



FIRE

HUMAN CAPITAL

A smooth transition to a new CEO, the strategy to streamline the management structure and linking remuneration to performance is set to increase our

intellectual capital



BUSINESS REVIEW

EXECUTIVE SUMMARY

For 2011, the Group attained a new record level in turnover, with significant growth of 74% to RMB8,484 million, compared to RMB4,879 million in 2010. Property sales which accounted for 89% of turnover, rose by 83% to RMB7,581 million. Rental and related income increased by 20% to RMB849 million.

In addition to RMB7,581 million in property sales recorded as turnover, the Group disposed of 16,700 sq.m. in GFA in KIC, recognised as disposal of investment property for a total consideration of RMB613 million. Property sales by Dalian Tiandi totalled RMB332 million, and the related profit was recorded as share of results of associates.

Property sales of the Group's projects in Chongqing, Wuhan, Foshan and Dalian achieved new heights of success, increasing by 172% to RMB4,825 million, well over the RMB1,773 million recorded in 2010.

Recognised ASP grew by 25% to RMB24,600 per sq.m. compared to RMB19,700 per sq.m. in 2010. The ASP across all projects increased by a range of 31% to 52% (31% for Chongqing Tiandi, 42% for Shanghai RHXC, 42% for Wuhan Tiandi, 48% for Shanghai KIC and 52% for Shanghai Taipingqiao) despite the backdrop of tightening economic policies introduced by the China Central Government. This result reflected the pricing power of "Total Community", the Group's large-scale, mixed-use development concept. It also

showed the advantages of our prime location landbank and the strong brand loyalty the "Tiandi Model" enjoys.

Contracted sales increased by 114% to RMB10,667 million for a total GFA of 527,500 sq.m.. Property sales, which saw a 64% increase in ASP to RMB28,500 per sq.m., made up 55% of total contracted sales. The remaining 45% came from the en-bloc sales of four commercial properties with ASP recorded at RMB15,600 per sq.m..

Gross profit margin grew by 3% to 44% in 2011. Operating profit increased by 103% to RMB3,116 million with operating profit margin rising 6% higher to 37%.

In 2011, the total completed investment property portfolio held by the Group increased by 16% or 72,000 sq.m. to 509,000 sq.m.. Together with the newly completed 113,000 sq.m. in office buildings, a total of 155,000 sq.m. of investment property located at Dalian Tiandi was held by associates of the Group.

The newly completed investment property included two office buildings at the Shanghai KIC Plaza C2 site, the retail area located at Shanghai RHXC, the retail area at Chongqing Tiandi, the office buildings located at Dalian Tiandi and the retail area at Foshan Lingnan Tiandi. The majority of these buildings were completed in late 2011. It is expected that rental income will further increase in the coming year.

The Group recorded a fair value gain of RMB2,696 million in its investment property portfolio. Carrying value of the completed investment property grew by 16% to RMB17,981 million due to the increase in rental income generated from the completed investment properties and new completions as mentioned above.

Profit attributable to shareholders increased by 22% to RMB3,428 million in 2011, as a result of the aforementioned developments.

Core earnings generated by property sales, rentals and other related income increased by 108% to RMB1,572 million in 2011 from RMB756 million in 2010.

As of 31 December 2011, the Group's landbank, including Dalian associates, stood at 13.0 million sq.m.. The landbank was distributed among nine development projects located in prime areas spanning six cities, namely: Shanghai, Hangzhou, Wuhan, Chongqing, Foshan and Dalian.

PROPERTY SALES

Recognised Property Sales

For 2011, the Group achieved a record RMB7,581 million in property sales, based on a total GFA of 329,400 sq.m., a significant increase of 83% compared to RMB4,133 million in 2010. Dalian Tiandi property sales reached RMB332 million, and its related profit was recorded as share of results of associates; an additional RMB613 million in property sales in Shanghai KIC was recognized as disposal of investment property.

The table below summarises by projects the recognised sales (stated after the deduction of business tax) for the years 2011 and 2010:

Project	2011			2010			ASP Growth Rate %
	Sales revenue RMB' million	GFA sold sq.m.	ASP RMB per sq.m.	Sales revenue RMB' million	GFA sold sq.m.	ASP RMB per sq.m.	
Shanghai Taipingqiao	827	5,900	148,600	604	6,500	97,800	52%
Shanghai RHXC	2,133	57,700	39,200	824	31,300	27,700	42%
Shanghai Knowledge and Innovation Community ("KIC")	575	16,700	36,500	918	39,200	24,700	48%
Wuhan Tiandi	2,349	107,900	23,100	1,324	85,300	16,300	42%
Chongqing Tiandi ¹	1,083	107,300	13,400	449	57,700	10,200	31%
Foshan Lingnan Tiandi	1,061	50,600	22,200	–	–	–	
Subtotal	8,028	346,100	24,600	4,119	220,000	19,700	
Carparks and others	166	–		199	–		
Dalian Tiandi	332	18,700	18,800	–	–	–	
Total	8,526	364,800		4,318	220,000		
Recognised as:							
– property sales in turnover of the Group ²	7,581	329,400		4,133	212,300		
– disposals of investment property ²	613	16,700		185	7,700		
– turnover of associates	332	18,700		–	–		
Total	8,526	364,800		4,318	220,000		

¹ ASP of Chongqing residential sales is based on net floor area, a common market practice in the region.

² Sales of commercial properties are recognized as "turnover" if the properties concerned are designated for sale prior to the commencement of development. Sales of commercial properties previously designated as held for capital appreciation or rental income are recognised as "disposals of investment properties".



“ Sustainable development is one of the major objectives of all SOL projects. The idea of sustainability is to ensure that our actions and decisions today do not inhibit the opportunities of future generations. For CQTD project, we target to obtain LEED gold certification for our major commercial developments. The roof garden, green wall, gray water recycling and natural ventilation system have been widely implemented in all of our projects. ”

Tang Ka Wah

Executive Director – Chongqing Tiandi



Phase 3 of The Riverview at Wuhan Tiandi

Contracted Sales

For 2011, contracted sales achieved significant growth of 114% to RMB10.7 billion, on a total GFA of 527,500 sq.m.. Property sales constituted 55% of the total contracted sales, while the remaining 45% was generated from *en-bloc* sales of commercial property.

Chongqing Tiandi and Wuhan Tiandi have been contributing contracted sales to the Group since 2007, while sales of Foshan Lingnan Tiandi and Dalian Tiandi were launched for the first time in 2010. Contracted sales of these projects increased by 145% to RMB7,618 million in 2011, as compared to RMB3,109 million in 2010. Both GFA and ASP rose by 100% and 22% respectively in 2011. Going forward, these projects are expected to provide higher contributions to the Group's property sales. Contracted sales have also become more diversified and have been expanding from Shanghai to four other cities, namely Wuhan, Chongqing, Foshan and Dalian.

The table below provides an analysis by projects of contracted sales (stated before the deduction of business tax) in 2011 and 2010:

Project	2011			2010			ASP Growth rate %
	Contracted amount RMB' million	GFA sold sq.m.	ASP RMB per sq.m.	Contracted amount RMB' million	GFA sold sq.m.	ASP RMB per sq.m.	
Property sales:							
Shanghai Taipingqiao	877	5,900	148,600	407	3,600	113,100	31%
Shanghai Rui Hong Xin Cheng	1,434	36,200	39,600	1,035	26,800	38,600	3%
Shanghai KIC ¹	50	2,300	21,700	203	8,100	25,100	-14%
Wuhan Tiandi	1,618	50,500	32,000	612	30,300	20,200	58%
Chongqing Tiandi ²	903	79,900	13,700	1,426	143,600	12,400	10%
Foshan Lingnan Tiandi	479	13,200	36,300	701	38,900	18,000	102%
Subtotal	5,361	188,000	28,500	4,384	251,300	17,400	64%
En-bloc sales:							
Wuhan Tiandi – A5	963	58,800	16,400	–	–	–	
Shanghai KIC – C2 Lot 5-5	600	14,400	41,700	–	–	–	
Chongqing Tiandi – B12-1, B12-3 & B12-4	3,232	233,200	13,900	–	–	–	
Subtotal	4,795	306,400	15,600	–	–	–	
Dalian Tiandi ³	423	33,100	12,800	370	21,000	17,600	-27%
Carparks and others	88	–	–	222	–	–	
Total contracted sales	10,667	527,500	20,200	4,976	272,300	18,300	

1 ASP of Shanghai KIC declined in 2011 due to the different products being sold. The residential units were sold at a higher price than the small offices in 2011.

2 ASP of Chongqing residential sales is based on net floor area, a common market practice in the region.

3 ASP of Dalian Tiandi dropped in 2011 due principally to there were more townhouses with higher ASP launched for presale in 2010.

Property sales of the Group increased by 22% to RMB5,361 million with ASP growth of 64% to RMB28,500 per sq.m., while contributions from the new revenue stream – *en-bloc* sales of commercial property – amounted to RMB4,795 million. This segment recorded ASP of RMB15,600 per sq.m. for GFA of 306,400 sq.m..

The commercial properties sold were located at Shanghai KIC, Wuhan Tiandi, and Chongqing Tiandi, demonstrating their high asset quality and the Group's determination to expedite asset turnover as well as to shorten the payback period.

In 2011, ASP growth from the Group's Shanghai property sales remained strong. Shanghai Tiapingqiao Casa Lakeville recorded growth of 31% to RMB148,600 per sq.m. and Shanghai RHXC Phase 4 recorded 3% growth to RMB 39,600 per sq.m.. ASP of Shanghai KIC declined due to the sales of small offices in 2011. Chongqing Tiandi and Wuhan Tiandi entered harvest time with higher ASP growth of 10% and 58% respectively. The higher ASP growth achieved in Wuhan was due to the Phase 3 apartment unit size being larger, with upgraded fittings and its unique location facing an unobstructed view of the Yangtze River

and Wuhan's No. II Bridge. The ASP of Foshan Lingnan Tiandi was significantly higher than that of the previous launch in 2010 of low-rise apartments for presale. The difference was due principally to the launch of presales of townhouses situated adjacent to the historical heritage buildings and retail area of Foshan Lingnan Tiandi. The ASP of Dalian Tiandi was lower in 2011 due principally to there were more townhouses with higher ASP launched for presale in 2010.

The table below shows the ASP of projects developed by the Group compared with the average ASP of the city centres in 2010 and 2011:

Project	Shui On Land		City Average ¹			
	2011 Contracted ASP RMB per sq.m.	2010 Contracted ASP RMB per sq.m.	2011 City centre ASP RMB per sq.m.	2010 City centre ASP RMB per sq.m.	10-year GDP Growth rate %	2010 GDP per capita US\$ per capita
Shanghai			50,170	46,000	11.4%	11,600
– Taipingqiao	148,600	113,100				
– Rui Hong Xin Cheng	39,600	38,600				
Wuhan Tiandi	32,000	20,200	7,573	6,600	13.9%	7,300
Chongqing Tiandi ²	13,700	12,400	6,390	5,900	13.8%	3,400
Foshan Lingnan Tiandi	36,300	18,000	10,060	9,900	16.2%	11,800
Dalian Tiandi ³	12,800	17,600	12,747	12,000	15.4%	10,500

1 Source: City Statistics Bureau

2 ASP of Chongqing residential sales is based on net floor area, a common market practice in the region.

3 ASP of Dalian Tiandi dropped in 2011 due principally to there were more townhouses with higher ASP launched for presale in 2010.

“Along with the Chinese economy's mighty growth potential and government's strong support in “Innovation and Industry Upgrade”, we believe knowledge community is entering into a golden era in China. Considering the policy and economic uncertainty, we are conservatively optimistic toward KIC and DLTD's development in 2012. Achieving delivery and financial targets set in the Company's Three-Year Plan is still our priority.”

Charles Chan

Executive Director – Shanghai KIC and Dalian Tiandi



MANAGEMENT DISCUSSION AND ANALYSIS

BUSINESS REVIEW

The above table shows the ASP of the Group's projects as compared to the average ASP of the cities where these projects are located. In each case, the ASP of the Group's developments is much higher than the city averages in 2010 and 2011. This illustrates the effectiveness of the Group's development concept and the pricing power of our large scale, mixed-use, "Total Community" planning concept. It also shows the advantage of our prime location landbank and the customers' brand loyalty to "Tiandi" in these five high growth cities.

The following sections cover sales performance and price analysis by projects in 2011.

Shanghai Taipingqiao

In 2011, the contracted sales of residential units in "The Manor" of Towers 3 to 8 of Casa Lakeville amounted to RMB877 million for GFA of 5,900 sq.m.. These units were priced and sold within an ASP range from RMB132,000 per sq.m. in January 2011 to RMB178,100 per sq.m. in December of 2011. This price range represented an increase of 35% on ASP of RMB148,600 per sq.m., and was attributable to the scarce supply of comparably luxurious housing in downtown Shanghai.

Shanghai RHXC

Towers 1 and 2 of Phase 4 (Lot 4) were launched for pre-sale in April 2011. A total GFA of 32,000 sq.m. was pre-sold with ASP reaching RMB39,900 per sq.m. which was 3% higher than that of the previous launch of Towers 5 and 6 in December 2010. More than 90% of apartments pre-sold in 2010 and 2011 in Phase 4 of RHXC were delivered to customers in 2011. It is anticipated that Phase 5 (Lot 6), with a total residential GFA of 116,000 sq.m., will be partially launched for presales in late 2012.



Rendering of KIC Plaza Phase 3

Shanghai KIC

On 7 November 2011, the Company entered into a Sales and Purchase Agreement with the Yangpu Branch of the Industrial and Commercial Bank of China ("ICBC") for the sale of a building comprising 14,400 sq.m. of office and retail space, for a total consideration of RMB600 million. The ASP for the office space was RMB37,800 per sq.m. and that for the retail space was RMB45,000 per sq.m.. The building was completed and delivered to the customer in December 2011. The sale of the asset was recorded as disposal of investment property. In addition, a total GFA of 2,300 sq.m. comprising small-sized office units was sold for RMB50 million.

Wuhan Tiandi

The Riverview Phase 3 Lots A11 and A12 residential project at Wuhan Tiandi were launched for sale respectively in late 2010 and mid 2011. It was well

received by the market. Contracted sales achieved RMB1,618 million in 2011, with an increase of 58% in ASP to RMB32,000 per sq.m.. Most of the residential units were sold and delivered to the customers in 2011.

In the first half of 2011, as part of the Three-Year Plan to increase asset turnover, the Group sold Corporate Centre No. 5 (Lot A5) at Wuhan Tiandi to Ping An Life Insurance Company of China, Ltd. ("Ping An") for a total consideration of RMB963 million. The office tower is an international Grade A office building with a total GFA of 59,000 sq.m.. As one of the largest and most highly-regarded financial institutions in China, the Ping An name and reputation are likely to assist in drawing more top class tenants to the building. Construction works for Corporate Centre No. 5 were completed and the building was delivered to Ping An in late 2011.

Chongqing Tiandi

A total GFA of 78,800 sq.m. of residential units at the Riviera Phases 2 & 3 was presold for RMB890 million at an ASP of RMB13,700 per sq.m..

In late 2011, the Group entered into multiple agreements with several third parties including certain affiliates of Ping An to sell various office buildings at the Chongqing Tiandi project comprising GFA of 233,200 sq.m. for a total consideration of RMB3,232 million. The office buildings are currently under development and are scheduled to be completed progressively between 2012 and 2013.

Foshan Lingnan Tiandi

The Legendary Phase 1 (Lot 14) townhouses at Foshan Lingnan Tiandi were launched for sale in early 2011. The project achieved total contracted sales of RMB479 million for GFA of 13,200 sq.m. at an ASP of RMB36,300 per sq.m.. The properties were completed and delivered to customers in 2011.

“THE HUB is not just another commercial development. We are developing a landmark mixed-use development that will become the heart of Shanghai’s new Hongqiao CBD, which will be pedestrian-friendly and low carbon overall. This project is so special because sustainability is at the heart of our entire development strategy; we will obtain the highest Three Star rating from the China Green Standard and the LEED Gold rating from the US Green Building Council. We are creating a new urban oasis that will serve our tenants and customers well, while leaving a greener footprint in this great city.”

Bryan Chan

Project Director – THE HUB



Dalian Tiandi

The project achieved total contracted sales of RMB423 million for GFA of 33,100 sq.m. in the form of townhouses and high-rise apartments in Phases 1 and 2 in the Huangnichuan area.

Locked-in Sales Carried Forward to 2012

As of 31 December 2011, the Group's undelivered contracted sales (including Dalian associates) increased to RMB4,877 million (representing 354,000 sq.m. of GFA), a jump of 51% when compared with RMB3,222 million as of 31 December 2010.

The table below summarises residential property available for sale in 2012:

Project	Available for sale and pre-sale in 2012 GFA in sq.m.	Group's interest
Shanghai Taipingqiao	1,000	99.0%
Shanghai RHXC	23,400	99.0%
Shanghai KIC	49,300	99.0%
Wuhan Tiandi	123,700	75.0%
Chongqing Tiandi	213,300	79.4%
Foshan Lingnan Tiandi	68,800	100.0%
Subtotal	479,500	
Dalian Tiandi ¹	175,400	48.0%
Total	654,900	

¹ Dalian Tiandi is a project developed by associates of the Group. Sales of Dalian Tiandi are not consolidated as revenue of the Group. Instead, the share of results of Dalian Tiandi is incorporated in the Group's consolidated income statement as "share of results of associates" using the equity method of accounting.

Residential Properties Available for Sale and Presale in 2012

The Group plans to launch seven residential properties with a total GFA of 654,900 sq.m. in 2012 of which 89% will be in Wuhan, Chongqing, Foshan and Dalian.

“The Lingnan Tiandi project has demonstrated a delicate balance between preservation and growth in which we have not only revitalised the “old” buildings, protected the historical alleys, improved the urban environment and economic competitiveness, but most importantly, carried on the stories and memories behind them. We believe all these are an integral part of sustainable development.”

Alex Wong

Project Director – Foshan Lingnan Tiandi





Bird's view of The Riviera IV at Chongqing Tiandi

INVESTMENT PROPERTY

Rental and other related income from investment property increased by 20% to RMB849 million in 2011, generated primarily from 509,000 sq.m. of completed investment property. Rental income from the office buildings located in Dalian was reflected as share of results of associates.

A total GFA of 72,000 sq.m. of investment properties held by the subsidiaries of the Group was

completed in 2011. They comprise office and retail space located at Shanghai KIC, Shanghai RHXC, Chongqing Tiandi and Foshan Lingnan Tiandi. A total of 113,000 sq.m. of office buildings located at Dalian Tiandi has been completed and is held by associates of the Group.

Since most new investment properties were completed and opened for business in late 2011, further increases in rental income are anticipated in the

years ahead. As of 31 December 2011, the Group's portfolio of investment properties stood at a total GFA of 509,000 sq.m. held by subsidiaries of the Group, with the remaining GFA of 155,000 sq.m. held by associates of the Group. The aggregated of the completed GFA was 664,000 sq.m. of which approximately 54% was office space and 46% was retail space. A total GFA of 388,000 sq.m., or 58% of the completed investment properties, is located in Shanghai.

MANAGEMENT DISCUSSION AND ANALYSIS

BUSINESS REVIEW

The table below summarises the portfolio of completed investment properties together with their respective occupancy rates:

Project	Leasable GFA (sq.m.)				Occupancy rate			Group's interest
	Office	Retail	Serviced apartments	Total	31 December 2011	31 December 2010	31 December 2009	
Shanghai Taipingqiao								
Shanghai Xintiandi	5,000	47,000	5,000	57,000	100%	93%	100%	97.0%
Shanghai Xintiandi Style	–	27,000	–	27,000	96%	89%	N/A	99.0%
Shanghai Corporate Avenue	76,000	7,000	–	83,000	100%	99%	96%	99.0%
Subtotal	81,000	81,000	5,000	167,000				
Shanghai RHXC								
Phase 1	–	5,000	–	5,000	100%	100%	100%	75.0%
Phase 2	–	28,000	–	28,000	100%	100%	100%	74.3%
Phase 3	–	2,000	–	2,000	39%	N/A	N/A	74.3%
Phase 4	–	12,000	–	12,000	N/A	N/A	N/A	74.3%
Subtotal	–	47,000	–	47,000				
Shanghai KIC								
KIC Village R1 and R2	22,000	11,000	–	33,000	75%	39%	37%	86.8%
KIC Plaza Phase 1	29,000	21,000	–	50,000	77%	81%	83%	86.8%
KIC Plaza Phase 2	39,000	10,000	–	49,000	79%	17%	N/A	86.8%
KIC Plaza C2	30,000	12,000	–	42,000	33%	N/A	N/A	86.8%
Subtotal	120,000	54,000	–	174,000				
Hangzhou Xihu Tiandi								
Phase 1	–	6,000	–	6,000	100%	100%	100%	100.0%
Subtotal	–	6,000	–	6,000				
Wuhan Tiandi								
Wuhan Tiandi (Lot A4-1)	–	16,000	–	16,000	98%	94%	92%	75.0%
Wuhan Tiandi (Lots A4-2 and 3)	–	30,000	–	30,000	91%	70%	60%	75.0%
Subtotal	–	46,000	–	46,000				
Chongqing Tiandi								
The Riviera Phase 1	–	2,000	–	2,000	100%	100%	16%	79.4%
The Riviera Phase 2	–	2,000	–	2,000	96%	N/A	N/A	79.4%
Chongqing Tiandi (Lot B3/01)								
– Phase 1 – Upper and Lower Village	–	10,000	–	10,000	100%	98%	N/A	79.4%
– Phase 2 – Main buildings	–	39,000	–	39,000	59%	45%	N/A	79.4%
Subtotal	–	53,000	–	53,000				
Foshan Lingnan Tiandi								
Lot 1 Phase 1	–	16,000	–	16,000	22%	N/A	N/A	100.0%
Subtotal	–	16,000	–	16,000				
Dalian Tiandi ¹								
Software office buildings	42,000	–	–	42,000	91%	65%	N/A	48.0%
Ambow training school	113,000	–	–	113,000	100%	N/A	N/A	48.0%
Subtotal	155,000	–	–	155,000				
Total leasable GFA	356,000	303,000	5,000	664,000				
Investment properties held by:								
– Subsidiaries of the Group	201,000	303,000	5,000	509,000				
– Associated companies	155,000	–	–	155,000				
As of 31 December 2011	356,000	303,000	5,000	664,000				
– Subsidiaries of the Group	172,000	261,000	5,000	438,000				
– Associated companies	42,000	–	–	42,000				
As of 31 December 2010	214,000	261,000	5,000	480,000				

¹ Dalian Tiandi is a project developed by associates of the Group. Rental income of Dalian Tiandi is not consolidated as revenue of the Group. Instead, the share of results of Dalian Tiandi is incorporated in the Group's consolidated income statement as "share of results of associates" using the equity method of accounting.

As of 31 December 2011, the carrying value of completed investment property rose by 16% to RMB17,981 million, due

to the increase in rental and related income generated from the completed portfolio by 20% in 2011 and new completions of 72,000 sq.m.. The

Shanghai portfolio accounted for 88%, while Wuhan, Chongqing and Foshan accounted for 12%.

The table below summarises the carrying value of the investment property together with the change in fair value during the year:

Project	GFA in sq.m.	Increase (decrease) in fair value for the year ended 31 December 2011 RMB' million	Carrying value as of 31 December 2011 RMB' million	Carrying value per GFA RMB per sq.m.
Completed investment properties at valuation				
Shanghai Taipingqiao	162,000	553	10,220	63,100
Shanghai RHXC	35,000	11	651	18,600
Shanghai KIC	132,000	745	3,414	25,900
Wuhan Tiandi	46,000	304	959	20,800
Chongqing Tiandi	34,000	35	486	14,300
Subtotal	409,000	1,648	15,730	38,500
Investment properties completed in 2011 at valuation				
Shanghai RHXC	12,000	75	329	27,400
Shanghai KIC	42,000	812	1,292	30,800
Foshan Lingnan Tiandi	16,000	(91)	600	37,500
Chongqing Tiandi	2,000	–	30	15,000
Subtotal	72,000	796	2,251	31,300
Investment properties under development at valuation				
Shanghai Taipingqiao	156,000	18	4,470	28,700
Shanghai – THE HUB	233,000	–	3,207	13,800
Chongqing Tiandi	490,000	274	1,808	3,700
Foshan Lingnan Tiandi	15,000	(40)	442	29,500
Subtotal	894,000	252	9,927	11,100
Investment properties under development at cost				
Various projects		–	8,487	
Total		2,696	36,395	



“With commitment of building a sustainable multi-community, Rui Hong Xin Cheng has invested substantial resources in green building, customisation apartment, apartment layout standardisation, pre-cast application etc. The series of measures, including water reclaiming, construction material recycle etc, not only reflect the corporate and project’s consistent beliefs on sustainable development and sense of responsibility to the customers and society, effectively improve overall project quality and image, but also bring in satisfactory social and economic benefits.”

Jessica Wang

Project Director – Rui Hong Xin Cheng



Wuhan Tiandi features full range of modern facilities for office, residential & retail

COOPERATION AND PARTNERSHIP

The Group will continue to seek appropriate strategic partners to co-develop projects. This strategy allows the Group to tap the expertise of our strategic partners, accelerate returns from our projects, diversify risks and enhance cash flow. In November, the Group entered into a joint venture agreement with Mitsui Fudosan Residential Co. Ltd. (“Mitsui”) for the co-development of Lingnan Tiandi Lot 18, which has a GFA of 108,000 sq.m.. Under the agreement, Mitsui will invest RMB391 million for 45% effective interest in Lingnan Tiandi Lot 18, or approximately 3% of the total GFA of Foshan Lingnan Tiandi.

PROPERTY DEVELOPMENT – ACCELERATING DEVELOPMENT

To accomplish the “Three-Year Plan” initiatives set in 2009, the Group has been expediting the development of various projects.

“Develop self-sufficiency and long-term sustainable development of large scale residential and commercial composite projects. We balance the cost benefits and Central Government green policy when we adopt the internationally recognised LEED, China Green Standards. I and my team are also proud of the first BREEAM registered commercial project in China, and we will work energetically to keep Wuhan Tiandi as the landmark.”

Matthew Guo

Project Director – Wuhan Tiandi



The table below summarises the projects that were completed in 2011 and are planned for completion in 2012:

Project	Residential sq.m.	Office sq.m.	Retail sq.m.	Hotel/ serviced apartments sq.m.	Subtotal sq.m.	Clubhouse, carpark and other facilities sq.m.	Total sq.m.
Property delivered in 2011							
Shanghai RHXC	63,000	–	12,000	–	75,000	32,000	107,000
Shanghai KIC	–	42,000	14,000	–	56,000	19,000	75,000
Wuhan Tiandi	51,000	57,000	2,000	–	110,000	45,000	155,000
Chongqing Tiandi	112,000	–	2,000	–	114,000	51,000	165,000
Foshan Lingnan Tiandi	55,000	–	16,000	–	71,000	30,000	101,000
Dalian Tiandi ¹	46,000	113,000	–	–	159,000	4,000	163,000
Total	327,000	212,000	46,000	–	585,000	181,000	766,000
Plan for delivery in 2012							
Shanghai Taipingqiao	–	–	1,000	33,000	34,000	19,000	53,000
Wuhan Tiandi	66,000	–	1,000	–	67,000	18,000	85,000
Chongqing Tiandi	175,000	299,000	88,000	–	562,000	202,000	764,000
Foshan Lingnan Tiandi	66,000	–	43,000	45,000	154,000	68,000	222,000
Dalian Tiandi ¹	98,000	88,000	–	–	186,000	98,000	284,000
Total	405,000	387,000	133,000	78,000	1,003,000	405,000	1,408,000

1 Dalian Tiandi is a project developed by associates of the Group.



Show flat of Rui Hong Xin Cheng • Ming Ting