



Greentown China Holdings Limited
綠城中國控股有限公司



2008 Results Announcement

April 2009

(Stock code: 3900.HK)





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2 Performance review

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Overview

Greentown China in 2008 – making steady growth amidst changing times



- ☼ Continuous improvement of product quality, enabling the Company to strengthen its foothold as a leading player in the industry
- ☼ Stable sales performance achieved amidst challenging market conditions in 2008
- ☼ Adjustment of development pace in response to the volatile market conditions in 2008
- ☼ Making steps towards a nation-wide diversified landbank with a focus on Zhejiang province in 2008
- ☼ Continual expansion and strengthening of partnerships in 2008

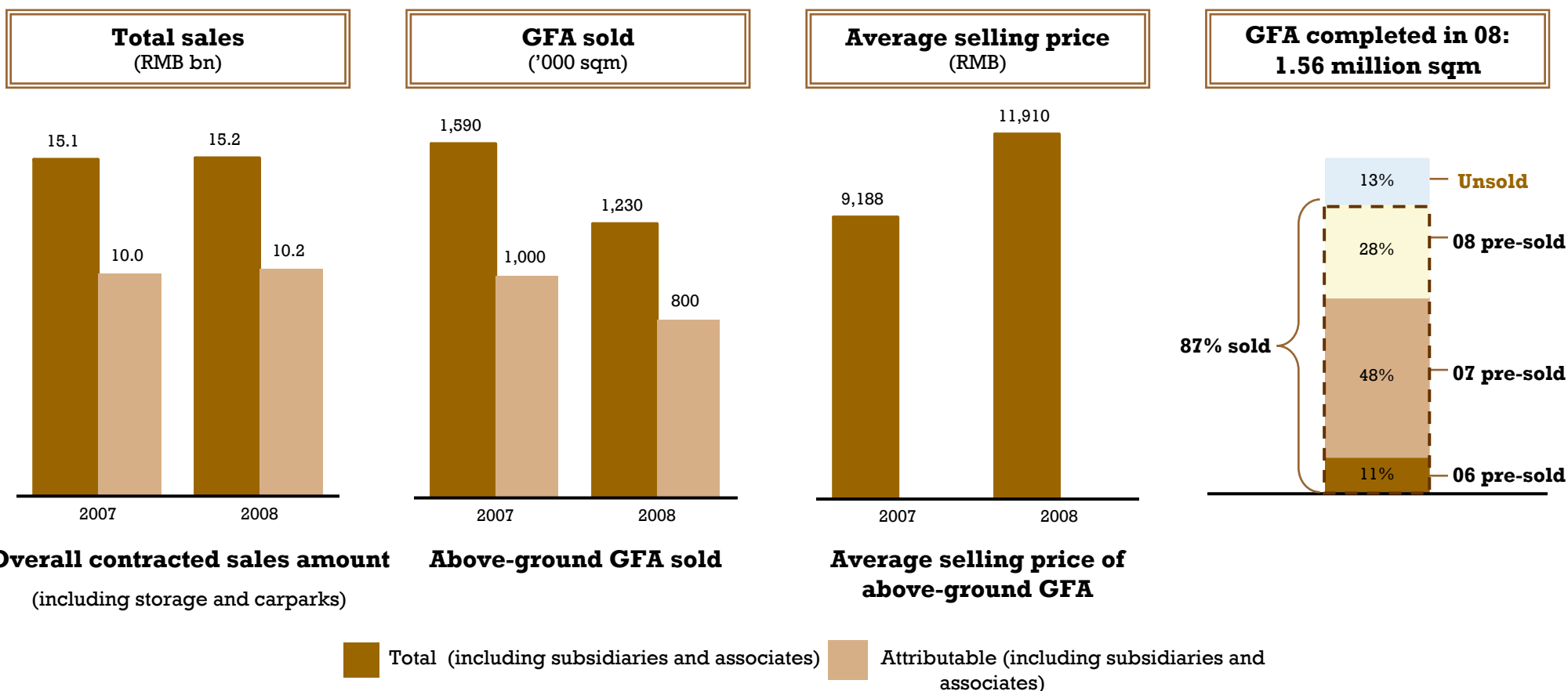


Performance review

Greentown achieved stable sales performance under challenging market environment in 2008



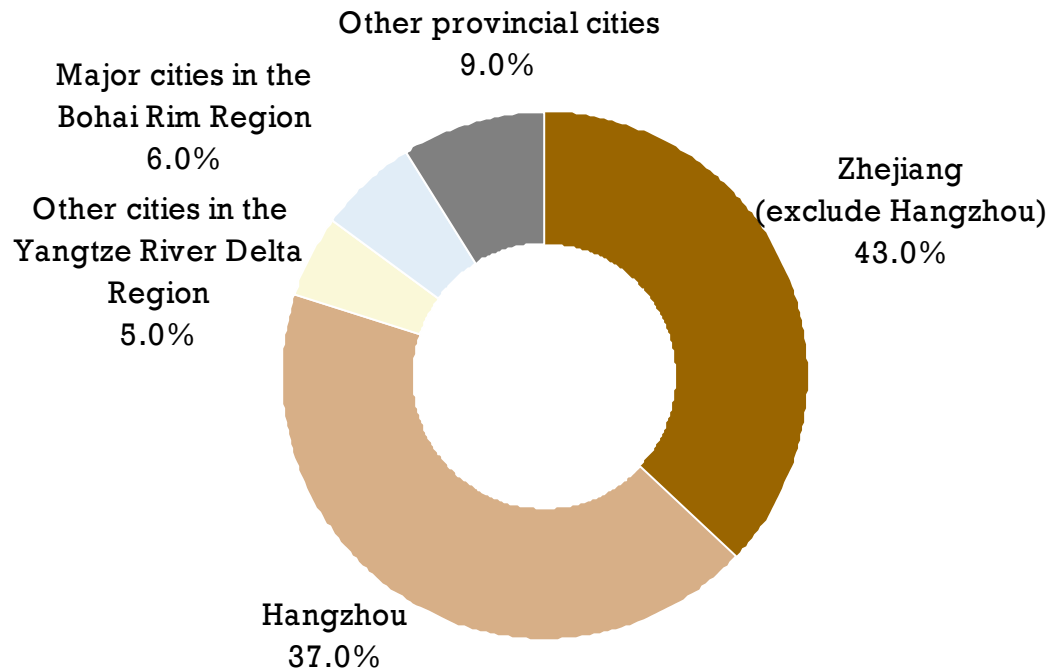
- ☘ The Company achieved total sales of RMB 15.2 bn in 2008, setting a new record in the Company's history. Greentown maintained the #1 market position in Zhejiang and Hangzhou, and ranks amongst the top-tier developers in China
- ☘ 87% of GFA completed in 2008 has been sold
- ☘ Overall pre-sales rate in 2008 was 52%



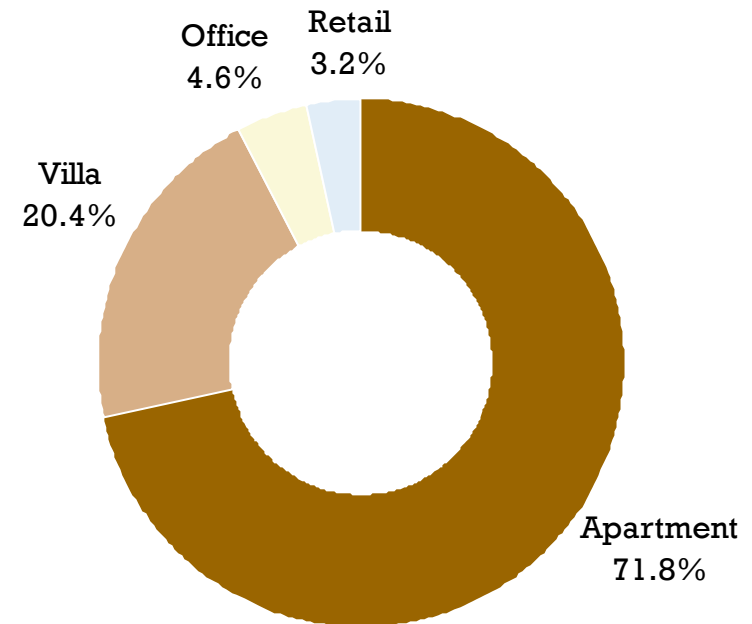
Sales is geographically diversified across a broad range of product offerings



By geography *

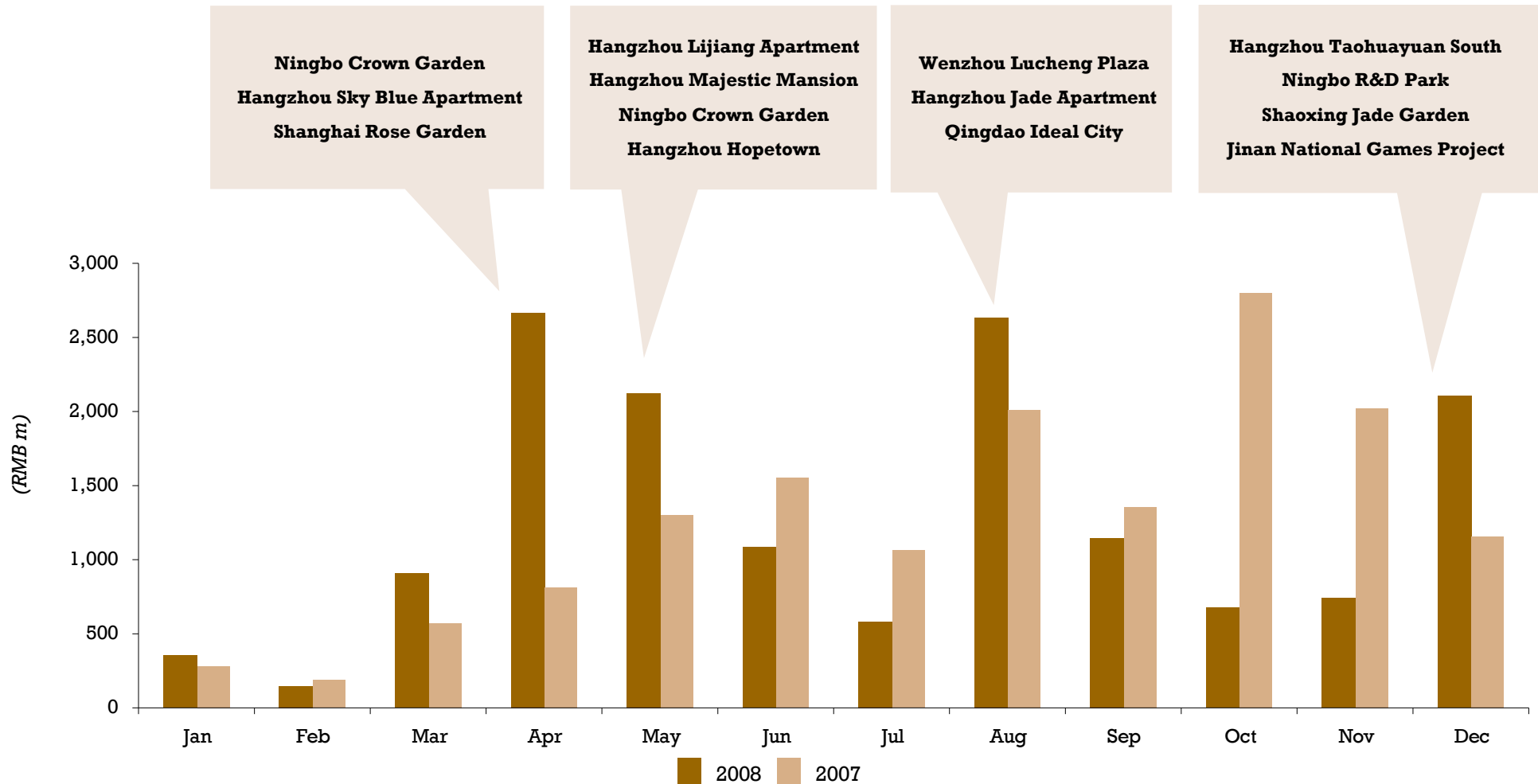


By product type *



* By sales amount

Greentown has made commendable achievements in 2008 amidst volatile market conditions



Note: Includes subsidiaries and associates
A total of 47 new projects or phases were launched in 2008

The strong “Greentown” brand continues to drive excellent sales performance



In the highly segmented Chinese real estate market, Greentown’s competitive advantage from its branding ensures the Company’s success in new markets



Brand premium

- ☺ The selling price of Greentown’s projects’ is usually 20% or higher than comparable projects within the same locale, resulting in higher profitability

Brand loyalty

- ☺ Higher pre-sales rate (95% in Zhejiang, 87% nationwide) as compared to peers
- ☺ Returning clients and clients who had been recommended to Greentown account for more than 50% of total clients

Brand effect

- ☺ Development of strategic cooperation:
 - ☺ Local governments
 - ☺ Land owners
 - ☺ Large enterprises

Capitalizing Greentown’s superior brand



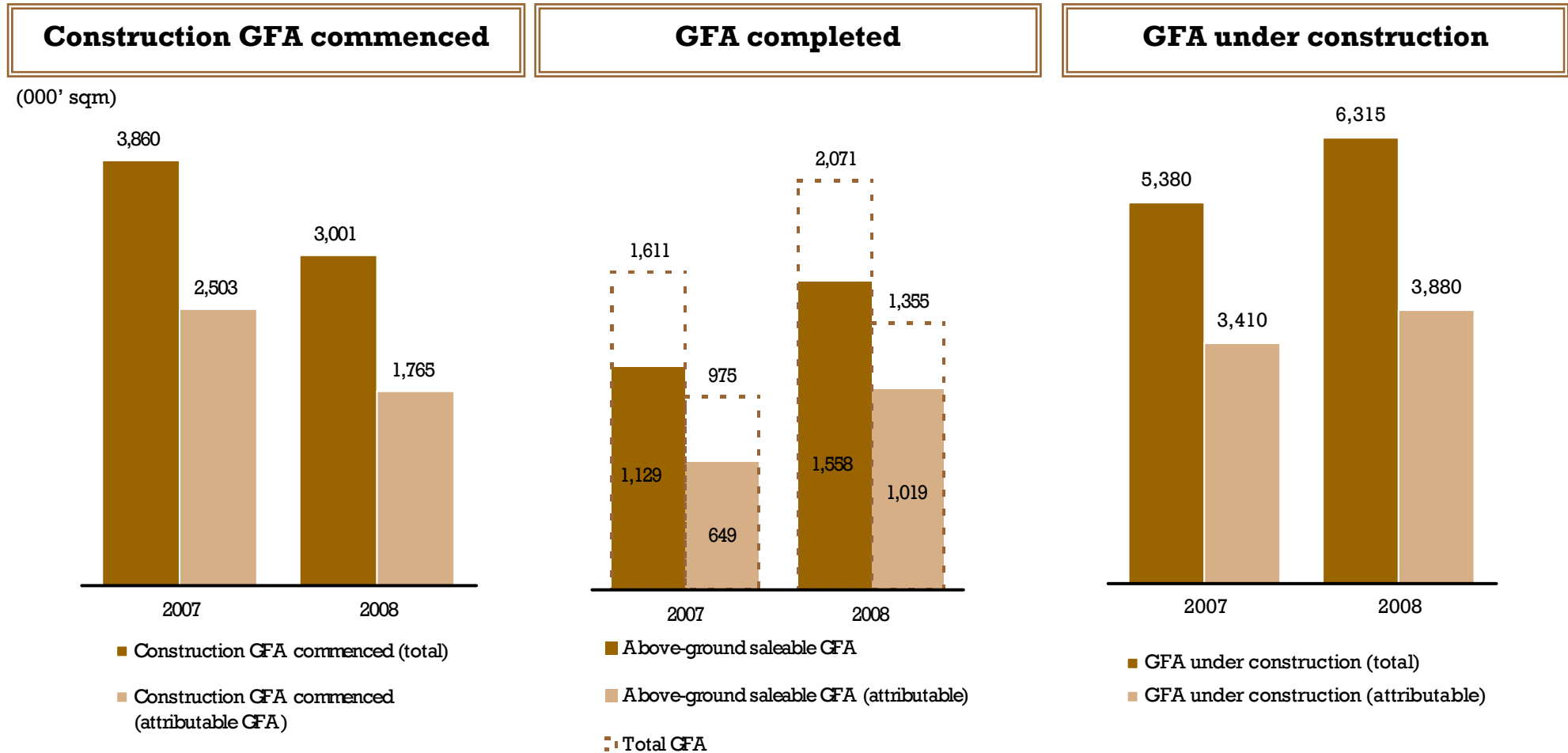
- ☺ Sales of Hangzhou Lijiang Apartment began on 24 March 2008, achieving a 91% sales rate within the first week

- ☺ Sales of Hangzhou Sky Blue Apartment began on 18 April 2008, achieving a 91% sales rate within the first week

- ☺ Sales of Ningbo Crown Garden began on 19 April 2008, achieving a 95.5% sales rate within the first 3 days

- ☺ Sales of Hangzhou Yulan Apartment began on 27 July 2008, achieving a 86.5% sales rate within the first 3 days

Adjustment of development pace in response to the volatile market conditions



Due to volatile market conditions in 2008, a lower level of construction was commenced, but completed GFA and GFA under construction saw stable growth

Making steps towards a nation-wide diversified landbank with a focus on Zhejiang province



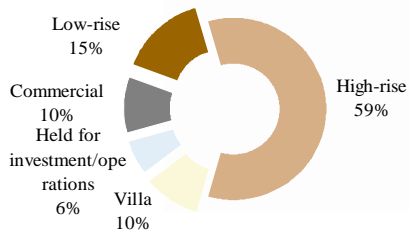
Greentown in China

Provinces and municipalities that Greentown has presence



| (Ten Thousand sqm) | Total | Attributable |
|------------------------------------|-------|--------------|
| Hangzhou | | |
| Above-ground saleable area | 353 | 214 |
| GFA held for investment/operations | 13 | 7 |
| Zhejiang | | |
| Above-ground saleable area | 699 | 400 |
| GFA held for investment/operations | 85 | 52 |
| Jiangsu | | |
| Above-ground saleable area | 75 | 56 |
| Shanghai | | |
| Above-ground saleable area | 39 | 30 |
| Beijing | | |
| Above-ground saleable area | 45 | 38 |
| GFA held for investment/operations | 0.7 | 0.7 |
| Qingdao/Jinan | | |
| Above-ground saleable area | 281 | 182 |
| GFA held for investment/operations | 8 | 4 |
| Dalian | | |
| GFA held for investment/operations | 9 | 9 |
| Hefei | | |
| Above-ground saleable area | 23 | 17 |
| Changsha | | |
| Above-ground saleable area | 29 | 14 |
| Zhengzhou | | |
| Above-ground saleable area | 13 | 5 |
| Urumchi | | |
| Above-ground saleable area | 33 | 17 |
| Sanya | | |
| Above-ground saleable area | 156 | 80 |
| GFA held for investment/operations | 6 | 3 |

Landbank – by product type



Note: The above is based on total above-ground saleable area plus area held for investment/operations as at 31 Dec 2008.
Area of Zhoushan Changzhidao Project is calculated using GFA ratio

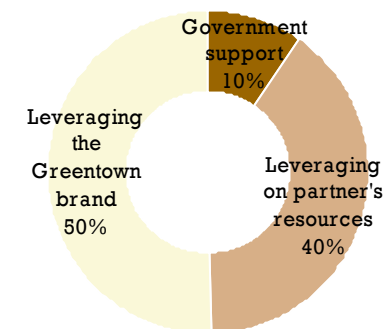
| Above-ground GFA available for sale and GFA held for investment/operations | | |
|--|--------------|--------------|
| Above-ground GFA available for sale | 1,865 | 1,127 |
| Total landbank GFA | 2,516 | 1,529 |

Diversified land acquisition strategy to ensure sustainable mid to long term growth



| New land acquired in 2008 | Interest | Location | Total above-ground GFA (sqm) | Land cost (RMBm) | Land cost per sqm (RMB) | Land cost attributable to Greentown (RMBm) | Land cost payable by Greentown (RMBm) | |
|--|----------|----------|------------------------------|------------------|-------------------------|--|---------------------------------------|-----------------|
| | | | | | | | Payable in 2009 | Payable in 2010 |
| Leveraging on partner's resources: | | | | | | | | |
| Jiangcun 1-2# Blocks | 50% | Hangzhou | 196,975 | 2,101 | 10,666 | 840 | 840 | |
| Jiangcun 7# Block | 49% | Hangzhou | 125,944 | 1,058 | 8,400 | 518 | 458 | |
| Hangzhou Jiangcun 10 # Block | 50% | Hangzhou | 122,922 | 961 | 7,815 | 152 | 132 | |
| Taizhou Luqiao Project | 60% | Zhejiang | 294,240 | 870 | 2,957 | 522 | 313 | |
| Taizhou West Business District Project C-2 | 40% | Zhejiang | 89,883 | 230 | 2,559 | | | |
| Zhoushan Daishan Duigangshan Project | 60% | Zhejiang | 228,480 | 239 | 1,046 | 179 | 65 | 59 |
| Cixi Project | 49% | Zhejiang | 158,584 | 1,006 | 6,344 | 300 | 300 | |
| Lin-an Shilin Road South 1,2,3 | 50% | Zhejiang | 138,930 | 94 | 677 | | | |
| Leveraging the Greentown brand: | | | | | | | | |
| Hainan Lingshui Project | 51% | Hainan | 1,394,194 | 824 | 591 | 824 | 372 | |
| Xiangshan Lily Apartment | 50% | Zhejiang | 143,222 | 418 | 2,919 | | | |
| Beijing Nanshatan Project | 50% | Beijing | 96,684 | 587 | 6,071 | | | |
| Hangzhou Dadoulu Project | 30% | Hangzhou | 45,313 | 384 | 8,483 | | | |
| Government support: | | | | | | | | |
| Dalian Project | 100% | Liaoning | 91,800 | 325 | 3,545 | 325 | | |
| Lin-ping Renmin Road Project | 100% | Hangzhou | 242,997 | 1,176 | 4,840 | 1,176 | 235 | 706 |
| Total | | | 3,370,168 | 10,273 | | 4,836 | 2,715 | 765 |

Diversified land acquisition strategy*



56% of the purchased land bank in 2008 was attributable to the Company and only RMB4.8 billion out of the RMB10.3 billion total land premium was payable by the Company

Strengthening and developing strategic partnerships



Government partnerships

- ☪ Licang District Government, Qingdao
- ☪ Jianggan District Government, Hangzhou
- ☪ West Lake District Government, Hangzhou

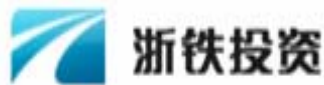
Renowned national corporations



Haier

XIZI UHC 西子联合

Large state-owned enterprises



Consistent dedication to product quality enhances Company's image



☼ Greentown Community Living Service System is a comprehensive service system focusing on the physical and community needs of its customers. The system is composed of 3 segments– healthcare service, cultural and educational service and lifestyle service

☼ Greentown Community Living Service System has integrated human care into its daily service, with the provision of community service products focusing on healthcare, education and lifestyle. The system has been highly recognized by the market, customers, governmental authorities and society

☼ “Greentown Community Living Service System ” was awarded the “China Urban Management Achievement” prize during the “China City Summit”



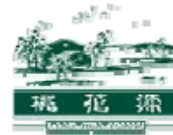
**Zhoushan Sheraton Hotel
Luban Award**



**Beijing Majestic Mansion
National Harmonious Habitat
Classic Project Award
National Environmental
Habitat Engineering Award**



**Shanghai Rose Garden
China's Classic Villa
Award of Merit (Gold)**



**Hangzhou Taohua Yuan
Top 30 Influential Classic
Residential Projects in
China**



**Hangzhou Hopetown
China International
Garden Community**



**Beijing Lily Apartment
Most Anticipated Project
Top 10 Technological
and Ecological
Residential Projects**



**Hefei Osmanthus Garden
Top 10 Residential Areas in
Anhui National Habitat
Classic Award**



**Changsha Osmanthus City
Most Influential Residential
Projects in Hunan
Best Quality Residential Projects in
Changsha
Most Influential Residential
Projects in Changsha**



2008 financial analysis

Key financial figures



For the year ended 31 December,

| <i>(RMBm)</i> | 2008 | 2007 | Change |
|---|-------------|-------------|-----------------------|
| Revenue | 6,635 | 5,739 | 16% |
| Gross profit | 1,870 | 2,064 | (9)% |
| Gross margin | 28% | 36% | (8) percentage points |
| Financial expenses | 401 | 217 | 85% |
| Profit attributable to Affiliates / jointly controlled entities | 384 | 120 | 220% |
| Adjusted net income * | 822 | 1,018 | (19)% |
| Profit attributable to shareholders | 540 | 923 | (41)% |
| Net margin | 9% | 18% | (9) percentage points |
| Basic EPS | 0.35 | 0.63 | (44)% |
| Diluted EPS | 0.34 | 0.61 | (44)% |

* If the gains or losses from revaluation of the convertible bonds and properties were excluded

Main reasons for project delays



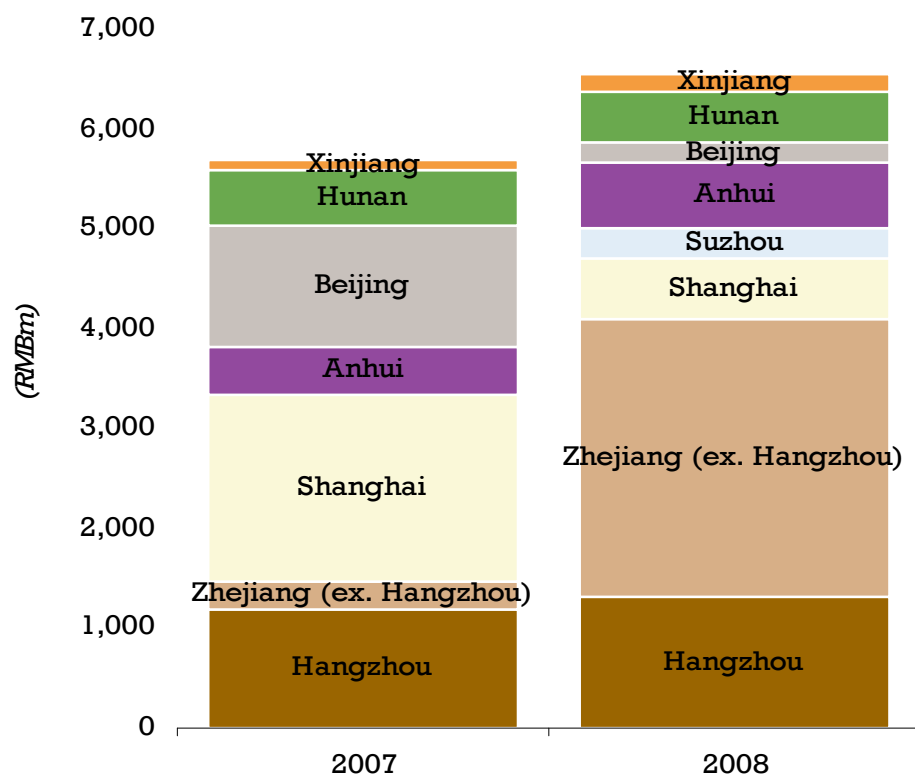
| Project | Interest | Total GFA (sqm) | Sales rate as of 31 Dec 08 | Reasons for delay | Estimated completion date |
|---|-----------------|----------------------------|---------------------------------------|---|--------------------------------------|
| Phase II F of Taohuayuan South Section | 51% | 22,150 | 23% | Construction schedule slowed down in line with the adjustment of sales schedule | 1H 2009 |
| Phase II of Shanghai Rose Garden | 100% | 46,250 | 19% | Construction schedule slowed down in line with the adjustment of sales schedule | 2H 2009 |
| Phase I of Beijing Majestic Mansion | 100% | 4,134 | 100% | Delay in construction due to infrastructure support | 1H 2009 |
| Phase I of Qingdao Ideal City | 80% | 93,609 | 63% | Delay in project progress | 1H 2009 |
| Phase I of Hangzhou Majestic Mansion | 45% | 77,567 | 75% | Delay due to the construction of public road nearby Delay in installation of public facilities | 1H 2009 |
| Phase III of Hangzhou Rose Garden | 100% | 5,623 | n/a | Adjustment of construction schedule | 1H 2009 |
| Phase II of Changsha Green Bamboo North Section | 52% | 22,789 | 0% | Construction schedule slowed down in line with the adjustment of sales schedule | 1H 2009 |
| Total | | 272,122 | | | |

Reasons for the decrease in average selling price

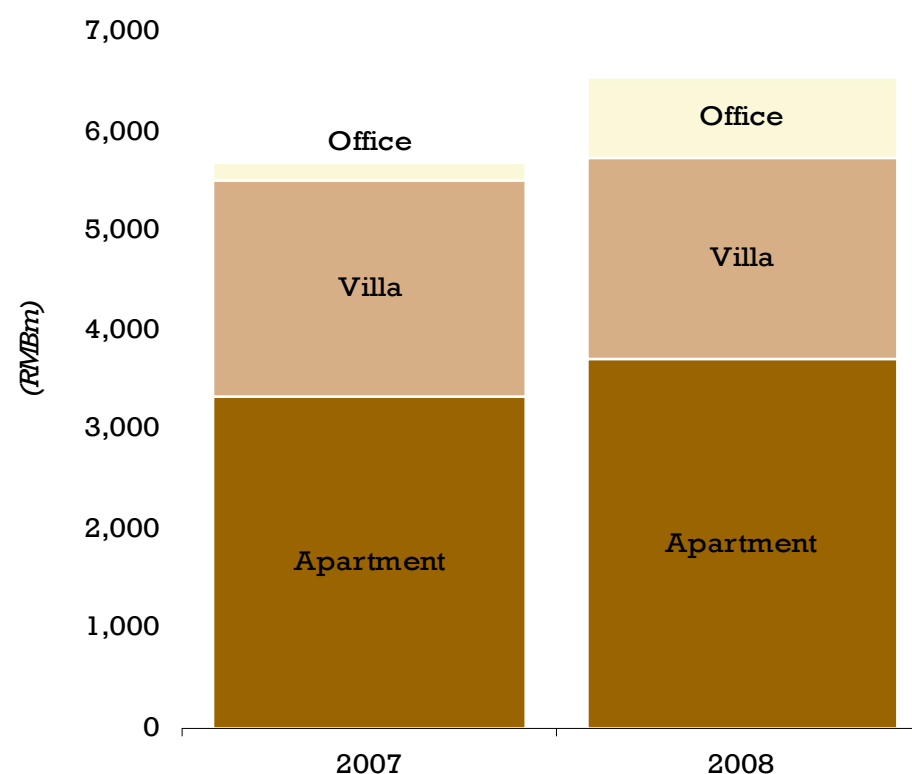


- ☺ In 2007, apart from Hangzhou, the main contributors to sales were Shanghai projects (32.9%) and Beijing projects (21.2%) where ASP was higher; in 2008, sales outside of Hangzhou were concentrated in Ningbo, Zhoushan and Anhui
- ☺ In 2007, villas accounted for 38.1% of total sales. In 2008 however, the proportion of villas decreased to 30.7% of total sales (villa sales in 2008 was RMB2,010m). This was also a reason for decrease in ASP

Total consolidated recognized revenue by geography



Total consolidated recognized revenue by product type



Balance sheet

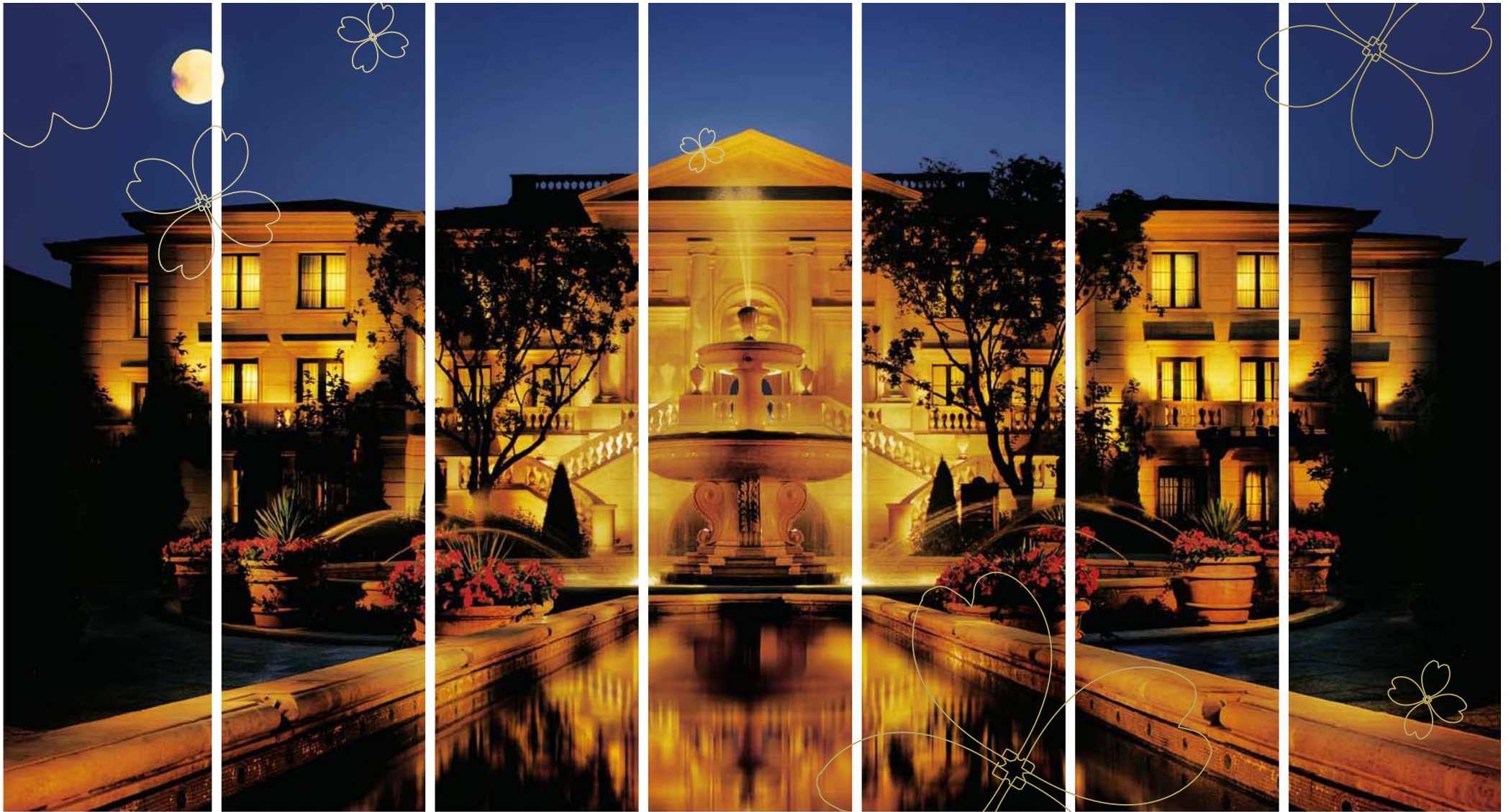


For the year ended 31 December,

| <i>(RMBm)</i> | 2008 | 2007 | Change |
|--------------------------|-------------|-------------|-----------------------|
| Cash | 1,718 | 3,383 | (49)% |
| Total assets | 42,815 | 32,866 | 30% |
| Total debt | 16,118 | 11,754 | 37% |
| Pre-sale deposits | 6,137 | 3,583 | 71% |
| LAT payable | 640 | 479 | 34% |
| Net debt/net capital | 140% | 88% | +52 percentage points |
| Total debt/total capital | 61% | 55% | +6 percentage points |



- ☼ Greentown's consolidated cash balance increased from RMB1.7bn as of 31 December 2008 to RMB4.4bn in 31 March 2009, mainly due additional bank loans
- ☼ As of 31 Dec 2008, Company's consolidated debt balance was RMB16.1bn, of which RMB6.6bn is repayable in 2009, RMB5.2bn is repayable in 2010, RMB2.0bn is repayable in 2011, and RMB2.3bn is repayable in 2012 or thereafter.
- ☼ Greentown is more prudent in its fund management in order to support the Company's continual growth



Outlook



- ☪ Strengthen human resource management platform and cultivate corporate culture
- ☪ Dedication to product quality
- ☪ Reinforce sales and marketing capabilities
- ☪ Strengthen project management, and improve asset turnover
- ☪ Enhance financial strength and optimize capital structure

Strong pipeline and sales schedule ensures continual growth into 2009

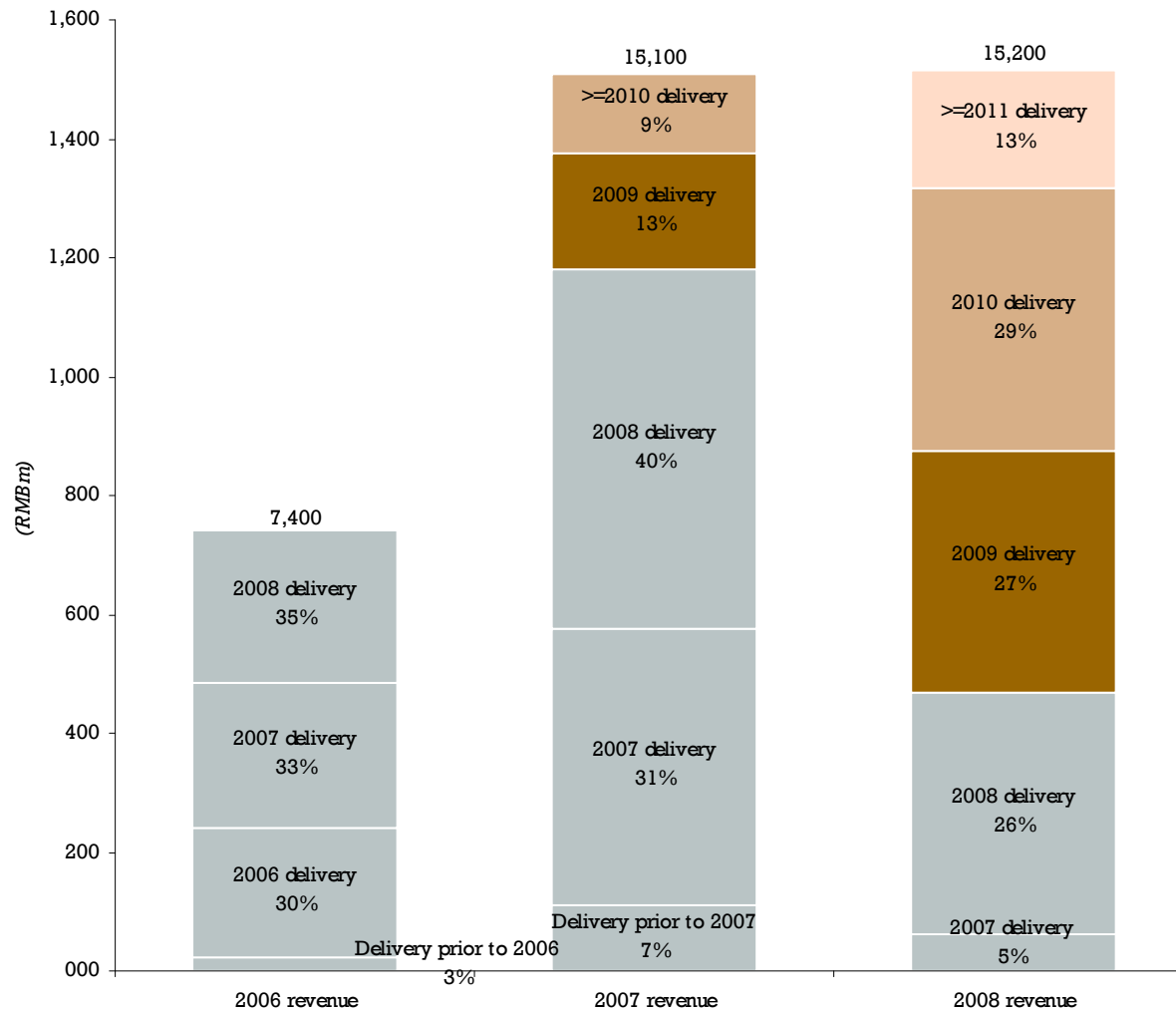


2009 above-ground GFA available for sale



☪ Total saleable area at the beginning of 2009 was 1.12 million sqm; Company expects total new saleable area for the year to be approximately 1.98 million sqm

Clear completion schedule supports stable earnings growth



* Figures are stated on a gross basis

Sales visibility

As of 31 Dec 2008, Greentown has locked-in:

44% of 2009 total completed GFA target

12% of 2010 total completed GFA target

As of 31 December 2008, Greentown has locked in RMB13.8bn in presales, which will be recognized over the course of the next three years. Sales to be realized in 2009, 2010 and 2010 are RMB6.0m, RMB5.8bn and RMB2.0bn respectively

Ample land bank for the next 3 to 5 years of development



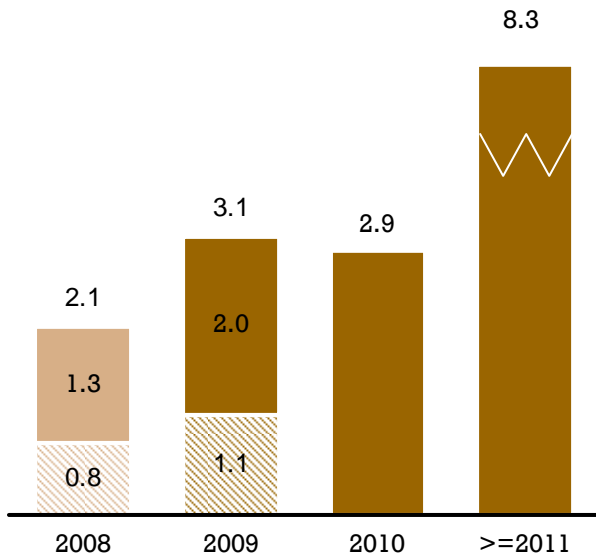
Substantial GFA available for sales will provide sufficient cash inflows

Flexible construction schedule in response to the changing market

Strategic completion schedule supports stable income growth

(million sqm)

Available above-ground GFA for sale



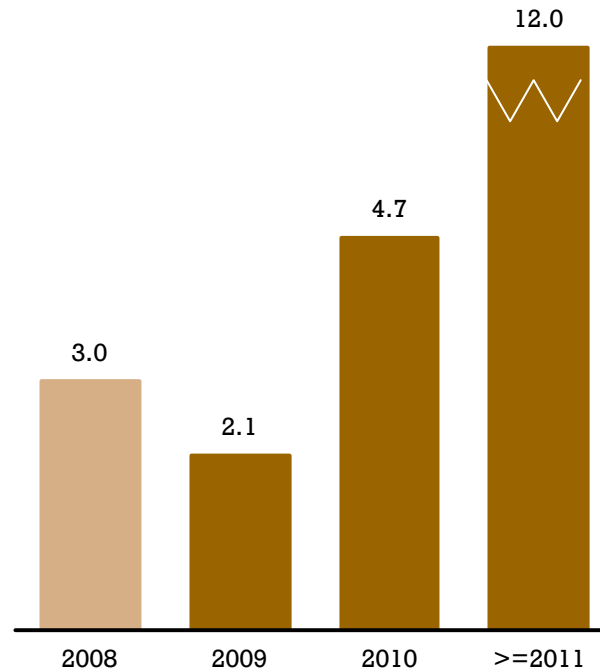
Balance from previous periods

*based on total above-ground saleable GFA

* Land bank as of 31 Dec 08

(million sqm)

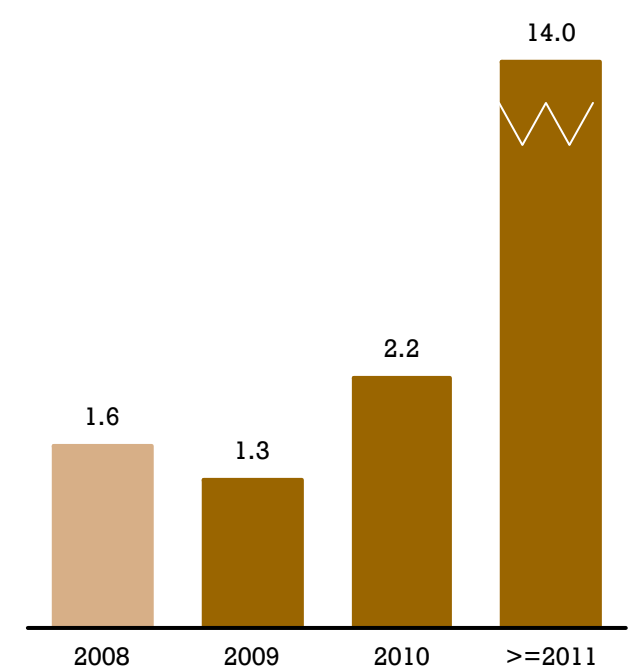
GFA for construction



*based on total construction GFA

(million sqm)

Completed above-ground GFA



*based on total above-ground saleable GFA

Ample credit facilities from local banks provide liquidity to the Company



Total facilities from large national and commercial banks is over RMB20bn

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