

# Minmetals Land Limited (Stock Code: 0230.HK)

## 2018 Interim Results Presentation



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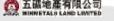














## **Section 1**

# **Company Overview**



# **Company Overview**

### Minmetals Land is the sole Hong Kong listed real estate development flagship of China Minmetals Corporation

Real estate flagship and key business segment of the China Minmetals Corporation

- Minmetals Land ("MML", 230-HK) is listed on SEHK since 1991, acquired by China Minmetals Corporation ("CMC") in 2003.
- CMC is one of the first 16 SOEs approved by SASAC to engage in property development as one of its principal business. CMC is a leading global metals and mining conglomerate which operates under an integrated business platform including real estate and property development and financial services to enhance its overall profitability and provide further diversification and effective hedges against commodity and macroeconomic cycles. It was ranked 109th in 2018 among the Fortune Global 500 in terms of revenue for the years ended 31 December 2017.

Diversified business model with quality property portfolio

- MML has a diversified business model with its core business in real estate development, supported by specialised construction business and 2 premium investment properties located in Tsim Sha Tsui and Central districts in Hong Kong.
- MML has 20 development projects located in 11 cities in the Pan Bohai Rim, Yangtze River Delta, Central China and Pearl River Delta Region in China & Hong Kong<sup>1</sup>, which focus primarily on mid- to high-end residential property segment.
- MML has been diversifying its business scope with existing footprint and pipelines in asset management, industrial real estate and property management services.

Solid financial background with strong liquidity

- Solid financial support provided by parent in addition to established access to capital markets and diversified funding channels in China and Hong Kong
- Strong liquidity with total cash balance of HK\$4.75billion<sup>2</sup>. and unutilised banking facility of HK\$6.37 billion, Net Gearing Ratio of 57.8% and total cash balance / short-term debts of 2.4x<sup>1</sup>

### Land bank snapshot 1

### "4+1" regions

- 4 economic zones: Pan Bohai Rim, Yangtze River Delta, Central China and Pearl River Delta
- 1 region: opportunistic cities

### 11 cities

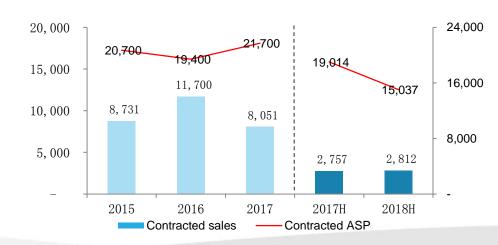
 Hong Kong, Beijing, Tianjin, Nanjing, Guangzhou, Foshan, Changsha, Wuhan, Huizhou, Langfang, Yingkou

### land bank

Total: 4.25m sq.m<sup>1</sup>



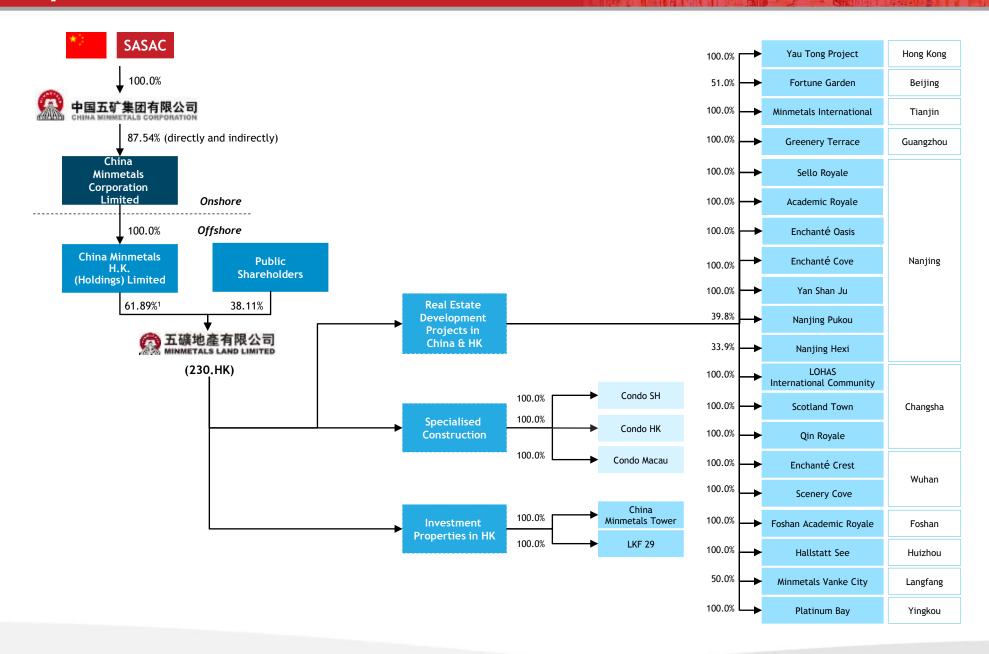
### Rapid growth in real estate development business





Note: 1. As of 30 June 2018

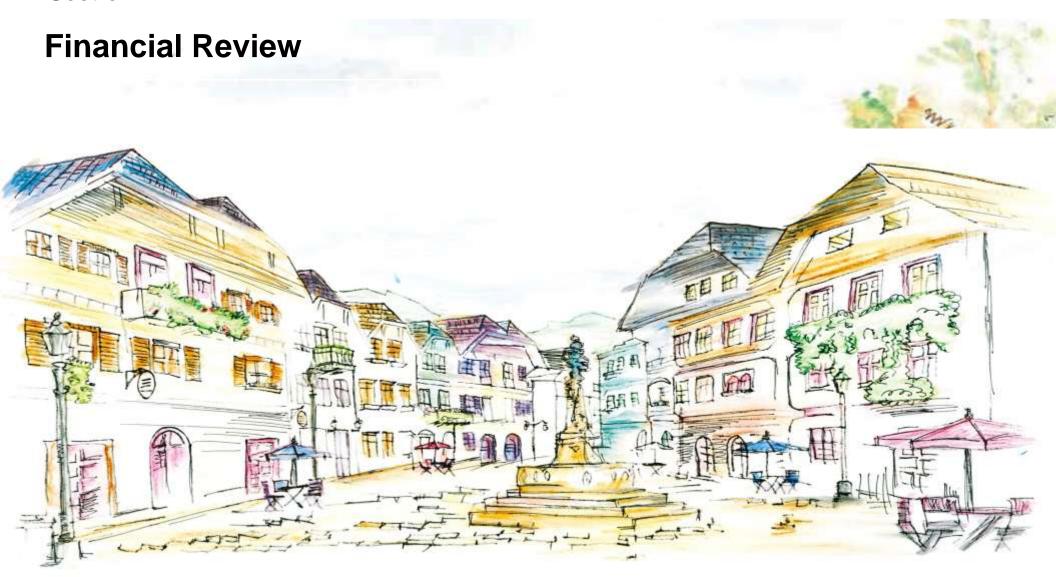
## **Corporate Structure**





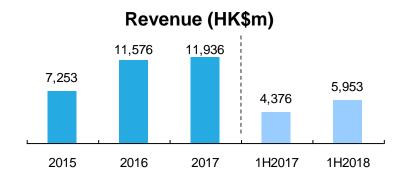


## **Section 2**

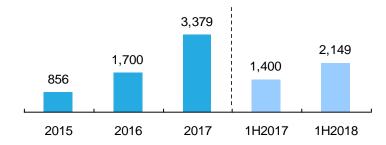


## **Financial Summary – Income Statement**

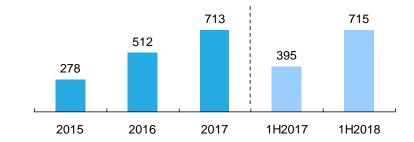
(HK\$m)	1H18	1H17	Y-o-Y change
Revenue	5,953	4,376	+36%
Gross Profit	2,370	1,626	+46%
Core operating profit (excl. asset revaluation & Finance income/costs and share of results from associates and JVs)	2,149	1,400	+54%
Profit for the year	1,269	752	+69%
Profit attributable to equity holders	713	395	+81%
Core EPS¹ (HK cents)	19.1	10.5	+82%
EPS - Basic (HK cents)	21.3	11.8	+81%



## **Core Operating Profit (HK\$m)**

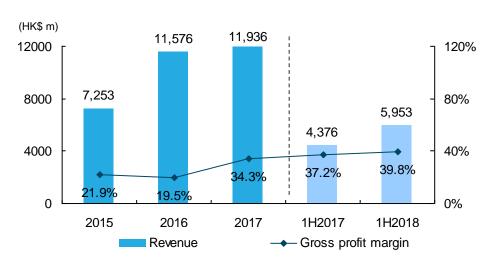


## Profit attributable to equity holders (HK\$m)

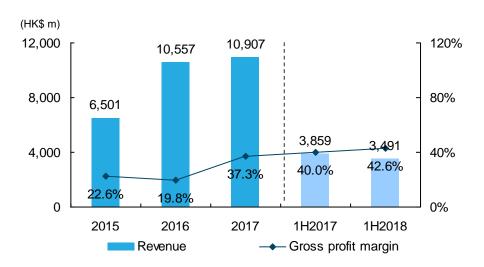


# Financial Summary – Income Statement (cont'd)

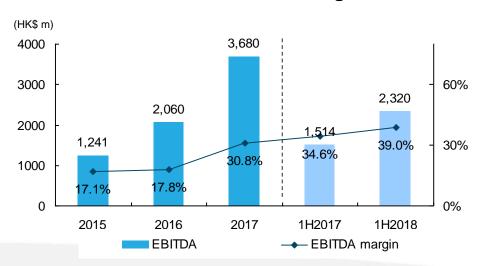
### **Revenue & Gross Profit margin**



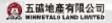
## Real Estate Segment Revenue & Gross Profit margin



### **EBITDA and EBITDA margin**



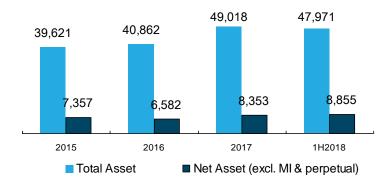
#### **Net Profit margin** (HK\$m) 1,449 1500 50% 1,269 40% 997 1000 30% 752 620 20% 21.3% 500 17.2% 10% 12.1% 8.6% 8.5% 0 0% 2015 2016 2017 1H2017 1H2018 Net Profit → Net Profit Margin

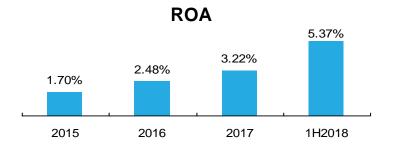


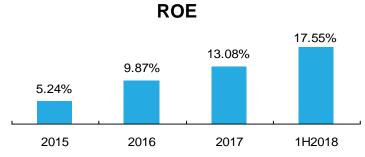
## **Financial Summary – Balance Sheet**

(HK\$m)	30 June 2018		Change
Cash and Bank Balance	4,749	6,256	-24%
Total Assets	47,972	49,018	-2%
Deferred Revenue <sup>1</sup>	7,505	10,384	-28%
Net Assets (Ex. MI and perpetual)	8,855	8,353	+6%
Book NAV per share (HK\$) (Ex. MI and perpetual)	2.65	2.50	+6%
ROA <sup>2</sup>	5.4%	3.2%	+2.2Pct
ROE <sup>3</sup>	17.6%	13.1%	+4.5pct

## Total Assets & Net Assets (HK\$m)







<sup>3.</sup> Calculation based on the average of Total Equity from the current year and preceding year, including perpetual in Total Equity; for 1H2018, annualized by doubling the 1H2018 returns ROE of profit attributable to shareholders / average Equity attributable to shareholders were 9.55% and 7.35% for FY17 and FY16 respectively.



Note: 1. For 1H2018, calculated as "Deferred Revenue + Contract Liabilities"

<sup>2.</sup> Calculation based on the average of Total Assets from the current year and preceding year; for 1H2018, annualized by doubling the 1H2018 returns

## Financial Position – Liquidity and Gearing Ratio

### Capitalization as of 30 Jun 2018 & 31 Dec 2017

(HK\$ m)	30 Jun 2018	% of Total Cap	31 Dec 2017	% of Total Cap
Total cash1	4,749	15.7%	6,256	22.1%
Total debt	14,081	46.6%	14,748	52.0%
Total equity	16,158	53.4%	13,603	48.0%
Total capitalization <sup>2</sup>	30,239	100.0%	28,351	100.0%
Total debt/total equity	87.2%		108.4%	
Total debt/total capitalization	46.6%		52.0%	
Net debt <sup>3</sup>	9,333	30.9%	8,493	30.0%
Net gearing <sup>4</sup>	57.8%		62.4%	

## **Unused banking facilities**

(HK\$ m)	30 Jun 2018	31 Dec 2017
Unused banking facilities	6,366	4,545
Total banking facilities	19,540	16,660
% of unused banking facilities	32.6%	27.3%

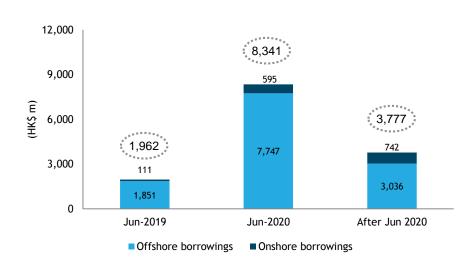
### Effective interest rate as at 30 Jun 2018

	Borrowings including bond
Off-shore	4.17%
On-shore	5.09%
Weighted Average cost of borrowing	4.26%

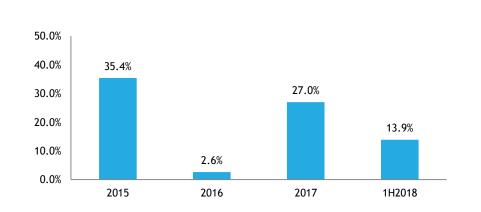
### Notes: 1. Total cash included restricted cash

- 2. Total capitalization is defined as total debt + total equity
- 3. Net debt is defined as total debt total cash (including restricted cash)
- 4. Net gearing is defined as net debt divided by total equity

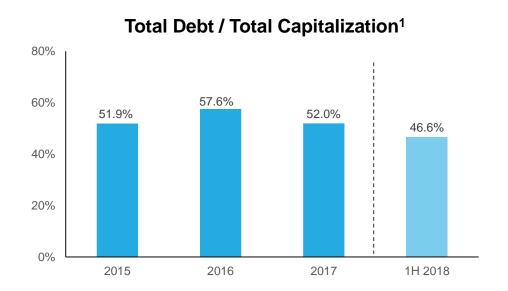
## Debt maturity profile as of 30 June 2018

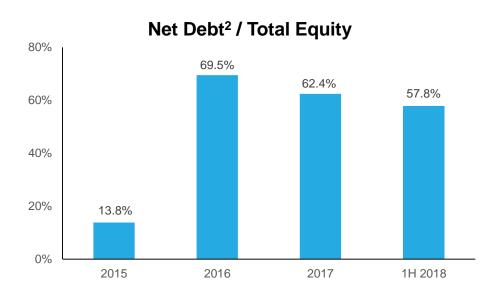


### Short term debt as % of total debt

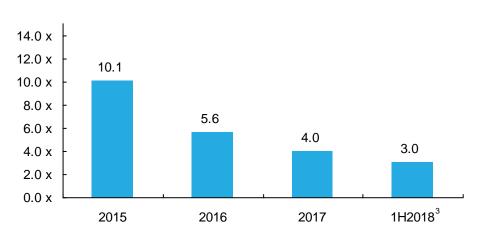


## **Financial Position – Sound Credit Metrics**

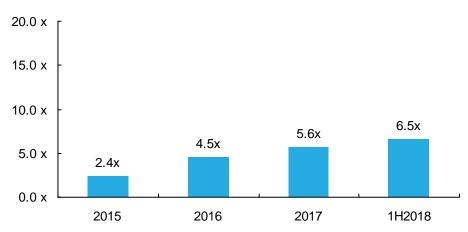




### **Total Debt / EBITDA**



### **EBITDA / Total Interest**



Notes: 1. Total capitalization is defined as total debt + total equity

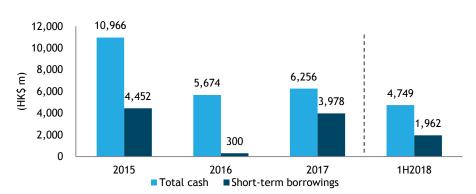
- 2. Net debt is defined as total debt total cash (including restricted cash)
- 3. Annualized by multiplying 1H2018 EBITDA by 2



## **Financial Management**

### Prudent financial management with strong liquidity and access to multiple financing channels

### Strong cash position relative to short-term borrowings



### **Healthy gearing ratios** 160% 136% 108% 108% 120% 70% 62% 80% 40% 0% 2016 2017 1H2018 2015 Net debt<sup>2</sup> / total equity Total debt / total equity

### Onshore

#### Project-level bank loans

Mainly construction loans on project level

#### Shareholder's loan

Direct financing from CMC

### **Banking facilities**

As of 30 June 2018, total banking facility of HK\$19.54b, of which unutilized amount is HK\$6.37b

#### Term loans

- On 20 March 2017, entered into a 5.5-year term loan of HK\$5.5b
- On 8 June 2016, entered into a 4-year term loan of HK\$6.0b

#### Senior unsecured notes

In April 2013, raised US\$350m through Reg S only unrated bonds offering. In September 2018, raised US\$300m through Reg S only unrated bonds offering. CMC acted as Keepwell Provider in both transactions

### Senior perpetual securities

In May 2018, raised US\$200m through Reg S only unrated perpetual securities offering, CMC acted as Keepwell Provider

#### Rights issue

In Jun 2009, raised c.HK\$524m through rights issue. CMC acted as sole underwriter

#### Share placements

- In Aug 2009, raised c.HK\$466m through placement
- In Dec 2009, raised c.HK\$956m through placement

### Major banking partners





















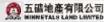


Offshore.











## **Section 3**

# **Operational Review**



## **Land Acquisitions since 2016**

### **Investment strategy:**

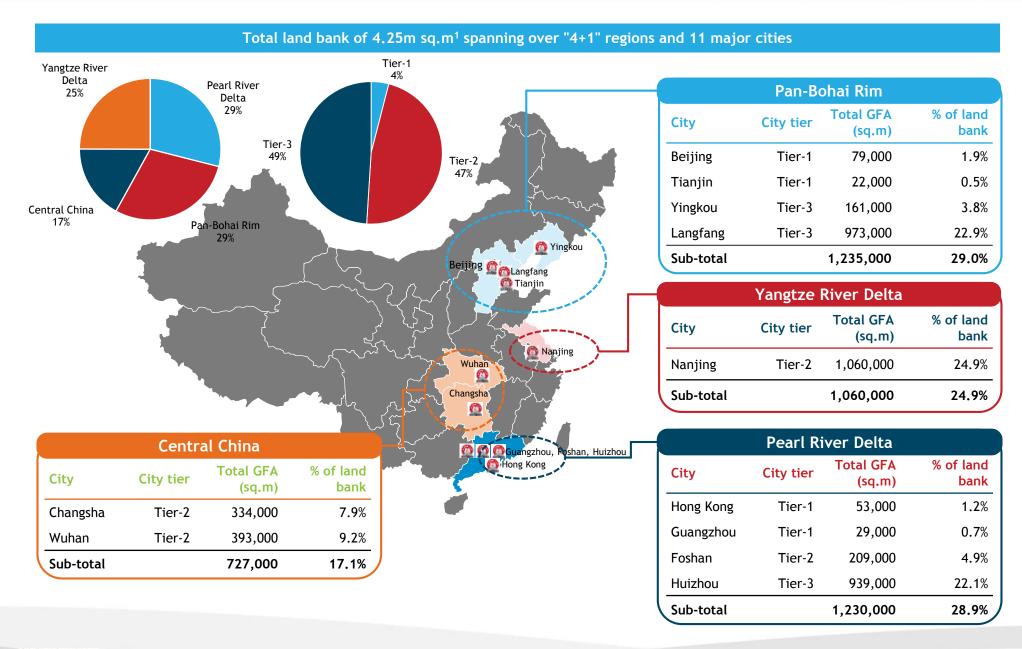
- Deepen our presence in cities with competitive advantage
- Focus on core regional cities
- Expand into selected core Tier-2 cities when appropriate

Project Name	Attributable Interest	Acquisition Date	Aggregate GFA <sup>1</sup> (sqm)	Land Cost <sup>1</sup> (RMB m)	Average Land Cost (RMB/sqm)	Pre-sale Launch Plan
Hong Kong Yau Tong Project	100%	03-Aug-2016	53,000	3,416	64,500	1Q2020
Nanjing Enchante Oasis	100%	23-Sep-2016	255,000	3,420	19,100	3Q2019
Nanjing Enchante Cove	100%	23-Sep-2016	144,000	1,610	16,400	3Q2018
Foshan Academic Royale	100%	24-Nov-2016	187,000	1,490	9,900	2Q2018
Guangzhou Greenery Terrace	100%	25-Nov-2016	29,000	330	18,900	2Q2018
Wuhan Enchante Crest	100%	23-May-2017	178,000	770	4,300	3Q2018
Nanjing Pukou G25 Project	39.8%	7-Jul-2017	283,000 (attributable 112,600)	<b>4,150</b> (attributable 1,652)	14,700	4Q2019
Nanjing Hexi G30 Project	33.9%	7-Jul-2017	230,000 (attributable 78,000)	6,500 (attributable 2,204)	28,300	3Q2019
Wuhan Scenery Cove	100%	14-Sep-2017	210,000	1,011	4,800	3-4Q2018
Total			1,569,000 (attributable 1,246,600)	<b>22,700</b> (attributable 15,900)	<b>14,500</b> (attributable 12,800)	



Note: 1. on 100% basis

# Land bank Summary – by Area



# Land bank Summary (cont'd)

As of 30 June 2018, MML has 20 projects with land bank of 4.25m sq.m (attributable 81%) in 11 cities

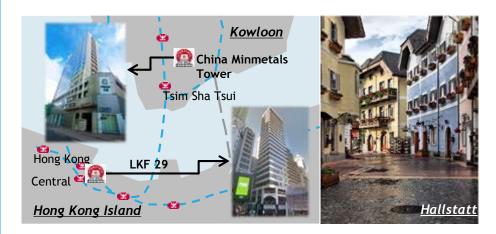
Location / Project	地点/项目	Attributable interest (%)	Site area (sq.m)	Estimated GFA (sq.m)	GFA Completed (sq.m)	GFA under development (sq.m)	GFA held for future development (sq.m)	Land bank (sq.m)
Pan Bohai Rim	环渤海地区							
1. Beijing Fortune Garden	北京如园	51	139,000	414,000	414,000	_	_	79,000
2. Yingkou Platinum Bay	营口五矿·铂海湾	100	396,000	390,000	158,000	168,000	64,000	161,000
3. Langfang Minmetals Vanke City	廊坊五矿万科城	50	433,000	1,256,000	284,000	_	972,000	973,000
4. Tianjin Minmetals International	天津中国五矿商务大厦	100	21,000	183,000	183,000	_	_	22,000
Yangtze River Delta	长三角地区							
5. Nanjing Sello Royale	南京五矿·九玺台	100	179,000	270,000	270,000	_	_	28,000
6. Nanjing Academic Royale	南京五矿·崇文金城	100	136,000	482,000	403,000	79,000	_	74,000
7. Nanjing Yan Shan Ju	南京晏山居	100	91,000	203,000	203,000	_	_	46,000
8. Nanjing Enchanté Oasis	南京澜悦栖园居	100	95,000	255,000	_	255,000	_	255,000
9. Nanjing Enchanté Cove	南京澜悦方山	100	68,000	144,000	_	144,000	_	144,000
10. Nanjing Pukou Project	南京浦口项目	39.8	83,400	283,000	_	283,000	_	283,000
11. Nanjing Hexi Project	南京河西项目	33.9	43,000	230,000	_	_	230,000	230,000
Central China	华中地区							
12. Changsha LOHAS Int'l Community	长沙五矿·龙湾国际社区	100	643,000	1,084,000	926,000	158,000	_	15,000
13. Changsha Scotland Town	长沙格兰小镇	100	333,000	442,000	442,000	_	_	-
14. Changsha Qin Royale	长沙五矿·沁园金城	100	150,000	560,000	128,000	187,000	245,000	319,000
15. Wuhan Enchanté Crest	武汉澜悦云玺	100	61,000	178,000	_	_	178,000	178,000
16. Wuhan Scenery Cove	武汉万境水岸	100	52,400	215,000	_	_	215,000	215,000
Pearl River Delta	珠三角地区							
17. Huizhou Hallstatt See	惠州五矿·哈施塔特	100	984,000	1,138,000	194,000	99,000	845,000	939,000
18. Foshan Academic Royale	佛山崇文金城	100	42,500	208,800	_	188,000	20,800	209,000
19. Guangzhou Greenery Terrace	广州万樾台	100	30,600	29,000	_	29,000	_	29,000
20. Hong Kong Yau Tong Project	香港油塘项目	100	10,500	53,000	_	53,000	_	53,000
Total	总计		3,991,400	8,017,800	3,605,000	1,821,000	2,592,000	4,252,000



## **Property Investment**

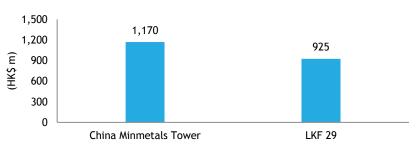
### **Investment properties**

- Two landmark investment properties at prime locations in Hong Kong with a total GFA of 15.8k sq.m with significant assets appreciation potential and strong leasing demand
- Visible future cashflow streams through mid-to-long term leases with credible international and local tenants
- The commercial portion of Hallstatt project in Huizhou has received 4A tourist attraction rating by China National Tourism Administration and under pre-leasing period, key tenants include wedding services, bars, restaurants and theme gift shops



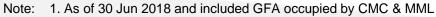
	LKF 29	China Minmetals Tower
Location	Central	Tsim Sha Tsui
Total GFA (sq.m)	~5,036	~10,790
Usage	Office & retail	Office & retail
Occupancy rate <sup>1</sup>	100%	90.2%

### Fair value of Two Investment Properties<sup>2</sup> (HK\$ mn)



# Rental and management fee Income from Property Investment Segment





2. As of 30 Jun 2018, including GFA occupied by CMC & MML









## **Corporate Strategy**

Real estate development as core business; Industrial real estate operation and construction in multiple areas as two wings; asset management, property services and real estate finance provides additional business growth

## **Capital markets strategy**

- Expand debt financing channels and lower financing costs
- Extend shareholder base to improve equity financing capability
- Explore alternative and innovative financing and securitization channels

# Financial management strategy

- Standardization and automation of financial management throughout project lifecycle
- Increase profitability by implementing refined cost control system

### **Brand strategy**

- Continue to improve brand value by enhancing product and services quality
- Expand value-added services to cover full customer lifecycle



### **Product and services strategy**

- Develop distinct product lines for residential real estate (high-end, urban, suburban) and commercial real estate ("Live" complex)
- Standardized product lines to accommodate rigid demand, upgrading and premium customers needs
- Explore new product lines and services to cover evolving market demands
- Asset light model providing entrusted management services and property management services
- Provides innovative financial arrangement to project partners

## Geographic and land bank strategy

- Deepen regional exposure through "4+1" regional operation headquarters
- Focus on key markets with economic growth potential (1.5 / 2<sup>nd</sup> tier provincial capital cities)
- Ensure sufficient land bank via public auction as well as mergers and acquisitions
- Replenish land bank via industrial property operation

## **Operation strategy**

- Accelerate project development lifecycle to increase turnover
- Promote platform integration via entrusted management agreement with CMC
- Utilize ERP system to enhance operational, financial, taxation, inventory management efficiency



## **Premium Brand for Quality Development**

Well-recognized brand name of "Minmetals Land 五矿地产" and quality product offerings

## Well recognized brand name **Top 100 Excellent Chinese Real** Estate Developers in 2017-48th 2017 Guandian Real Estate New Media Agency Most Influential Real Estate **Developer in China in 2017** 2017 Boao Real Estate Forum **China Blue Chip Real Estate Developer in 2017** 2017 **Economic Observer Most Valuable Listed Real Estate** Developer in 2016 2016 Boao Real Estate Forum

**Customer value system** 



### **Residential products Product lines Target customers** Landmark projects 如 High-end upgraders OF THE PLAN 屋 and wealthy **High-end series** customers First-time **愛沁园金城 Urban series** purchasers and upgraders (Entrustment-managed) Full customer lifecycle Suburban series

New product lines					
Product line	Target customers	Pipeline projects			
"Live" commercial complex	Customers with lifestyle focus	Taian Shenyang Live Live (Entrustment-managed)			
Industrial real estate	<ul> <li>Industrial real estate parks</li> </ul>	Pipeline industrial park projects in Nanjing, Chengdu and Jinan			



# **Operational Guidance Highlights**

	2018 Target	2017 Actual	2018 to 2017 YoY Change
1) Contracted sales (RMB million)	10,000	8,051	+24%
2) Contracted sales (s.q.m)	560,000	371,400	+51%
3) GFA under construction (sqm)	2,140,000	1,906,000	+12%
4) GFA completed (sqm)	700,000	421,000	+66%
5) Area available for sale/pre-sale (sqm)	850,000	545,000	+56%
6) Area available for sale/pre-sale (RMB million)	15,400	12,000	+28%
7) Sell-through rate (item 2/5)	66%	68%	(2pct)
8) Cash collection rate	70%	85%	(15pct)
9) New land acquisition <sup>1</sup> (sq.m.)	600,000	901,000	+11%
10) New land bank acquisition <sup>1</sup> (RMB million)	8,000	12,431	(36%)
11) Outstanding land premium (RMB million)	750	-	-

Note 1: On 100% basis; assumed attributable interest of ~51-55%





## **Section 5**



## **Company History**

### 9 1991

 Laws Property Holdings Limited (predecessor of ONFEM Holdings Limited) was listed on HKSE (Stock code: 230-HK)

#### 1993

 China Nonferrous Metals Group acquired Laws Property Holdings Limited and renamed as ONFEM Holdings Limited (predecessor of MML)

#### 2003

 China Minmetals H.K. (Holdings) Ltd. officially took up the controlling interests in ONFEM Holdings

#### 2005

 First land acquisition through public auction in Nanjing

#### 2007

- Company's name changed to "Minmetals Land Limited"
- SASAC approved the inclusion of property development as one of the core businesses of CMC; MML became the sole real estate listed flagship platform of CMC
- Expansion into Changsha by land acquisition

1990s - 2007

### **2008**

 1st Asset injection: MML acquired China Minmetals Tower from China Minmetals H.K. (Holdings) Ltd. for asset value of HK\$537m

#### 2009

- 1<sup>st</sup> Fund raising: Completion of the first rights issue of approx. HK\$524m which was fully underwritten by CMC
- 2<sup>nd</sup> Fund raising: Completion of share placement of HK\$466m
- 3<sup>rd</sup> Fund raising: Completion of share placement of HK\$956m
- 2nd Asset injection: Injected sales proceeds of Jin Mao transaction by CMC cash portion of HK\$356m through rights issue
- 3<sup>rd</sup> Asset injection: Injected sales proceeds of Jin Mao transaction by CMC incl. 230m issued shares of Franshion Properties (China) Limited and cash of HK\$172m

2008 - 2009 Asset and capital injection

#### 2010

- Land acquisition: Huizhou (Guangdong), Yingkou (Liaoning) and Beijing
- 4th Asset injection: Injection by CMC for entire interests in two projects, Minmetals Int'l in Tianjin and Scotland Town in Changsha, and 49% interests in LOHAS Int'l Community in Changsha with asset value of HK\$1.4b

#### 2011

- Land acquisition: Nanjing Jiangning Sello Royale project of GFA approx. 179,000 sq.m
- 4-year syndicated loan of HK\$5.0b

### 2012

Contracted sales reached RMB5b

#### 2013/2014

- Completed land acquisitions in Nanjing and Changsha and added a total GFA of approx. 937k sg.m for a total of RMB 5.3b
- US\$350 million USD Bond Issue
- 5-year syndicated loan renewal of HK\$5.3b

2010 - 2015 Geographic expansion

#### 2016

- Entered into entrusted management agreement with CMC regarding 25 real estate development and management projects
- Changed Chinese name to "五礦地產有 限公司", reinforcing MML's position as the sole listed real estate platform of China Minmetals"
- 4-year syndicated loan of HK\$6.0b
- Land acquisition: Hong Kong Yau Tong project with GFA of approx.
   566,700sq.ft. for HK\$4.0b
- Land acquisition: 2 sites in Nanjing, 1 site in Guangzhou, 1 site in Foshan for a total of RMB10.3b with aggregate GFA of 497,500 sq.m

#### 2017

- Term loan facility of HK\$5.5b
- Land acquisition: Nanjing Pukou project with estimated GFA of 283,000 sq.m for RMB4.2b
- Land acquisition: Nanjing Hexi project with estimated GFA of 230,000 sq.m for RMB6.5b
- Land acquisition: Wuhan Enchanté
   Crest project with estimated GFA of 178,000 sq.m for RMB770m
- Land acquisition: Wuhan Scenery Cove project with estimated GFA of 210,000 sq.m for RMB1.0b

#### 2018

- US\$200 million USD NC3 Perpetual Issue
- US\$300 million USD 3yr Senior Bond Issue

2016 - 2017
Platform consolidation and strengthening





## China Minmetals Corporation ("CMC")

Founded in 1950 and under the direct supervision of the State Council, CMC Group is a leading vertically integrated commodities group with a global presence and a diversified portfolio of metals and minerals products, enhanced by extensive business platform, including real estate and property development and financial services



### Primary metals and mining segment

#### Resources developmen

Global mineral resources development footprint; Supported by international and professional talent; Copper production is ranked at the forefront globally



- Resources developed include nonferrous (copper, lead, aluminum, zinc, antimony etc.) and ferrous (iron, nickel etc.) metals
- Focus on Asia, Oceania, South America and Africa

### Metallurgical engineering, construction and equipment manufacturing

One of the world's largest contractors for metallurgical engineering; Whole-process design, globally leading technology; China's largest steel structure manufacturing capacity



- Steel metallurgical engineering, non-ferrous metallurgical engineering
- Metallurgical equipment manufacturing, steel structure manufacturing

### Metals and minera products trading

One of China's largest non-ferrous metals supplier; China's largest integrated supplier of raw metallurgical materials; China's largest steel trading enterprise



- Trade both non-ferrous and ferrous metals
- Cooperation with Alibaba on steel logistics
- Created "www.wuage.com", a steel e-commerce platform under Minmetals Steel

### **Extensive business**

## Real estate and property development

One of the first 16 SOEs approved by SASAC to engage in property development as one of its principle business





- ✓ The sole Hong Kong listed real estate development flagship platform of CMC, engaged in:
  - Real estate development
  - Property investment
  - Specialised construction
- Entrusted Agreement to provide management services to CMC for 25 real estate development and management projects

#### New energy and new materials

The world's major tungsten producer; One of China's top 6 rare earth industry conglomerate Development and production of new energy and materials



- Trade both non-ferrous and ferrous metals
- ✓ Cooperation with Alibaba on steel logistics
- Created "www.wuage.com", a steel e-commerce platform under Minmetals Steel

#### Smelting and processing

One of China's largest non-ferrous and ferrous metallurgical players



- Key base metals (copper, lead and zinc) smelting enterprise
- √ Ferro-alloy and steel metallurgical processing

#### Infrastructure and urbanisation constructi

Complete industry chain advantage One-stop service Robust technology capability



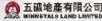
- Urban underground integrated pipeline network
- ✓ Housing construction
- Transportation infrastructure
- Environmental projects
- Energy management
- ✓ Other construction

#### Financial service

Full-license financial services platform

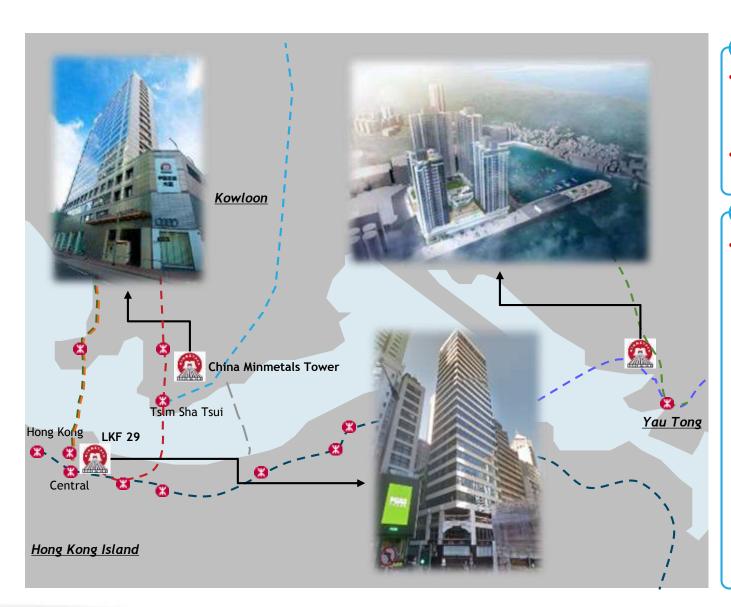


- Committed to provide complete financial services solutions to customers
- Internal financial services
- Securities, trusts, futures, leasing, insurance, investment and banking





## **Hong Kong Projects**



### **Investment properties**

- Two landmark investment properties at prime locations in Hong Kong with a total GFA of 15.8k sq.m with significant assets appreciation potential and strong leasing demand
- Visible future cashflow streams through mid-to-long term leases with credible international and local tenants

### **Development property**

- Yau Tong project is the first development project of MML in Hong Kong, located at the junction of Shung Shun Street and Yan Yue Wai, Yau Tong, Kowloon
  - The project has a site area of approximately 113,300 sq.ft (10,500 sq.m) and a maximum GFA of approximately 566,700 sq.ft (53,000 sq.m)
  - The project has started construction in Dec 2017 and is expected to launch pre-sale in 1Q 2020
  - MML planned to develop it into a mid to high end high-rise residential community with waterfront promenade and 20,000 sq. ft on-site gardens and common area, which consists of four high-rise blocks with 688 units which are mostly medium-sized, to owner occupier and upgrade demand from single and expanding families



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