

19 March 2015

BUY
Unchanged

Market Data: Mar,18

Closing Price (HK\$)	4.83
Price Target (HK\$)	6.63
HSCEI	11,982
HSCCI	4,463
52-week High/Low (HK\$)	5.11/3.48
Market Cap (US\$m)	4,670
Market Cap (HK\$m)	36,200
Shares Outstanding (m)	7,498
Exchange Rate (Rmb-HK\$)	1.26

Price Performance Chart:



Source: Bloomberg

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Related Reports

"Sino-Ocean Land HOLDING LTD
(3377 HK)—Reshuffle" Nov 19,2014

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轻装上阵新五年发展规划 重申买入评级

远洋地产 (3377:HK)

Financial summary and valuation

	2012	2013	2014	2015E	2016E
Revenue (RMB million)	28,657.86	31,096.03	38,895.59	42,068.56	47,463.46
YOY (%)	44	9	25	8	13
Underlying net income(RMB mn)	1,799.68	3,035.65	3,560.00	4,438.01	5,585.97
YOY (%)	17.00	69.00	17.00	25.00	26.00
Net income (RMB million)	3,089.08	3,562.47	4,345.21	5,563.01	6,485.97
EPS (RMB)	0.54	0.59	0.59	0.76	0.88
Core EPS (RMB)	0.32	0.50	0.48	0.60	0.76
ROE (%)	6.82	9.06	10.00	10.46	11.98
Net Gearing (%)	73.78	53.23	75.99	74.30	70.09
Dividend Yield (%)	4.98	5.39	5.04	7.20	8.34
P/E (x)	12.17	7.61	7.94	6.37	5.06
P/B (x)	0.57	0.58	0.66	0.61	0.56

Note: Core EPS is calculated as if all non-recurring items are excluded. P/E is calculated as closing price divided by each year's core EPS.

投资要点:

大本营位于北京的开发商远洋地产近日公布 2014 年全年运营数据。2014 年公司实现销售收入 390 亿元,同比增长 25%;其中核心净利达 36 亿元,同比增长 17%,与我们之前预期相符。公司毛利率继续下滑 3 个百分点至 21%,然而核心净利率仅从去年的 9.8%微降至 9.2%,主要由于公司回购永续债后利息支付减少(从 2013 年的 51 亿元下降至 25 亿元)。管理层决定发放期末股息每股 0.165 港币,相当于全年股息每股 0.24 港币(2013 年为 0.23 港币),公司的股息分派率依然稳定在 30%左右。

公司 2014 年年底净权益负债率从 2013 年底的 53%上升 23 个百分点至 76%,超出我们之前给出的落在 60%-70%这个区间的预测值。相当一部分原因是由于 2014 年共有约 160 亿元(或约占全年销售额 40%)的合约销售在 4 季度才完成,因此未能在年底之前获得现金回款,这导致公司去年全年实现的 400 亿合约销售在年底前仅实现现金回款 300 亿元。但依赖海外发债平台,公司的平均融资成本进一步从 2013 年的 7.33%下滑至 2014 年的 7.08%,短期有息负债也从 2013 年底的 130 亿元下降至 2014 年底的 110 亿元。公司主席并表示,今年以来平均融资成本已经进一步降低至六字头。

公司在 2014 年行业下行周期中抓住机会于核心城市补地(全年购地款从 2012 年和 2013 年的 27 亿和 9 亿元猛增至 180 亿元,在 2014 年收购的 18 个土地项目中,6 个位于北京,2 个位于上海,公司并在今年新购入深圳两个项目,进入新城市广州和南京)。公司在北京的土地储备增至超过 200 万方,货值 500-600 亿元。随着公司 2014 年 4 季度成功剥离主要位于三四线城市的 9 个项目,北京可售货源占比将上升至超过 35%,按净资产值计的占比超过 50%。

分析师会议上,公司主席李明表示公司新的 5 年战略计划(2015-2020)将以实现有限多元化发展为核心。在坚持现有的房地产开发为主业的同时,公司将着力于通过三个方面推进多元化:1) 进一步增加不动产投资组合;2) 着重发展养老地产、基于互联网工具为客户提供包括居住、生活服务甚至资金方面的增加值服务;3) 以基金形式拓展房地产金融。此外,李明还强调公司会进一步深化与大股东中国人寿(2628HK)在信息共享、自用型办公楼和养老地产承建方面的合作。虽然公司 2015 年销售目标仍谨慎,在不少于 2014 年 400 亿的基础上,争取有 5-10%的增长,但跟随更多 14 年以来收购项目进入销售管道,公司 2016 年合约销售目标为 500 亿元,且力争在 2020 年实现 800 亿元的合约销售目标,相当于 15%的 5 年复合增长率。

公司土地储备的区域结构调整以及近期的资产剥离,将推动公司利润率水平较整个行业先行见底,远洋地产在经历过 09-10 年高价拿地、11-13 年利润率阵痛后,将开始重新启程。我们维持 2015 年 0.6 元(同比增长 25%)的核心每股收益并上调 2016 年核心每股收益 10%至 0.76 元(同比增长 26%)。同时,我们将每股净资产值折价从 9.11 港币上调 4 个百分点至 9.47 港币。我们仍然预期基于政策宽松基本面数据会有改善,板块会有表现,远洋地产是首选标的。我们进一步将目标净资产值折价从 40%收窄至 30%,并得到新 12 个月目标价 6.63 港币。这较目前股价存在 41%的上升空间,我们维持公司买入评级。

Investment Highlights:

Results in line. Beijing-based developer Sino-ocean reported 2014 sales revenue increased by 25% YoY to Rmb39bn and core earnings increased by 17% YoY to Rmb3.6bn, which was largely in line with our estimates. Gross profit margin continued drop by c.3ppts to 21%, but underlying net profit margin only edged slightly down from 9.8% to 9.2% as a result of the declining payment to perpetual security holders (Rmb2.5bn in 2014 vs Rmb5.1bn in 2013) following a repurchase. The Board proposed a final dividend of HK\$0.165/shr, total dividends declared for 2014 were HKD0.24 (vs HK\$0.23 in 2013) and the pay-out ratio stabilised at c.30%.

Debt structure improved. Net gearing rose by 23ppts from 53% at end-2013 to 76% at end-2014, which was a bit higher than the level (above 60%) we've estimated. As Rmb16bn or c.40% of full-year 2014 sales was done in Q4 and was not able to get all the proceeds before the year-end, only Rmb30bn cash was collected through a total of Rmb40bn sales in 2014. On back of the offshore bonds issuance (US\$500mn 5-Y notes at 4.63%, US\$700mn 10-Y notes at 6%), the average borrowing cost has dropped further by 25bps from 7.33% in 2013 to 7.08% in 2014 and the short-term borrowing decreased to Rmb11bn at end-14 from Rmb13bn at end-13.

Footprints optimised. Sino-ocean took advantage of the down cycle in 2014 to tap the land market opportunities (acquisitions jumped to Rmb18bn vs Rmb0.9bn/2.7bn in 2013/2012) and shift back to the first-tier cities (Of 18 projects acquired last year, 6 are in Beijing and 2 are in Shanghai). This sends the total sellable resources in the capital to above 2mn sqm or c.Rmb50-60bn. Together with the disposal of 9 projects mainly in lower-tier cities in Q4 14, the proportion of reserves in Beijing would rise to c.35% of the company's total in terms of value of sellable resources, or to c.50% in terms of the net value of assets.

5-Y plan unveiled. During the analyst briefing, Chairman Mr Li Ming unveiled the 5-Y plan of Sino-ocean with the moderate diversification as a key theme. It would be carried forward through three aspects: 1) To continue increase the investment portfolios; 2) To engage in the value-added services such as senior housing, internet-based property management; 3) To accelerate the engagement in property financing business. In addition, Mr Li stressed to deepen the business cooperation with biggest shareholder-China Life (2628: HK). The company aimed at Rmb50bn contracted sales for 2016 and Rmb80bn sales for 2020 despite of a still prudent target for 2015 (flat at Rmb40bn), which translates into a 5-Y cagr of 15% by 2020.

Maintain BUY. The geographical reshuffle and non-core assets disposal implies the recovery of profitability. We keep core EPS of 2015 at Rmb0.60 (+25% YoY) and further raise 2016 core EPS up by 10% from Rmb0.69 to Rmb0.76 (+26% YoY). Meanwhile, we revise NAV up by 4% from HK\$9.11 to HK\$9.47. We further narrow target NAV disc from 40% to 30% as we see a high likelihood of a rebound in the months to come on back of the policy-driven sales recovery. We raise our target price from HK\$5.47 to HK\$6.63, with c.41% upside, we maintain our BUY rating.

Figure 1: Geographical expansion map

Enter into	Beijing	Tianjin		Dalian Zhongshan	Hangzhou Shenyang		Huangshan	Shanghai Qingdao Changchun Qinghuangdao Wuhan Chongqing Chengdu Haikou Sanya	Shenzhen Fushun Zhenjiang				
	1994-2004	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	
Exit from													Fushun Qinghuangdao Zhenjiang

Source: Company data, SWS Research

Figure 2: Number of projects acquired in each city during the national expansion

# of Projects Acquired	2006	2007	2008	2009	2010	2011	2012	2013	2014
Beijing		1	3	4	2			1	6
Tianjin		1		1	2			1	3
Dalian	1	1	3	3	3		1		
Shenyang		1			1				
Qingdao					2	1			1
Changchun					1				
Qinghuangdao					2				
Fushun						1	1		
Zhongshan	1	1				1		2	3
Hangzhou		2				1			
Shanghai					1	2			2
Zhenjiang						1			
Huangshan				1					
Wuhan					2				1
Chongqing					1				1
Chengdu					2				
Haikou					1				
Sanya					2				
Shenzhen						1	1		1
Total	2	7	6	9	22	8	3	4	18

Note: Those highlighted in red refer to the first project acquired in the city.

Source: Company data, SWS Research

Figure 3: The rising concentration in high-tier cities following a change of acquisition strategy

City	End-2009		End-2010		End-2011		End-2012		End-2013		Mid-2014		End-2014	
	Attr GFA	Avg land cost	Attr GFA	Avg land cost	Attr GFA	Avg land cost	Attr GFA	Avg land cost	Attr GFA	Avg land cost	Attr GFA	Avg land cost	Attr GFA	Avg land cost
Beijing	2,924	5,082	3,046	6,812	2,349	7,888	1,845	8,757	1,647	9,506	1,851	10,598	2,033	11,023
Tianjin	3,112	1,054	3,216	1,975	2,946	2,051	2,395	2,026	2,166	2,025	2,362	1,923	3,174	1,514
Dalian	4,078	995	6,238	2,128	6,360	2,442	6,403	2,704	6,306	2,958	5,529	2,549	4,680	2,608
Shenyang	656	970	643	1,399	497	1,388	391	1,517	179	1,539	153	1,451	59	1,474
Changchun			552	1,459	593	1,417	554	708	493	710	457	697	881	493
Fushun					861	305	905	804	837	928	1,235	643		
Qinghuangdao			1,376	715	1,423	689	1,458	1,540	1,473	1,516	1,480	1,508		
Qingdao			259	9,421	431	7,446	427	7,498	313	8,185	161	1,909	136	2,809
Shanghai			91	21,495	717	8,003	686	8,360	595	8,924	484	9,028	405	6,927
Hangzhou	1,005	5,833	588	6,842	694	6,597	783	5,850	710	6,043	593	6,251	767	4,784
Zhenjiang					502	714	495	725	444	725	454	714		
Huangshan	140	1,000	140	1,000	90	1,556	81	1,597	62	1,591	142	787	111	636
Wuhan			310	920	267	535	240	534	241	515	684	404	616	445
Chongqing			338	3,664	568	2,178	491	2,517	400	2,527	405	2,509	286	2,410
Chengdu			347	3,474	208	5,313	192	5,216	209	4,801	209	4,801	101	4,801
Zhongshan	1,634	1,016	1,360	1,011	1,486	983	1,292	862	1,495	733	1,578	749	1,607	764
Shenzhen					556	2,986	650	2,890	687	2,734	597	2,704	706	2,700
Haikou			40	7,444	76	2,726	75	2,778	70	2,726	67	2,653	58	2,622
Sanya			44	17,435	23	17,442	12	12,459	10	12,928				
Total/Average	13,549	2251	18,588	3055	20,647	3029	19,375	3200	18,337	3300	18,441	3100	15,620	3300

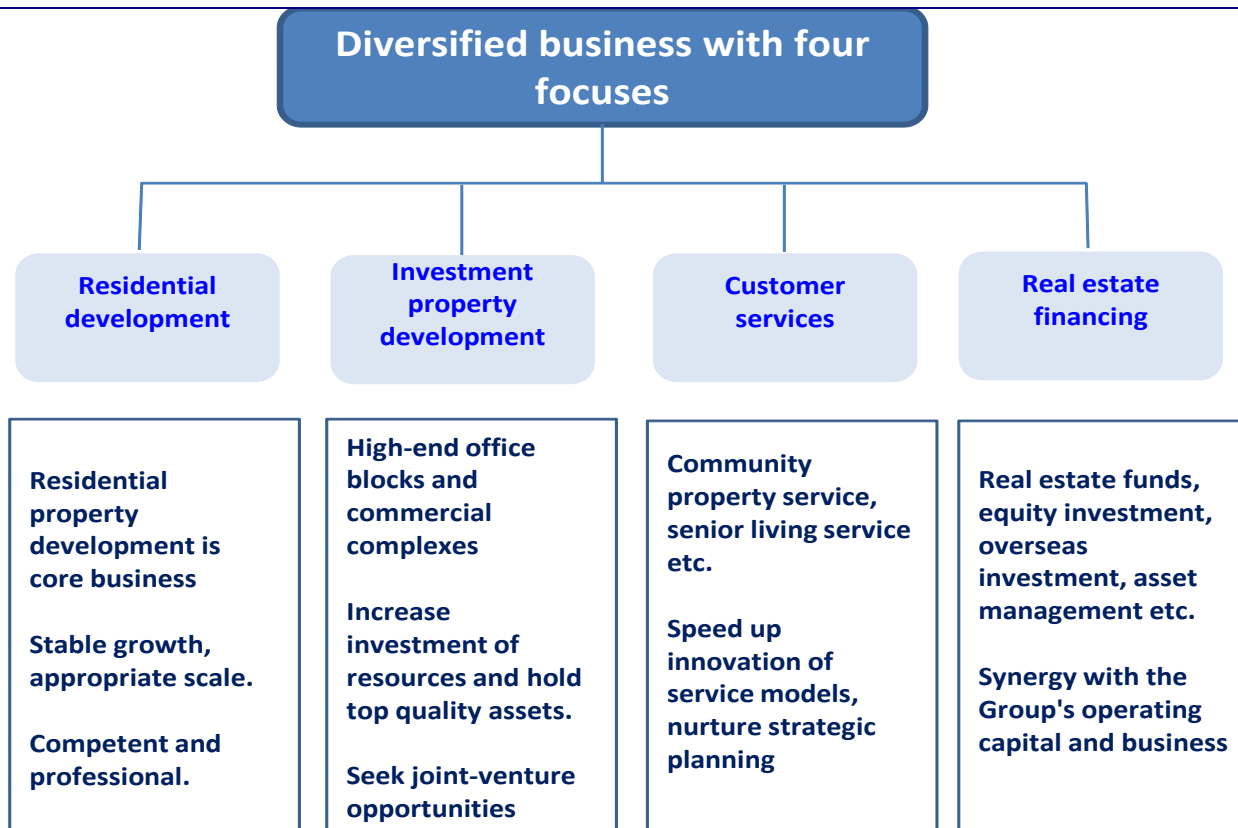
Source: Company data, SWS Research

Figure 4: Sino-ocean Milestones

Founded as a real estate platform under COSCO group	First Major Restructuring introduced Sinochem Group to equally share the stakes with COSCO	IPO on HK mainboard at HK\$ 7.7	China Life subscribed 934 mn new shares at HK\$6.23 in Dec	US\$ 900 mn Perpetual Convertible Securities issued with a yield of 8% in July, HK private developer-Nanfeng Group subscribed a total of HK\$ 3.5 bn	US\$ 400 mn Perpetual Subordinated Capital Securities issued with a yield of 10.25%	China Life bought additional 423 mn existing shares from second biggest shareholder-Sinochem in Jan and became the biggest shareholder			
						Biggest shareholder--COSCO sold all 950 mn shares through bloc trade on open market at HK\$5.6 in Dec, Nanfeng acquired 723 mn shares and became the second biggest shareholder	Repurchase US\$ 900 mn Perpetual Convertible Securities in Sep through issuing new shares to China Life and Nanfeng Group	US\$ 500mn 5Y notes issued with a yield of 4.625% and US\$ 700mn 10Y notes issued with a yield of 6%, China Life subscribed US\$300 mn 10Y notes	
1993	2002	2007	2008	2009	2010	2011	2012	2013	2014
					Buy Keeshing (174:HK) in July with 70% shareholdings and changed its name to Gemini Investments				Subscribe 1,300 mn Convertible Preference Shares of Gemini Investments (174:HK) at HK\$3 with a total consideration of HK\$3.9bn
									Sell a warp of 9 projects to a real estate fund 50% owned by Gemini to dispose assets in lower-tier cities or suffering slow turnover or low margin

Source: Company data, SWS Research

Figure 5: The strategic plan for 2015-2020



Source: Company data, SWS Research

Fig 6: Top 20 Developers in China by contracted sales value

Developer	2014 Rmb bn				2013 Rmb bn				2012 Rmb bn				2011 Rmb bn			
	Ranking	Market Share	Sales	% Chg YoY	Ranking	Market Share	Sales	% Chg YoY	Ranking	Market Share	Sales	% Chg YoY	Ranking	Market Share	Sales	% Chg YoY
Greenland	1	3.2%	241	48%	2	2.0%	163	55%	2	1.6%	105	38%	4	1.3%	76	17%
Vanke	2	2.9%	215	26%	1	2.1%	171	21%	1	2.2%	141	16%	1	2.1%	122	13%
Wanda	3	2.1%	160	27%	3	1.6%	126	25%	4	1.6%	101	12%	2	1.5%	90	39%
A-share Poly	4	1.8%	137	9%	4	1.5%	125	23%	3	1.6%	102	39%	5	1.2%	73	11%
Evergrande	5	1.8%	132	31%	7	1.2%	100	9%	5	1.4%	92	15%	3	1.4%	80	59%
Country Garden	6	1.7%	129	22%	6	1.3%	106	123%	9	0.7%	48	10%	7	0.7%	43	32%
COLI	7	1.6%	120	8%	5	1.4%	111	24%	6	1.4%	89	28%	6	1.2%	70	30%
Greentown	8	1.1%	79	28%	10	0.8%	62	22%	8	0.8%	51	55%	10	0.6%	33	-39%
Shimao	9	0.9%	70	5%	8	0.8%	67	46%	10	0.7%	46	50%	13	0.5%	31	1%
CR Land	10	0.9%	69	4%	9	0.8%	66	27%	7	0.8%	52	45%	9	0.6%	36	62%
Sunac	11	0.9%	66	29%	11	0.6%	51	61%	16	0.5%	32	78%	20	0.3%	18	112%
R&F	12	0.7%	54	29%	15	0.5%	42	27%	14	0.5%	33	13%	14	0.5%	29	-11%
China Fortune	13	0.7%	52	39%	18	0.5%	37	77%	21	0.3%	21	28%	21	0.3%	17	45%
China Merchant	14	0.7%	51	18%	14	0.5%	43	19%	12	0.6%	36	73%	17	0.4%	21	47%
Longfor	15	0.7%	49	2%	12	0.6%	48	20%	11	0.6%	40	5%	8	0.7%	38	15%
Gemdale	16	0.7%	49	9%	13	0.6%	45	32%	13	0.5%	34	10%	12	0.5%	31	9%
Agile	17	0.6%	44	9%	16	0.5%	40	22%	15	0.5%	33	5%	11	0.5%	32	-2%
Sino-ocean	18	0.5%	40	12%	19	0.4%	36	15%	17	0.5%	31	14%	15	0.5%	27	26%
Kaisa	19	0.4%	29	21%	25	0.3%	24	38%	29	0.3%	17	14%	23	0.3%	15	53%

Source: Company data, SWS Research

Fig 7: Sino-ocean accelerated land purchase in a cool down market 2014

Listcos	Land purchase by value (Rmb bn)						As % of contracted Sales					
	09A	10A	11A	12A	13A	14A	09A	10A	11A	12A	13A	14A
Vanke	25	59	25	44	76	29	39%	55%	20%	31%	44%	13%
COLI	23	21	24	36	51	42	54%	39%	35%	40%	46%	35%
CR land	24	17	19	9	28	43	96%	78%	53%	18%	42%	62%
Country Garden	3	7	8	10	30	17	15%	20%	19%	20%	28%	13%
Shimao	12	21	10	4	35	19	54%	68%	31%	9%	52%	27%
Longfor	18	19	9	19	15	17	100%	58%	24%	48%	32%	35%
Evergrande	8	33	34	17	71	20	26%	66%	42%	18%	70%	15%
R&F	9	9	5	4	44	5	36%	27%	16%	11%	104%	10%
Sino-ocean	9	31	8	4	1	17	63%	144%	29%	12%	3%	43%
Agile	16	12	2	3	13	2	81%	38%	5%	8%	32%	5%
Sunac	1	4	8	11	26	12	17%	53%	48%	43%	74%	29%
Poly Ppty	12	13	4	2	9	8	148%	112%	25%	8%	32%	35%
KWG	3	10	4	2	6	8	44%	88%	36%	15%	36%	36%
Average	163	256	159	164	404	238	60%	65%	29%	22%	46%	27%

Source: Company data, SWS Research

Fig8: Valuation and target price

Company	Code	Market Cap (HK\$bn)	Rating	Target price (HK\$)	+/- (%)	PE (x)			PB (x)			NAV Disc	Return	
						13E	14E	15E	13E	14E	15E		2013	2014
Vanke	2202 HK	22	Not Rated	--	--	10.1	8.4	7.4	2.0	1.6	1.3	-15%	11%	25%
COLI	688 HK	177	O-PF	29.00	34%	9.3	7.6	6.3	1.6	1.4	1.1	-25%	-5%	7%
CR land	1109 HK	116	O-PF	22.98	16%	12.2	9.8	9.7	1.4	1.0	1.0	-27%	-8%	9%
Country Garden	2007 HK	53	Hold	3.50	21%	5.0	5.0	4.4	0.9	0.7	0.7	-42%	20%	-29%
Shimao	813 HK	53	BUY	20.30	33%	5.8	4.6	3.8	1.0	0.9	0.7	-47%	22%	2%
Longfor	960HK	53	O-PF	11.72	19%	6.9	6.3	5.7	1.2	0.9	0.8	-46%	-27%	-5%
Evergrande	3333 HK	55	U-PF	3.13	-10%	5.4	4.9	4.3	0.8	0.6	0.5	-44%	-30%	25%
R&F	2777 HK	24	U-PF	7.02	-8%	3.3	4.9	4.2	0.6	0.5	0.5	-57%	-8%	-11%
Sino-ocean	3377 HK	35	BUY	6.63	37%	7.7	8.0	6.4	0.6	0.7	0.6	-49%	-9%	-10%
Agile	3383 HK	14	O-PF	5.40	29%	2.5	2.6	3.7	0.4	0.3	0.3	-69%	-22%	-44%
Sunac	1918HK	22	BUY	8.68	33%	5.4	4.9	3.8	0.9	0.8	0.7	-47%	-21%	81%
Poly Ppty	119 HK	13	U-PF	3.67	3%	6.7	6.3	5.9	0.4	0.4	0.4	-61%	-29%	-18%
KWG	1813 HK	14	O-PF	6.05	28%	4.7	3.9	3.2	0.6	0.5	0.5	-57%	-20%	33%
Average						6.2	5.7	5.1	0.9	0.7	0.7	-48%	-10%	5%

Source: Bloomberg, Company data, SWS Research

Appendix

Figure 1: Forecast Income Statement

Rmbm	2010A	2011A	2012A	2013A	2014A	2015E	2016E
Revenue	13,721	19,897	28,658	31,096	38,896	42,069	47,463
Ppty sales	12,798	17,618	26,053	28,143	35,243	39,504	44,533
Ppty leasing	212	340	414	550	679	1,513	1,748
Others	449	1,562	1,738	1,812	2,245	250	300
Ppty mgmt	262	377	453	591	729	802	882
Cost of Sales	(9,596)	(13,639)	(20,958)	(23,549)	(30,729)	(32,942)	(35,526)
Gross Profit	4,125	6,258	7,700	7,547	8,167	9,127	11,937
Revaluation gains	567	513	1,535	808	591	1,500	1,200
Other Income	428	353	83	478	489	189	223
Distribution expenses	(441)	(776)	(963)	(785)	(846)	(850)	(1,000)
Administrative expenses	(457)	(820)	(853)	(675)	(1,012)	(1,113)	(1,225)
EBIT	4,222	5,528	7,501	7,373	7,388	8,852	11,136
Jointly controlled entities	(80)	66	359	330	436	458	481
Finance Costs	(288)	(419)	(625)	(363)	(469)	(543)	(573)
Profit before tax	3,854	5,175	7,235	7,340	7,355	8,768	11,044
Tax expense	(1,416)	(2,554)	(3,247)	(2,680)	(2,749)	(2,942)	(4,295)
Inc tax	(1,013)	(1,446)	(1,728)	(1,900)	(2,119)	(2,192)	(3,092)
LAT	(403)	(1,108)	(1,519)	(780)	(630)	(751)	(1,202)
Profit for the year	2,438	2,621	3,988	4,660	4,606	5,825	6,749
Minority interests	5	(50)	(191)	(586)	(9)	(10)	(11)
Profit attr to security holders	2,443	2,571	3,797	4,074	4,597	5,815	6,738
to perpetual bonds holders	204	591	708	512	252	252	252
to shareholders	2,239	1,980	3,089	3,562	4,345	5,563	6,486
Dividends paid	626	1,035	1,090	1,246	1,425	2,035	2,358
Basic EPS	0.40	0.35	0.54	0.59	0.59	0.76	0.88
Core EPS	0.30	0.27	0.32	0.50	0.48	0.60	0.76
DPS	0.11	0.18	0.19	0.21	0.19	0.28	0.32
Core Earnings	1,872	2,134	2,507	3,548	4,154	4,690	5,838
Core Earnings attr to shareholders	1,668	1,543	1,800	3,036	3,560	4,438	5,586

Figure 2: Forecast Balance Sheet:

(Rmbm)	2010A	2011A	2012A	2013A	2014A	2015E	2016E
Land use rights	10	10	9	9	9	10	11
Investment property	4,988	5,462	7,202	10,302	11,883	12,883	13,883
PP&E	214	225	213	204	264	290	319
Others	3,125	4,635	6,307	5,253	20,015	21,646	23,519
Non-current assets	8,337	10,332	13,731	15,768	32,170	34,829	37,732
Properties under development	41,393	65,470	71,794	69,903	41,540	47,527	53,574
Completed properties for sale	2,648	3,274	9,092	12,080	17,214	15,493	13,943
Land use rights	21,264	12,217	6,722	12,400	8,715	9,151	9,608
Cash and cash equivalents	13,977	8,648	10,747	11,253	13,311	18,231	19,932
Restricted cash	1,057	3,769	5,399	4,797	3,025	3,176	3,335
Receivable	3,566	5,463	9,320	9,955	14,569	16,026	17,628
Others	488	1,113	1,500	1,712	1,667	1,791	1,941
Current assets	84,393	99,954	114,574	122,100	100,041	111,395	119,962
Total assets	92,730	110,286	128,305	137,868	132,211	146,224	157,694
Share capital and premiums	20,121	20,231	20,735	26,079	26,693	26,693	26,693
Retained earnings	5,301	6,498	8,780	11,358	14,173	17,701	21,828
Perpetual securities	5,970	8,502	8,502	2,533	2,533	2,533	2,533
Other reserves	-322	37	243	88	-375	-295	-204
Majority interests	31,070	35,268	38,260	40,058	43,024	46,631	50,850
Minority interests	2,055	3,489	3,786	3,387	1,359	1,495	1,644
Total equity	33,125	38,756	42,047	43,445	44,383	48,126	52,494
Borrowings	19,276	19,106	20,873	22,456	34,437	41,913	45,913
Others	1,351	1,387	1,698	1,853	2,003	2,732	2,375
Non-current liabilities	20,627	20,492	22,571	24,309	36,440	44,645	48,288
Advanced sales proceeds	16,234	22,870	30,681	34,603	18,887	20,776	22,853
Payable	10,831	10,175	16,190	17,987	17,762	18,650	19,583
Borrowings	9,920	14,482	11,520	12,839	11,167	10,839	9,839
Others	1,993	3,510	5,295	4,685	3,572	3,187	4,638
Current liabilities	38,978	51,037	63,687	70,114	51,388	53,452	56,913
Total liabilities	59,605	71,529	86,258	94,423	87,828	98,097	105,200
Total equity and liabilities	92,730	110,286	128,305	137,868	132,211	146,224	157,695

Figure 3: Forecast Cash Flow Statement:

Rmbm	2010A	2011A	2012A	2013A	2014E	2015E	2016E
Cash generated from/(used in) operations	(13,838)	(8,910)	4,418	1,497	(4,041)	(1,000)	0
Others	(3,366)				(853)	(987)	(1,056)
Net cash generated from operating activities	(17,204)	(8,910)	4,418	1,497	(4,894)	(1,987)	(1,056)
Acquisitions	(579)	(2,745)	(205)	(52)	(207)	(166)	(182)
Others	(33)		(472)	(118)			
Net cash generated from Investing activities	(612)	(2,745)	(677)	(170)	(207)	(166)	(182)
Proceeds from issuance of shares				4,960			
Proceeds from placement of shares							
Proceeds of CB issuance	5,970						
Proceeds of senior notes issuance		2,000			0		
Net borrowings	6,062	4,392	(1,195)	2,902	10,309	7,148	3,000
Repurchase of CB				(5,699)			
Senior notes payback							
Others	2,209		(446)	(2,926)	(3,100)		
Net cash generated from financing activities	14,241	6,392	(1,641)	(763)	7,209	7,148	3,000
Increase in cash and cash equivalents	(3,575)	(5,263)	2,100	564	2,108	4,995	1,762
Cash and cash equivalents at beginning of year	17,619	13,977	8,648	10,747	11,253	13,298	18,231
Exchange losses on cash and cash equivalents	(67)	(66)	(1)	(58)	(63)	(62)	(61)
Cash and cash equivalents at end of the year	13,977	8,648	10,747	11,253	13,298	18,231	19,932

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