, purchases include, but not limited to, land purchased from the government and the cost of construction materials.

To the best of the knowledge of the Directors, none of the directors, their associates or substantial shareholders owns more than 5% of the Company's issued share capital nor had any interest in the share capital of any of the five largest customers and suppliers of the Group.



## **BANK LOANS AND LOANS FROM OTHER FINANCIAL INSTITUTIONS**

Particulars of bank loans and loans from other financial institutions of the Group as at 31 December 2013 are set out in note 25 to the financial statements.

## **DONATIONS**

Charitable and other donations made by the Group during the year under review amounted to approximately RMB17,091,000 (2012: RMB2,453,000).

## **PROPERTY, PLANT AND EQUIPMENT**

Details of the movements in property, plant and equipment of the Group during the year are set out in note 11 to the financial statements.

## **INVESTMENT PROPERTIES, PROPERTIES UNDER DEVELOPMENT, COMPLETED PROPERTIES HELD FOR SALE AND NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE**

Details of the movements in the investment properties of the Group during the year are set out in note 12 to the financial statements. Particulars of investment properties, properties under development, completed properties held for sale and non-current assets classified as held for sale are shown under the section of “Major Properties Information” on the pages 137 to 139.

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

During the year ended 31 December 2013, neither the Company nor its subsidiaries has purchased, sold or redeemed any of the Company's listed securities.



# Report of the Directors

## DIRECTORS

The directors during the year and up to the date of this report are:

*Executive Directors:*

Mr. Yan Zhi (*Chairman*)

Mr. Cui Jinfeng

Mr. Fang Li

Ms. Wang Danli

*Non-executive Director:*

Mr. Fu Gaochao

*Independent non-executive Directors:*

Ms. Yang Qiongzhen

Mr. Cheung Ka Fai

Mr. Peng Chi

In accordance with article 84 of the Articles, Mr. Yan Zhi, Mr. Cui Jinfeng and Mr. Peng Chi, will retire from the office of Director by rotation and, being eligible, offer themselves for re-election at the forthcoming AGM.

## DIRECTORS' SERVICE CONTRACTS

Each of the executive Directors and non-executive Director has entered into a service contract with the Company for a term of three years commencing from 13 July 2011, which may be terminated by not less than three months' notice in writing served by either party on the other. Each independent non-executive Director has entered into an appointment letter with the Company for a term of three years commencing from the date of Listing Date, which may be terminated by not less than three months' notice in writing served by either party on the other.

None of the Directors being proposed for re-election at the forthcoming AGM has a service contract with any member of the Group which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

## CONFIRMATION OF INDEPENDENCE

The Company has received from each of the independent non-executive Directors an annual confirmation of their independence pursuant to Rule 3.13 of the Listing Rules and considers all the independent non-executive Directors to be independent.



## DIRECTORS' REMUNERATION

The Remuneration Committee considers and recommends to the Board the remuneration and other benefits paid by the Company to the Directors. The remuneration of all Directors is subject to regular monitoring by the Remuneration Committee to ensure that the levels of their remuneration and compensation are appropriate. Details of Directors' remuneration are set out in note 7 to the financial statements.

## DIRECTORS' AND SENIOR MANAGEMENT'S BIOGRAPHIES

Biographical details of the directors of the Company and the senior management of the Group are set out on pages 21 to 24.

## DIRECTORS' INTERESTS IN CONTRACTS OF SIGNIFICANCE

Save as disclosed in note 34 to the financial statements, there was no contract of significance in relation to the Group's business to which the Company or any of its subsidiaries was a party to and in which a Director has a material interest in, whether directly or indirectly, and subsisted at the end of the financial year under review or at any time during the financial year under review.

## DIRECTORS' INTERESTS IN COMPETING BUSINESS

None of the Directors held any interests in any competing business against the Company or any of its jointly controlled entities and subsidiaries for the year ended 31 December 2013.

## DIRECTORS' RIGHTS TO PURCHASE SHARES OR DEBENTURES

At no time during the year under review were rights to acquire benefits by means of the acquisition of shares in or debentures of the Company granted to any Director or their respective spouse or minor children, or were any such rights exercised by them; or was the Company, its holding company, or any of its subsidiaries or fellow subsidiaries a party to any arrangement to enable the Directors to acquire such rights in any other body corporate.



# Report of the Directors

## INTERESTS AND SHORT POSITIONS OF THE DIRECTORS AND CHIEF EXECUTIVE OF THE COMPANY IN THE SHARES, UNDERLYING SHARES AND DEBENTURES

As at 31 December 2013, the interests or short positions of each Director and chief executive in the shares, underlying shares or debentures of the Company or its any associated corporation (within the meaning of Part XV of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) ("SFO")) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which are being taken or deemed to have taken under such provision of the SFO); or were required pursuant to Section 352 of the SFO to be entered in the register referred to therein; or were required pursuant to the Model Code for Securities Transactions by Directors of the Company (the "Model Code") as set out in the Listing Rules to be notified to the Company and the Stock Exchange were as follows:

### (1) Interests in shares of the Company

Name of director	Nature of interest	Number of ordinary shares in the Company	Approximate percentage of shareholding*
Yan Zhi (Note)	Interest of a controlled corporation	2,975,000,000	85%

Note: The 2,975,000,000 Shares are held by Zall Development Investment Company Limited, a company which is wholly owned by Yan Zhi.

\* The percentage represents the number of ordinary shares interested divided by the number of the Company's issued shares as at 31 December 2013.

### (2) Interests in underlying shares of the Company

Name of director	Nature of interest	Exercised/lapsed/cancelled share options from 1 January 2013 to 31 December 2013	Number of share options outstanding as at 31 December 2013	Approximate percentage of shareholding upon fully exercise of share options*
Yan Zhi	Beneficial owner	—	14,875,000	0.4214%
Cui Jinfeng	Beneficial owner	—	1,487,500	0.0421%
Fang Li	Beneficial owner	—	1,190,000	0.0337%
Wang Danli	Beneficial owner	—	1,338,750	0.0379%
Fu Gaochao	Beneficial owner	—	1,487,500	0.0421%

Note: Details of the above share options as required by the Listing Rules have been disclosed in the above paragraph headed "Share Option Scheme".

\* The percentage represents the number of underlying shares interested divided by the enlarged issued share capital assuming the relevant share options are exercised.



# Report of the Directors

Save as disclosed above, as at 31 December 2013, none of the directors or chief executive of the Company and their respective associates had or was deemed to have any interests or short positions in the shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be maintained under section 352 of Part XV of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code.

## SUBSTANTIAL SHAREHOLDERS

So far as is known to any Director, as at 31 December 2013, the following persons, other than a Director or chief executive of the Company, had or deemed or taken to have an interest or short position in the shares or underlying shares of the Company would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company under Section 336 of the SFO:

Name	Nature of interest	Number of shares or underlying shares held	Percentage of shareholding <sup>(3)</sup>
Zall Development Investment Company Limited	Beneficial owner	2,975,000,000 <sup>(1)</sup>	85%
PAG Holdings Limited	Deemed interest in controlled corporation	252,073,119 <sup>(2)</sup>	7.2%
Pacific Alliance Group Limited	Deemed interest in controlled corporation	252,073,119 <sup>(2)</sup>	7.2%
Pacific Alliance Investment Management Limited	Deemed interest in controlled corporation	252,073,119 <sup>(2)</sup>	7.2%
Pacific Alliance Group Asset Management Limited	Deemed interest in controlled corporation	252,073,119 <sup>(2)</sup>	7.2%
Pacific Alliance Asia Opportunity Fund L.P.	Beneficial owner	252,073,119 <sup>(2)</sup>	7.2%

Notes:

- (1) Zall Development Investment Company Limited is wholly owned by Yan Zhi.
- (2) Pacific Alliance Group Asset Management Limited is the general partner of Pacific Alliance Asia Opportunity Fund L.P.. Pacific Alliance Group Asset Management Limited is wholly owned by Pacific Alliance Investment Management Limited which in turn is owned as to 90% by Pacific Alliance Group Limited, which in turn is owned as to 99.17% by PAG Holdings Limited. Accordingly, each of Pacific Alliance Group Asset Management Limited, Pacific Alliance Investment Management Limited, Pacific Alliance Group Limited and PAG Holdings Limited is deemed to be interested in an aggregate of 252,073,119 shares held by Pacific Alliance Asia Opportunity Fund L.P.. These are the shares which may be issued upon full exercise by Pacific Alliance Asia Opportunity Fund L.P. of the conversion rights attached to the convertible bonds held by Pacific Alliance Asia Opportunity Fund L.P.. Further details of the convertible bonds are set out in note 27 to the consolidated financial statements to this annual report.
- (3) The percentage represents the number of ordinary shares interested divided by the number of the Company's issued shares as at 31 December 2013.

# Report of the Directors

Save as disclosed above, as at 31 December 2013, the Company had not been notified by any person, other than a Director or chief executive of the Company, who had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company under section 336 of the SFO.

## SUFFICIENCY OF PUBLIC FLOAT

The Stock Exchange has exercised its discretion under Rule 8.08(1)(d) of the Listing Rules to accept a lower public float percentage of the Company of 15% and the Company, based on the information available to the Company and to the knowledge of the Directors, confirmed sufficiency of public float at the date of this report.

## RETIREMENT BENEFIT PLANS

The Group operates a Mandatory Provident Fund Scheme (“the MPF scheme”) under the Hong Kong Mandatory Provident Fund Schemes Ordinance for employees employed under the jurisdiction of the Hong Kong Employment Ordinance. The MPF scheme is a defined contribution retirement plan administered by independent trustees. Under the MPF scheme, the employer and its employees are each required to make contributions to the plan at 5% of the employees’ relevant income, subject to a cap of monthly relevant income of HK\$25,000. Contributions to the plan vest immediately.

As stipulated by the regulations of the PRC, the Group participates in various defined contribution retirement plans organised by municipal and provincial governments for its employees. The Group is required to make contributions to the retirement plans at 20% of the salaries, bonuses and certain allowances of the employees. A member of the plan is entitled to a pension equal to a fixed proportion of the salary prevailing at the member’s retirement date. The Group has no other material obligation for the payment of pension benefits associated with these plans beyond the annual contributions described above.

For the year ended 31 December 2013, the Group’s total contributions to the retirement schemes charged in the consolidated income statement amounted to approximately RMB6.6 million (2012: approximately RMB4.9 million).



## CONNECTED TRANSACTIONS

During the year ended 31 December 2013, the Group entered into the below connected transactions with its connected persons:

### (a) Lease agreement with Zall Holding Co., Ltd. (“Zall Holding”) (卓爾控股有限公司)

On 23 June 2011, Zall Holding entered into a property lease agreement (the “Lease Agreement”) with North Hankou Group Co., Ltd. (“North Hankou Group”) (漢口北集團有限公司), a subsidiary of the Company, pursuant to which Zall Holding agreed to lease from North Hankou Group a property situated at 4/F, No. 1A building, 1# Chutian Avenue, Panlongcheng Economic Development Zone, Wuhan, with a total GFA of approximately 50 square meters for office use. The Lease Agreement has a term of three years commencing from 1 January 2011 to 31 December 2013 at an annual rent (exclusive of rates and utilities charges) of RMB12,000 for each of the three years ending 31 December 2011, 2012 and 2013. For the year ended 31 December 2013, the aggregate amount of rent paid by Zall Holding to North Hankou Group amounted to RMB12,000 (2012: RMB12,000).

Zall Holding is owned as to 95% by Mr. Yan Zhi, one of the Company’s controlling shareholders, and is a connected person of the Company for the purpose of the Listing Rules. The transaction under the Lease Agreement constitutes a continuing connected transaction for the Company under Chapter 14A of the Listing Rules. Since each of the percentage ratios for the transaction is less than 0.1%, the transaction is exempted from the reporting, annual review, announcement and independent shareholders’ approval requirements applicable under Chapter 14A of the Listing Rules as it falls within the de minimis threshold under Rule 14A.33 of the Listing Rules.

The rent received from Zall Holding under the Lease Agreement was determined on an arm’s length basis and reflected the prevailing market rent at that time. The Lease Agreement was entered into on normal commercial terms. The rent payable under the Lease Agreement is to be reviewed every three years, taking into account the market conditions and the prevailing market rent at the relevant time and no less favorable than that offered to independent third parties.

### (b) Sub-license agreement with CIG Yangtze Ports PLC (“CIG”)

On 4 October 2013, Zall Development (HK) Holding Company Limited (“Zall HK”), a subsidiary of the Company, entered into a sub-license agreement (the “Sub-license Agreement”) with CIG, pursuant to which CIG agreed to sub-lease from Zall HK the office premises situated at Suite 1606, 16th floor of Two Exchange Square, Central, Hong Kong for the period from 9 October 2013 to 31 May 2016 at a monthly sub-license fee of HK\$34,402. The total amount of the sub-license fee for the year ended 31 December 2013 was HK\$103,206 (equivalent to approximately RMB82,000).

CIG is owned as to 74.97% by Mr. Yan Zhi, one of the Company’s controlling shareholders, and is a connected person of the Company for the purpose of the Listing Rules. The transaction under the Sub-license Agreement constitutes a continuing connected transaction for the Company under Chapter 14A of the Listing Rules. Since each of the percentage ratios for the transaction is less than 0.1%, the transaction is exempted from the reporting, annual review, announcement and independent shareholders’ approval requirements applicable under Chapter 14A of the Listing Rules as it falls within the de minimis threshold under Rule 14A.33 of the Listing Rules.



# Report of the Directors

The sub-license fee received from CIG under the Sub-license Agreement was determined on an arm's length basis and reflected the prevailing market rent at that time. The Sub-license Agreement was entered into on normal commercial terms or on terms no less favorable to the Group than terms available to or from independent third parties.

## (c) Disposal of a subsidiary of the Company to Zall Holding (the "Disposal")

On 1st July 2013, Zall Investment Group Co., Ltd. ("Zall Investment Group") (卓爾投資集團有限公司), a subsidiary of the Company, disposed of its entire equity interest in Wuhan Zall Center Investment Co., Ltd. ("Zall Center Investment") (武漢卓爾中心投資有限公司) to Zall Holding, at a consideration of RMB30,196,000. Zall Center Investment was an investment holding company wholly owned by Zall Investment Group and was engaged in property development and sales of properties in the PRC, which had possessed the land use right of a parcel of land with a total site area of approximately 3,344 sq.m. and the property ownership of a building on such parcel of land and five office buildings on the land adjacent to such parcel of land with a total GFA of approximately 8,970 sq.m., all in Jiang'an District of Wuhan in Hubei Province.

The transaction under the Disposal constitutes a connected transaction for the Company under Chapter 14A of the Listing Rules.

The consideration received from Zall Holding under the Disposal was determined on an arm's length basis and with reference to the appraised value of Zall Center Investment as at 31 May 2013 by an independent valuer.

Our Directors (including the independent non-executive Directors) are of the view that the transactions under the Lease Agreement, Sub-license Agreement and the Disposal were conducted on normal commercial terms and were fair and reasonable and in the interests of the Company and the Company's shareholders as a whole and were in the ordinary and usual course of the Group's business.

## CLOSURE OF REGISTER OF MEMBERS TO ASCERTAIN SHAREHOLDERS' ENTITLEMENT TO ATTEND AND VOTE AT THE ANNUAL GENERAL MEETING ("AGM")

The Company's register of members will be closed for three days from Thursday, 22 May 2014 to Monday, 26 May 2014 (both days inclusive), during which no transfer of shares of the Company will be effected. In order to qualify to attend and vote at the AGM, all completed transfer documents accompanied by the relevant share certificates must be lodged with the Company's share registrar and transfer office in Hong Kong, Tricor Investor Services Limited, at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong for registration not later than 4:30 p.m. on Wednesday, 21 May 2014.

## AUDIT COMMITTEE

The audit committee of the Company (the "Audit Committee") has been established in compliance with Rules 3.21 and 3.22 of the Listing Rules with written terms of reference in compliance with the Corporate Governance Code. The primary responsibilities of the Audit Committee are to review and monitor the financial reporting and internal control principles of the Company and to assist the Board to fulfill its responsibilities over audit.



# Report of the Directors

The Audit Committee has reviewed and confirmed the accounting principles and practices adopted by the Group and discussed the auditing, internal control and financial reporting matters. The annual results of the Group for the year ended 31 December 2013 have also been reviewed by the Audit Committee.

The Audit Committee consists of three independent non-executive Directors: Mr. Cheung Ka Fai, Mr. Peng Chi and Ms. Yang Qiongzhen. Mr. Cheung Ka Fai serves as the chairman of the Audit Committee.

## AUDITORS

The consolidated financial statements for the year ended 31 December 2013 were audited by KPMG.

KPMG retire and, being eligible, offer themselves for re-appointment. A resolution for the re-appointment of KPMG as auditors of the Company is to be proposed at the forthcoming Annual General Meeting.

By order of the Board

**Yan Zhi**

*Chairman*

Hong Kong, 28 March 2014





# Corporate Governance Report

The Board is pleased to present this Corporate Governance Report in the Group's annual report for the year ended 31 December 2013.

## CORPORATE GOVERNANCE PRACTICES

The Company is committed to the establishment of good corporate governance practices and procedures with a view to being a transparent and responsible organization which is open and accountable to the Company's shareholders. The Board strives to adhere to the principles of corporate governance and has adopted sound corporate governance practices to meet the legal and commercial standards, focusing on areas such as internal control, fair disclosure and accountability to all shareholders to ensure the transparency and accountability of all operations of the Company. The Company believes that effective corporate governance is an essential factor to create more value for its shareholders. The Board will continue to review and improve the corporate governance practices of the Group from time to time to ensure that the Group is led by an effective Board in order to optimize return for shareholders of the Company.

The Company has adopted the Corporate Governance Code (the "CG Code") contained in Appendix 14 to the Listing Rules as its corporate governance code of practices since the date of its Listing. In the opinion of the Board, save as the deviations as disclosed below, the Company has complied with the code provisions as set out in the CG Code throughout the year ended 31 December 2013.

### Code Provision A.2.1

Under code provision A.2.1 of the CG Code, the roles of the chairman and chief executive officer should be separated and should not be performed by the same individual.

During the year ended 31 December 2013, the Company has not separated the roles of chairman and chief executive officer of the Company and Mr. Yan Zhi was the chairman and also the chief executive officer of the Company responsible for overseeing the operations of the Group during the year. The Board believes that vesting the two roles in the same person provides the Company with strong and consistent leadership and facilitates the implementation and execution of the Group's business strategies currently and in the foreseeable future. The Group will nevertheless review the structure from time to time in light of the prevailing circumstances.

### Code Provision A.6.7

Under code provision A.6.7 of the CG Code, the independent non-executive Directors and the non-executive Director should attend the general meetings of the Company. However, due to other business commitment, Mr. Peng Chi and Ms. Yang Qiongzhen, independent non-executive Directors, and Mr. Fu Gaochao, a non-executive Director, did not attend the annual general meeting of the Company held on 13 May 2013.



## THE BOARD

As at the date of this report, the Board consists of eight Directors, four of whom are executive Directors, one of whom is non-executive Director and three of whom are independent non-executive Directors. The functions and duties conferred on the Board include convening shareholders' meetings and reporting on the work of the Board to the shareholders at shareholders' meetings as may be required by applicable laws, implementing resolutions passed at shareholders' meetings, determining the Company's business plans and investment plans, formulating the Company's annual budget and final accounts, formulating the Company's proposals for dividend and bonus distributions as well as exercising other powers, functions and duties as conferred on it by the Articles and applicable laws. The senior management is delegated with the authority and responsibilities by the Board for the day-to-day management and operations of the Group. The Board meets regularly to review the financial and operating performance of the Company, and considers and approves the overall strategies and policies of the Company. The composition of the Board is well balanced with the directors having sound industry knowledge, extensive corporate and strategic planning experience and/or expertise relevant to the business of the Group. The executive Directors, non-executive director and independent non-executive Directors bring a variety of experience and expertise to the Company.

The Company has received an annual confirmation of independence from each of its independent non-executive Directors pursuant to Rule 3.13 of the Listing Rules. Based on the contents of such confirmation, the Company considers that the three independent non-executive Directors are independent and that they have met the specific independence guidelines as set out in Rule 3.13 of the Listing Rules.

All Directors have separate and independent access to the Company's senior management to fulfill their duties and, upon reasonable request, to seek independent professional advice in appropriate circumstances, at the Company's expense. All Directors also have access to the company secretary who is responsible for ensuring that the Board procedures, and all applicable rules and regulations, are followed. An agenda and accompanying Board/committee papers are distributed to the Directors/Board committee members with reasonable notice in advance of the meetings. Minutes of Board meetings and meetings of Board committees, which record in sufficient detail the matters considered by the Board and decisions reached, including any concerns raised by Directors or dissenting views expressed, are kept by the company secretary and are open for inspection by Directors.

The Company has subscribed appropriate and sufficient insurance coverage on Directors' liabilities in respect of legal actions taken against Directors arising out of corporate activities.

In accordance with article 84 of the Articles, at each annual general meeting of the Company one-third of the Directors for the time being (or, if their number is not a multiple of three (3), the number nearest to but not less than one-third) shall retire from office by rotation provided that every Director shall be subject to retirement at least once every three years.

The biographical details of the current Board members are set out under the section headed "Directors and Senior Management" on pages 21 to 24 of this annual report.

The list of directors (by category) is also disclosed in all corporate communications issued by the Company pursuant to the Listing Rules from time to time. The independent non-executive directors are expressly identified in all corporate communications pursuant to the Listing Rules.



# Corporate Governance Report

## Non-executive Directors

Each of the non-executive Directors (including the independent non-executive Directors) has entered into an appointment letter with the Company for a term of three years commencing from 13 July 2011.

## BOARD COMMITTEES

As an integral part of sound corporate governance practices, the Board has established the following Board committees to oversee the particular aspects of the Group's affairs. Each of these committees comprises independent non-executive Directors who are being invited to join as members.

## AUDIT COMMITTEE

The audit committee of the Company (the "Audit Committee") has been established in compliance with Rule 3.21 and Rule 3.22 of the Listing Rules and with written terms of reference in compliance with the CG Code. The primary responsibilities of the Audit Committee are to review and monitor the financial reporting and internal control principles of the Company and to assist the Board to fulfill its responsibilities over audit.

The Audit Committee consists of three independent non-executive Directors: Mr. Cheung Ka Fai, Mr. Peng Chi and Ms. Yang Qiongzhen. Mr. Cheung Ka Fai serves as the chairman of the Audit Committee.

During the year ended 31 December 2013, the Audit Committee held its meetings on 22 March 2013 and 30 August 2013. The Audit Committee has reviewed the Group's consolidated financial statements for the six months ended 30 June 2013 and for the year ended 31 December 2013 and has also reviewed and confirmed the accounting principles and practices adopted by the Group and discussed the auditing, internal control and financial reporting matters.

## CORPORATE GOVERNANCE FUNCTIONS

During the year under review, the Audit Committee is also responsible for determining the policy for the corporate governance of the Company performing the corporate governance duties as below:

- to develop and review the Group's policies and practices on corporate governance and make recommendations;
- to review and monitor the training and continuous professional development of the directors and senior management;
- to review and monitor the Group's policies and practices on compliance with all legal and regulatory requirements (where applicable);



# Corporate Governance Report

- to develop, review and monitor the code of conduct and compliance manual (if any) applicable to employees and directors of the Group; and
- to review the Group's compliance with the CG Code and disclosure requirements in the Corporate Governance Report.

## REMUNERATION COMMITTEE

The remuneration committee of the Company (the "Remuneration Committee") was established on 20 June 2011 with written terms of reference in compliance with the CG Code. The principal responsibilities of the Remuneration Committee are to formulate and recommend remuneration policy to the Board, to determine the remuneration of executive Directors and members of senior management, to review and approve performance-based remuneration by reference to corporate goals and objectives resolved by the Board from time to time and to make recommendation on other remuneration related issues. The Board expects the Remuneration Committee to exercise independent judgment and ensures that executive Directors do not participate in the determination of their own remuneration.

The Remuneration Committee consists of two independent non-executive Directors: Mr. Peng Chi and Ms. Yang Qiongzhen and one executive Director, Mr. Fang Li. Mr. Peng Chi serves as the chairman of the Remuneration Committee.

The remuneration policy of the Group is to provide remuneration packages, in terms of basic salary, short term bonuses and long term rewards such as options, so as to attract and retain top quality staff. The remuneration committee of the Company reviews such packages annually, or when the occasion requires.

During the year ended 31 December 2013, the Remuneration Committee held its meeting on 22 March 2013.

## NOMINATION COMMITTEE

The nomination committee of the Company (the "Nomination Committee") was established on 20 June 2011 with its written terms of reference in compliance with the CG code. The Nomination Committee is responsible for reviewing the structure, size and composition of the Board, making recommendation to the Board on selection of candidates for directorships, appointment, reappointment of Directors and Board succession and assessing the independence of independent non-executive Directors. When considering the suitability of a candidate for directorship, the Nomination Committee also considered the "Board Diversity Policy" adopted by the Board on 30 August 2013 and the requirements under the Listing Rules. Based on the above criteria, members of the Nomination Committee have reviewed the composition of the Board and confirmed that the existing Board was appropriately structured and no change was required.

The Nomination Committee consists of two independent non-executive Directors: Ms. Yang Qiongzhen, and Mr. Peng Chi and one executive Director: Mr. Cui Jinfeng. Ms. Yang Qiongzhen serves as the chairman of the Nomination Committee.

During the year ended 31 December 2013, the Nomination Committee held its meeting on 22 March 2013.



# Corporate Governance Report

## NUMBER OF MEETINGS AND DIRECTORS' ATTENDANCE

The individual attendance record of each Director at the meetings of the Board, general meeting of the Company, Audit Committee, Remuneration Committee and Nomination Committee for the year ended 31 December 2013 is set out below:

	Board Meeting	Audit Committee	Remuneration Committee	Nomination Committee	Annual General Meeting
<i>Executive Directors</i>					
Mr. Yan Zhi	2/2	N/A	N/A	N/A	1/1
Mr. Cui Jinfeng	2/2	N/A	N/A	1/1	0/1
Mr. Fang Li	2/2	N/A	1/1	N/A	0/1
Ms. Wang Danli	2/2	N/A	N/A	N/A	1/1
<i>Non-executive Director</i>					
Mr. Fu Gaochao	2/2	N/A	N/A	N/A	0/1
<i>Independent non-executive Directors</i>					
Ms. Yang Qiongzhen	2/2	2/2	1/1	1/1	0/1
Mr. Cheung Ka Fai	2/2	2/2	N/A	N/A	1/1
Mr. Peng Chi	2/2	2/2	1/1	1/1	0/1

## DIRECTORS' TRAINING

Directors must keep abreast of their collective responsibilities and are encouraged to participate in continuous professional development to develop and refresh their knowledge and skills. The Company would provide to each newly appointed Director or alternative Director an induction package covering the summary of the responsibilities and liabilities of a director of a Hong Kong listed company, the Group's businesses and the statutory regulatory obligations of a director of a listed company as well as the Company's constitutional documents to ensure that he/she is sufficiently aware of his/her responsibilities and obligations under the Listing Rules and other regulatory requirements. The Group also provided briefings and other training to develop and refresh the Directors' knowledge and skills from time to time. Further, the Company continuously updates Directors on the latest developments regarding the Listing Rules and other applicable regulatory requirements, to ensure compliance and enhance their awareness of good corporate governance practices.

During the year ended 31 December 2013, the Company arranged one in-house seminar covering the topics of directors' duties, corporate governance practices and disclosure requirements under the Listing Rules and SFO. All of the eight Directors have attended the in-house seminar.

## COMPLIANCE WITH THE MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code as set out in Appendix 10 of the Listing Rules as the code for dealing in securities of the Company by the Directors during the year ended 31 December 2013. The Board confirms that, having made specific enquiries with all Directors, all Directors have confirmed that they have complied with the required standards of the Model Code throughout the year ended 31 December 2013.

## DIRECTORS' RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The Directors acknowledge their responsibility for preparing the financial statements for the financial year ended 31 December 2013 which give a true and fair view of the state of affairs of the Company and of the Group at that date and of the Group's results and cash flows for the year then ended and are properly prepared on the going concern basis in accordance with the applicable statutory requirements and accounting standards. The statement of the external auditors of the Company about their reporting responsibilities on the financial statements is set out in the "Independent Auditor's Report".

## AUDITORS' REMUNERATION

For the year ended 31 December 2013, the remuneration paid or payable to the Group's auditors, KPMG, Certified Public Accountants, in respect of their audit and non-audit services are as follows:

Items	Amount (RMB'000)
Audit services for 2013	2,310
Non-audit services:	
Taxation fee	8
Professional service in relation to the issue of convertible bonds	492

## INTERNAL CONTROL

The Board is responsible for maintaining sound and effective internal control systems in order to safeguard the Group's assets and shareholders' interests, and review and monitor the effectiveness of the Group's internal control and risk management systems on a regular basis so as to ensure that internal control and risk management systems in place are adequate. The Group has a process for identifying, evaluating, and managing the significant risks to the achievement of its operational objective. This process is subject to continuous improvement and was in place for the year ended 31 December 2013 and up to the date of this report. The day-to-day operation is entrusted to the individual department, which is accountable for its own conduct and performance, and is required to strictly adhere to the policies set by the Board. The Company carries out reviews on the effectiveness of the internal control systems from time to time in order to ensure that they are able to meet and deal with the dynamic and ever changing business environment.





# Corporate Governance Report

The Board has conducted a review and assessment of the effectiveness of the Group's internal control systems including financial, operational and compliance controls and risk management for the year ended 31 December 2013. Internal control department was assigned to assist the Board to perform high-level review of the internal control systems for its business operations and processes. Such review covered the financial, compliance and operational controls as well as risk management mechanisms and assessment was made by discussions with the management of the Company and its external auditors. The Board believes that the existing internal control system is adequate and effective.

## DEED OF NON-COMPETITION

The Company has received, from each of the controlling shareholders of the Company, an annual declaration on his/her/its compliance with the undertakings contained in the deed of non-competition (the "Deed of Non-Competition") entered into by each of them in favour of the Company pursuant to which each of the controlling shareholders of the Company has undertaken to the Company that he/she/it will not and will procure that his/her/its associates (other than members of the Group) not to, engage in any of our business including (without limitation) the following activities:

- acquiring, holding, developing, transferring, disposing or otherwise dealing in, whether directly or indirectly, axle components business or related investments;
- engaging, having a right or in any way having an economic interest, in the promotion or development of or investment in axle components business; or
- acquiring, holding, transferring, disposing or otherwise dealing in any option, right or interest over any of the except for acquiring, holding, transferring, disposing or otherwise dealing in, directly or indirectly, shares of any company, joint venture, corporation or entity of any nature, whether or not incorporated, with any interest in the matters set out in the three paragraphs above so long as their aggregate interest in any such entity is less than 5% of its equity interest.

Details of the Deed of Non-Competition were disclosed in the Prospectus under the section headed "Relationship with Our Controlling Shareholders".

The independent non-executive Directors have reviewed and were satisfied that each of the controlling shareholders of the Company has complied with the Deed of Non-Competition for the year ended 31 December 2013.



## COMMUNICATION WITH SHAREHOLDERS

The Board recognizes the importance of maintaining a clear, timely and effective communication with the shareholders of the Company and investors. The Board also recognizes that effective communication with its investors is critical in establishing investor confidence and to attract new investors. Therefore, the Group is committed to maintaining a high degree of transparency to ensure the investors and the shareholders of the Company will receive accurate, clear, comprehensive and timely information of the Group through the publication of annual reports, interim reports, announcements and circulars. The Company also publishes all corporate communications on the Company's website at [www.zallcn.com](http://www.zallcn.com). The Board maintains regular dialogues with institutional investors and analysts from time to time to keep them informed of the Group's strategy, operations, management and plans. The Directors and members of various Board committees will attend the annual general meeting of the Company and answer any questions raised. The resolution of every important proposal will be proposed at general meetings separately. The chairman of general meetings of the Company would explain the procedures for conducting a poll before proposing a resolution for voting. The poll results will be announced at general meetings and published on the websites of the Stock Exchange and the Company, respectively. In addition, the Company regularly meets with institutional investors, financial analysts and financial media, and promptly releases information related to any significant progress of the Company, so as to promote the development of the Company through mutual and efficient communications.

## SHAREHOLDER RIGHTS

### Convening an extraordinary general meeting by shareholders

#### Procedures for shareholders to convene an extraordinary general meeting (including making proposals/moving a resolution at the extraordinary general meeting)

- Any one or more shareholders holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company (the "Eligible Shareholder(s)") shall at all times have the right, by written requisition to the Board or the company secretary of the Company (the "Company Secretary"), to require an extraordinary general meeting to be called by the Board for the transaction of any business specified in such requisition, including making proposals or moving a resolution at an extraordinary general meeting.
- Eligible Shareholders who wish to convene an extraordinary general meeting for the purpose of making proposals or moving a resolution at an extraordinary general meeting must deposit a written requisition (the "Requisition") signed by the Eligible Shareholder(s) concerned to the principal place of business of the Company in Hong Kong.
- The Requisition must state clearly the name of the Eligible Shareholder(s) concerned, his/her/their shareholding in the Company, the reason(s) to convene an extraordinary general meeting, the agenda proposed to be included the details of the business(es) proposed to be transacted in the extraordinary general meeting, signed by the Eligible Shareholder(s) concerned.
- If within 21 days of the deposit of the Requisition, the Board has not advised the Eligible Shareholders of any outcome to the contrary and fails to proceed to convene an extraordinary general meeting, the Eligible Shareholder(s) himself/herself/themselves may do so in accordance with the memorandum and articles of associations, and all reasonable expenses incurred by the Eligible Shareholder(s) concerned as a result of the failure of the Board shall be reimbursed to the Eligible Shareholder(s) concerned by the Company.

# Corporate Governance Report

## Making enquiry to the Board

Shareholders of the Company may send their enquiries and concerns to the Board by addressing them to the principal place of business of the Company in Hong Kong by post or email to [investorrelations@zallcn.com](mailto:investorrelations@zallcn.com).

## INVESTOR RELATIONS

### Investors Communication Policy

The Company regards the communication with institutional investors as important means to enhance the transparency of the Company and collect views and feedbacks from institutional investors. To promote effective communication, the Company maintains a website at <http://www.zallcn.com>, where up-to-date information and updates on the Company's business operations and developments, financial information, corporate governance practices and other information are posted.

Shareholders, investors and the media can make enquiries to the Company through the following means:

**Telephone number:** 852-3153 5808

**By post:** Suite 1606, 16/F., Two Exchange Square, Central, Hong Kong

**Attention:** The Company Secretary

**By email:** [investorrelations@zallcn.com](mailto:investorrelations@zallcn.com)



# Independent Auditor's Report



## Independent auditor's report to the shareholders of Zall Development Group Ltd.

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

We have audited the consolidated financial statements of Zall Development Group Ltd. (the "Company") and its subsidiaries (together the "Group") set out on pages 51 to 136, which comprise the consolidated and company statements of financial position as at 31 December 2013, the consolidated statement of profit or loss, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated cash flow statement for the year then ended and a summary of significant accounting policies and other explanatory information.

### Directors' responsibility for the consolidated financial statements

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards issued by the International Accounting Standards Board and the disclosure requirements of the Hong Kong Companies Ordinance and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. This report is made solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# Independent Auditor's Report

## Opinion

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Company and of the Group as at 31 December 2013 and of the Group's profit and cash flows for the year then ended in accordance with International Financial Reporting Standards and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

## **KPMG**

*Certified Public Accountants*

8th Floor, Prince's Building  
10 Chater Road  
Central, Hong Kong

28 March 2014

# Consolidated Statement of Profit or Loss

For the year ended 31 December 2013

(Expressed in Renminbi)

	Note	2013 RMB'000	2012 RMB'000
<b>Turnover</b>	3	<b>1,581,188</b>	1,489,928
Cost of sales		(916,339)	(407,048)
<b>Gross profit</b>		<b>664,849</b>	1,082,880
Other net loss	4	(8,602)	(9,812)
Other revenue	4	35,867	8,657
Selling and distribution expenses		(194,151)	(88,347)
Administrative and other expenses		(161,882)	(136,805)
<b>Profit from operations before changes in fair value of investment properties</b>		<b>336,081</b>	856,573
Increase in fair value of investment properties and non-current assets classified as held for sale	12	319,141	200,467
Fair value gain upon transfer of completed properties held for sale to investment properties	12	1,423,017	496,888
<b>Profit from operations after changes in fair value of investment properties</b>		<b>2,078,239</b>	1,553,928
Share of profits of joint ventures	13	523,596	119,157
Gain on disposal of a subsidiary	35	5,756	—
Fair value change on embedded derivative component of the convertible bonds	27	12,684	—
Finance income	5(a)	3,928	3,407
Finance costs	5(a)	(76,916)	(5,507)
<b>Profit before taxation</b>		<b>2,547,287</b>	1,670,985
Income tax	6(a)	(918,267)	(502,020)
<b>Profit for the year</b>		<b>1,629,020</b>	1,168,965



# Consolidated Statement of Profit or Loss

For the year ended 31 December 2013

(Expressed in Renminbi)

	Note	2013 RMB'000	2012 RMB'000
<b>Attributable to:</b>			
Equity shareholders of the Company	9	1,583,747	1,150,943
Non-controlling interests		45,273	18,022
<b>Profit for the year</b>		<b>1,629,020</b>	<b>1,168,965</b>
<b>Earnings per share</b>			
Basic (RMB)	10	0.45	0.33
Diluted (RMB)	10	0.44	0.33

The notes on pages 60 to 136 form part of these financial statements. Details of dividends are set out in note 30(g).

# Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 31 December 2013

(Expressed in Renminbi)

	2013 RMB'000	2012 RMB'000
<b>Profit for the year</b>	<b>1,629,020</b>	1,168,965
<b>Other comprehensive income for the year (after tax and reclassification adjustments):</b>		
Items that may be reclassified subsequently to profit or loss:		
Exchange differences on translation of:		
— financial statements of subsidiaries in other jurisdictions, net of nil tax	2,264	(153)
<b>Total comprehensive income for the year</b>	<b>1,631,284</b>	1,168,812
<b>Attributable to:</b>		
Equity shareholders of the Company	1,586,011	1,150,790
Non-controlling interests	45,273	18,022
<b>Total comprehensive income for the year</b>	<b>1,631,284</b>	1,168,812

The notes on pages 60 to 136 form part of these financial statements.

# Consolidated Statement of Financial Position

At 31 December 2013  
(Expressed in Renminbi)

	Note	2013 RMB'000	2012 RMB'000
<b>Non-current assets</b>			
Property, plant and equipment	11	141,914	133,155
Investment properties	12	7,140,800	4,707,800
Intangible assets		16,516	11,381
Interests in joint ventures	13	774,888	161,292
Deferred tax assets	14(b)	2,520	10,519
		<b>8,076,638</b>	5,024,147
<b>Current assets</b>			
Properties under development	16(a)	5,666,134	3,997,123
Completed properties held for sale	17	1,614,518	1,448,542
Inventories	18	156	5
Current tax assets	14(a)	92,618	18,870
Trade and other receivables, prepayments	19	1,381,771	853,674
Available-for-sale unlisted equity securities		500	500
Short term bank deposits		150,000	120,000
Restricted cash	20	419,023	19,422
Cash and cash equivalents	21	738,758	998,131
		<b>10,063,478</b>	7,456,267
Non-current assets classified as held for sale	23	158,000	200,000
		<b>10,221,478</b>	7,656,267
<b>Current liabilities</b>			
Trade and other payables	24	3,526,622	2,390,365
Bank loans and loans from other financial institutions	25	2,012,808	545,160
Current tax liabilities	14(a)	72,089	492,717
Deferred income	26	600,726	658,497
Convertible bonds — interest payable	27	1,040	—
		<b>6,213,285</b>	4,086,739
Liabilities directly associated with non-current assets classified as held for sale	23	35,935	45,474
		<b>6,249,220</b>	4,132,213
<b>Net current assets</b>		<b>3,972,258</b>	3,524,054

# Consolidated Statement of Financial Position

At 31 December 2013  
(Expressed in Renminbi)

	Note	2013 RMB'000	2012 RMB'000
<b>Total assets less current liabilities</b>		<b>12,048,896</b>	8,548,201
<b>Non-current liabilities</b>			
Bank loans and loans from other financial institutions	25	3,084,950	2,426,540
Convertible bonds	27	607,257	—
Deferred income	26	36,586	27,851
Deferred tax liabilities	14(b)	1,430,949	674,897
		<b>5,159,742</b>	3,129,288
<b>NET ASSETS</b>		<b>6,889,154</b>	5,418,913
<b>CAPITAL AND RESERVES</b>			
Share capital	30	29,071	29,071
Reserves		6,273,349	4,848,381
<b>Total equity attributable to equity shareholders of the Company</b>		<b>6,302,420</b>	4,877,452
<b>Non-controlling interests</b>		<b>586,734</b>	541,461
<b>TOTAL EQUITY</b>		<b>6,889,154</b>	5,418,913

Approved and authorised for issue by the board of directors on 28 March 2014.

**Yan Zhi**  
Chairman

**Wang Danli**  
Executive Director

The notes on pages 60 to 136 form part of these financial statements.

# Statement of Financial Position

At 31 December 2013  
(Expressed in Renminbi)

	Note	2013 RMB'000	2012 RMB'000
<b>Non-current assets</b>			
Interests in subsidiaries	15	1,359,896	983,372
<b>Current assets</b>			
Dividends receivable		487,943	289,236
Cash and cash equivalents	21	10,889	1,071
		498,832	290,307
<b>Current liabilities</b>			
Trade and other payables	24	53,972	48,329
Convertible bonds — interest payable	27	1,040	—
		55,012	48,329
<b>Net current assets</b>		443,820	241,978
<b>Total assets less current liabilities</b>		1,803,716	1,225,350
<b>Non-current liabilities</b>			
Convertible bonds	27	607,257	—
<b>NET ASSETS</b>		1,196,459	1,225,350
<b>CAPITAL AND RESERVES</b>			
Share capital	30	29,071	29,071
Reserves		1,167,388	1,196,279
<b>TOTAL EQUITY</b>		1,196,459	1,225,350

Approved and authorised for issue by the board of directors on 28 March 2014.

**Yan Zhi**  
Chairman

**Wang Danli**  
Executive Director

The notes on pages 60 to 136 form part of these financial statements.

# Consolidated Statement of Changes in Equity

For the year ended 31 December 2013

(Expressed in Renminbi)

Attributable to equity shareholders of the Company										
Note	Share capital	Share premium	PRC Statutory reserve	Other reserve	Equity settled share-based payment reserve	Exchange reserve	Retained profits	Total	Non-controlling interests	Total equity
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
<b>At 1 January 2012</b>	29,071	1,179,689	75,316	(104,334)	21,260	(20,707)	2,622,249	3,802,544	503,439	4,305,983
<b>Changes in equity for 2012:</b>										
Profit for the year	—	—	—	—	—	—	1,150,943	1,150,943	18,022	1,168,965
Other comprehensive income	—	—	—	—	—	(153)	—	(153)	—	(153)
Total comprehensive income	—	—	—	—	—	(153)	1,150,943	1,150,790	18,022	1,168,812
Transfer to PRC statutory reserve	—	—	13	—	—	—	(13)	—	—	—
Partial disposal of a subsidiary to a third party	30(d)	—	—	—	—	—	—	—	20,000	20,000
Dividends declared during the year	30(g)	—	—	—	—	—	(85,000)	(85,000)	—	(85,000)
Equity settled share-based transaction	29	—	—	—	9,118	—	—	9,118	—	9,118
<b>At 31 December 2012</b>	29,071	1,179,689	75,329	(104,334)	30,378	(20,860)	3,688,179	4,877,452	541,461	5,418,913



# Consolidated Statement of Changes in Equity

For the year ended 31 December 2013

(Expressed in Renminbi)

	Attributable to equity shareholders of the Company										
	Note	Share capital	Share premium	PRC Statutory reserve	Other reserve	Equity settled share-based payment reserve	Exchange reserve	Retained profits	Total	Non-controlling interests	Total equity
		30(c)(i)	30(c)(i)	30(c)(ii)	30(c)(v)	30(c)(iv)	30(c)(iii)		30(d)		
		RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
<b>At 1 January 2013</b>		29,071	1,179,689	75,329	(104,334)	30,378	(20,860)	3,688,179	4,877,452	541,461	5,418,913
<b>Changes in equity for 2013:</b>											
Profit for the year		—	—	—	—	—	—	1,583,747	1,583,747	45,273	1,629,020
Other comprehensive income		—	—	—	—	—	2,264	—	2,264	—	2,264
Total comprehensive income		—	—	—	—	—	2,264	1,583,747	1,586,011	45,273	1,631,284
Transfer to PRC statutory reserve		—	—	14,167	—	—	—	(14,167)	—	—	—
Dividends declared during the year 30(g)		—	—	—	—	—	—	(167,286)	(167,286)	—	(167,286)
Equity settled share-based transaction 29		—	—	—	—	6,243	—	—	6,243	—	6,243
<b>At 31 December 2013</b>		29,071	1,179,689	89,496	(104,334)	36,621	(18,596)	5,090,473	6,302,420	586,734	6,889,154

The notes on pages 60 to 136 form part of these financial statements.

# Consolidated Cash Flow Statement

For the year ended 31 December 2013

(Expressed in Renminbi)

	Note	2013 RMB'000	2012 RMB'000
<b>Operating activities</b>			
Cash used in operations	22	(1,309,602)	(937,412)
PRC tax paid		(658,118)	(276,207)
<b>Net cash used in operating activities</b>		<b>(1,967,720)</b>	<b>(1,213,619)</b>
<b>Investing activities</b>			
Payment for the purchase of property, plant and equipment		(4,428)	(5,295)
Proceeds from sale of property, plant and equipment		—	156
Interest received		3,928	3,407
Proceeds from disposal of a subsidiary	35	30,156	—
Increase in short term bank deposits		(30,000)	(120,000)
Payment for interest in a joint venture		(90,000)	—
<b>Net cash used in investing activities</b>		<b>(90,344)</b>	<b>(121,732)</b>
<b>Financing activities</b>			
Proceeds from the issue of convertible bonds		598,267	—
Proceeds from new bank loans and loans from other financial institutions		2,521,300	1,890,000
Repayment of bank loans		(395,242)	(299,700)
Increase in restricted cash		(399,601)	(93)
Interest and other borrowing costs paid		(361,011)	(161,929)
Dividends paid to equity shareholders of the Company	30(g)	(167,286)	(85,000)
Partial disposal of a subsidiary to a third party		—	20,000
<b>Net cash generated from financing activities</b>		<b>1,796,427</b>	<b>1,363,278</b>
<b>Net (decrease)/increase in cash and cash equivalents</b>		<b>(261,637)</b>	<b>27,927</b>
Cash and cash equivalents at 1 January	21	998,131	970,540
Effect of foreign exchange rate changes		2,264	(336)
<b>Cash and cash equivalents at 31 December</b>	21	<b>738,758</b>	<b>998,131</b>

The notes on pages 60 to 136 form part of these financial statements.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES

### (a) Statement of compliance

These financial statements have been prepared in accordance with all applicable International Financial Reporting Standards (“IFRSs”), which collective term includes all applicable individual International Financial Reporting Standards, International Accounting Standards (“IASs”) and Interpretations issued by the International Accounting Standards Board (“IASB”) and the disclosure requirements of the Hong Kong Companies Ordinance. These financial statements also comply with the applicable disclosure provisions of the Rules Governing the Listing of Securities (the “Listing Rules”) on The Stock Exchange of Hong Kong Limited (the “Stock Exchange”). A summary of the significant accounting policies adopted by the Group is set out below.

The IASB has issued certain new and revised IFRSs that are first effective or available for early adoption for the current accounting period of the Group and the Company. Note 1(c) provides information on any changes in accounting policies resulting from initial application of these developments to the extent that they are relevant to the Group for the current and prior accounting periods reflected in these financial statements.

### (b) Basis of preparation of the financial statements

Zall Development Group Ltd. (the “Company”, formerly known as Zall Development (Cayman) Holding Co., Ltd) was incorporated in the Cayman Islands on 22 September 2010 as an exempted company with limited liability under the Companies Law, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands.

The consolidated financial statements for the year ended 31 December 2013 comprise the Company and its subsidiaries (together referred to as the “Group”) and the Group’s interests in joint ventures.

These consolidated financial statements are presented in Renminbi (“RMB”) rounded to the nearest thousand. The measurement basis used in the preparation of the consolidated financial statements is the historical cost basis except that the following assets and liabilities are stated at their fair value as explained in the accounting policies set out below:

- available-for-sale unlisted equity securities (note 1(f));
- other financial assets (note 1(g));
- investment property (note 1(j)); and
- embedded derivative component of the convertible bonds (note 1(p)).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (b) Basis of preparation of the financial statements (Continued)

Non-current assets held for sale are stated at the lower of carrying amount and fair value less costs to sell (see note 1(z)).

The preparation of financial statements in conformity with IFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of IFRSs that have significant effect on the financial statements and major sources of estimation uncertainty are discussed in note 2.

The directors of the Company are of the opinion that, after careful consideration of liquidity requirements and cash flow forecasts of the Group, and taking account of the effect of the unutilised bank loan facilities of RMB1,167,300,000 as at 31 December 2013, it is appropriate to prepare the consolidated financial statements on a going concern basis. The directors of the Company have concluded that the Group would have sufficient working capital to finance its operations in the next 12 months and remain as a going concern.

### (c) Changes in accounting policies

The IASB has issued a number of new IFRSs and amendments to IFRSs that are first effective for the current accounting period of the Group and the Company. Of these, the following developments are relevant to the Group's financial statements:

- Amendments to IAS 1, *Presentation of financial statements — Presentation of items of other comprehensive income*
- IFRS 10, *Consolidated financial statements*
- IFRS 11, *Joint arrangements*
- IFRS 12, *Disclosure of interests in other entities*
- IFRS 13, *Fair value measurement*
- Amendments to IFRS 7 — *Disclosures — Offsetting financial assets and financial liabilities*

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (c) Changes in accounting policies (Continued)

The Group has not applied any new standard or interpretation that is not yet effective for the current accounting period. Impacts of the adoption of the new or amended IFRSs are discussed below:

#### Amendments to IAS 1, Presentation of financial statements — Presentation of items of other comprehensive income

The amendments require entities to present separately the items of other comprehensive income that would be reclassified to profit or loss in the future if certain conditions are met from those that would never be reclassified to profit or loss. The presentation of other comprehensive income in the consolidated statement of profit or loss and other comprehensive income in these financial statements has been modified accordingly. In addition, the Group has chosen to use the new titles “statement of profit or loss” and “statement of profit or loss and other comprehensive income” as introduced by the amendments in these financial statements.

#### IFRS 10, Consolidated financial statements

IFRS 10 replaces the requirements in IAS 27, *Consolidated and separate financial statements* relating to the preparation of consolidated financial statements and SIC-12 *Consolidated — Special purpose entities*. It introduces a single control model to determine whether an investee should be consolidated, by focusing on whether the entity has power over the investee, exposure or rights to variable returns from its involvement with the investee and the ability to use its power to affect the amount of those returns.

As a result of the adoption of IFRS 10, the Group has changed its accounting policy with respect to determining whether it has control over an investee. The adoption does not change any of the control conclusions reached by the Group in respect of its involvement with other entities as at 1 January 2013.

#### IFRS 11, Joint arrangements

IFRS 11, which replaces IAS 31, *Interests in joint ventures*, divides joint arrangements into joint operations and joint ventures. Entities are required to determine the type of an arrangement by considering the structure, legal form, contractual terms and other facts and circumstances relevant to their rights and obligations under the arrangement. Joint arrangements which are classified as joint operations under IFRS 11 are recognised on a line-by-line basis to the extent of the joint operator’s interest in the joint operation. All other joint arrangements are classified as joint ventures under IFRS 11 and are required to be accounted for using the equity method in the Group’s consolidated financial statements. Proportionate consolidation is no longer allowed as an accounting policy choice.

As a result of the adoption of IFRS 11, the Group has changed its accounting policy with respect to its interests in joint arrangements and re-evaluated its involvement in its joint arrangements. The Group has reclassified the investment from jointly controlled entity to joint venture. The investment continues to be accounted for using the equity method and therefore this reclassification does not have any material impact on the financial position and the financial result of the Group.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (c) Changes in accounting policies (Continued)

#### IFRS 12, Disclosure of interests in other entities

IFRS 12 brings together into a single standard all the disclosure requirements relevant to an entity's interests in subsidiaries, joint arrangements, associates and unconsolidated structured entities. The disclosures required by IFRS 12 are generally more extensive than those previously required by the respective standards. To the extent that the requirements are applicable to the Group, the Group has provided those disclosures in notes 13 and 15.

#### IFRS 13, Fair value measurement

IFRS 13 replaces existing guidance in individual IFRSs with a single source of fair value measurement guidance. IFRS 13 also contains extensive disclosure requirements about fair value measurements for both financial instruments and non-financial instruments. To the extent that the requirements are applicable to the Group, the Group has provided those disclosures in notes 12 and 31. The adoption of IFRS 13 does not have any material impact on the fair value measurements of the Group's assets and liabilities.

#### Amendments to IFRS 7 — Disclosures — Offsetting financial assets and financial liabilities

The amendments introduce new disclosure in respect of offsetting financial assets and financial liabilities. Those new disclosures are required for all recognised financial instruments that are set off in accordance with IAS 32, *Financial instruments: Presentation* and those that are subject to an enforceable master netting arrangement or similar agreement that covers similar financial instruments and transactions, irrespective of whether the financial instruments are set off in accordance with IAS 32.

The adoption of the amendments does not have an impact on these financial statements because the Group has not offset financial instruments, nor has it entered into master netting arrangement or similar agreement which is subject to the disclosures of IFRS 7 during the periods presented.

### (d) Subsidiaries and non-controlling interests

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. When assessing whether the Group has power, only substantive rights (held by the Group and other parties) are considered.

An interest in a subsidiary is consolidated into the consolidated financial statements from the date that control commences until the date that control ceases. Intra-group balances, transactions and cash flows and any unrealised profits arising from intra-group transactions are eliminated in full in preparing the consolidated financial statements. Unrealised losses resulting from intra-group transactions are eliminated in the same way as unrealised gains but only to the extent that there is no evidence of impairment.

Non-controlling interests represent the equity in a subsidiary not attributable directly or indirectly to the Company, and in respect of which the Group has not agreed any additional terms with the holders of those interests which would result in the Group as a whole having a contractual obligation in respect of those interests that meets the definition of a financial liability. For each business combination, the Group can elect to measure any non-controlling interests either at fair value or at the non-controlling interests' proportionate share of the subsidiary's net identifiable assets.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (d) Subsidiaries and non-controlling interests (Continued)

Non-controlling interests are presented in the consolidated statement of financial position within equity, separately from equity attributable to the equity shareholders of the Company. Non-controlling interests in the results of the Group are presented on the face of the consolidated statement of profit or loss and the consolidated statement of profit or loss and other comprehensive income as an allocation of the total profit or loss and total comprehensive income for the year between non-controlling interests and the equity shareholders of the Company. Loans from holders of non-controlling interests and other contractual obligations towards these holders are presented as financial liabilities in the consolidated statement of financial position in accordance with notes 1(q) or (r) depending on the nature of the liability.

Changes in the Group's interests in a subsidiary that do not result in a loss of control are accounted for as equity transactions, whereby adjustments are made to the amounts of controlling and non-controlling interests within consolidated equity to reflect the change in relative interests, but no adjustments are made to goodwill and no gain or loss is recognised.

When the Group loses control of a subsidiary, it is accounted for as a disposal of the entire interest in that subsidiary, with a resulting gain or loss being recognised in profit or loss. Any interest retained in that former subsidiary at the date when control is lost is recognised at fair value and this amount is regarded as the fair value on initial recognition of a financial asset (see note 1(f)) or, when appropriate, the cost on initial recognition of interests in joint ventures (see note 1(e)).

In the Company's statement of financial position, an interest in a subsidiary is stated at cost less impairment losses (see note 1(l)).

### (e) Joint ventures

A joint venture is an arrangement whereby the Group or Company and other parties contractually agree to share control of the arrangement, and have rights to the net assets of the arrangement.

An interest in a joint venture is accounted for in the consolidated financial statements under the equity method, unless it is classified as held for sale. Under the equity method, the investment is initially recorded at cost, adjusted for any excess of the Group's share of the acquisition-date fair values of the investee's identifiable net assets over the cost of the investment (if any). Thereafter, the investment is adjusted for the post acquisition change in the Group's share of the investee's net assets and any impairment loss relating to the investment (see note 1(l)). Any acquisition-date excess over cost, the Group's share of the post-acquisition, post-tax results of the investees and any impairment losses for the year are recognised in the consolidated statement of profit or loss, whereas the Group's share of the post-acquisition post tax items of the investees' other comprehensive income is recognised in the consolidated statement of profit or loss and other comprehensive income.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (e) Joint ventures (Continued)

When the Group's share of losses exceeds its interest in the joint venture, the Group's interest is reduced to nil and recognition of further losses is discontinued except to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the investee. For this purpose, the Group's interest is the carrying amount of the investment under the equity method together with the Group's long-term interests that in substance form part of the Group's net interests in the joint venture.

Unrealised profits and losses resulting from transactions between the Group and its joint venture are eliminated to the extent of the Group's interest in the investee, except where unrealised losses provide evidence of an impairment of the asset transferred, in which case they are recognised immediately in profit or loss.

In all other cases, when the Group ceases to have joint control over a joint venture, it is accounted for as a disposal of the entire interest in that investee, with a resulting gain or loss being recognised in profit or loss. Any interest retained in that former investee at the date when joint control is lost is recognised at fair value and this amount is regarded as the fair value on initial recognition of a financial asset (see note 1(f)).

In the Company's statement of financial position, interests in joint ventures are stated at cost less impairment losses (see note 1(l)).

### (f) Investments in available-for-sale equity securities

The Group's policies for investments in available-for-sale equity securities are as follows:

Investments in available-for-sale equity securities are initially stated at fair value, which is their transaction price unless it is determined that the fair value at initial recognition differs from the transaction price and that fair value is evidenced by a quoted price in an active market for an identical asset or liability or based on a valuation technique that uses only data from observable markets. Cost includes attributable transaction costs.

At the end of each reporting period the fair value is remeasured, with any resultant gain or loss being recognised in other comprehensive income and accumulated separately in equity in the fair value reserve.

Investments in equity securities which do not fall into the above category are classified as available-for-sale securities. At the end of each reporting period the fair value is remeasured, with any resultant gain or loss being recognised in other comprehensive income and accumulated separately in equity in the fair value reserve. As an exception to this, investments in equity securities that do not have a quoted price in an active market for an identical instrument and whose fair value cannot otherwise be reliably measured are recognised in the statement of financial position at cost less impairment losses (see note 1(l)). Dividend income from equity is recognised in profit or loss in accordance with the policies set out in notes 1(w)(vi), respectively.

When the investments are derecognised or impaired (note 1(l)), the cumulative gain or loss recognised in equity is reclassified to profit or loss. Investments are recognised/derecognised on the date the Group commits to purchase/sell the investments or they expire.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (g) Other financial assets

Other financial assets are classified at fair value through profit or loss if it is classified as held for trading or is designated as such upon initial recognition. Other financial assets are designated at fair value through profit or loss if the Group manages such investments and makes purchase and sale decisions based on their fair value in accordance with the Group's documented risk management or investment strategy. Upon initial recognition attributable transaction costs are recognised in the consolidated statement of profit or loss as incurred. Financial assets at fair value through profit or loss are measured at fair value, and changes therein are recognised in the consolidated statement of profit or loss.

### (h) Property, plant and equipment

Items of property, plant and equipment are stated in the consolidated statement of financial position at cost less accumulated depreciation and impairment losses (note 1(l)).

The cost of self-constructed items of property, plant and equipment includes the cost of materials, direct labour, the initial estimate, where relevant, of the costs of dismantling and removing the items and restoring the site on which they are located, and an appropriate proportion of production overheads and borrowing costs (note 1(y)).

Gains or losses arising from the retirement or disposal of an item of property, plant and equipment are determined as the difference between the net disposal proceeds and the carrying amount of the item and are recognised in the consolidated statement of profit or loss on the date of retirement or disposal.

Depreciation is calculated to write off the cost of items of property, plant and equipment, less their estimated residual value, if any, using the straight line method over their estimated useful lives as follows:

	Years	Estimated residual value as a percentage of costs
Buildings	20–40	5%
Motor vehicles	4–10	5%
Furniture, office equipment and others	3–8	5%

Where parts of an item of property, plant and equipment have different useful lives, the cost of the item is allocated on a reasonable basis between the parts and each part is depreciated separately. Both the useful life of an asset and its residual value, if any, are reviewed annually.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (i) Leased assets

An arrangement, comprising a transaction or a series of transactions, is or contains a lease if the Group determines that the arrangement conveys a right to use a specific asset or assets for an agreed period of time in return for a payment or a series of payments. Such a determination is made based on an evaluation of the substance of the arrangement and is regardless of whether the arrangement takes the legal form of a lease.

#### Operating lease charges

Where the Group has the use of assets held under operating leases, payments made under the leases are charged to profit or loss in equal instalments over the accounting periods covered by the lease term, except where an alternative basis is more representative of the pattern of benefits to be derived from the leased asset. Lease incentives received are recognised in profit or loss as an integral part of the aggregate net lease payments made. Contingent rentals are charged to profit or loss in the accounting period in which they are incurred.

The cost of acquiring land held under an operating lease is amortised on a straight-line basis over the period of the lease term except where the property is classified as an investment property (note 1(j)) and property under development for sales and completed property held for sale (note 1(m)).

If a sale and leaseback transaction results in an operating lease, and it is clear that the transaction is established at fair value, any profit or loss shall be recognised immediately. If the sale price is below fair value, any profit or loss shall be recognised immediately except that, if the loss is compensated for by future lease payments at below market price, it shall be deferred and amortised in proportion to the lease payments over the period for which the asset is expected to be used. If the sale price is above fair value, the excess over fair value shall be deferred and amortised over the period for which the asset is expected to be used.

### (j) Investment properties

Investment properties are land and/or buildings which are owned or held under a leasehold interest (note 1(i)) to earn rental income and/or for capital appreciation. These include land held for a currently undetermined future use and property that is being constructed or developed for future use as investment property.

Investment properties are stated at fair value, unless they are still in the course of construction or development at the end of the reporting period and their fair value cannot be reliably measured at that time. Any gain or loss arising from a change in fair value or from the retirement or disposal of an investment property is recognised in profit or loss. Rental income from investment properties is accounted for as described in note 1(w)(ii).

### (k) Intangible assets

The Group operates a sport club. The costs of acquiring sport players' registrations or extending their contracts, including agents' fees, are capitalised and amortised, on the straight line basis, over the period of the respective contracts.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (l) Impairment of assets

#### (i) Impairment of interests in joint ventures, trade and other receivables, investments in available-for-sale equity securities

Current and non-current receivables that are stated at cost and investments in available-for-sale equity securities are reviewed at each end of the reporting period to determine whether there is objective evidence of impairment. Objective evidence of impairment includes observable data that comes to the attention of the Group about one or more of the following loss events:

- significant financial difficulty of the debtor;
- a breach of contract, such as a default or delinquency in interest or principal payments;
- it becoming probable that the debtor will enter bankruptcy or other financial reorganisation;
- significant changes in the technological, market, economic or legal environment that have an adverse effect on the debtor; and
- a significant or prolonged decline in the fair value of an investments in available-for-sale unlisted equity securities below its cost.

If any such evidence exists, any impairment loss is determined and recognised as follows:

- For interests in joint ventures accounted for under the equity method in the consolidated financial statements (see note 1(e)), the impairment loss is measured by comparing the recoverable amount of the investment with its carrying amount in accordance with note 1(l)(ii). The impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount in accordance with note 1(l)(ii).
- For trade and other current receivables and other financial assets carried at amortised cost, the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition of these assets), where the effect of discounting is material. This assessment is made collectively where these financial assets share similar risk characteristics, such as similar past due status, and have not been individually assessed as impaired. Future cash flows for financial assets which are assessed for impairment collectively are based on historical loss experience for assets with credit risk characteristics similar to the collective group.

If in a subsequent period the amount of an impairment loss decreases and the decrease can be linked objectively to an event occurring after the impairment loss was recognised, the impairment loss is reversed through profit or loss. A reversal of an impairment loss shall not result in the asset's carrying amount exceeding that which would have been determined had no impairment loss been recognised in prior years.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (l) Impairment of assets (Continued)

#### (i) Impairment of interests in joint ventures, trade and other receivables, investments in available-for-sale equity securities (Continued)

- For available-for-sale securities, the cumulative loss that has been recognised in the fair value reserve is reclassified to profit or loss. The amount of the cumulative loss that is recognised in profit or loss is the difference between the acquisition cost (net of any principal repayment and amortisation) and current fair value, less any impairment loss on that asset previously recognised in profit or loss.

Impairment losses recognised in profit or loss in respect of available-for-sale equity securities are not reversed through profit or loss. Any subsequent increase in the fair value of such assets is recognised in other comprehensive income.

Impairment losses are written off against the corresponding assets directly, except for impairment losses recognised in respect of trade debtors and bills receivable included within trade and other receivables, whose recovery is considered doubtful but not remote. In this case, the impairment losses for doubtful debts are recorded using an allowance account. When the Group is satisfied that recovery is remote, the amount considered irrecoverable is written off against trade debtors and bills receivable directly and any amounts held in the allowance account relating to that debt are reversed. Subsequent recoveries of amounts previously charged to the allowance account are reversed against the allowance account. Other changes in the allowance account and subsequent recoveries of amounts previously written off directly are recognised in the consolidated statement of profit or loss.

#### (ii) Impairment of other assets

Internal and external sources of information are reviewed at the end of each reporting period to identify indications that the following assets may be impaired or, an impairment loss previously recognised no longer exists or may have decreased:

- Property, plant and equipment;
- Intangible assets; and
- Interests in subsidiaries.

If any such indication exists, the asset's recoverable amount is estimated.

#### — Calculation of recoverable amount

The recoverable amount of an asset is the greater of its fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. Where an asset does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the smallest group of assets that generates cash inflows independently (i.e. a cash-generating unit).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (l) Impairment of assets (Continued)

#### (ii) Impairment of other assets (Continued)

##### — *Recognition of impairment losses*

An impairment loss is recognised in the consolidated statement of profit or loss if the carrying amount of an asset, or the cash-generating unit to which it belongs, exceeds its recoverable amount. Impairment losses recognised in respect of cash-generating units are allocated to reduce the carrying amount of the other assets in the unit (or group of units) on a pro rata basis, except that the carrying value of an asset will not be reduced below its individual fair value less costs of disposal (if measurable) or value in use (if determinable).

##### — *Reversals of impairment losses*

An impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount.

A reversal of an impairment loss is limited to the asset's carrying amount that would have been determined had no impairment loss been recognised in prior years. Reversals of impairment losses are credited to the consolidated statement of profit or loss in the year in which the reversals are recognised.

### (m) Property development

Inventories in respect of property development activities are carried at the lower of cost and net realisable value. Cost and net realisable values are determined as follows:

#### — **Property under development for sale**

The cost of properties under development for sale comprises specifically identified cost, including: the acquisition cost of land, aggregate cost of development, materials and supplies, wages and other direct expenses, an appropriate proportion of overheads and borrowing costs capitalised (see note 1(y)). Net realisable value represents the estimated selling price less estimated costs of completion and costs to be incurred in selling the property.

#### — **Completed property held for sale**

In the case of completed properties developed by the Group, cost is determined by apportionment of the total development costs for that development project, attributable to the unsold properties. Net realisable value represents the estimated selling price less costs to be incurred in selling the property.

The cost of completed properties held for sale comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (m) Property development (Continued)

#### — Transfers from completed property held for sale to investment properties

Transfer from completed property held for sale to investment property is made when, and only when, there is a change in use, evidenced by commencement of an operating lease to another party.

### (n) Inventories

Inventories mainly include low value consumables. Inventories are carried at the lower of cost and net realisable value. Cost is calculated using the weighted average cost formula and comprises all costs of purchase. When inventories are consumed, the carrying amount of inventories is recognised as an expense in the year in which the consumption occurs. Any obsolete and damaged inventories are written off to the profit or loss.

### (o) Trade and other receivables

Trade and other receivables are initially recognised at fair value and thereafter stated at amortised cost less allowance for impairment of doubtful debts (see note 1(l)), except where the receivables are interest-free loans made to related parties without any fixed repayment terms or the effect of discounting would be immaterial. In such cases, the receivables are stated at cost less allowance for impairment of doubtful debts.

### (p) Convertible bonds

At initial recognition the embedded derivative component of the convertible bonds is measured at fair value. Any excess of proceeds over the amount initially recognised as the embedded derivative component is recognised as the liability component. All of the transaction costs that relate to the issue of the convertible bonds are recognised initially as part of the liability component.

At the end of each reporting period, the embedded derivative component is remeasured, the gain or loss on remeasurement to fair value is recognised immediately in profit or loss. The liability component is subsequently carried at amortised cost. The interest expense recognised in profit or loss on the liability component is calculated using the effective interest method.

If the bond is converted, the carrying amounts of the embedded derivative and liability components are transferred to share capital and share premium as consideration for the shares issued. If the bond is redeemed, any difference between the amount paid and the carrying amounts of both components is recognised in profit or loss.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (q) Interest-bearing borrowings

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost with any difference between the amount initially recognised and redemption value being recognised in profit or loss over the period of the borrowings, together with any interest and fees payable, using the effective interest method.

### (r) Trade and other payables

Trade and other payables are initially recognised at fair value. Trade and other payables are subsequently stated at amortised cost unless the effect of discounting would be immaterial, in which case they are stated at cost.

### (s) Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and in hand, demand deposits with banks and other financial institutions, and short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition.

### (t) Employee benefits

#### (i) Short term employee benefits and contributions to defined contribution retirement plans

Salaries, annual bonuses, paid annual leave, contributions to defined contribution retirement plans and the cost of non-monetary benefits are accrued in the year in which the associated services are rendered by employees. Where payment or settlement is deferred and the effect would be material, these amounts are stated at their present values. Obligation for contributions to defined contribution retirement schemes pursuant to the relevant labour rules and regulations in the PRC are recognised as an expense in profit or loss as incurred, except to the extent that they are included in properties for sale not yet recognised as an expense.

#### (ii) Share-based payments

The fair value of share options granted to employees is recognised as an employee cost with a corresponding increase in a capital reserve within equity. The fair value is measured at grant date using the binomial lattice model, taking into account the terms and conditions upon which the options were granted. Where the employees have to meet vesting conditions before becoming unconditionally entitled to the options, the total estimated fair value of the options is spread over the vesting period, taking into account the probability that the options will vest.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (t) Employee benefits (Continued)

#### (ii) Share-based payments (Continued)

During the vesting period, the number of share options that is expected to vest is reviewed. Any resulting adjustment to the cumulative fair value recognised in prior years is charged/credited to the profit or loss for the year of the review, unless the original employee expenses qualify for recognition as an asset, with a corresponding adjustment to the capital reserve. On vesting date, the amount recognised as an expense is adjusted to reflect the actual number of options that vest (with a corresponding adjustment to the capital reserve) except where forfeiture is only due to not achieving vesting conditions that relate to the market price of the Company's shares. The equity amount is recognised in the capital reserve until either the option is exercised (when it is transferred to the share premium account) or the option expires (when it is released directly to retained profits).

### (u) Income tax

Income tax for the year comprises current tax and movements in deferred tax assets and liabilities. Current tax and movements in deferred tax assets and liabilities are recognised in profit or loss except to the extent that they relate to items recognised in other comprehensive income or directly in equity, in which case the relevant amounts of tax are recognised in other comprehensive income or directly in equity, respectively.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the end of the reporting period, and any adjustment to tax payable in respect of previous years.

Deferred tax assets and liabilities arise from deductible and taxable temporary differences respectively, being the differences between the carrying amounts of assets and liabilities for financial reporting purposes and their tax bases. Deferred tax assets also arise from unused tax losses and unused tax credits.

Apart from certain limited exceptions, all deferred tax liabilities, and all deferred tax assets to the extent that it is probable that future taxable profits will be available against which the asset can be utilised, are recognised. Future taxable profits that may support the recognition of deferred tax assets arising from deductible temporary differences include those that will arise from the reversal of existing taxable temporary differences, provided those differences relate to the same taxation authority and the same taxable entity, and are expected to reverse either in the same period as the expected reversal of the deductible temporary difference or in periods into which a tax loss arising from the deferred tax asset can be carried back or forward. The same criteria are adopted when determining whether existing taxable temporary differences support the recognition of deferred tax assets arising from unused tax losses and credits, that is, those differences are taken into account if they relate to the same taxation authority and the same taxable entity, and are expected to reverse in a period, or periods, in which the tax loss or credit can be utilised.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (u) Income tax (Continued)

The limited exceptions to recognition of deferred tax assets and liabilities are those temporary differences arising from goodwill not deductible for tax purposes, the initial recognition of assets or liabilities that affect neither accounting nor taxable profit (provided they are not part of a business combination), and temporary differences relating to interests in subsidiaries to the extent that, in the case of taxable differences, the Group controls the timing of the reversal and it is probable that the differences will not reverse in the foreseeable future, or in the case of deductible differences, unless it is probable that they will reverse in the future.

The amount of deferred tax recognised is measured based on the expected manner of realisation or settlement of the carrying amount of the assets and liabilities, using tax rates enacted or substantively enacted at the end of the reporting period. Deferred tax assets and liabilities are not discounted.

The carrying amount of a deferred tax asset is reviewed at the end of each reporting period and is reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow the related tax benefit to be utilised. Any such reduction is reversed to the extent that it becomes probable that sufficient taxable profits will be available.

Additional income taxes that arise from the distribution of dividends are recognised when the liability to pay the related dividends is recognised.

Current tax balances and deferred tax balances, and movements therein, are presented separately from each other and are not offset. Current tax assets are offset against current tax liabilities, and deferred tax assets against deferred tax liabilities, if the Group has the legally enforceable right to set off current tax assets against current tax liabilities and the following additional conditions are met:

- in the case of current tax assets and liabilities, the Group intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously; or
- in the case of deferred tax assets and liabilities, if they relate to income taxes levied by the same taxation authority on either:
  - the same taxable entity; or
  - different taxable entities, which, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered, intend to realise the current tax assets and settle the current tax liabilities on a net basis or realise and settle simultaneously.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (v) Financial guarantees issued, provisions and contingent liabilities

#### (i) Financial guarantees issued

Financial guarantees are contracts that require the issuer (i.e. the guarantor) to make specified payments to reimburse the beneficiary of the guarantee (the “holder”) for a loss the holder incurs because a specified debtor fails to make payment when due in accordance with the terms of a debt instrument.

Where the Group issues a financial guarantee, the fair value of the guarantee is initially recognised as deferred income within trade and other payables. The fair value of financial guarantees issued at the time of issuance is determined by reference to fees charged in an arm’s length transaction for similar services, when such information is obtainable, or is otherwise estimated by reference to interest rate differentials, by comparing the actual rates charged by lenders when the guarantee is made available with the estimated rates that lenders would have charged, had the guarantees not been available, where reliable estimates of such information can be made. Where consideration is received or receivable for the issuance of the guarantee, the consideration is recognised in accordance with the Group’s policies applicable to that category of asset. Where no such consideration is received or receivable, an immediate expense is recognised in profit or loss on initial recognition of any deferred income.

The amount of the guarantee initially recognised as deferred income is amortised in profit or loss over the term of the guarantee as income from financial guarantees issued. In addition, provisions are recognised in accordance with note 1(v)(ii) if and when (i) it becomes probable that the holder of the guarantee will call upon the Group under the guarantee, and (ii) the amount of that claim on the Group is expected to exceed the amount currently carried in trade and other payables in respect of that guarantee i.e. the amount initially recognised, less accumulated amortisation.

#### (ii) Other provisions and contingent liabilities

Provisions are recognised for other liabilities of uncertain timing or amount when the Group or the Company has a legal or constructive obligation arising as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made. Where the time value of money is material, provisions are stated at the present value of the expenditure expected to settle the obligation.

Where it is not probable that an outflow of economic benefits will be required, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefits is remote. Possible obligations, whose existence will only be confirmed by the occurrence or non-occurrence of one or more future events are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (w) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Provided it is probable that the economic benefits will flow to the Group and the revenue and costs, if applicable, can be measured reliably, revenue is recognised in profit or loss as follows:

#### (i) Sales of properties

Revenue from sales of properties is recognised when the significant risks and rewards of ownership have been transferred to the buyers. The Group considers that the significant risks and rewards of ownership are transferred when the construction of relevant properties has been completed and the properties have been delivered to the buyers.

Revenue from sales of properties excludes business tax or other sales related taxes and is after deduction of any trade discounts. Deposits and instalments received on properties sold prior to the date of revenue recognition are included in the statement of financial position as receipts in advance.

#### (ii) Rental income from operating leases

Rental income receivable under operating leases is recognised in profit or loss in equal instalments over the periods covered by the lease term, except where an alternative basis is more representative of the pattern of benefits to be derived from the use of the leased asset. Lease incentives granted are recognised in profit or loss as an integral part of the aggregate net lease payments receivable. Contingent rentals are recognised as income in the accounting period in which they are earned.

#### (iii) Service fee income

Service fee income in relation to property management service, advertising service and other ancillary services are recognised when such services are provided to customers.

#### (iv) Interest income

Interest income is recognised as it accrues using the effective interest method.

#### (v) Government grants

Government grants are recognised in the statement of financial position initially when there is reasonable assurance that they will be received and that the Group will comply with the conditions attaching to them. Grants that compensate the Group for expenses incurred are recognised as income in profit or loss on a systematic basis in the same periods in which the expenses are incurred. Grants that compensate the Group for the cost of inventories are initially recognised as deferred income and subsequently deducted from the cost of sales when the inventories are sold upon meeting the relevant conditions, if any, attaching to them.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (w) Revenue recognition (Continued)

#### (vi) Dividends

- Dividend income from unlisted investments is recognised when the shareholder's right to receive payment is established.
  
- Dividend income from listed investments is recognised when the share price of the investment goes ex-dividend.

### (x) Translation of foreign currencies

Foreign currency transactions during the year are translated at the foreign exchange rates ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated at the foreign exchange rates ruling at the end of the reporting period. Exchange gains and losses are recognised in profit or loss.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the foreign exchange rates ruling at the transaction dates. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated using the foreign exchange rates ruling at the dates the fair value was measured.

The results of operations are translated into RMB at the exchange rates approximating the foreign exchange rates ruling at the dates of the transactions. Balance sheet items are translated into RMB at the closing foreign exchange rates at the end of the reporting period.

The resulting exchange differences are recognised in other comprehensive income and accumulated separately in equity in the exchange reserve.

On disposal of a foreign operation, the cumulative amount of the exchange differences relating to that foreign operation is reclassified from equity to profit or loss when the profit or loss on disposal is recognised.

### (y) Borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of an asset which necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of that asset. Other borrowing costs are expensed in the period in which they are incurred.

The capitalisation of borrowing costs as part of the cost of a qualifying asset commences when expenditure for the asset is being incurred, borrowing costs are being incurred and activities that are necessary to prepare the asset for its intended use or sale are in progress. Capitalisation of borrowing costs is suspended or ceases when substantially all the activities necessary to prepare the qualifying asset for its intended use or sale are interrupted or complete.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (z) Non-current assets held for sale

A non-current asset (or disposal group) is classified as held for sale if it is highly probable that its carrying amount will be recovered through a sale transaction rather than through continuing use and the asset (or disposal group) is available for sale in its present condition. A disposal group is a group of assets to be disposed of together as a group in a single transaction, and liabilities directly associated with those assets that will be transferred in the transaction.

Immediately before classification as held for sale, the measurement of the non-current assets (and all individual assets and liabilities in a disposal group) is brought up-to-date in accordance with the accounting policies before the classification. Then, on initial classification as held for sale and until disposal, the non-current assets (except for certain assets as explained below), or disposal groups, are recognised at the lower of their carrying amount and fair value less costs to sell. The principal exceptions to this measurement policy so far as the financial statements of the Group and the Company are concerned are deferred taxation and investment properties. These assets, even if held for sale, would continue to be measured in accordance with the policies set out elsewhere in note 1.

Impairment losses on initial classification as held for sale, and on subsequent remeasurement while held for sale, are recognised in profit or loss. As long as a non-current asset is classified as held for sale, or is included in a disposal group that is classified as held for sale, the non-current asset is not depreciated or amortised.

### (aa) Related parties

- (a) A person, or a close member of that person's family is related to the Group if that person:
  - (i) has control or joint control over the Group;
  - (ii) has significant influence over the Group; or
  - (iii) is a member of the key management personnel of the Group or the Group's parent.
- (b) An entity is related to the Group if any of the following conditions applies:
  - (i) The entity and the Group are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
  - (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
  - (iii) Both entities are joint ventures of the same third party.
  - (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
  - (v) The entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 1 SIGNIFICANT ACCOUNTING POLICIES (Continued)

### (aa) Related parties (Continued)

(b) An entity is related to the Group if any of the following conditions applies: (Continued)

(vi) The entity is controlled or jointly controlled by a person identified in (a).

(vii) A person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

Close members of the family of a person are those family members who may be expected to influence, or be influenced by, that person in their dealings with the entity.

### (bb) Segment reporting

Operating segments, and the amounts of each segment item reported in the consolidated financial statements, are identified from the financial information provided regularly to the Group's most senior executive management for the purposes of allocating resources to, and assessing the performance of, the Group's various lines of business and geographical locations.

Individually material operating segments are not aggregated for financial reporting purposes unless the segments have similar economic characteristics and are similar in respect of the nature of products and services, the nature of production processes, the type or class of customers, the methods used to distribute the products or provide the services, and the nature of the regulatory environment. Operating segments which are not individually material may be aggregated if they share a majority of these criteria.

## 2 ACCOUNTING JUDGEMENT AND ESTIMATES

Estimates and judgements used in preparing the financial statements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that may have a significant effect on the carrying amounts of assets and liabilities mainly include those related to property development activities.

Note 31 contain information about the assumptions and their risk factors relating to the fair value of financial instruments. Key sources of estimation uncertainty are as follows:

### (a) Impairment

As explained in note 1(m), the Group's land held for future development, properties under development and completed properties held for sale are stated at the lower of cost and net realisable value. Based on the Group's recent experience and the nature of the subject property, the Group makes estimates of the selling price, the costs of completion in case for properties under development, and the costs to be incurred in selling the properties.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 2 ACCOUNTING JUDGEMENT AND ESTIMATES (Continued)

### (a) Impairment (Continued)

If there is an increase in costs to completion or a decrease in net sales value, provision for completed properties held for sale, properties held for future development and under development for sale may be resulted. Such provision requires the use of judgment and estimates. Where the expectation is different from the original estimate, the carrying value and provision for properties in the periods in which such estimate is changed will be adjusted accordingly.

In addition, given the volatility of the PRC property market and the distinctive nature of individual properties, the actual outcomes in terms of costs and revenue may be higher or lower than estimated at the end of the reporting period. Any increase or decrease in the provision would affect profit or loss in future years.

### (b) Recognition of deferred tax assets

Deferred tax assets are recognised and measured based on the expected manner of realisation or settlement of the carrying amount of the assets, using tax rates enacted or substantively enacted at the end of the reporting period. In determining the carrying amounts of deferred tax assets, expected taxable profits are estimated which involves a number of assumptions relating to the operating environment of the Group and require a significant level of judgment exercised by the directors. Any change in such assumptions and judgment would affect the carrying amounts of deferred tax assets to be recognised and hence the net profit in future years.

### (c) Provision for PRC Land Appreciation Tax (“LAT”)

As explained in note 2(b), the Group has estimated, made and included in tax provision for LAT according to the requirements set forth in the relevant PRC tax laws and regulations. The actual LAT liabilities are subject to the determination by the tax authorities upon completion of the property development projects and the tax authorities might disagree with the basis on which the provision for LAT is calculated. Significant judgment is required in determining the level of provision, as the calculation of which depends on the ultimate tax determination. Given the uncertainties of the calculation basis of LAT as interpreted by the local tax bureau, the actual outcomes may be higher or lower than those estimated at the end of the reporting period. Any increase or decrease in the actual outcomes/estimates will impact the income tax provision in the period in which such determination is made.

### (d) Recognition and allocation of construction costs on properties under development

Development costs of properties are recorded as properties under development during construction stage and will be transferred to profit or loss upon the recognition of the sale of the properties. Before the final settlement of the development costs and other costs relating to the sale of the properties, these costs are accrued by the Group based on management’s best estimates.

When developing properties, the Group typically divides the development projects into phases. Specific costs directly related to the development of a phase are recorded as the cost of such phase. Costs that are common to phases are allocated to individual phases based on the estimated market value of each phase as a percentage of the total estimated market value of the entire project, or if the above is not practicable, the common costs are allocated to individual phases based on saleable area.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 2 ACCOUNTING JUDGEMENT AND ESTIMATES (Continued)

### (d) Recognition and allocation of construction costs on properties under development (Continued)

When the final settlement of costs and the related cost allocation is different from the initial estimates, any increase or decrease in the development costs and other costs would affect the profit or loss in future years.

### (e) Valuation of investment properties

As described in note 1(j), investment properties are stated at fair value based on the valuation performed by an independent firm of professional surveyors after taking into consideration the comparable market transactions and the net rental income allowing for reversionary income potential.

In determining the fair value, the valuer have based on a method of valuation which involves, *inter-alia*, certain estimates including current market rents for similar properties in the same location and condition, appropriate discount rates and expected future market rents. In relying on the valuation report, management has exercised its judgment and is satisfied that the method of valuation is reflective of the current market condition.

### (f) Classification between investment properties, properties held for sale and property, plant and equipment

The Group develops property projects with an initial intention to be held for sale and retains a portion of properties held for own use. The Group also has plans to retain a portion of properties as investment properties to earn rentals or for capital appreciation or both. Judgement is made by management in determining whether a property is designated as a property held for sale, owner-occupied property or an investment property. The Group considers its intention for holding the properties at the early development stage of the related properties. During the course of development, the related properties under development are accounted for as (i) properties under development included in current assets if the properties are intended for sale after their completion; (ii) owner-occupied properties included in property, plant and equipment if the properties are intended for own use; and (iii) investment properties under construction if the properties are intended to be held to earn rentals and/or for capital appreciation.

### (g) Determining the deferred taxation on investment properties

The Group has leased out certain of the completed properties to third parties whereby the directors consider that such arrangement is not temporary. In the circumstance, the Group has decided to treat those properties as investment properties (and reclassifying them from completed properties held for sale to investment properties) because it is the Group's intention to hold these properties in long-term for rental income and/or capital appreciation.

Under IAS 12 *Deferred tax* is required to be measured with reference to the tax consequences that would follow the manner in which the entity expect to recover the carrying amount of the asset(s) in question. In this regard, IAS 12 has a rebuttable presumption that the carrying amount of investment property carried at fair value under IAS 40, *Investment property*, will be recovered through sale. This presumption is rebutted on a property-by-property basis if the investment property in question is depreciable and is held within a business model whose objective is to consume substantially all of the economic benefits embodied in the investment property over time, rather than through sale.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 2 ACCOUNTING JUDGEMENT AND ESTIMATES (Continued)

### (g) Determining the deferred taxation on investment properties (Continued)

In this connection, the Group has reviewed its investment property portfolio on a regular basis and has concluded that as at 31 December 2013, the presumption in IAS 12 that the carrying value of the property will be recovered through sales should be adopted in respect of each of the investment properties located at its the wholesale shopping mall project, namely North Hankou International Trade Center. Therefore, the deferred tax relating to these properties has been provided on the basis of recovering their carrying amounts entirely through sale. In respect of the Group's other leasehold investment properties, the Group has determined that each of these properties are held within a business model whose objective is to consume substantially all of the economic benefits embodied in the investment property over time and consequently the presumption in IAS 12 is rebutted for these properties. As a result, the Group has continued to measure the deferred tax relating to these other properties using the tax rate that would apply as a result of recovering their value through sale.

### (h) Fair value of non-derivative financial instruments

Fair value of non-derivative financial instruments carried at amortised costs, which is determined for disclosure purpose, is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

## 3 TURNOVER AND SEGMENT REPORTING

The principal activities of the Group are development and sales of properties, property management services, development and operation of properties in the People's Republic of China (the "PRC").

Turnover represents income from sales of properties, property management services income, rental income and other ancillary services income, net of business tax and other sales related taxes and is after deduction of any trade discounts.

The amounts of each significant category of revenue recognised in turnover during the year are as follows:

	2013 RMB'000	2012 RMB'000
Sales of properties	1,523,878	1,462,048
Property management services	12,451	7,247
Rental income	44,109	19,863
Others	750	770
	1,581,188	1,489,928

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 3 TURNOVER AND SEGMENT REPORTING (Continued)

Operating segments, and the amounts of each segment item reported in the consolidated financial statements, are identified from the financial data and information provided regularly to the Group's most senior executive management for the purposes of allocating resources to, and assessing the performance of, the Group's various lines of business and geographical locations. No segment information is presented in respect of the Group's operating segment as the Group is principally engaged in one segment in the PRC. The Group does not operate in any other geographical or business segment during the year.

## 4 OTHER NET LOSS AND OTHER REVENUE

	2013 RMB'000	2012 RMB'000
<b>Other net loss</b>		
Loss on disposal of non-current assets classified as held for sale	8,602	9,812
	8,602	9,812
<b>Other revenue</b>		
Government grant	2,900	50
Forfeited deposits and compensation from customers	607	827
Football club related revenue	31,964	5,863
Others	396	1,917
	35,867	8,657

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 5 PROFIT BEFORE TAXATION

Profit before taxation is arrived at after charging/(crediting):

### (a) Finance (income)/costs:

	2013 RMB'000	2012 RMB'000
Finance income:		
Interest income	(3,928)	(3,407)
Finance costs:		
Interest on convertible bonds (note 27)	45,787	—
Interest on bank loans and loans from other financial institutions	315,863	151,609
Other borrowing costs	28,116	11,637
Less: amounts capitalised into properties under development and investment properties under development (Note)	(321,155)	(159,339)
Bank charge and others	68,611	3,907
Net foreign exchange loss	7,577	1,600
	728	—
	76,916	5,507

Note: The borrowing costs have been capitalised at rates ranging from 6.00%–9.66% per annum in the year ended 31 December 2013 (2012: 6.15%–9.66% per annum).

### (b) Staff costs:

	2013 RMB'000	2012 RMB'000
Salaries, wages and other benefits	37,572	27,894
Contributions to defined contribution retirement plan	6,562	4,942
Equity settled share-based payment expenses	6,243	9,118
	50,377	41,954

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 5 PROFIT BEFORE TAXATION (Continued)

### (c) Other items:

	2013 RMB'000	2012 RMB'000
Amortisation	16,014	5,711
Depreciation	9,845	9,632
Auditors' remuneration		
— statutory audit services	2,448	2,160
— non-audit tax compliance services	8	8
— professional service in relation to the issue of convertible bonds	492	—
Cost of properties sold (Note)	875,463	337,405

Note: Cost of properties sold is after netting off benefits from government grants of RMB61,676,000 for the year ended 31 December 2013 (2012: RMB Nil).

## 6 INCOME TAX IN THE CONSOLIDATED STATEMENT OF PROFIT OR LOSS

### (a) Taxation in the consolidated statement of profit or loss represents:

	2013 RMB'000	2012 RMB'000
<b>Current tax</b>		
PRC Corporate Income Tax ("CIT")	71,276	259,384
PRC Land Appreciation Tax ("LAT")	92,479	111,635
	163,755	371,019
<b>Deferred tax</b>		
Origination and reversal of temporary differences (see notes 14 and 23)	754,512	131,001
	918,267	502,020

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 6 INCOME TAX IN THE CONSOLIDATED STATEMENT OF PROFIT OR LOSS (Continued)

### (b) Reconciliation between tax expense and accounting profit at applicable tax rates:

	2013 RMB'000	2012 RMB'000
Profit before taxation	2,547,287	1,670,985
Income tax computed by applying the tax rate of 25% to profit before taxation	636,822	417,746
Tax effect of non-PRC entities not subject to PRC CIT	13,755	4,152
Tax effect of non-deductible expenses	7,872	5,221
Tax effect of non-taxable share of profits of joint ventures and other income	(130,899)	(29,802)
Tax effect of unused tax losses not recognised	19,098	10,064
Withholding tax on profits of PRC subsidiaries	2,065	10,650
LAT in relation to properties sold	92,479	111,985
LAT in relation to investment properties	400,260	—
Tax effect on LAT	(123,185)	(27,996)
Income tax expense	918,267	502,020

- (i) Pursuant to the rules and regulations of the Cayman Islands and the BVI, the Group is not subject to any income tax in these jurisdictions.

No provision for Hong Kong Profits Tax was made as the Group did not earn any income subject to Hong Kong Profits Tax for the year (2012: RMB Nil).

#### (ii) PRC CIT

The provision for CIT has been calculated at the applicable tax rates on the estimated assessable profits of the Group's subsidiaries in the PRC as determined in accordance with the relevant income tax rules and regulations of the PRC. The CIT rate applicable to the Group's subsidiaries located in the PRC is 25% (2012: 25%).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 6 INCOME TAX IN THE CONSOLIDATED STATEMENT OF PROFIT OR LOSS (Continued)

### (b) Reconciliation between tax expense and accounting profit at applicable tax rates: (Continued)

#### (iii) PRC LAT

According to the requirements of the Provisional Regulations of the PRC on LAT (中華人民共和國土地增值稅暫行條例) effective from 1 January 1994, and the Detailed Implementation Rules on the Provisional Regulations of the PRC on LAT (中華人民共和國土地增值稅暫行條例實施細則) effective from 27 January 1995, all income from the sale or transfer of state-owned land use rights, buildings and their attached facilities in the PRC is subject to LAT at progressive rates ranging from 30% to 60% of the appreciation value.

In addition, certain subsidiaries of the Group were subject to LAT which is calculated based on 3% to 8% of their revenue in accordance with the authorised tax valuation method approved by respective local tax bureau.

The directors of the Company are of the opinion that the authorised tax valuation method is one of the allowable taxation methods in the PRC and the respective local tax bureaus are the competent tax authorities to approve the authorised tax valuation method in charging CIT and LAT to the respective PRC subsidiaries of the Group, and the risk of being challenged by the State Tax Bureau or any tax bureau of higher authority is remote.

#### (iv) Withholding tax

The PRC Corporate Income Tax Law and its implementation rules impose a withholding tax at 10%, unless reduced by a tax treaty or arrangement, for dividends distributed by PRC-resident enterprises to their non-PRC-resident corporate investors for profits earned since 1 January 2008. Under the Sino-Hong Kong Double Tax Arrangement, a qualified Hong Kong tax resident is entitled to a reduced withholding tax rate of 5% if the Hong Kong tax resident is the “beneficial owner” and holds 25% or more of the equity interest of the PRC enterprise directly.

Since the Group could control the quantum and timing of distribution of profits of the Group’s subsidiaries in the PRC, deferred tax liabilities are only provided to the extent that such profits are expected to be distributed in the foreseeable future.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 7 DIRECTORS' REMUNERATION

Directors' remuneration disclosed pursuant to section 161 of the Hong Kong Companies Ordinance is as follows:

	For the year ended 31 December 2013				
	Directors' fee RMB'000	Salaries allowances and benefits in kind RMB'000	Retirement scheme contributions RMB'000	Equity settled share-based payment RMB'000	Total RMB'000
<b>Chairman:</b>					
Yan Zhi	—	366	7	3,122	3,495
<b>Executive directors:</b>					
Wang Danli	—	360	7	281	648
Cui Jinfeng	—	119	7	312	438
Fang Li	—	115	7	250	372
<b>Non-executive director:</b>					
Fu Gaochao	—	119	7	312	438
<b>Independent non-executive directors:</b>					
Yang Qiongzhen	—	157	—	—	157
Cheung Ka Fai	—	157	—	—	157
Peng Chi	—	157	—	—	157
	—	1,550	35	4,277	5,862

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 7 DIRECTORS' REMUNERATION (Continued)

For the year ended 31 December 2012					
	Directors' fee	Salaries allowances and benefits in kind	Retirement scheme contributions	Equity settled share-based payment	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
<b>Chairman:</b>					
Yan Zhi	—	366	7	4,559	4,932
<b>Executive directors:</b>					
Wang Danli	—	360	7	410	777
Cui Jinfeng	—	118	7	456	581
Fang Li	—	113	7	365	485
<b>Non-executive director:</b>					
Fu Gaochao	—	120	7	456	583
<b>Independent non-executive directors:</b>					
Yang Qiongzhen	—	162	—	—	162
Cheung Ka Fai	—	162	—	—	162
Peng Chi	—	162	—	—	162
	—	1,563	35	6,246	7,844

## 8 INDIVIDUALS WITH HIGHEST EMOLUMENTS

Of the five individuals with the highest emoluments, four (2012: four) are directors whose emoluments are disclosed in note 7. The emoluments in respect of the other one (2012: one) individual are as follows:

	2013 RMB'000	2012 RMB'000
Salaries and other emoluments	1,142	1,166
Retirement scheme contributions	13	11
Equity settled share-based payment expenses	—	—
	1,155	1,177

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 8 INDIVIDUALS WITH HIGHEST EMOLUMENTS (Continued)

The emoluments of the one (2012: one) individual with the highest emoluments are within the following bands:

	2013 Number of individuals	2012 Number of individuals
HK\$ 1,000,001–1,500,000	1	1

## 9 PROFIT ATTRIBUTABLE TO EQUITY SHAREHOLDERS OF THE COMPANY

The consolidated profit attributable to equity shareholders of the Company includes a loss for the year of RMB51,352,000 (2012: RMB13,305,000) which has been dealt with in the financial statements of the Company.

Reconciliation of the above amount to the Company's profit for the year:

	2013 RMB'000	2012 RMB'000
Amount of consolidated loss attributable to equity shareholders dealt with in the Company's financial statements	(51,352)	(13,305)
Dividends from subsidiaries attributable to the profits of the previous financial year, approved and paid during the year	216,320	95,000
Company's profit for the year (note 30(a))	164,968	81,695

Details of dividends paid and payable to equity shareholders of the Company are set out in note 30(g).

## 10 EARNINGS PER SHARE

### (a) Basic earnings per share

The calculation of basic earnings per share is based on the consolidated profit attributable to ordinary equity shareholders of the Company of RMB1,583,747,000 (2012: RMB1,150,943,000) and 3,500,000,000 ordinary shares in issue during the year.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 10 EARNINGS PER SHARE (Continued)

### (b) Diluted earnings per share

The calculation of diluted earnings per share is based on the adjusted consolidated profit attributable to ordinary equity shareholders of the Company of RMB1,616,850,000 (2012: RMB1,150,943,000) divided by the weighted average number of ordinary shares of 3,653,092,000 shares (2012: 3,515,034,000 shares) after adjusting for the effects of deemed issue of shares for nil consideration under the Company's Pre-IPO Share Option Scheme (note 29) and the effect of conversion of convertible bonds (note 27), calculated as follows:

#### (i) Profit attributable to ordinary equity shareholders of the Company (diluted)

	2013 RMB'000	2012 RMB'000
Profit attributable to ordinary equity shareholders of the Company	1,583,747	1,150,943
After tax effect of effective interest on the liability component of convertible bonds	45,787	—
After tax effect of change in fair value of embedded derivative component of the convertible bonds	(12,684)	—
Profit attributable to ordinary equity shareholders of the Company (diluted)	1,616,850	1,150,943

#### (ii) Weighted average number of ordinary shares (diluted)

	2013	2012
Weighted average number of ordinary shares at 31 December	3,500,000,000	3,500,000,000
Effect of deemed issue of shares on:		
Company's Pre-IPO Share Option Scheme for nil consideration	18,423,000	15,034,000
Conversion of convertible bonds	134,669,000	—
Weighted average number of ordinary shares (diluted) at 31 December	3,653,092,000	3,515,034,000

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 11 PROPERTY, PLANT AND EQUIPMENT

	Buildings RMB'000	Motor vehicles RMB'000	Furniture, office equipment and others RMB'000	Total RMB'000
<b>Cost/Deemed Cost:</b>				
At 1 January 2012	9,081	15,163	5,097	29,341
Additions	6,341	416	2,003	8,760
Transfer from investment properties	113,400	—	—	113,400
At 31 December 2012/1 January 2013	<b>128,822</b>	<b>15,579</b>	<b>7,100</b>	<b>151,501</b>
Additions	—	787	3,641	4,428
Transfer from completed properties held for sale	14,203	—	—	14,203
Disposal of a subsidiary	—	—	(30)	(30)
At 31 December 2013	<b>143,025</b>	<b>16,366</b>	<b>10,711</b>	<b>170,102</b>
<b>Accumulated depreciation:</b>				
At 1 January 2012	(1,894)	(5,383)	(1,437)	(8,714)
Charge for the year	(5,011)	(3,557)	(1,064)	(9,632)
At 31 December 2012/ 1 January 2013	<b>(6,905)</b>	<b>(8,940)</b>	<b>(2,501)</b>	<b>(18,346)</b>
Charge for the year	(3,398)	(3,741)	(2,706)	(9,845)
Disposal of a subsidiary	—	—	3	3
At 31 December 2013	<b>(10,303)</b>	<b>(12,681)</b>	<b>(5,204)</b>	<b>(28,188)</b>
<b>Net book value:</b>				
At 31 December 2013	<b>132,722</b>	<b>3,685</b>	<b>5,507</b>	<b>141,914</b>
At 31 December 2012	121,917	6,639	4,599	133,155

The buildings are all situated on land in the PRC held under medium-term leases.

On 31 July 2012, the directors of the Group transferred certain of its investment properties to owner-occupied buildings at a deemed cost of RMB113,400,000 according to a valuation report issued by an independent firm of surveyors, Savills Valuation and Professional Services Limited ("Savills") whom have recent experience in the location and category of property being valued. In valuing the property interest in the PRC, Savills has adopted the direct comparison approach and made reference to the recent transactions for similar premises in the proximity. There is no transfer of investment properties to owner-occupied buildings during the year ended 31 December 2013.

As at 31 December 2013, certain building of the Group with carrying value of RMB22,662,000 was without building ownership certificate (2012: RMB24,720,000). The Group was in progress of applying for the relevant building ownership certificates.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 12 INVESTMENT PROPERTIES

	Investment Properties RMB'000	Investment properties under development RMB'000	Total RMB'000
At 1 January 2012	2,142,000	1,631,100	3,773,100
Additions	—	295,595	295,595
Transfer from completed properties held for sale	102,579	—	102,579
Fair value adjustments	597,376	109,505	706,881
Transfer to investment properties	173,500	(173,500)	—
Transfer to property, plant and equipment	(41,500)	(71,900)	(113,400)
Transfer to non-current assets classified as held for sale	(56,955)	—	(56,955)
At 31 December 2012	2,917,000	1,790,800	4,707,800
<b>Representing:</b>			
Cost	564,773	1,438,636	2,003,409
Fair value adjustments	2,352,227	352,164	2,704,391
	2,917,000	1,790,800	4,707,800
At 1 January 2013	2,917,000	1,790,800	4,707,800
Additions	6,263	190,896	197,159
Transfer from completed properties held for sale	493,683	—	493,683
Fair value adjustments	1,591,254	150,904	1,742,158
Transfer to investment properties	95,900	(95,900)	—
At 31 December 2013	5,104,100	2,036,700	7,140,800
<b>Representing:</b>			
Cost	1,063,859	1,626,275	2,690,134
Fair value adjustments	4,040,241	410,425	4,450,666
	5,104,100	2,036,700	7,140,800
<b>Book value:</b>			
At 31 December 2013	5,104,100	2,036,700	7,140,800
At 31 December 2012	2,917,000	1,790,800	4,707,800

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 12 INVESTMENT PROPERTIES (Continued)

### Fair value measurement of properties

#### (i) Fair value hierarchy

The following table presents the fair value of the Group's properties measured at the end of the reporting period on a recurring basis, categorised into the three-level fair value hierarchy as defined in IFRS 13, *Fair value measurement*. The level into which a fair value measurement is classified is determined with reference to the observability and significance of the inputs used in the valuation technique as follows:

- Level 1 valuations: Fair value measured using only Level 1 inputs i.e. unadjusted quoted prices in active markets for identical assets or liabilities at the measurement date
- Level 2 valuations: Fair value measured using Level 2 inputs i.e. observable inputs which fail to meet Level 1, and not using significant unobservable inputs. Unobservable inputs are inputs for which market data are not available
- Level 3 valuations: Fair value measured using significant unobservable inputs

	Fair value at 31 December 2013 RMB'000	Fair value measurements as at 31 December 2013 categorised into level 3 RMB'000
<b>Recurring fair value measurement</b>		
— investment properties	7,140,800	7,140,800

There were no transfers into or out of Level 3 during the year. The Group's policy is to recognise transfers between levels of fair value hierarchy as at the end of the reporting period in which they occur.

The Group's investment properties carried at fair value were revalued as at 31 December 2013. The valuations were carried out by an independent firm of surveyors, Savills, who have among their staff Fellows of the Hong Kong Institute of Surveyors with recent experience in the location and category of property being valued. The Group's property manager and the senior management have discussion with the surveyors on the valuation assumptions and valuation results when the valuation is performed at each interim and annual reporting date.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 12 INVESTMENT PROPERTIES (Continued)

### Fair value measurement of properties (Continued)

#### (ii) Information about Level 3 fair value measurements

	Valuation techniques	Unobservable input	Range
Investment properties	Income capitalisation method	Yield	2.0%–6.5%
		Market monthly rental rate (RMB/sq.m.)	4–228
	Direct comparison method	Occupancy rate	90%–98%
		Market unit sales rate (RMB/sq.m.)	27,200–28,900

The fair value of completed investment properties is generally derived using the income capitalisation method. This valuation method is based on the capitalisation of the income and reversionary potential income by adopting appropriate capitalisation rates, which are derived from analysis of sale transactions and valuers' interpretation of prevailing investor requirements or expectations. The prevailing market rents adopted in the valuation have reference to recent lettings within the subject properties and the estimated rental incremental observed in other comparable properties.

The fair value of commercial properties under development is generally derived using the combination of direct comparison method by making reference to the comparable market transactions as available in the market and the income capitalisation method by capitalising market rent derived from the properties. This valuation method is essentially a means of valuing the land and properties under development by reference to its development potential by deducting development costs together with developer's profit and risk from the estimated capital value of the proposed development assuming completed as at the date of valuation.

During the year ended 31 December 2013, a net gain of RMB1,742,158,000 (2012: RMB697,355,000), and deferred tax thereon of RMB737,939,000 (2012: RMB174,339,000), has been recognised in the consolidated statement of profit or loss for the period in respect of investment properties.

During the year ended 31 December 2013, the Group transferred certain completed properties held for sale to investment properties upon there was an actual change in use from sale to earning rental income purpose, which were evidenced by commencement of operating lease as stipulated in the lease agreements entered into by the Group. Correspondingly a fair value gain amounting to RMB1,423,017,000 (2012: RMB496,888,000) upon transfer was recognised.

Certain bank loans granted to the Group were jointly secured by investment properties and investment properties under development with an aggregate book value of RMB2,075,059,000 (2012: RMB532,500,000) (note 25).



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 13 INTERESTS IN JOINT VENTURES

	The Group	
	2013	2012
	RMB'000	RMB'000
Share of net assets	774,888	161,292
<b>Representing:</b>		
Share of net assets as at 1 January	161,292	42,135
Share of net identifiable assets at the acquisition date	90,000	—
Share of profits	523,596	119,157
Share of net assets as at 31 December	774,888	161,292

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 13 INTERESTS IN JOINT VENTURES (Continued)

Details of the Group's interests in joint ventures, which are accounted for using the equity method in the consolidated financial statements, are as follows:

Name of company	Date and place of establishment	Registered/ paid-in capital	Effective interest held registered by the Group		Principal activity
			2012	2013	
Wuhan Big World Investment Development Co., Ltd. ("Wuhan Big World Investment") 武漢大世界投資發展有限公司*	12 May 2008 The PRC	RMB100,000,000	50%	50%	Property development
Wuhan Big World Market Management Co., Ltd. 武漢大世界市場管理有限公司*	27 June 2012 The PRC	RMB1,000,000	50%	50%	Property management
Wuhan Zall Shengtang Properties Co., Ltd. 武漢卓爾盛唐置業有限公司*	17 May 2013 The PRC	RMB375,000,000/ RMB150,000,000	—	60%	Property development

\* These entities are all PRC limited liability companies. The English translation of the company names is for reference only. The official names of these companies are in Chinese.

All these entities are unlisted corporate entities whose quoted market price is not available.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 13 INTERESTS IN JOINT VENTURES (Continued)

Summarised financial information of Wuhan Big World Investment adjusted for any differences in accounting policies, and a reconciliation to the carrying amount in the consolidated financial statements are disclosed below:

	2013 RMB'000	2012 RMB'000
<b>Gross amounts of Wuhan Big World Investment's</b>		
Current assets	607,240	865,416
Non-current assets	1,739,182	38,002
Current liabilities	(247,067)	(580,834)
Non-current liabilities	(728,583)	—
Equity	(1,370,772)	(322,584)
<b>Included in the above assets and liabilities:</b>		
Cash and cash equivalents	75,639	23,054
Current financial liabilities (excluding trade and other payables and provisions)	(43,523)	(235,276)
Non-current financial liabilities (excluding trade and other payables and provisions)	(728,583)	36,899
Revenue	114,239	771,677
Profit for the year	1,048,121	238,381
Other comprehensive income	—	—
Total comprehensive income	1,048,121	238,381
Dividend received from Wuhan Big World Investment Development Co Ltd	—	—
<b>Included in the above profits:</b>		
Increase in fair value of investment properties	1,260,708	—
Depreciation and amortisation	(653)	—
Interest income	89	—
Borrowing expenses	(20,000)	—
<b>Reconciled to the Group's interest in Wuhan Big World Investment</b>		
Gross amounts of Wuhan Big World Investment's net assets	1,370,772	322,584
Group's effective interest	50%	50%
Group's share of Wuhan Big World Investment's net assets	685,386	161,292
Carrying amount included in the consolidated financial statements	685,386	161,292

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 13 INTERESTS IN JOINT VENTURES (Continued)

### Aggregate information of joint ventures that are not individually material:

Summarised financial information of Wuhan Big World Market Management Co., Ltd and Wuhan Zall Shengtang Properties Co., Ltd, adjusted for any differences in accounting policies are disclosed below:

	2013 RMB'000	2012 RMB'000
Aggregate carrying amount of individually immaterial joint ventures in the consolidated financial statements	89,502	—
Aggregate amount of the Group's share of these joint ventures		
Loss for the year	(465)	—
Other comprehensive income	—	—
Total comprehensive income	(465)	—

## 14 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### (a) Current taxation in the consolidated statement of financial position represents:

	The Group	
	2013 RMB'000	2012 RMB'000
<b>Current tax recoverable:</b>		
PRC Corporate Income Tax	8,183	1,099
PRC Land Appreciation Tax	84,435	17,771
	92,618	18,870
<b>Current tax payable:</b>		
PRC Corporate Income Tax	72,089	443,891
PRC Land Appreciation Tax	—	48,826
	72,089	492,717

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 14 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Continued)

### (b) Deferred tax assets and liabilities recognised:

The components of deferred tax assets/(liabilities) recognised in the consolidated statement of financial position and the movements during the year are as follows:

	Provision for PRC Land Appreciation Tax RMB'000	Fair value adjustments for investment properties RMB'000	Withholding tax on profits of PRC subsidiaries RMB'000	Tax loss RMB'000	Others RMB'000	Total RMB'000
<b>Deferred tax arising from:</b>						
At 1 January 2012	3,573	(532,051)	(4,301)	—	(1,963)	(534,742)
Credited/(charged) to the consolidated statement of profit or loss	5,541	(165,733)	(700)	10,519	20,737	(129,636)
At 31 December 2012	9,114	(697,784)	(5,001)	10,519	18,774	(664,378)
<b>Deferred tax arising from:</b>						
At 1 January 2013	9,114	(697,784)	(5,001)	10,519	18,774	(664,378)
Credited/(charged) to the consolidated statement of profit or loss	(26,018)	(738,969)	5,001	(10,519)	6,454	(764,051)
At 31 December 2013	(16,904)	(1,436,753)	—	—	25,228	(1,428,429)

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 14 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Continued)

### (b) Deferred tax assets and liabilities recognised: (Continued)

	The Group	
	2013 RMB'000	2012 RMB'000
Net deferred tax assets recognised in the consolidated statement of financial position	2,520	10,519
Net deferred tax liabilities recognised in the consolidated statement of financial position	1,430,949	674,897

### (c) Deferred tax assets not recognised

In accordance with the accounting policy set out in note 1(u), the Group has not recognised deferred tax assets in respect of unused tax losses of RMB144,899,000 as at 31 December 2013 (2012: RMB90,659,000). The directors consider it is not probable that future taxable profits against which the losses can be utilised will be available from these subsidiaries.

The unrecognised tax losses will expire in the following years:

	The Group	
	2013 RMB'000	2012 RMB'000
2013	—	296
2014	2,026	3,842
2015	10,446	10,446
2016	17,224	22,143
2017	38,811	53,932
2018	76,392	—

### (d) Deferred tax liabilities not recognised

The PRC Corporate Income Tax Law and its implementation rules impose a withholding tax at 10%, unless reduced by a tax treaty or arrangement, for dividends distributed by PRC-resident enterprises to their non-PRC-resident corporate investors for profits earned since 1 January 2008. Under the Sino-Hong Kong Double Tax Agreement, a qualified Hong Kong tax resident is entitled to a reduced withholding tax rate of 5% if the Hong Kong tax resident is the “beneficial owner” and holds 25% or more of the equity interest of the PRC enterprise directly.

Since the Group could control the quantum and timing of distribution of profits of the Group’s subsidiaries in the PRC, deferred tax liabilities are only provided to the extent that such profits are expected to be distributed in the foreseeable future.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 14 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Continued)

### (d) Deferred tax liabilities not recognised (Continued)

As at 31 December 2013, the aggregate amounts of PRC undistributed profits of the Group's PRC subsidiaries in respect of which the Group has not provided for dividend withholding tax were approximately RMB1,247,798,000 (2012: RMB1,394,817,000).

## 15 INTERESTS IN SUBSIDIARIES

	The Company	
	2013	2012
	RMB'000	RMB'000
Unlisted investment, at cost	—	—
Capital contribution to subsidiaries	15,811	15,811
Amounts due from subsidiaries	1,344,085	967,561
	<b>1,359,896</b>	983,372

The balances with subsidiaries are unsecured, interest-free and have no fixed terms of repayment. The balances are expected to be recovered after more than one year.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 15 INTERESTS IN SUBSIDIARIES (Continued)

The following list contains the particulars of principal subsidiaries of the Group at 31 December 2013. The class of shares held is ordinary unless otherwise stated.

Name of company	Date and place of incorporation and operation	Particulars of issued and paid up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Zall Development (BVI) Holding Co., Company Ltd. (卓爾發展(BVI) 控股有限公司)	10 September 2010 British Virgin Islands ("BVI")	HK\$1	100%	100%	—	Investment holding
Zall Development (HK) Holding Company Limited ("Zall Hong Kong" or 卓爾發展 (香港) 控股有限公司)	25 March 2003 Hong Kong	HK\$100	100%	—	100%	Investment holding
Zall Development (Wuhan) Co., Ltd. ("Zall Development China" or 卓爾發展 (武漢) 有限公司*)	23 October 1998 The PRC	HK\$39,800,000	100%	—	100%	Investment holding and advertising services
North Hankou Group Co., Ltd. ("North Hankou Group" or 漢口北集團有限公司*)	11 February 2009 The PRC	RMB59,600,000	100%	—	100%	Investment holding
Zall Investment Group Co., Ltd. ("Zall Investment Group" or 卓爾投資集團 有限公司*)	31 December 2004 The PRC	RMB100,000,000	100%	—	100%	Investment holding and property development



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 15 INTERESTS IN SUBSIDIARIES (Continued)

Name of company	Date and place of incorporation and operation	Particulars of issued and paid up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Wuhan Logistics Enterprise Community Investment Development Co., Ltd. (武漢物聯港投資開發有限公司*)	3 March 2011 The PRC	RMB30,000,000	100%	—	100%	Property development
Wuhan North Hankou International Goods Trading Center Co., Ltd. (武漢漢口北國際商品交易中心有限公司*)	6 April 2011 The PRC	RMB1,000,000	100%	—	100%	Property development
Wuhan North Hankou Trade Market Investment Co., Ltd. (武漢漢口北商貿市場投資有限公司*)	16 April 2007 The PRC	RMB55,000,000	100%	—	100%	Property development
Wuhan North Hankou Market Management Co., Ltd. (武漢漢口北市場管理有限公司*)	14 March 2008 The PRC	RMB1,000,000	100%	—	100%	Property management
Wuhan North Hankou Logistics Co., Ltd. (武漢漢口北物流有限公司*)	14 January 2009 The PRC	RMB10,000,000	100%	—	100%	Logistics management
Wuhan Zall Four Seasons Hotel Management Co., Ltd. (武漢卓爾四季酒店管理有限公司*)	12 March 2009 The PRC	RMB1,000,000	100%	—	100%	Property management

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 15 INTERESTS IN SUBSIDIARIES (Continued)

Name of company	Date and place of incorporation and operation	Particulars of issued and paid up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Wuhan North Hankou Shangqing Advertising Co., Ltd. (武漢漢口北商情廣告有限公司*)	11 December 2008 The PRC	RMB1,500,000	100%	—	100%	Advertising services
Wuhan North Hankou Xincheng Construction Co., Ltd. (武漢漢口北新城建設有限公司*)	4 January 2010 The PRC	RMB1,000,000	100%	—	100%	Property development
Wuhan Zongbu Jidi Construction Co., Ltd. (武漢總部基地建設有限公司*)	9 January 2007 The PRC	RMB20,000,000	100%	—	100%	Property development
Wuhan Eastern Zall Properties Co., Ltd. (“Wuhan Easter Zall Properties” or 武漢東方卓爾置業有限公司*)	10 October 2007 The PRC	RMB30,000,000	100%	—	100%	Property development
Wuhan Salon Investment Co., Ltd. (武漢客廳投資有限公司*)	27 April 2010 The PRC	RMB30,000,000	100%	—	100%	Property development
Wuhan Zall City Investment and Development Co., Ltd. (“Zall City Investment and Development” or 武漢卓爾城投資發展有限公司*)	8 April 2010 The PRC	RMB50,000,000	100%	—	100%	Property development

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 15 INTERESTS IN SUBSIDIARIES (Continued)

Name of company	Date and place of incorporation and operation	Particulars of issued and paid up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Wuhan Zall Property Management Co., Ltd. ("Wuhan Zall Property Management" or 武漢卓爾物業管理有限公司*)	24 October 2005 The PRC	RMB5,000,000	100%	—	100%	Property management
Hubei Zhuohua Real Estate Co., Ltd. ("Zhuohua Real Estate" or 湖北卓華地產有限公司*)	2 September 2009 The PRC	RMB246,000,000	100%	—	100%	Property development
Hubei Hu Pan Hao Ting Real Estate Development Co., Ltd. (湖北湖畔豪庭房地產開發有限公司*)	26 April 2004 The PRC	RMB50,000,000	100%	—	100%	Property development
Wuhan Xinrui Real Estate Development Co., Ltd. (武漢新銳房地產開發有限公司*)	22 June 2004 The PRC	RMB20,000,000	100%	—	100%	Property development
Wuhan Panlong Zall Properties Co., Ltd. ("Wuhan Panlong Properties" or 武漢盤龍卓爾置業有限公司*)	29 December 2008 The PRC	RMB10,000,000	100%	—	100%	Property development
Wuhan Development (Xiangyang) Co., Ltd. (卓爾發展(襄陽)有限公司*)	8 April 2011 The PRC	HK\$20,000,000/ HK\$3,000,000	100%	—	100%	Property development

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 15 INTERESTS IN SUBSIDIARIES (Continued)

Name of company	Date and place of incorporation and operation	Particulars of issued and paid up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Zhen An (Wuhan) Company Limited ("Zhen An Wuhan" or 正安實業(武漢)有限公司*)	18 October 1996 The PRC	USD17,500,000	51%	—	51%	Property development
Zall Development (Shenyang) Co., Ltd. (卓爾發展(瀋陽)有限公司*)	7 November 2011 The PRC	USD192,765,000/ USD98,460,237	100%	—	100%	Property development
Wuhan Zall Football Club Co., Ltd. (武漢卓爾職業足球俱樂部有限公司*)	9 February 2011 The PRC	RMB55,000,000	100%	—	100%	Football Club
Shaanxi Zall Western Regions Industrial Development Ltd. ("Zall Shaanxi" or 陝西卓爾西域實業發展有限公司*)	22 December 2011 The PRC	RMB100,000,000/ RMB30,000,000	70%	—	70%	Property development
Zhen An Properties Limited ("Zhen An Properties" or 正安資產(開曼群島)實業股份有限公司)	21 November 1997 Cayman Island	USD10,000,000/ USD8,010,000	100%	—	100%	Investment holding

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 15 INTERESTS IN SUBSIDIARIES (Continued)

Name of company	Date and place of incorporation and operation	Particulars of issued and paid up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Zall Development (Changsha) Co., Ltd. (卓爾發展(長沙)有限公司*)	5 January 2012 The PRC	RMB100,000,000	80%	—	80%	Property development
Zall Development (Tianjin) Co., Ltd. (卓爾發展(天津)有限公司*)	7 April 2013 The PRC	RMB442,000,000	100%	—	100%	Property development
Zall Development (Xiaogan) Co., Ltd. (卓爾發展(孝感)有限公司*)	26 September 2013 The PRC	RMB100,000,000	100%	—	100%	Property development
Zall Development (Jingzhou) Co., Ltd. (卓爾發展(荊州)有限公司*)	27 September 2013 The PRC	USD100,000,000/ USD27,692,718	100%	—	100%	Property development
Wuhan North Hankou Electronic Commerce Co., Ltd. (武漢漢口北電子商務有限公司*)	16 July 2013 The PRC	RMB1,500,000	100%	—	100%	Electronic Commerce
Wuhan Zall Yuecheng Investment Co., Ltd. (武漢卓爾悅城投資有限公司*)	26 August 2013 The PRC	RMB50,000,000	100%	—	100%	Property development

\* These entities are all PRC limited liability companies. The English translation of the company names is for reference only. The official names of these companies are in Chinese.

The directors consider that no individual non-controlling interest is considered material to the Group as at 31 December 2013 and 2012.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 16 PROPERTIES UNDER DEVELOPMENT

(a) Properties under development in the consolidated statement of financial position comprise:

	2013 RMB'000	2012 RMB'000
<b>Expected to be recovered within one year</b>		
Properties under development for sale	3,559,877	1,948,394
<b>Expected to be recovered after more than one year</b>		
Properties held for future development for sale	803,956	146,256
Properties under development for sale	1,302,301	1,902,473
	2,106,257	2,048,729
	5,666,134	3,997,123

As at 31 December 2013, certain properties under development of the Group, which amounted to RMB Nil (2012: RMB42,154,000), were designated only for the Group's own use according to the relevant land use right agreement. They were not freely transferable and were not able to let out for rental income purpose.

As at 31 December 2013, certain properties under development with an aggregate carrying value of RMB1,675,043,000 (2012: RMB757,588,000) were pledged for certain bank loans granted to the Group (note 25).

(b) The analysis of carrying value of leasehold land included in properties under development is as follows:

	2013 RMB'000	2012 RMB'000
In the PRC, with lease term of 50 years or more:	723,279	378,763

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 17 COMPLETED PROPERTIES HELD FOR SALE

All completed properties held for sale are located in the PRC on leases between 40 to 70 years. All completed properties held for sale are stated at cost.

Completed properties held for sale with an aggregate carrying value of RMB565,099,000 as at 31 December 2013 (2012: RMB370,707,000) were pledged for certain bank loans granted to the Group (note 25).

## 18 INVENTORIES

Inventories are low-value consumables stated at the lower of cost and net realisable value.

## 19 TRADE AND OTHER RECEIVABLES, PREPAYMENTS

	The Group	
	2013	2012
	RMB'000	RMB'000
Current	36,008	24,078
More than 3 months but less than 12 months past due	13,182	4,350
More than 12 months past due	4,004	21,650
Trade receivables, net of allowance for doubtful debts	53,194	50,078
Prepaid business tax and other tax	102,267	32,522
Deposits, prepayments and other receivables	1,226,310	771,074
	1,381,771	853,674

Trade receivables are primarily related to proceeds from the sale of properties. Proceeds from the sale of properties are made in lump-sum payments or paid by installments in accordance with the terms of the corresponding sale and purchase agreements. If payment is made in lump-sum payment, settlement is normally required by date of signing the sales contract. If payments are made in installments, 30%–50% of the purchase price is normally required upon executing the contract with the balance payable by date of signing the contract.

The details on the Group's credit policy are set out in note 31(a).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 20 RESTRICTED CASH

Included in restricted cash was an aggregate carrying amount of RMB374,500,000 (2012: RMB19,422,000) pledged for certain bank loans granted to the Group (note 25).

## 21 CASH AND CASH EQUIVALENTS

	The Group		The Company	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
Cash at bank and in hand	738,758	998,131	10,889	1,071

As at 31 December 2013, the cash and bank balances of PRC subsidiaries comprising the Group is not freely convertible into other currencies and subject to Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations.

Included in cash at bank and in hand are the following amounts denominated in a currency other than the functional currency of the major operating subsidiaries of the Group:

	2013 '000	2012 '000
In original currency Hong Kong Dollar (HK\$)	79,508	1,978



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 22 CASH USED IN OPERATIONS

Reconciliation of profit before taxation to cash used in operations:

	Note	2013 RMB'000	2012 RMB'000
Profit before taxation		2,547,287	1,670,985
Adjustments for:			
Amortisation	5(c)	16,014	5,711
Depreciation	5(c)	9,845	9,632
Other net loss	4	8,602	9,812
Interest income	5(a)	(3,928)	(3,407)
Interest expenses and other borrowing costs	5(a)	22,824	3,907
Fair value gain on embedded derivative component of the convertible bonds	27	(12,684)	—
Interest expense of convertible bonds	27	45,787	—
Exchange realignment of convertible bonds	27	(6,041)	—
Increase in fair value of investment properties and non-current assets classified as held for sale		(319,141)	(200,467)
Fair value gain upon transfer of completed properties held for sale to investment properties		(1,423,017)	(496,888)
Share of profits of joint ventures	13	(523,596)	(119,157)
Equity settled share-based payment expenses	5(b)	6,243	9,118
Amortisation of deferred income	26	(70,881)	(5,748)
Gain on disposal of a subsidiary	35	(5,756)	—
		291,558	883,498
Increase in properties under development, completed properties held for sale, inventories		(2,234,077)	(2,514,459)
(Increase)/decrease in trade and other receivables, prepayments		(549,415)	54,674
Increase in trade and other payables		1,160,487	562,165
Increase in government grants received		—	45,690
Increase in other deferred income		21,845	31,020
Cash used in operations		(1,309,602)	(937,412)

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 23 NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE/LIABILITIES DIRECTLY ASSOCIATED WITH NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE

During the year ended 31 December 2013, the directors revisited the Group's investment property portfolio and committed to a plan to sell certain units of its investment properties. Such investment properties are available for immediate sale in its present condition and the directors consider that its sales is highly probable. As at 31 December 2013, the non-current assets classified as held for sale and the liabilities directly associated with such assets are as follows:

### Non-current assets classified as held for sale

	The Group	
	2013	2012
	RMB'000	RMB'000
Investment properties	158,000	200,000

### Liabilities directly associated with non-current assets classified as held for sale

	The Group	
	2013	2012
	RMB'000	RMB'000
Deferred tax liabilities	35,935	45,474

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 24 TRADE AND OTHER PAYABLES

	The Group		The Company	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
<b>Amounts due to third parties</b>				
Trade payables (Note)	944,055	640,986	—	—
Receipts in advance	2,037,316	1,256,938	—	—
Other payables and accruals	545,251	492,441	3,400	—
	<b>3,526,622</b>	<b>2,390,365</b>	<b>3,400</b>	<b>—</b>
<b>Amounts due to related parties</b>				
Amounts due to subsidiaries	—	—	50,572	48,329
	<b>3,526,622</b>	<b>2,390,365</b>	<b>53,972</b>	<b>48,329</b>

Note:

Included in trade and other payables are trade creditors, based on invoice date, with the following aging analysis as at the end of the reporting period:

	The Group	
	2013 RMB'000	2012 RMB'000
Within 3 months	266,975	194,734
Over 3 months but less than 12 months	587,873	433,651
Over 12 months	89,207	12,601
	<b>944,055</b>	<b>640,986</b>

Trade payables mainly represent amounts due to contractors. Payment to contractors is in installments according to progress and agreed milestones. The Group normally retains 2% to 5% as retention payment.

Included in trade payables were retention payables which were expected to be settled after more than one year amounted to RMB19,956,000 (2012: RMB12,601,000).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 25 BANK LOANS AND LOANS FROM OTHER FINANCIAL INSTITUTIONS

At 31 December 2013, the Group's bank loans and loans from other financial institutions were repayable as follows:

	The Group	
	2013	2012
	RMB'000	RMB'000
<b>Current</b>		
Secured		
Bank loans (notes (i) and (ii))	1,646,808	473,160
Loans from other financial institutions		
— current portion (notes (i) and (iii))	90,000	50,000
Unsecured		
Bank loans (note (i))	276,000	22,000
	<b>2,012,808</b>	545,160
<b>Non-current</b>		
Secured		
Bank loans (note (i))	1,984,950	1,260,540
Loans from other financial institutions		
— non-current portion (notes (i) and (iii))	410,000	200,000
Unsecured		
Bank loans (note (i))	690,000	966,000
	<b>3,084,950</b>	2,426,540
	<b>5,097,758</b>	2,971,700

As at 31 December 2013, the bank loans and loans from other financial institutions are all denominated in functional currency of respective subsidiaries now comprising the Group.

Further details of the Group's management of liquidity risk are set out in note 31(b).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 25 BANK LOANS AND LOANS FROM OTHER FINANCIAL INSTITUTIONS (Continued)

Bank loans and loans from other financial institutions bear interest ranging from 6.00% to 9.66% per annum for the year ended 31 December 2013 (2012: 6.15% to 9.66% per annum), and are secured by the following assets:

	The Group	
	2013 RMB'000	2012 RMB'000
Restricted cash	374,500	19,422
Investment properties	484,059	470,736
Investment properties under development	1,591,000	61,764
Leasehold land held for development for sale	929,721	—
Properties under development for sale	1,675,043	757,588
Completed properties held for sale	565,099	370,707
	<b>5,619,422</b>	<b>1,680,217</b>

Notes:

- (i) Certain banking facilities and borrowings of the Group are subject to the fulfilment of covenants relating to: (1) certain of the Group's operating subsidiaries' statement of financial position ratios; (2) restriction of profit distribution by certain of its operating subsidiaries; or (3) early repayment of principal to be triggered when 70% of the gross sellable area for the underlying property project are sold. These requirements are commonly found in lending arrangements with banks and financial institutions. If the Group was to breach such covenants, the drawn down facilities would become repayable on demand. The Group regularly monitors its compliance with these covenants and communicates with its lenders.
- (ii) As at 31 December 2013, the Group had a total of RMB1,167,300,000 of unutilised loan facilities provided by commercial banks in China.
- (iii) In relation to a loan from other financial institution of RMB200,000,000 (2012: RMB250,000,000), which requires early repayment of principal when 70% of the gross sellable area for the underlying property project are sold (referred thereafter as the "70% triggering point"), the directors of the Company consider that it is a non-current liability as at 31 December 2013. It is because as at the end of the reporting period, less than 70% of the gross sellable area was contracted for sale. As at 31 December 2012 and 2013, the 70% triggering point covenant had not been breached. Furthermore, pursuant to a written confirmation letter dated 31 December 2012, the corresponding financial institution had confirmed that the Group would not be regarded as breaching the covenant even if it does not make early repayment of principal upon reaching the 70% triggering point.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 26 DEFERRED INCOME

	The Group	
	2013	2012
	RMB'000	RMB'000
At 1 January	686,348	615,383
Movement during the year		
— Government grants received (note (i))	—	45,690
— Deferred revenue in relation to certain sale and leaseback arrangement (note (ii))	21,845	31,023
— Amortisation during the year	(70,881)	(5,748)
	637,312	686,348
Less: amount included under current liabilities	(600,726)	(658,497)
Amount included under non-current liabilities	36,586	27,851

### Notes:

- (i) During the year ended 31 December 2010, the Group received an advance of RMB 560,000,000 from a local government office, namely 武漢市東西湖區人民政府將軍路街道辦事處. Pursuant to a written notice issued by 武漢市東西湖區人民政府將軍路街道辦事處財政所 dated 2 April 2011, such grant is for subsidising the infrastructure construction of a project undertaken by one of the Group's subsidiaries, namely Zall City Investment and Development.

The Group further received RMB45,690,000 and RMB44,499,000 during the year ended 31 December 2012 and 2011, respectively, from the same government office for the above mentioned project.

- (ii) In conjunction with certain sale contracts entered into by the Group for sale of properties, the Group subsequently leased back certain sold properties from the respective buyers under operating leases for a term of 5 years at an agreed rental rate. Under the terms of those lease agreements (collectively referred as the "Leaseback Agreements") entered into between the Group (as lessee) and the respective buyers (as lessors), the agreed rental rate was above the then prevailing market rents for similar properties. The directors have confirmed that the leased properties under such Leaseback Agreements are for sublease purpose and the Group has subleased majority of such properties to external tenants at the then prevailing market rents. Upon recognition of the sale of such properties, a portion of the sale proceeds, which represents the present value of the difference between the agreed rents under the Leaseback Agreements and the then prevailing market rents as determined at the inception of the Leaseback Agreements, is deferred and amortised over the respective lease terms of the Leaseback Agreements as a subsidy for subsequent rental expenses. As at 31 December 2013, the deferred revenue arising from such sale and leaseback arrangements amounted to RMB21,845,000 (2012: RMB31,023,000) and the amount amortised during the year ended 31 December 2013 was RMB9,205,000 (2012: RMB5,748,000). For the balance of deferred revenue as at 31 December 2013, RMB12,212,000 of which is expected to be settled within one year and the remaining RMB36,586,000 is expected to be settled from 2015 through 2018.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 27 CONVERTIBLE BONDS

On 19 June 2013, the Company issued convertible bonds in an aggregate principal amount of US dollars (“USD”) 100 million due 19 June 2018 (“Maturity Date”), with an option to issue up to USD50 million option bonds on or before the date falling at the end of the 12 month period following 19 June 2013, subject to mutual agreement between the Company and the subscriber. The convertible bonds bear interest at 5.5% per annum payable semi-annually. The due payment of all sums expressed to be payable by the Company are guaranteed by all of the subsidiaries of the Company, other than those organised under the laws of the PRC.

If the convertible bonds holder’s conversion rights have not been exercised or the convertible bonds have not been repurchased or redeemed up to the Maturity Date, the Company will redeem at 135.40722% of its principal amount, accrued and unpaid interest thereon to the Maturity Date and the Non-conversion Premium Payment (as defined below).

The rights of the convertible bonds holder to convert the convertible bonds into ordinary shares are as follows:

- Conversion rights are exercisable at any time on and after 19 June 2013 up to the close of business on the seventh day prior to Maturity Date.
- Pursuant to the terms of the convertible bonds, the number of shares to be issued on conversion of convertible bonds will be determined by dividing the principal amount of the convertible bonds converted at the fixed rate of Hong Kong dollars (“HKD”) 7.7636 = USD1.00 by HKD3.0799 per share (initial “Conversion Price”), subject to adjustment, then in effect.
- The Conversion Price may be reset on 19 June 2014 and 19 June 2015 subject to the stock price of the Company.

In accordance with the terms and conditions of the convertible bonds, the Company shall pay USD13,160 per USD200,000 in principal amount of the convertible bonds upon any redemption of the convertible bonds (“Non-Conversion Premium Payment”).

The convertible bonds holder may require the Company to redeem the convertible bonds (i) at the option of the convertible bonds holder on 19 June 2016; or (ii) following the occurrence of delisting, suspension of trading or change of control.

The Company may redeem the convertible bonds if (i) the Company has or will become obliged to pay additional tax amounts as a result of amendment to certain laws or regulations; or (ii) at least 90% convertible bonds originally issued has already been converted, redeemed or purchased and cancelled.

The conversion option and the redemption options mentioned above are considered as embedded derivative component of the convertible bonds and revalued at each reporting date.

At 31 December 2013, the outstanding principal amount of the convertible bonds is USD100 million.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 27 CONVERTIBLE BONDS (Continued)

The convertible bonds as at 31 December 2013 are analysed as follows:

	The Group and The Company		
	Host liability component	Derivative component	Total
	RMB'000	RMB'000	RMB'000
Initial fair value of convertible bonds issued on 19 June 2013	506,584	110,186	616,770
Issuing expenses related to liability component	(18,503)	—	(18,503)
Net proceeds for the issuance of the convertible bonds	488,081	110,186	598,267
Accumulated interest expenses up to 31 December 2013			
(i) and note 5(a))	45,787	—	45,787
Interest expenses paid during the year	(17,032)	—	(17,032)
Change in fair value of derivative component	—	(12,684)	(12,684)
Exchange realignment	(6,041)	—	(6,041)
Convertible bonds at 31 December 2013	510,795	97,502	608,297
Less: Interest payable due within one year	(1,040)	—	(1,040)
Non-current portion of convertible bonds at 31 December 2013	509,755	97,502	607,257

(i) Interest expense

Interest expense on the convertible bonds is calculated using the effective interest method by applying the effective interest rate of 18.28% per annum to the liability component.

(ii) Conversion rights exercised

No convertible bonds were converted up to 31 December 2013.

(iii) Pursuant to the convertible bonds subscription agreement, the convertible bonds are subject to the fulfillment of covenants relating to the Group's financial position ratio and the equity amount attributable to shareholders of the Company at each reporting period. If the Group was to breach the covenants, the convertible bonds would become payable on demand. The Group regularly monitors its compliance with these covenants. As at 31 December 2013, none of the covenants relating to the convertible bonds had been breached.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 28 EMPLOYEE RETIREMENT BENEFITS

### Defined contribution retirement plans

The Group operates a Mandatory Provident Fund Scheme (the “MPF scheme”) under the Hong Kong Mandatory Provident Fund Schemes Ordinance for employees employed under the jurisdiction of the Hong Kong Employment Ordinance. The MPF scheme is a defined contribution retirement plan administered by independent trustees. Under the MPF scheme, the employer and its employees are each required to make contributions to the plan at 5% of the employees’ relevant income, subject to a cap of monthly relevant income of HK\$25,000. Contributions to the plan vest immediately.

As stipulated by the regulations of the PRC, the Group participates in various defined contribution retirement plans organised by municipal and provincial governments for its employees. The Group is required to make contributions to the retirement plans at 20% of the salaries, bonuses and certain allowances of the employees. A member of the plan is entitled to a pension equal to a fixed proportion of the salary prevailing at the member’s retirement date. The Group has no other material obligation for the payment of pension benefits associated with these plans beyond the annual contributions described above.

## 29 EQUITY SETTLED SHARE-BASED PAYMENTS

On 1 June 2010, Zall Development (HK) Holding Company Limited (“Zall Hong Kong”), a wholly owned subsidiary of the Group, adopted a share option scheme (the “2010 Share Option Scheme”) to invite certain eligible participants to take up options (the “2010 Share Options”) to subscribe for 1% shares of the to-be-listed company that will be incorporated as part of the Reorganisation of the Company at an exercise price of RMB227,047 per share and total number of outstanding share options is 100. Pursuant to the 2010 Share Option Scheme documents, the 2010 Share Options cannot be vested until after an initial public offering occurs.

Pursuant to the relevant terms of the 2010 Share Option Scheme, the 2010 Share Options will be converted into share options of the Company with the exercise price and number of employee share options to be adjusted proportionately upon the exchange of the options.

Pursuant to the option exchange letters executed by each of the grantees in favour of the Company and Zall Hong Kong on 20 June 2011 (the date of modification), the 2010 Share Options were converted into share options of the Company. Accordingly, 100 share options under the 2010 Share Option Scheme were converted into 29,750,000 share options of Pre-IPO Share Option Scheme issued by the Company with same terms and conditions, except that the respective exercise prices were adjusted on a proportionate basis. The conversion of the share options was considered a modification to the 2010 Share Options. The modification did not result in any incremental value in respect of the fair value of the share option at the date of modification.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 29 EQUITY SETTLED SHARE-BASED PAYMENTS (Continued)

(a) The terms and conditions of the grants are as follows:

Date granted	Vesting date	Expiry date	Number of Pre-IPO Share options granted		
			Directors	Employees	Total
1 June 2011	13 July 2011	12 July 2016	2,037,875	937,125	2,975,000
1 June 2011	13 July 2012	12 July 2016	3,056,812	1,405,688	4,462,500
1 June 2011	13 July 2013	12 July 2016	4,075,750	1,874,250	5,950,000
1 June 2011	13 July 2014	12 July 2016	5,094,688	2,342,812	7,437,500
1 June 2011	13 July 2015	12 July 2016	6,113,625	2,811,375	8,925,000
			20,378,750	9,371,250	29,750,000

(b) The number and weighted average exercise price of Pre-IPO Share Option Scheme on an as adjusted basis are as follows:

	Weighted average exercise price HK\$	Number of options
Outstanding at the beginning and the end of the period	0.871	29,452,500
Exercisable at the end of the period	0.871	13,387,500

The weighted average remaining expected life of Pre-IPO Share Option is 3 years.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 29 EQUITY SETTLED SHARE-BASED PAYMENTS (Continued)

### (c) Fair value of share options and assumptions

The fair value of services received in return for the 2010 Share Option is measured by reference to the fair value of 2010 Share Options granted. The estimated fair value of the 2010 Share Options is measured based on a binomial (Cox, Ross, Rubinstein) option pricing model with the following assumptions:

Expected volatility (expressed as weighted average volatility used in the modelling under Binomial model)	56%
Option life	6 years
Expected dividends	Nil
Risk-free interest rate	1.92%

The expected volatility is based on past few years' historical price volatility of similar listed companies. Expected dividends are based on management's best estimation. The risk-free rate is referenced to the yields of Hong Kong Exchange Fund Bills/Notes.

Except for the conditions mentioned above, there were no other market conditions and service conditions associated with the Pre-IPO Share Options.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 30 SHARE CAPITAL AND RESERVES

### (a) Movements in components of equity

The reconciliation between the opening and closing balances of each component of the Group's consolidated equity is set out in the consolidated statement of changes in equity. Details of the changes in the Company's individual components of equity between the beginning and the end of the reporting period are set out below:

	Note	Share capital RMB'000	Share premium RMB'000	Equity settled share-based payment reserve RMB'000 30(c)(iv)	Exchange reserve RMB'000 30(c)(iii)	Retained profits RMB'000	Total equity RMB'000
<b>At 31 December 2011 and 1 January 2012</b>		29,071	1,179,689	21,260	(19,047)	8,428	1,219,401
<b>Changes in equity for the year ended 31 December 2012:</b>							
Total comprehensive income for the year		—	—	—	136	81,695	81,831
Equity settled share-based transaction		—	—	9,118	—	—	9,118
Dividends declared during the year	30(g)	—	—	—	—	(85,000)	(85,000)
<b>At 31 December 2012 and 1 January 2013</b>		29,071	1,179,689	30,378	(18,911)	5,123	1,225,350
<b>Changes in equity for the year ended 31 December 2013:</b>							
Total comprehensive income for the year		—	—	—	(32,816)	164,968	132,152
Equity settled share-based transaction		—	—	6,243	—	—	6,243
Dividends declared during the year	30(g)	—	—	—	—	(167,286)	(167,286)
<b>At 31 December 2013</b>		29,071	1,179,689	36,621	(51,727)	2,805	1,196,459

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 30 SHARE CAPITAL AND RESERVES (Continued)

### (b) Share capital

	2013		2012	
	No. of shares '000	Amount HK\$'000	No. of shares '000	Amount HK\$'000
<b>Authorised:</b>				
Ordinary shares of HK\$0.01 each	8,000,000	80,000	8,000,000	80,000
<b>Issued and fully paid:</b>				
Ordinary shares of HK\$0.01 each at 1 January and 31 December	3,500,000	35,000	3,500,000	35,000

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company. All ordinary shares rank equally with regard to the Company's residual assets.

### (c) Reserves

#### (i) Share premium

Under the Companies Law of the Cayman Islands, the share premium account of the Company may be applied for payment of distributions or dividends to shareholders provided that immediately following the date on which the distribution or dividend is proposed to be paid, the Company is able to pay its debts as they fall due in the ordinary course of business.

#### (ii) PRC statutory reserve

Pursuant to the Articles of Association of the Group's PRC subsidiaries and relevant statutory regulations, appropriations to the statutory reserve fund were made at 10% of profit after tax determined in accordance with accounting rules and regulations of the PRC until the reserve balance reaches 50% of the registered capital. This reserve fund can be utilised in setting off accumulated losses or increasing capital of the PRC subsidiaries provided that the balance after such conversion is not less than 25% of their registered capital, and is non-distributable other than in liquidation.

#### (iii) Exchange reserve

The exchange reserve comprises all relevant exchange differences arising from the translation of the financial statements of operations with functional currency other than Renminbi. The reserve is dealt with in accordance with the accounting policy set out in note 1(x).

#### (iv) Equity settled share-based payment reserve

Equity settled share-based payment reserve represents the fair value of the actual or estimated number of unexercised share options granted to employees of the Group in accordance with the accounting policy adopted for share-based payments in note 1(t)(ii).

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 30 SHARE CAPITAL AND RESERVES (Continued)

### (c) Reserves (Continued)

#### (v) Other reserve

Other reserve is resulted from transactions with owners in their capacity as the equity owners. The balance comprises capital reserve surplus/deficit arising from the difference between the disposal/acquisition consideration and its net assets value at the respective date of disposal/acquisition.

### (d) Non-controlling interests

During the year ended 31 December 2012, the Group disposed 20% interest in Zall Development (Changsha) Co., Ltd. at a consideration of RMB20,000,000 to a third party.

### (e) Capital management

The Group's primary objective when managing capital are to safeguard the Group's ability to continue as a going concern in order to fund its property development projects, provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Group actively and regularly reviews and manages its capital structure to maintain a balance between the higher shareholders returns that might be possible with higher levels of borrowings and the advantages and securities afforded by a sound capital position, and makes adjustments to the capital structure in light of changes in economic conditions.

Neither the Company nor any of its subsidiaries are subject to externally imposed capital requirements.

### (f) Distributable reserves

As at 31 December 2013, the Company's reserves available for distribution, calculated in accordance with the Companies Law, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands, amounted to approximately RMB1,182,494,000 (2012: RMB1,184,812,000). It represents the Company's share premium account of approximately RMB1,179,689,000 (2012: RMB1,179,689,000) and retained earnings of approximately RMB2,805,000 (2012: RMB5,123,000) in aggregate as at 31 December 2013, which may be distributed provided that immediately following the date on which the dividend is proposed to be distributed, the Company will be in a position to pay off its debts as and when they fall due in the ordinary course of business.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 30 SHARE CAPITAL AND RESERVES (Continued)

### (g) Dividends

#### (i) Dividends payable to equity shareholders of the Company attributable to the year

	2013 RMB'000	2012 RMB'000
Final dividend proposed after the year end of the reporting period of HK Nil cents per ordinary share (2012: HK6 cents per ordinary share)	—	170,289

No interim dividend has been declared during the years ended 31 December 2013 and 2012.

No final dividend has been declared during the year ended 31 December 2013 (2012: RMB170,289,000).

The final dividend proposed after the end of the reporting period has not been recognised as a liability at the end of the reporting period.

#### (ii) Dividends payable to equity shareholders of the Company attributable to the previous financial year, approved and paid during the year

	2013 RMB'000	2012 RMB'000
Final dividend in respect of the previous financial year, approved and paid during the year of HK6 cents per share (2012: HK3 cents per share)	167,286	85,000

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 31 FINANCIAL RISK MANAGEMENT AND FAIR VALUES

Exposure to credit, liquidity, interest rate and currency risks arises in the normal course of the Group's business. These risks are limited by the Group's financial management policies and practices described below:

### (a) Credit risk

At 31 December 2013 and 2012, the Group's credit risk is primarily attributable to bank deposits, and trade and other receivables. The Group maintains a defined credit policy and the exposures to these credit risks are monitored on an ongoing basis.

Cash is deposited with financial institutions with sound credit ratings and the Group has exposure limit to any single financial institution. Given their high credit ratings, management does not expect any of these financial institutions will fail to meet their obligations.

In respect of rental income from leasing properties, sufficient rental deposits are held to cover potential exposure to credit risk. An aging analysis of the receivables is prepared on a regular basis and is closely monitored to minimise any credit risk associated with these receivables. Adequate impairment losses have been made for estimated irrecoverable amounts.

The Group has no concentrations of credit risk in view of its large number of customers. The Group did not record significant bad debts losses during the year. The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the consolidated statement of financial position. Except for the financial guarantees given by the Group as set out in note 33, the Group does not provide any other guarantees which would expose the Group to credit risk. The maximum exposure to credit risk in respect of these financial guarantees at the end of the reporting period is disclosed in note 33.

Further quantitative disclosures in respect of the Group's exposure to credit risk arising from trade and other receivables are set out in note 19.

### (b) Liquidity risk

The management of the Group reviews the liquidity position of the Group on an ongoing basis, including review of the expected cash inflows and outflows, sale/pre-sale results of respective property projects, maturity of loans and borrowings and the progress of the planned property development projects in order to monitor the Group's liquidity requirements in the short and longer terms. The Group's policy is to regularly monitor liquidity requirements and its compliance with lending covenants, to ensure that it maintains sufficient reserves of cash and adequate committed lines of funding from major financial institutions to meet its liquidity requirements in the short and longer term.

Details of maturity analysis for financial liabilities are disclosed in notes 25 and 27.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 31 FINANCIAL RISK MANAGEMENT AND FAIR VALUES (Continued)

### (b) Liquidity risk (Continued)

The Group:

	2013					
	Contractual undiscounted cash outflow					
	Within 1 year or on demand RMB'000	More than 1 year but less than 2 years RMB'000	More than 2 years but less than 5 years RMB'000	More than 5 years RMB'000	Total RMB'000	Carrying amount RMB'000
Bank loans and loans from other financial institutions	2,123,352	1,088,093	2,410,511	369,605	5,991,561	5,097,758
Convertible bonds	33,533	33,533	949,514	—	1,016,580	608,297
	<b>2,156,885</b>	<b>1,121,626</b>	<b>3,360,025</b>	<b>369,605</b>	<b>7,008,141</b>	<b>5,706,055</b>

	2012					
	Contractual undiscounted cash outflow					
	Within 1 year or on demand RMB'000	More than 1 year but less than 2 years RMB'000	More than 2 years but less than 5 years RMB'000	More than 5 years RMB'000	Total RMB'000	Carrying amount RMB'000
Bank loans and loans from other financial institutions	565,051	865,101	2,082,947	61,050	3,574,149	2,971,700

The Company:

	2013					
	Contractual undiscounted cash outflow					
	Within 1 year or on demand RMB'000	More than 1 year but less than 2 years RMB'000	More than 2 years but less than 5 years RMB'000	More than 5 years RMB'000	Total RMB'000	Carrying amount RMB'000
Convertible bonds	33,533	33,533	949,514	—	1,016,580	608,297

2012: RMB Nil

## 31 FINANCIAL RISK MANAGEMENT AND FAIR VALUES (Continued)

### (c) Interest rate risk

The Group's interest rate risk arises primarily from cash and cash equivalents, restricted pledged deposits and borrowings issued at variable rates.

The Group does not anticipate significant impact to cash and cash equivalents and the pledged deposits because the interest rates of bank deposits are not expected to change significantly.

The interest rates and terms of repayment of bank loans of the Group are disclosed in note 25 to the consolidated financial statements. The Group does not carry out any hedging activities to manage its interest rate exposure.

#### Sensitivity analysis

At 31 December 2013, it is estimated that a general increase/decrease of 50 basis points in interest rates, with all other variables held constant, would decrease/increase the Group's profit after tax and total equity attributable to equity shareholders of the Company by approximately RMB10,698,000 (2012: decrease/increase profit after tax by approximately RMB7,401,000).

Other components of consolidated equity would not be affected by the changes in interest rates.

The sensitivity analysis above indicates the instantaneous change in the Group's profit/loss after tax and retained profits and other components of consolidated equity that would arise assuming that the change in interest rates had occurred at the end of each reporting period and had been applied to re-measure those financial instruments held by the Group which expose the Group to fair value interest rate risk at the end of each reporting period. The analysis is performed on the same basis for the year ended 31 December 2012.

### (d) Currency risk

The Group's businesses are located in the PRC and all sales transactions are conducted in RMB.

The Group has not entered into any forward exchange contract.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 31 FINANCIAL RISK MANAGEMENT AND FAIR VALUES (Continued)

### (e) Fair value measurement

#### (i) Financial assets and liabilities measured at fair value

##### *Fair value hierarchy*

The following table presents the fair value of the Group's properties measured at the end of the reporting period on a recurring basis, categorised into the three-level fair value hierarchy as defined in IFRS 13, *Fair value measurement*. The level into which a fair value measurement is classified is determined with reference to the observability and significance of the inputs used in the valuation technique as follows:

- Level 1 valuations: Fair value measured using only Level 1 inputs i.e. unadjusted quoted prices in active markets for identical assets or liabilities at the measurement date
- Level 2 valuations: Fair value measured using Level 2 inputs i.e. observable inputs which fail to meet Level 1, and not using significant unobservable inputs. Unobservable inputs are inputs for which market data are not available
- Level 3 valuations: Fair value measured using significant unobservable inputs

	Fair value measurement as at 31 December 2013 categorised into				Fair value measurement as at 31 December 2012 categorised into			
	Fair value at 31 December 2013 RMB'000	Level 1 RMB'000	Level 2 RMB'000	Level 3 RMB'000	Fair value at 31 December 2012 RMB'000	Level 1 RMB'000	Level 2 RMB'000	Level 3 RMB'000
	Group and Company Recurring fair value measurements							
Derivative financial Instruments: Embedded derivative component of the convertible bonds	97,502	—	97,502	—	—	—	—	—

During the year ended 31 December 2013, there were no transfers between Level 1 and Level 2, or transfers into or out of Level 3 (2012: RMB Nil). The Group's policy is to recognise transfers between levels of fair value hierarchy as at the end of the reporting period in which they occur.

##### *Valuation techniques and inputs used in Level 2 fair value measurements*

The fair value of the conversion option and redemption options embedded in the convertible bonds are determined using binomial tree model.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 31 FINANCIAL RISK MANAGEMENT AND FAIR VALUES (Continued)

### (e) Fair value measurement (Continued)

#### (ii) Fair values of financial assets and liabilities carried at other than fair value

The carrying amounts of the Group's financial instruments carried at cost or amortised cost are not materially different from their fair values as at 31 December 2012 and 31 December 2013 except for the following financial instruments, for which their carrying amounts and fair value are disclosed below:

	Carrying amounts at 31 December 2013 RMB'000	Fair value at 31 December 2013 RMB'000	Fair value measurement as at 31 December 2013 categorised into			Carrying amounts at 31 December 2012 RMB'000	Fair value at 31 December 2012 RMB'000
			level 1	level 2	level 3		
			RMB'000	RMB'000	RMB'000		
Group and Company Liability component of the convertible bonds	510,795	537,673	—	537,673	—	—	

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 32 COMMITMENTS

### (a) Operating lease commitment

#### — Lessor

The Group leases out a number of building facilities under operating leases. The leases typically run for an initial period of 1 to 10 years, with an option to renew the leases after that date at which time all terms are renegotiated. Further details of the carrying value of the investment properties are contained in note 12.

The Group's total future minimum lease payments under non-cancellable operating leases are receivable as follows:

	2013 RMB'000	2012 RMB'000
Within 1 year	87,549	37,937
After 1 year but within 5 years	278,503	123,030
Above 5 years	12,972	14,284
	379,024	175,251

#### — Lessee

The Group leases a number of building facilities under operating leases. The leases typically run for an initial period of 5 years, with an option to renew the lease after that date at which time all terms are renegotiated. None of the leases includes contingent rentals.

During the year ended 31 December 2013, RMB43,880,000 (2012: RMB26,097,000) were recognised as an expense in the consolidated statement of profit or loss in respect of leasing of building facilities.

The Group's total future minimum lease payments under non-cancellable operating leases are payable as follows:

	2013 RMB'000	2012 RMB'000
Within 1 year	31,686	39,617
After 1 year but within 5 years	100,423	85,534
	132,109	125,151

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 32 COMMITMENTS (Continued)

### (b) Capital commitments on development costs

As at 31 December 2013, the Group's capital commitments in respect of investment properties under development and properties under development are as follows:

	2013 RMB'000	2012 RMB'000
Contracted but not provided for		
— Investment properties under development	148,800	18,327
— Properties under development	2,409,299	2,524,384
	2,558,099	2,542,711

## 33 CONTINGENT LIABILITIES

### Guarantees

The Group provided guarantees in respect of mortgage facilities granted by certain banks in connection with the mortgage loans entered into by purchasers of the Group's properties. Pursuant to the terms of the guarantees, if there is default of the mortgage payments by these purchasers, the Group is responsible to repay the outstanding mortgage loans together with any accrued interests and penalties owed by the defaulted purchasers to the banks. The Group's guarantee period commences from the dates of grant of the relevant mortgage loans and ends upon the earlier of the buyers obtained the individual property ownership certificate and the full settlement of mortgage loans by the buyers.

The amount of guarantees given to banks for mortgage facilities granted to the purchasers of the Group's properties at the end of each reporting period is as follows:

	2013 RMB'000	2012 RMB'000
Guarantees given to banks for mortgage facilities granted to purchasers of the Group's properties	1,533,359	1,575,521

The directors of the Company consider that it is not probable that the Group will sustain a loss under these guarantees as the Group can take over the ownerships of the related properties and sell the properties to recover any amounts paid by the Group to the banks. The directors of the Company also consider that the fair market value of the underlying properties is able to cover the outstanding mortgage loans guaranteed by the Group in the event the purchasers default payments to the banks.

The Group has not recognised any deferred income in respect of these guarantees as its fair value is considered to be minimal by the directors of the Company.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 34 MATERIAL RELATED PARTY TRANSACTIONS

The directors consider that all the below related party transactions during the year ended 31 December 2013 were conducted on normal commercial terms and in the ordinary and usual course of the Group's business.

Controlling Equity Owners refers to Mr. Yan Zhi and Ms. Chen Lifan.

### (a) Transactions with key management personnel

Remuneration for key management personnel of the Group, including amounts paid to the Company's directors as disclosed in note 7 is as follows:

	2013 RMB'000	2012 RMB'000
Wages, salaries and other benefits	3,242	3,301
Contribution to defined benefit contribution retirement scheme	86	83
Equity settled share-based payment expenses (note 29)	6,243	9,118
	9,571	12,502

The above remuneration to key management personnel is included in "staff costs" (note 5(b)).

### (b) Balances with related parties

Balance with related parties were mainly resulting from the funding arrangements between these parties. Balances at 31 December 2013, and major terms of these balances are disclosed in notes 19 and 24.

### (c) Disposal of a subsidiary

During the year ended 31 December 2013, the Group disposed of its entire equity interest in Wuhan Zall Center Investment Co. Ltd. ("Zall Center Investment") to Zall Holding Co., Ltd ("Zall Holding") at RMB30,196,000. Zall Holding is an entity controlled by the Controlling Equity Owners. Details of the disposal are set out in note 35.

### (d) Other related party transactions

During the year ended 31 December 2013, the Group received rental income of RMB12,000 (2012: RMB12,000) from Zall Holding, which is considered as a connected person of the Group as defined under Chapter 14A of the Listing Rules.

During the year ended 31 December 2013, the Group received rental income of RMB82,000 (2012: RMB Nil) from CIG Yangtze Port PLC, which is considered as a connected person of the Group as defined under Chapter 14A of the Listing Rules.

As the percentage ratios for these related party transactions are less than 0.1%, these transactions are exempted from the reporting, annual review, announcement and independent shareholders' approval requirements applicable under Chapter 14A of the Listing Rules as they fall within the de minimis threshold under Rule 14A.33 of the Listing Rules.

# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 35 DISPOSAL OF A SUBSIDIARY

On 1 July 2013, the Group disposed of its entire equity interest in Zall Center Investment to Zall Holding at a consideration of RMB30,196,000.

	Note	Net book value as of the disposal date RMB'000
Property, plant and equipment		27
Cash and cash equivalents		40
Trade and other receivables, prepayments		171
Properties under development		48,444
Trade and other payables		(24,228)
Current tax liabilities		(14)
Net assets		24,440
Consideration received, satisfied in cash		30,196
Net gain on disposal	22	5,756
<b>Net cash inflow</b>		<b>30,156</b>

The net loss of the disposed entity during the year ended 31 December 2013 is RMB 449,000 (2012: RMB2,316,000), which is included in the consolidated financial statements of the Group.

## 36 IMMEDIATE AND ULTIMATE CONTROLLING PARTY

As at 31 December 2013, the directors consider the immediate parent and ultimate controlling party of the Group to be Zall Development Investment Company Limited and Mr. Yan Zhi respectively. Zall Development Investment Company Limited does not produce financial statements available for public use.



# Notes to the Financial Statements

(Expressed in Renminbi unless otherwise stated)

## 37 POSSIBLE IMPACT OF AMENDMENTS, NEW STANDARDS AND INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE FOR THE YEAR ENDED 31 DECEMBER 2013

Up to the date of issue of these consolidated financial statements, the IASB has issued a few amendments and a new standard which are not yet effective for the year ended 31 December 2013 and which have not been adopted in these financial statements. These include the following which may be relevant to the Group.

	<b>Effective for accounting periods beginning on or after</b>
<hr/>	
Amendments to IAS 32, <i>Financial instruments: Presentation</i>	
— <i>Offsetting financial assets and financial liabilities</i>	1 January 2014
IFRS 9, <i>Financial instruments</i>	1 January 2015

The Group is in the process of making an assessment of what the impact of these amendments is expected to be in the period of initial application. So far it has concluded that the adoption of them is unlikely to have a significant impact on the consolidated financial statements.

# Major Properties Information

As at 31 December 2013

## THE GROUP'S PROPERTY PORTFOLIO SUMMARY — MAJOR PROPERTIES UNDER DEVELOPMENT

Project	Location	Expected date of completion	Intended use	Site area (sq.m.)	Gross Floor Area (sq.m.)	Group's interest (%)
1 North Hankou International Trade Center (Phase I)	Liudian and Shekou Villages, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Dec-2016	Shops	1,036,639	2,703,724	100%
2 Wuhan Salon (Phase I)	Jiangjunlu Street, Dongxihu District, Wuhan, Hubei Province, PRC	Dec-2016	Commercial and residential	284,568	834,441	100%
3 No. 1 Enterprise Community (Phase IV)	Te No. 1 Chutian Road, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Dec-2017	Office	394,881	592,321	100%
4 North Hankou • Zall Life city — Hupan Haoting Residences (Phase II)	Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Dec-2015	Residential	105,453	219,242	100%
5 North Hankou • Zall Life city — Zhujinyuan Residences	Liudian and Xiaji Villages, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Dec-2015	Residential	61,002	170,276	100%
6 Shenyang Salon (Phase I)	Zaohua Village, Zaohuajiedao Yuhong District, Shenyang, Liaoning Province, PRC	Dec-2014	Commercial and residential	157,531	279,322	100%
7 Zall No.1 Enterprise Community • Changsha (Phase I)	Zhiji Village, Xingangzhen Kaifu District, Changsha, Hunan Province, PRC	Dec-2014	Commercial and office	143,398	254,305	80%
8 Jingzhou Zall City	Jinan Zhen, Sanhong Village, Jingzhou District, Jingzhou City, Hubei Province, PRC	Dec-2014	Commercial	158,816	319,000	100%
9 Tianjin International Trade Centre	Xijing District, Qingwu Xuefu Industrial Park, Tianjin City, PRC	Dec-2014	Commercial	224,923	519,458	100%

# Major Properties Information

As at 31 December 2013

## THE GROUP'S PROPERTY PORTFOLIO SUMMARY — MAJOR COMPLETED PROPERTIES HELD FOR SALE

	Project	Location	Existing use	Gross Floor Area (sq.m.)	Group's interest (%)
1	Portion of North Hankou International Trade Center	Liudian and Shekou Villages, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Shops and residential	263,280	100%
2	Portion of No. 1 Enterprise Community (Phase I, II & III) and No. 1 high rise office tower	Te No. 1 Chutian Road, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Office	174,508	100%
3	North Hankou • Zall Life City - Hupan Haoting Residences	Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Residential	33,066	100%
4	Wuhan Salen (Phase I)	Jiangjunlu street, Dongxihu District, Wuhan, Hubei Province, PRC	Commercial and residential	49,864	100%

# Major Properties Information

As at 31 December 2013

## THE GROUP'S PROPERTY PORTFOLIO SUMMARY — MAJOR PROPERTIES HELD FOR INVESTMENT

Project	Location	Stage of completion	Approximate gross floor area (sq.m.)	Group's interest (%)
1 Portion of North Hankou International Trade Center	Liudian and Shekou Villages, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Completed	331,231	100%
2 Portion of North Hankou International Trade Center	Liudian and Shekou Villages, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Under development	37,217	100%
3 North Hankou Logistic Center	Liudian Village, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Completed	25,550	100%
4 North Hankou Logistics Center	Liudian Village, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Under development	18,354	100%
5 Portion of Building No. 1 of No. 1 Enterprise Community	Te No. 1 Chutian Road, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Completed	6,911	100%
6 Portion of commercial Street of No. 1 Enterprise Community	No. 18 Julong Road, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	Completed	2,415	100%
7 Zall International Finance Center	Xinhua Road and Jianshe Avenue, Jianghan District, Wuhan, Hubei Province, PRC	Under development	97,203	51%

## THE GROUP'S PROPERTY PORTFOLIO SUMMARY — MAJOR NON-CURRENT ASSETS HELD FOR SALE

Project	Location	Approximate gross floor area (sq.m.)	Group's interest (%)
1 Portion of North Hankou International Trade Center	Liudian and Shekou Villages, Panlongcheng Economic Development Zone, Huangpi District, Wuhan, Hubei Province, PRC	16,807	100%

# Financial Summary

	2013 RMB'000	2012 RMB'000	2011 RMB'000	2010 RMB'000	2009 RMB'000
<b>Result</b>					
Turnover	1,581,188	1,489,928	2,454,208	769,737	476,607
Gross Profit	664,849	1,082,880	1,739,034	356,527	168,611
Increase in fair value of investment properties and non-current assets classified as held for sale	319,141	200,467	255,881	626,563	782,365
Fair value gain upon transfer of completed properties held for sale to investment properties	1,423,017	496,888	—	—	—
Profit for the year attributable to:					
Equity shareholders of the Company	1,583,747	1,150,943	1,194,732	635,072	655,074
Non-controlling interests	45,273	18,022	(10,857)	(1,886)	167
Profit for the year	1,629,020	1,168,965	1,183,875	633,186	655,241
<b>Financial position</b>					
Total assets	18,298,116	12,680,414	9,083,964	5,088,018	3,362,291
Total liabilities	11,408,962	7,261,501	4,777,981	3,289,215	1,826,925
Non-controlling interests	586,734	541,461	503,439	47,909	70,258
Total equity attributable to equity shareholders of the Company	6,302,420	4,877,452	3,802,544	1,750,894	1,465,108
Total Equity	6,889,154	5,418,913	4,305,983	1,798,803	1,535,366