



资本结构改善将推动增长与回报上升；上调目标价（摘要）

建议理由

我们认为万科 B 转 H 股将令投资者有更好的机会投资于这家知名的房地产领军企业。我们预计在持续行业整合的背景下，以万科能够持续实现高回报规模和区域扩张的能力、谨慎的现金流管理，及对产业化/产品创新的不断执着追求，我们预计万科有望在 2012-2014 年实现 24% 的每股核心盈利增长和 22% 的核心净资产回报率。我们将万科 B 的 12 个月目标价格上调 57% 至 22.5 港元，将万科 A 的 12 个月目标价格上调 12% 至人民币 15.0 元，分别对应 49%/28% 的潜在上行空间。

推动因素

1) 我们认为此次转股将**拓宽万科的融资选择**，这可能降低公司未来的融资成本，使其可以和香港上市同业在更公平的情况下展开竞争。融资成本的降低也有望提高万科优化资本结构的灵活性，因此有望较同业进一步**提高净资产回报率、改善增长前景**；2) 我们预计万科 2013 年上半年合同销售将实现 30% 的同比增长，高于我们对中国海外及保利 A 等其他领先开发商的 10-15% 的增幅预测。3) 我们认为，较之对中国海外及保利的预测，**市场对万科的预测相对保守**。我们对万科调整后的 2013-14 年核心每股盈利预测比万得预测高出 9% 和 5%。

估值

万科 A/B 股股价所对应的估值处于其历史区间低端，并较香港/内地上市同业存在大幅折让，因此我们认为该股被明显低估。我们现将万科 A/B 股目标价格的净资产价值折让幅度分别收窄 5/30 个百分点至 25%/10%（与我们对保利 A/中国海外的目标价格的净资产价值折让幅度一致），并由此更新我们的 12 个月目标价格至人民币 15.0 元/22.5 港元。我们重申对万科 A/B 股的买入评级，其中万科 A 位于我们的强力买入名单。

主要风险

未能在港交所上市；房地产调整政策较预期严厉；利润率下滑较预期严重。

*全文翻译随后提供

所属投资名单

亚太买入名单
亚太强力买入名单

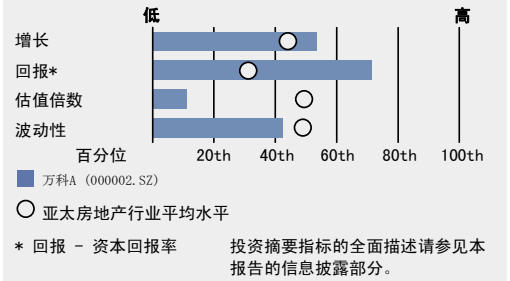
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投资摘要

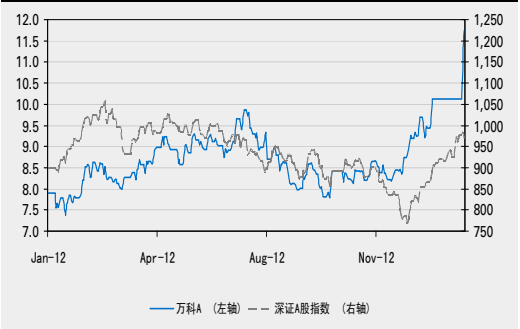


主要数据

主要数据	当前
股价 (Rmb)	11.76
12个月目标价格 (Rmb)	15.00
200002.SZ 股价 (HK\$)	15.13
200002.SZ 12个月目标价格 (HK\$)	22.50
市值 (Rmb mn / US\$ mn)	129,789.6 / 20,881.9
外资持股比例 (%)	--

	12/11	12/12E	12/13E	12/14E
每股盈利 (Rmb) 新	0.88	1.17	1.48	1.81
每股盈利调整幅度 (%)	0.0	(2.4)	3.3	10.3
每股盈利增长 (%)	32.2	33.8	26.7	22.0
每股摊薄盈利 (Rmb) 新	0.88	1.17	1.48	1.81
市盈率 (X)	13.4	10.0	7.9	6.5
市净率 (X)	2.4	2.0	1.6	1.3
EV/EBITDA (X)	7.6	7.9	5.0	2.4
股息收益率 (%)	1.1	1.5	1.9	2.3
净资产回报率 (%)	19.8	21.9	22.8	22.7

股价走势图



股价表现 (%)

	3个月	6个月	12个月
绝对	39.7	26.5	48.9
相对于深证A股指数	33.0	22.3	38.4

资料来源：公司数据、高盛研究预测、FactSet (股价为1/22/2013收盘价)

北京高华证券有限责任公司及其关联机构与其研究报告所分析的企业存在业务关系，并且继续寻求发展这些关系。因此，投资者应当考虑到本公司可能存在可能影响本报告客观性的利益冲突，不应视本报告为作出投资决策的唯一因素。有关分析师的申明和其他重要信息，见信息披露附录，或请与您的投资代表联系。

万科A: 财务数据概要

损益表 (Rmb mn)	12/11	12/12E	12/13E	12/14E	资产负债表 (Rmb mn)	12/11	12/12E	12/13E	12/14E
主营业务收入	67,709.4	112,443.1	128,017.0	142,365.4	现金及等价物	33,614.1	31,580.2	72,035.6	117,769.0
主营业务成本	(46,933.6)	(82,892.0)	(94,845.1)	(104,282.2)	应收账款	19,955.4	29,746.8	33,866.9	37,662.8
销售、一般及管理费用	(4,997.7)	(6,746.6)	(6,784.9)	(8,541.9)	存货	208,335.5	259,313.7	242,992.3	225,668.3
研发费用	--	--	--	--	其它流动资产	20,741.6	25,255.7	30,493.4	28,450.9
其它营业收入/ (支出)	(67.5)	329.9	264.3	175.5	流动资产	282,646.7	345,896.4	379,388.2	409,551.1
EBITDA	15,710.6	23,134.4	26,651.3	29,716.8	固定资产净额	2,301.4	2,597.6	2,935.9	3,309.7
折旧和摊销	(137.3)	(138.2)	(156.2)	(176.1)	无形资产净额	476.5	476.5	476.5	476.5
EBIT	15,573.3	22,996.1	26,495.1	29,540.7	长期投资	6,426.5	7,073.0	8,283.6	9,788.5
利息收入	801.7	336.1	315.8	720.4	其它长期资产	4,357.4	4,270.3	4,270.3	4,270.3
财务费用	(1,311.5)	(1,536.4)	(1,437.2)	(1,013.4)	资产合计	296,208.4	360,313.7	395,354.4	427,396.0
联营公司	699.7	646.6	1,210.6	1,504.9	应付账款	173,027.0	206,433.4	235,254.0	263,565.3
其它	42.7	42.7	42.7	42.7	短期贷款	23,601.5	20,297.9	15,297.9	10,297.9
税前利润	15,805.9	22,485.0	26,627.0	30,795.2	其它流动负债	4,095.7	5,119.6	5,631.5	6,194.7
所得税	(4,206.3)	(5,459.6)	(6,354.1)	(7,322.6)	流动负债	200,724.2	231,851.0	256,185.0	280,058.0
少数股东损益	(1,974.7)	(4,145.2)	(3,958.1)	(3,569.2)	长期贷款	26,822.4	41,704.3	31,704.3	16,704.3
优先股股息前净利润	9,624.9	12,880.2	16,314.7	19,903.4	其它长期负债	829.4	870.9	870.9	870.9
优先股息	0.0	0.0	0.0	0.0	长期负债	27,651.7	42,575.1	32,575.1	17,575.1
非经常性项目前净利润	9,624.9	12,880.2	16,314.7	19,903.4	负债合计	228,375.9	274,426.1	288,758.6	297,633.1
税后非经常性损益	0.0	0.0	0.0	0.0	优先股	0.0	0.0	0.0	0.0
净利润	9,624.9	12,880.2	16,314.7	19,903.4	普通股权益	52,967.8	64,418.6	78,820.6	96,301.1
每股基本盈利 (非经常性项目前) (Rmb)	0.88	1.17	1.48	1.81	少数股东权益	14,864.7	21,469.0	27,775.3	33,461.9
每股基本盈利 (非经常性项目后) (Rmb)	0.88	1.17	1.48	1.81	负债及股东权益合计	296,208.4	360,313.7	395,354.4	427,396.0
每股摊薄盈利 (非经常性项目后) (Rmb)	0.88	1.17	1.48	1.81	每股净资产 (Rmb)	4.82	5.86	7.17	8.76
每股股息 (Rmb)	0.13	0.17	0.22	0.27	评估净资产价值 (Rmb mn)	--	195,709.5	220,195.3	--
股息支付率 (%)	14.9	14.9	14.9	14.9	评估每股净资产 (Rmb)	--	17.80	20.03	--
自由现金流收益率 (%)	3.0	(9.7)	34.9	40.5					
增长率和利润率 (%)	12/11	12/12E	12/13E	12/14E	比率	12/11	12/12E	12/13E	12/14E
主营业务收入增长率	41.8	66.1	13.9	11.2	净资产回报率 (%)	19.8	21.9	22.8	22.7
EBITDA增长率	33.8	47.3	15.2	11.5	总资产回报率 (%)	3.8	3.9	4.3	4.8
EBIT增长率	34.0	47.7	15.2	11.5	平均运用资本回报率 (%)	15.8	17.8	21.3	39.3
净利润增长率	32.2	33.8	26.7	22.0	存货周转天数	1,328.6	1,029.6	966.5	820.2
每股盈利增长	32.2	33.8	26.7	22.0	应收账款周转天数	98.3	80.7	90.7	91.7
毛利率	30.7	26.3	25.9	26.8	应付账款周转天数	1,099.3	835.4	849.9	873.0
EBITDA利润率	23.2	20.6	20.8	20.9	净负债/股东权益 (%)	24.8	35.4	(23.5)	(69.9)
EBIT利润率	23.0	20.5	20.7	20.7	EBIT利息保障倍数 (X)	30.5	19.2	23.6	100.8
现金流量表 (Rmb mn)	12/11	12/12E	12/13E	12/14E	估值	12/11	12/12E	12/13E	12/14E
优先股股息前净利润	9,624.9	12,880.2	16,314.7	19,903.4	基本市盈率 (X)	13.4	10.0	7.9	6.5
折旧及摊销	137.3	138.2	156.2	176.1	市净率 (X)	2.4	2.0	1.6	1.3
少数股东权益	1,974.7	4,145.2	3,958.1	3,569.2	EV/EBITDA (X)	7.6	7.9	5.0	2.4
运营资本增减	(64,093.8)	(27,363.1)	41,021.8	41,839.4	股息收益率 (%)	1.1	1.5	1.9	2.3
其它	55,746.3	(4,008.1)	(5,936.3)	1,100.8					
经营活动产生的现金流	3,389.4	(14,207.6)	55,514.6	66,588.9	核心估值	12/11	12/12E	12/13E	12/14E
资本开支	(261.6)	(434.4)	(494.5)	(550.0)	核心利润 (Rmb mn)	9,624.9	12,880.2	16,314.7	19,903.4
收购	(5,063.0)	0.0	0.0	0.0	每股核心盈利 (Rmb)	0.88	1.17	1.48	1.81
剥离	0.0	0.0	0.0	0.0	核心净资产回报率 (%)	19.8	21.9	22.8	22.7
其它	(328.0)	0.0	0.0	0.0	核心总资产回报率 (%)	3.8	3.9	4.3	4.8
投资活动产生的现金流	(5,652.6)	(434.4)	(494.5)	(550.0)	核心平均运用资本回报率 (%)	15.8	17.8	21.3	39.3
支付股息的现金 (普通股和优先股)	(1,099.5)	(1,429.4)	(1,912.8)	(2,422.9)	核心市盈率 (X)	13.4	10.0	7.9	6.5
借款增减	3,600.0	11,578.3	(15,000.0)	(20,000.0)	核心股息支付率 (%)	14.9	14.9	14.9	14.9
普通股发行 (回购)	0.0	0.0	0.0	0.0	每股核心盈利增长率 (%)	32.2	33.8	26.7	22.0
其它	(1,693.6)	2,459.1	2,348.1	2,117.4					
筹资活动产生的现金流	806.9	12,608.0	(14,564.7)	(20,305.5)					
总现金流	(1,456.3)	(2,033.9)	40,455.3	45,733.5					

注: 最后一个实际年度数据可能包括已公布和预测数据。
资料来源: 公司数据、高盛研究预测

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The prices in the body of this report are based on the market close of January 22, 2013.
The authors would like to thank Olivia Xiao for her contribution to this report.

Better growth & returns outlook justifies a higher valuation

Vanke B: valuation should be at least comparable to COLI

We believe the relisting of Vanke B as H, from a marginalized market to a main board for foreign investors/QDII, will help Vanke broaden its financing alternatives and reduce its financing costs, which we view as crucial for a Chinese homebuilder to improve returns on capital. This would also level the playing field for Vanke with its Hong Kong listed peers (which enjoy much lower financing costs than Vanke), suggesting the current wide valuation gap between Vanke B and its HK listed peers should narrow. Given Vanke's leading industry position, solid track record and higher growth visibility/returns, we believe Vanke B should trade comparably with COLI, thus we set our TP for Vanke B at a 10% discount to our NAV of HK\$25.0, in line with COLI, or HK\$22.5, implying 49% potential upside.

Vanke A: Deserves a rerating based on higher flexibility of financial leverage from reduced funding costs

Moreover, Vanke A has traded at a discount to its A-share listed peers in 2012 on concerns of slower growth from a large base, particularly given Vanke's conservatism in using financial leverage vs. its peers. We believe accessibility to cheaper funding should provide Vanke more room/flexibility to optimize its capital structure, driving a better growth/returns outlook amid a trend of industry consolidation. Its current longer duration land bank (6.6 years vs. COLI 6.5 and Poly 6.2 years, using end-12E land bank balance divided by 2012 sales volume) has already placed Vanke at a slight advantage versus its peers in terms of relative margin sustainability in the coming years. We upgrade our TP for Vanke A by 12% to Rmb15.0 (from Rmb13.4) after narrowing our TP discount by 5ppt to 25%, in line with that for Poly A, and upgrade our end-13E NAV by 5% after factoring the past month's new acquisitions (Rmb15.7bn), implying 28% potential upside. Our TP-implied 2013E P/E multiple for Vanke A is 10.1X, which represents a small premium to our TP-implied P/E (9.4X) for Poly A (as the closest A-share listed peer for Vanke), vs. historically in line, as we believe Vanke A should be re-rated against Poly A.

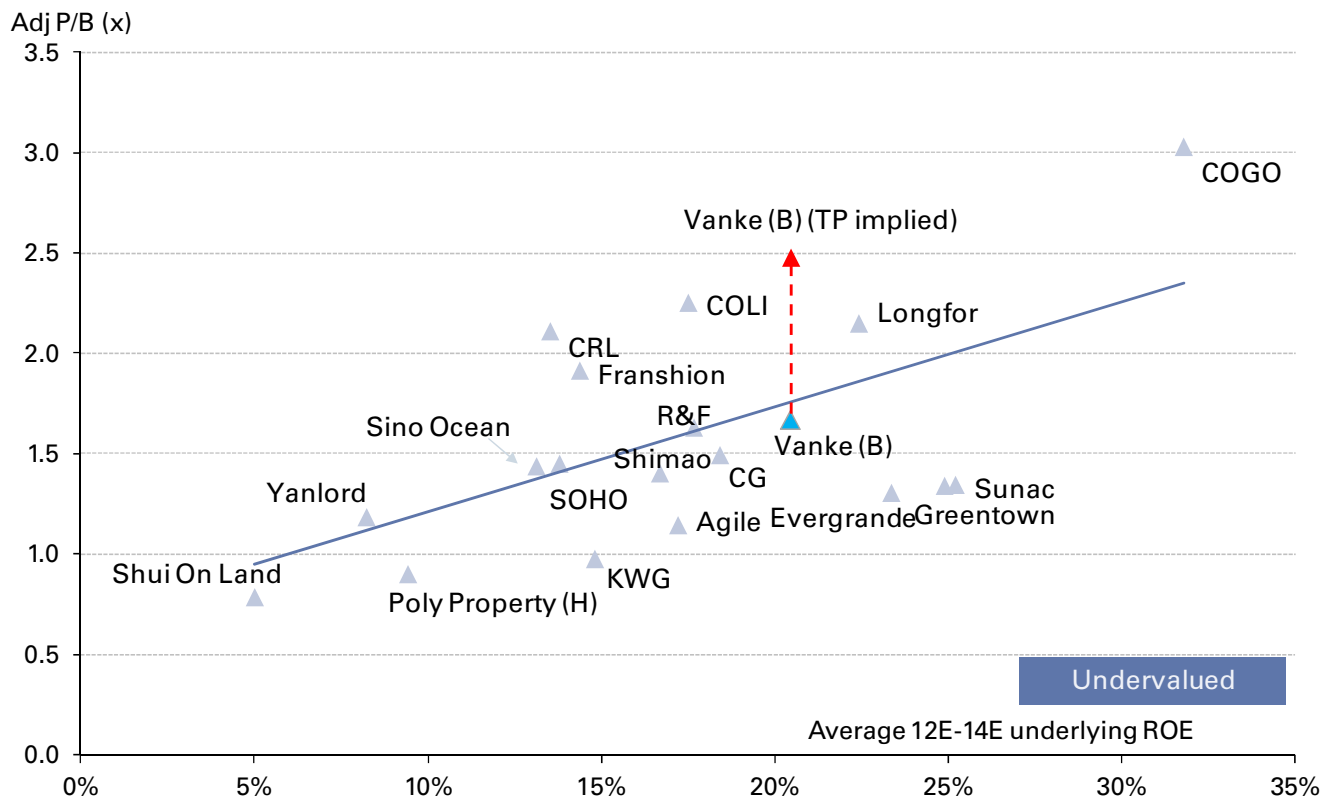
图表1: Summary of estimate changes

	Old forecast	New forecast	Change (%)
1. End-2013E NAV for existing land bank			
A share (Rmb/shr)	19.12	20.03	5
B share (HKD/shr)	23.90	25.00	5
2. 12-month target price			
A share (Rmb/shr)	13.40	15.00	12
B share (HKD/shr)	14.30	22.50	57
3. Contracted sales (Rmb bn)			
A & B shares			
2012	130.0	141.2	9
2013E	141.6	170.4	20
2014E	142.4	172.1	21
4. Net profit (Rmb mn)			
A & B shares			
2012E	13,192	12,880	(2)
2013E	15,791	16,315	3
2014E	18,040	19,903	10
5. EPS (Rmb/shr)			
A & B shares			
2012E	1.20	1.17	(2)
2013E	1.44	1.48	3
2014E	1.64	1.81	10
6. Net gearing			
A & B shares			
2012E	27%	35%	7 ppt
2013E	-13%	-24%	-11 ppt
2014E	-42%	-70%	-28 ppt

资料来源: Company data, Gao Hua Securities Research estimates

图表2: Better ROE than COLI for 2012E-2014E justifies a higher P/B multiple

Adjusted P/B vs. ROE metrics for our offshore coverage universe



Note: We have excluded all revaluation gains/losses recorded in earnings and book value.

资料来源: Datastream, Gao Hua Securities Research estimates.

图表3: A re-rating for Vanke A is warranted based on higher flexibility of financial leverage, with potentially reduced funding costs

Onshore sector 12mth forward P/E comparison

Company	Ticker	Rating	TP implied 2013E P/E	Current	P/E (12mth forward)								
					Nov 11 - Jun 12 upturn			Jan 09 - July 09 upturn			2009		
					Max	Median	Min	Max	Median	Min	Max	Median	Min
Vanke A	000002.SZ	Buy*	10.1X	7.8X	7.2X	6.6X	6.1X	25.0X	15.9X	14.0X	25.0X	17.8X	14.0X
BCD	600376.SS	Buy*	9.6X	7.4X	9.7X	7.9X	5.7X	25.7X	10.9X	6.2X	25.7X	16.5X	6.2X
CMP	000024.SZ	Buy	12.8X	11.6X	12.1X	9.9X	8.8X	34.5X	22.9X	14.4X	34.5X	24.7X	14.4X
Zhongnan	000961.SZ	Buy	11.5X	8.8X	11.4X	9.0X	6.8X	n.a.	n.a.	n.a.	27.9X	22.8X	19.2X
Gemdale	600383.SS	Neutral	8.3X	8.3X	9.5X	7.7X	6.0X	17.7X	9.2X	6.6X	17.7X	13.2X	6.6X
Poly	600048.SS	Neutral	9.4X	9.3X	9.3X	7.5X	6.4X	24.1X	14.4X	10.8X	24.1X	18.1X	10.8X
WorldUnion	002285.SZ	Neutral	17.0X	19.6X	25.4X	21.7X	17.1X	n.a.	n.a.	n.a.	37.6X	27.6X	17.3X
OCT	000069.SZ	Neutral	11.8X	11.6X	12.4X	10.7X	10.0X	25.8X	17.3X	12.8X	25.8X	18.9X	12.8X
Risesun	002146.SZ	Neutral	9.4X	11.1X	10.2X	8.3X	6.3X	17.4X	10.8X	7.4X	21.2X	15.3X	7.4X
SMC	600823.SS	Sell	8.2X	9.4X	10.8X	9.8X	7.9X	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Onshore sector			10.1X	9.6X	10.3X	8.6X	7.1X	24.3X	14.5X	10.3X	25.2X	18.4X	11.4X

资料来源: Wind, Gao Hua Securities Research estimates.

*indicates the stock is on our regional Conviction List

Valuation: At lower end of its history & discount to closest peers

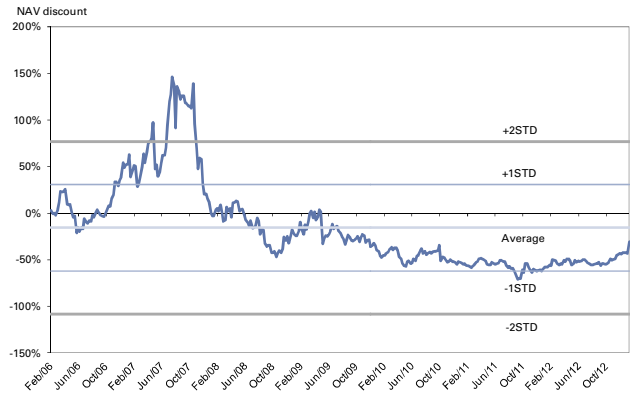
Vanke A/B is trading at lower end of its historical range...

图表4: Vanke A is trading at a 41% discount to end-13E NAV vs historical average of 12% since 2006
Vanke A historical NAV discount



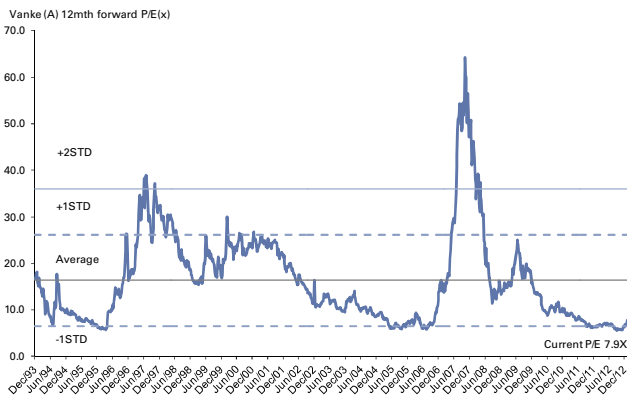
资料来源: Datastream, Gao Hua Securities Research estimates.

图表5: Vanke B is trading at a 40% discount to end-13E NAV vs historical average of 15% since 2006
Vanke B historical NAV discount



资料来源: Datastream, Gao Hua Securities Research estimates.

图表6: Vanke A is trading at a 7.9X 2013E P/E
Vanke A 12month forward P/E



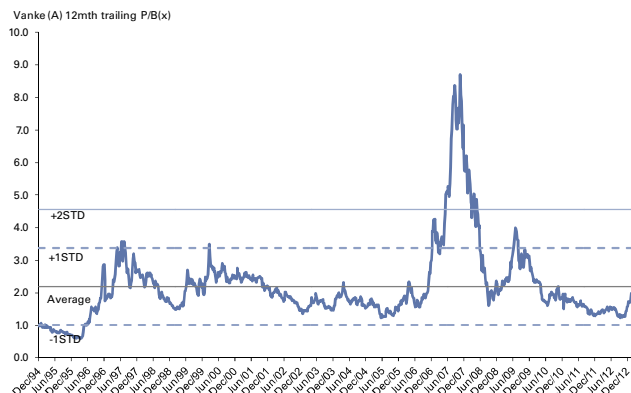
资料来源: Datastream, Gao Hua Securities Research estimates.

图表7: Vanke B is trading at a 8.4X 2013E P/E
Vanke B 12month forward P/E



资料来源: Datastream, Gao Hua Securities Research estimates.

图表8: Vanke A is trading at a 1.6X 2013E P/B
Vanke A 12month trailing P/B



资料来源: Datastream, Gao Hua Securities Research estimates.

图表9: Vanke B is trading at a 1.7X 2013E P/B
Vanke B 12month trailing P/B



资料来源: Datastream, Gao Hua Securities Research estimates.

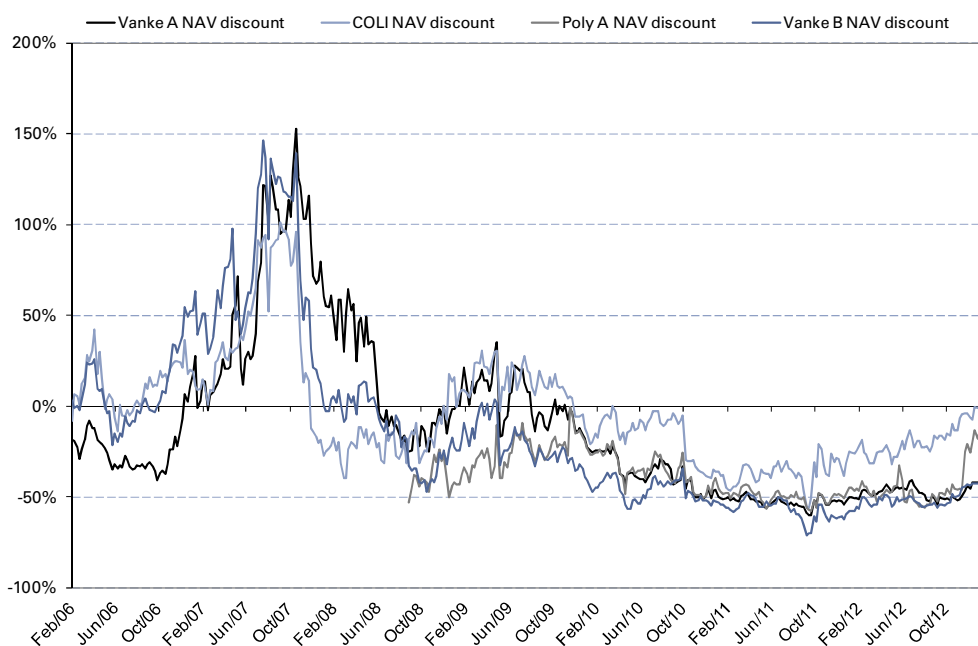
...and discount to its closest peers listed off/onshore

We think COLI and Poly A are the closest peers for Vanke A among our offshore and onshore coverage universe respectively, given the many similarities between them that we discuss in the section below: *Many similarities but better growth and return outlook for Vanke.* Despite a similar strong fundamental outlook for Vanke vs. its peers, its A/B shares are trading at discount to both COLI and Poly A in all key valuation metrics, as shown in Exhibits 10-12.

We believe this is partly due to the valuation compression since 2010 for the A share stock market overall. But the recent widening of the valuation discount between Vanke A and Poly A is difficult to justify, as we discussed in our last sector report published on Dec 4 2012, *2013 Outlook: Start of a virtuous cycle; raising targets; Vanke A to CL-Buy.*

图表10: Vanke A/B has traded at an NAV disc. to COLI since July 09/Sept 08; and Vanke A to Poly A since Dec 09

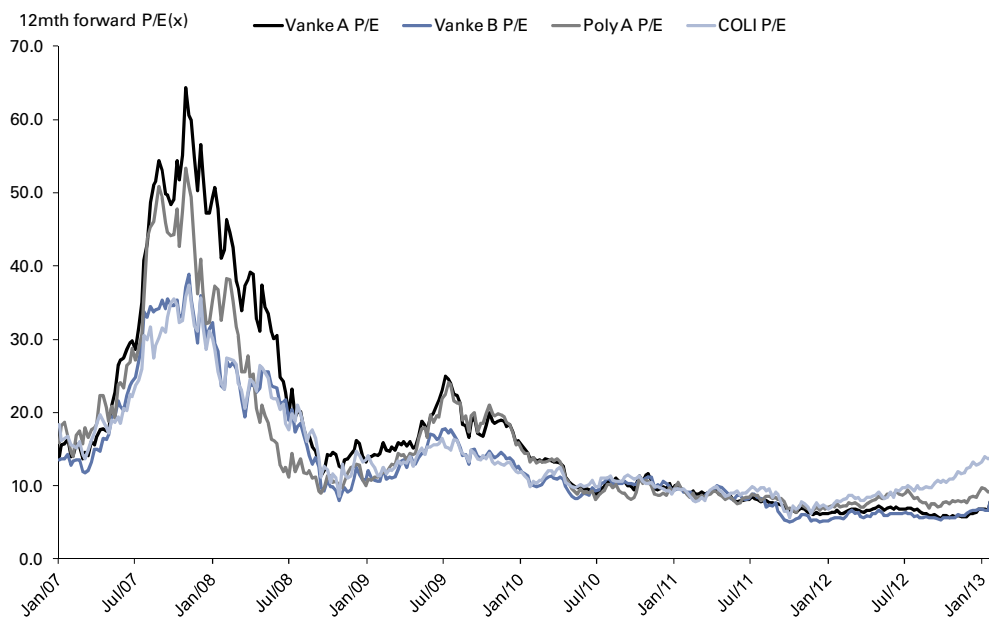
Vanke A/B, COLI and Poly A historical NAV discount



资料来源: Datastream, Gao Hua Securities Research estimates.

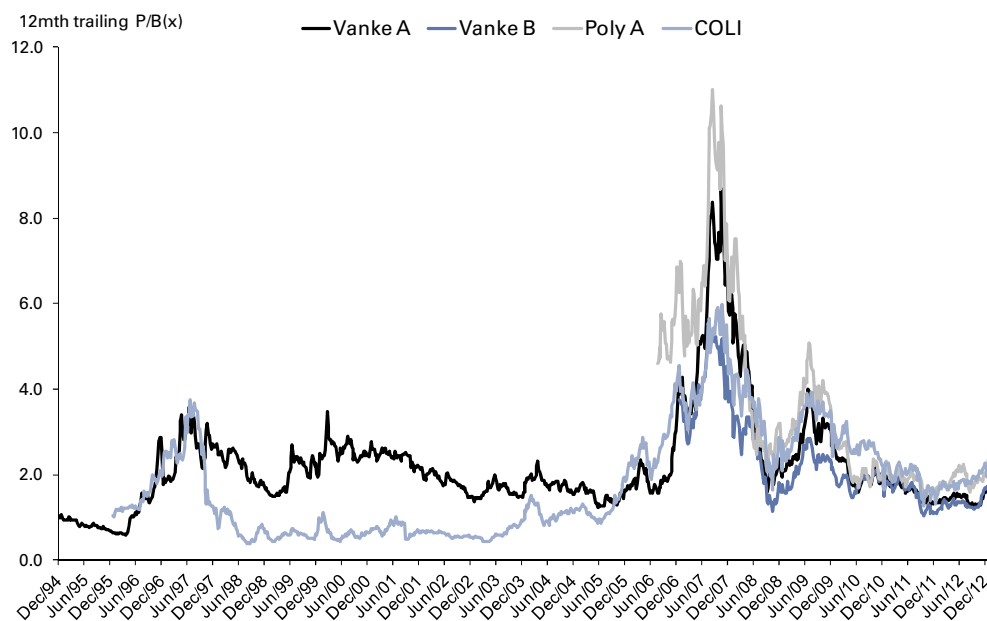
图表11: Vanke trades at a 7.9X 2013E P/E vs. COLI 13.7X and Poly A 9.4X

Vanke A/B, COLI and Poly A historical 12month forward P/E



资料来源: Datastream, Company data, Gao Hua Securities Research estimates.

图表12: Vanke A/B trades at 1.6X /1.7X 2013E P/B vs. COLI at 2.1X and Poly at 1.9X
 Vanke A/B, COLI, and Poly A historical 12month trailing P/B



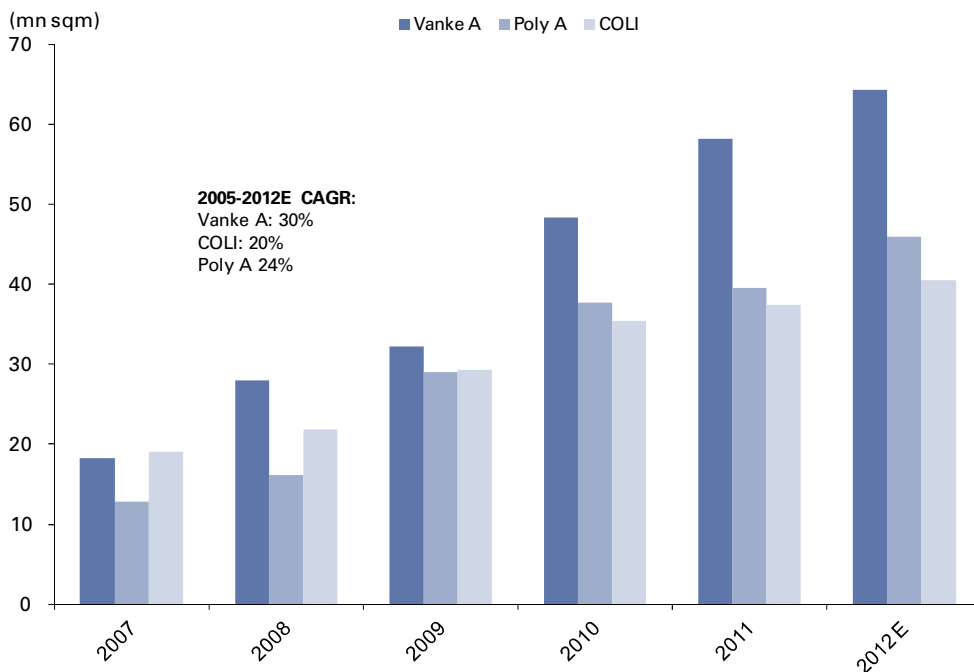
资料来源: Datastream, Company data, Gao Hua Securities Research estimates.

Many similarities but better growth and return outlook for Vanke

Many similarities between Vanke, COLI and Poly

We see these three developers sharing many similarities in terms of their growth path (from Tier-1 to Tier-2/-3), industry position (all top ranked), brand image, geographic/product focus and average land cost/ASP etc., as shown in Exhibits 13-19.

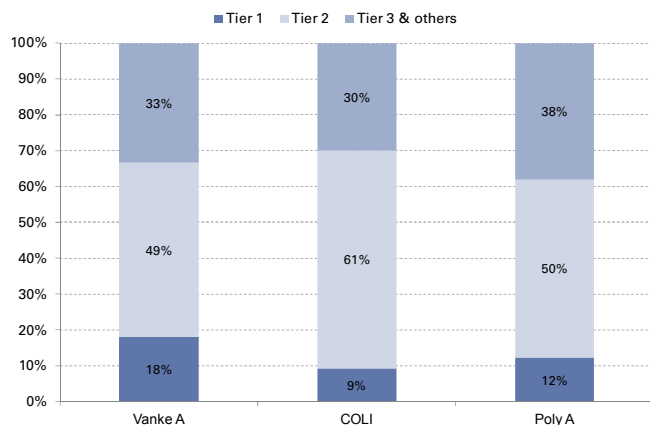
图表13: Vanke, COLI and Poly A have been growing their land bank at similar pace...
 Attributable unbooked land bank growth from 2005-2012E



Note: End-2012E land bank balance is calculated based on end-1H12 land bank balance + acquisition in 2H12 – estimated GFA to be booked in 2H12

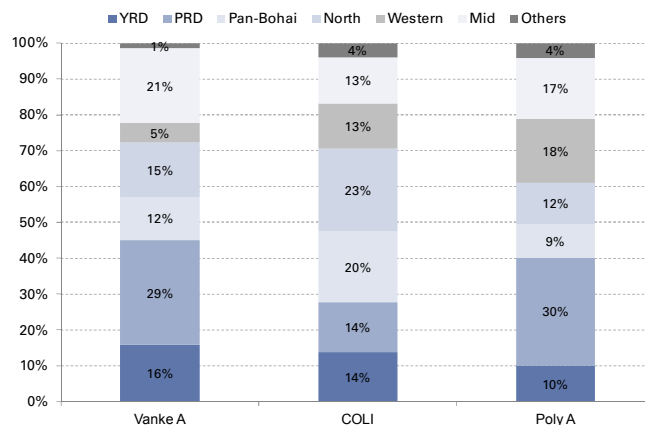
资料来源: Company data, Gao Hua Securities Research.

图表14: ...similar exposure in city tier (though Vanke is slightly higher in Tier 1 exposure)
 Land bank breakdown by city tier



资料来源: Gao Hua Securities Research estimates.

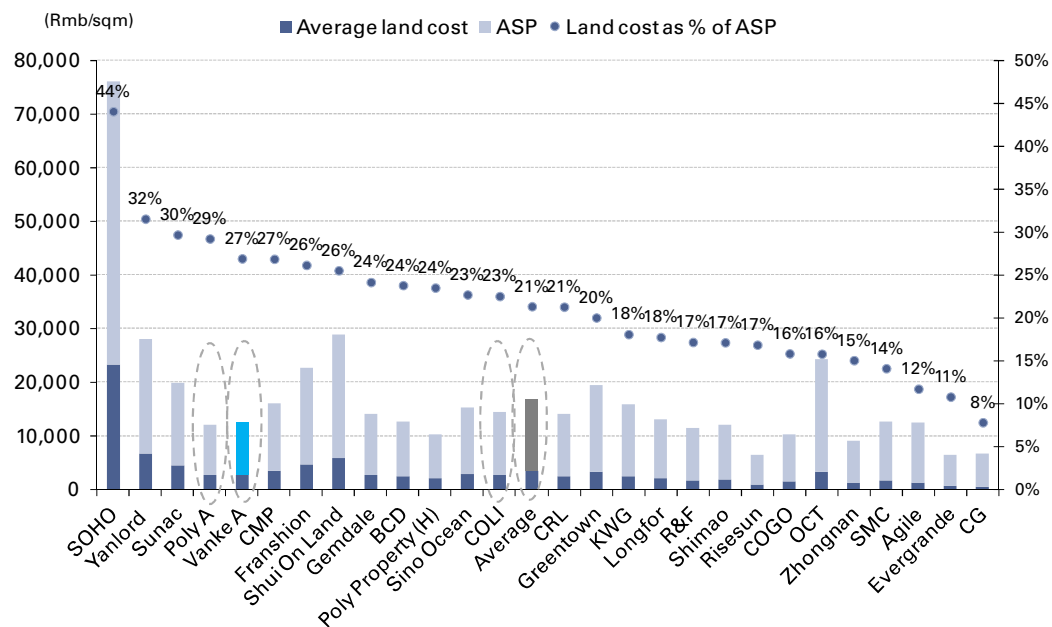
图表15: ...similar regional footprints
 Land bank breakdown by regions



资料来源: Gao Hua Securities Research estimates.

图表16: ...similar land cost as a % of ASP

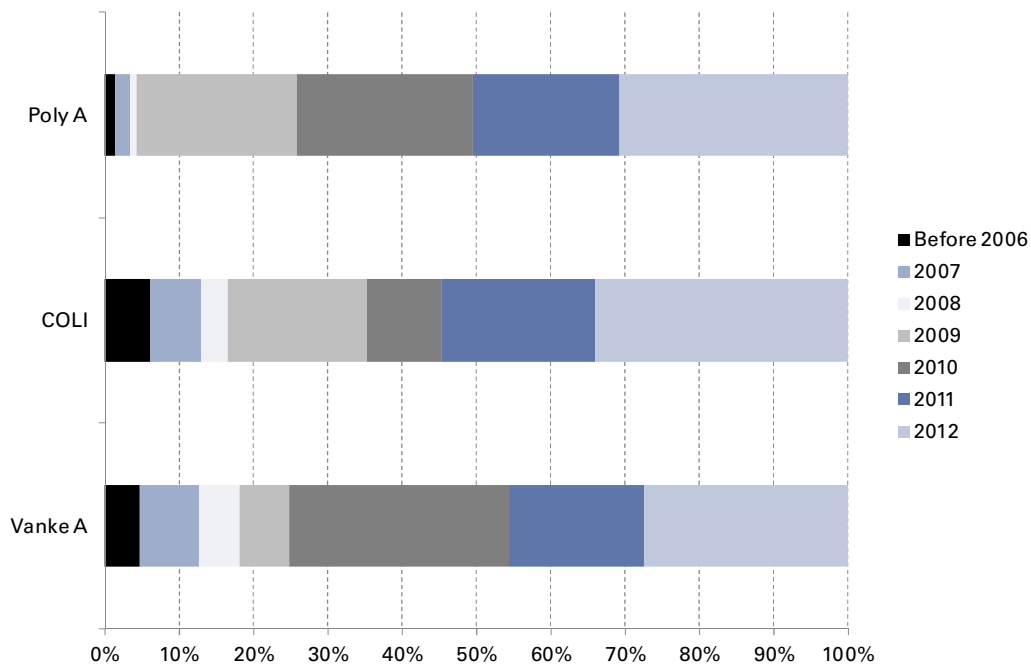
Land cost as % of 2013E ASP



资料来源: Company data, Gao Hua Securities Research estimates

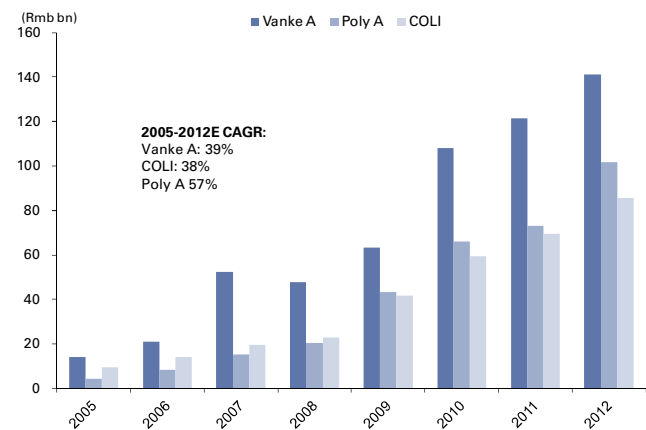
图表17: ...though the distribution of land bank value by end-12E is slightly different

Existing land bank value breakdown by acquisition year



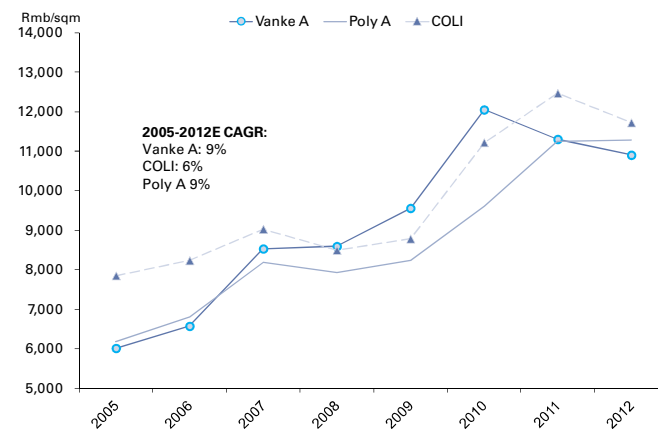
资料来源: Company data, Gao Hua Securities Research estimates.

图表18: Contracted sales growth of Vanke comparable to COLI. Poly is the highest mainly due to low base in 2005
Contracted sales comparison (2005-2012)



资料来源: Company data, Gao Hua Securities Research.

图表19: ASPs are in a similar category given their similar mass, upper-middle residential segment focus. Difference lies in city mix
Contracted sales ASP comparison (2005-2012)



Note: We excluded COLI's contracted sales from HK in year 2007-2012 for ASP comparison

资料来源: Company data, Gao Hua Securities Research.

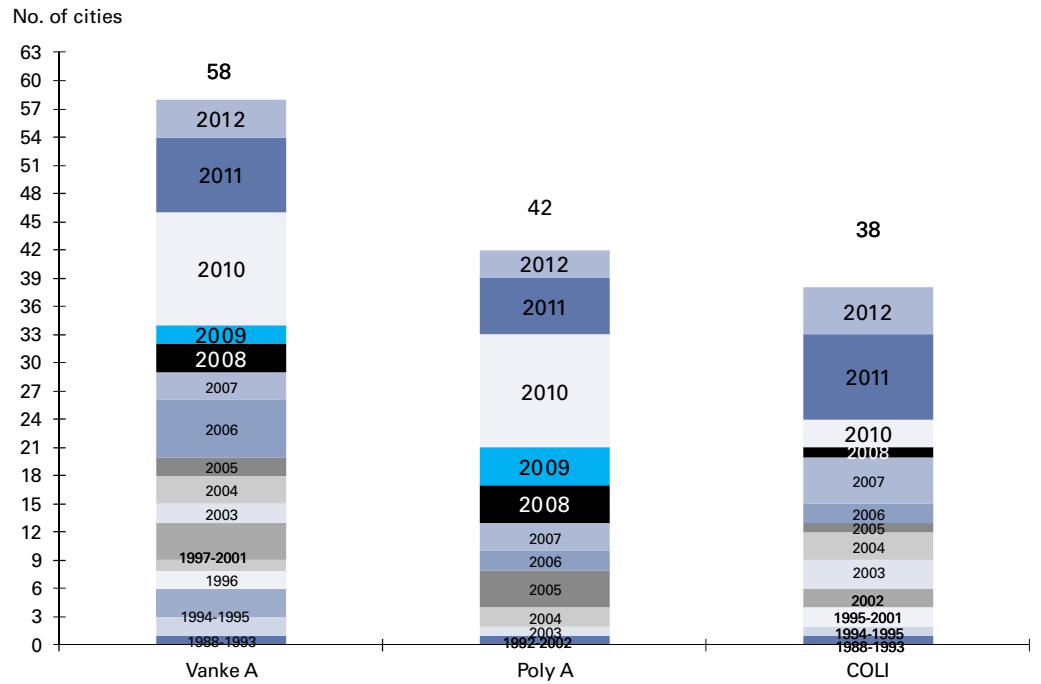
But still, there are differences today that could drive divergence in the future

Apart from the fact that both COLI and Poly are SOEs and Vanke is not (see Exhibit 31 for latest available shareholding structure), which is partly the reason for the differences in financing cost (as shown in Exhibit 27), we see the following key differences:

1. Vanke has been growing its city presence faster than COLI, suggesting a more balanced growth outlook

We note that Vanke's pace of city expansion is faster than COLI, as shown in Exhibit 20. Despite the fact that Vanke and COLI were established in the same year, Vanke now has exposure to 58 cities while COLI is exposed to 38 (incl. COGO, 0081.HK, Neutral). We attribute this to the fact that COLI was very slow in city expansion during early stage of the industry upcycle in the early 2000s, given its focus on Hong Kong at that time. COLI's expansion in Tier-3 cities in 2010 was also behind Vanke and Poly as its utilization of COGO as its development arm in lower tier cities only started in Yinchuan and Guilin in 2H10. In addition, we note that apart from COLI, COLI's parent China State Construction Group (601668.SS, NC) also has another property development arm, China State Construction Land (CSC LAND), which is not listed but has been growing land bank very quickly in the past few years (from GFA11 mn sqm in 2008 to GFA31mn sqm by end 1H12) with a similar city focus to COLI, suggesting possible competition for new land acquisitions within the group.

图表20: Established in the same year as COLI, Vanke has been growing its presence faster than COLI.
Incremental no. of cities to which Vanke, COLI and Poly A have gained exposure during their development history

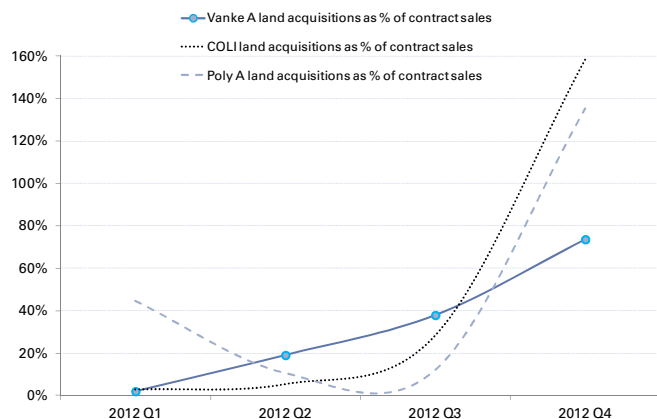


资料来源: Company data, Gao Hua Securities Research estimates.

More lately, though the total land acquisition amount/total contracted sales ratio for Vanke and COLI is similar (at 37-39%) in 2012 (Poly is higher at 48%) and similar in geographic focus, the timing of acquisitions by Vanke is better given rapid acceleration of land prices in major cities since late 3Q, as shown in Exhibits 21-22.

图表21: COLI's land acquisition is more concentrated in late 2012; Vanke's was mainly 2-3Q, which had better pricing

Land acquisition/contracted sales breakdown by quarters of 2012

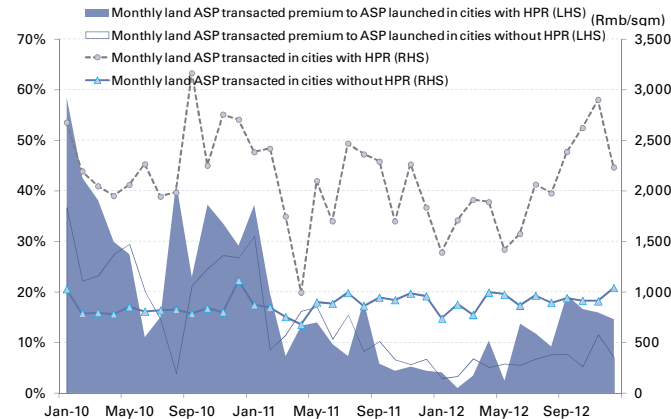


Note: We have excluded COLI's contracted sales and land acquisitions in HK.

资料来源: Company data, Gao Hua Securities Research.

图表22: Land prices in HPR cities have already recovered to 2010 levels since late 3Q2012

Land price in HPR/non-HPR cities



资料来源: Soufun/CIA, Gao Hua Securities Research.

2. We expect COLI's EPS growth to be slower than Vanke during 2012E-2014E

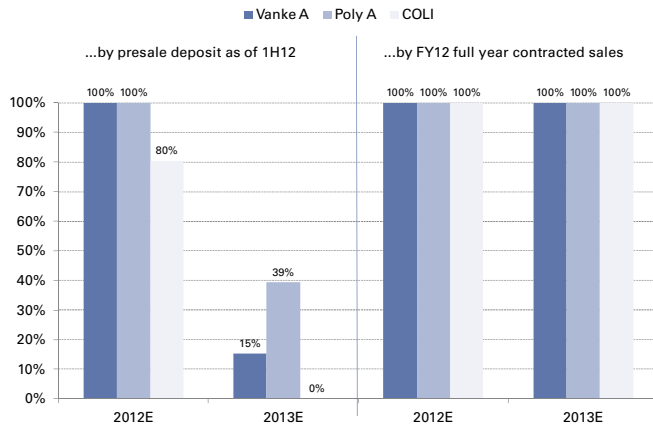
Despite a similar underlying EPS growth path during 2005-2011 (but higher for Poly due to a lower base than the other two), we believe 2011 was a watershed for the three companies, meaning that Vanke and Poly's EPS growth will be more stable than COLI's on the back of their more rapid growth in lower-tier cities, an initiative to gain market share.

As shown in Exhibit 23, by using reported sales figures (note COLI's monthly sales figures include subscription sales but only contracted sales for both Vanke and Poly), all three companies have locked-in our 2012E & 2013E revenue booking forecasts. However, by using cash already collected as of end-1H12, COLI's figure is a lot lower than Vanke's and Poly's.

In addition, though we expect similar growth of saleable resources for all three companies (30% yoy), given higher growth in new projects for Vanke in terms of contribution to such saleable resources which is also more front-end loaded in 1H13, we expect Vanke is more likely to surprise on the upside than the other two.

图表23: High-quality earnings are locked in by Vanke and Poly vs. COLI when it comes to actual cash received from presales

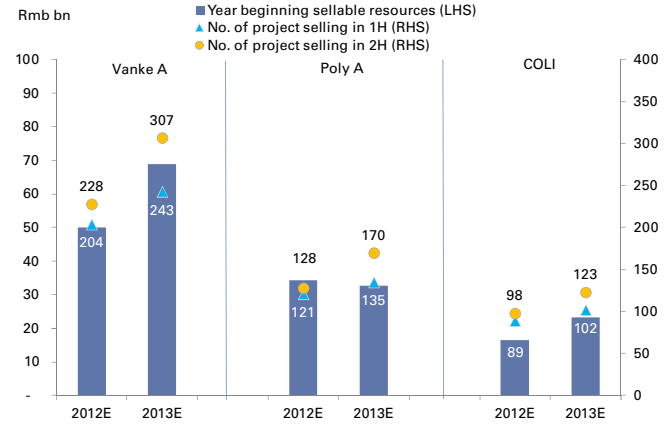
Revenue forecast lock-in ratio comparison



资料来源: Company data, Gao Hua Securities Research estimates.

图表24: We estimate 30% yoy growth of saleable resources in 2013 for all three companies but higher contribution from new projects for Vanke

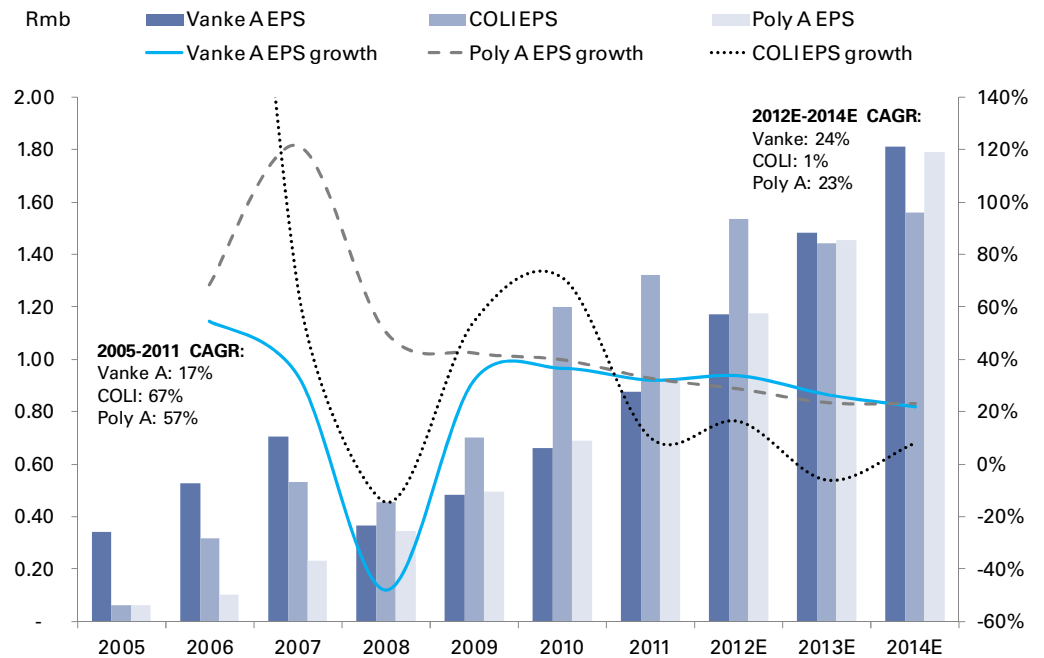
No. of projects selling in 2012/2013, breakdown by 1H/2H



资料来源: Company data, Gao Hua Securities Research estimates.

图表25: We estimate EPS growth for COLI will be much slower than Vanke and Poly in coming 3 years

Underlying EPS comparison, 2005-2014E



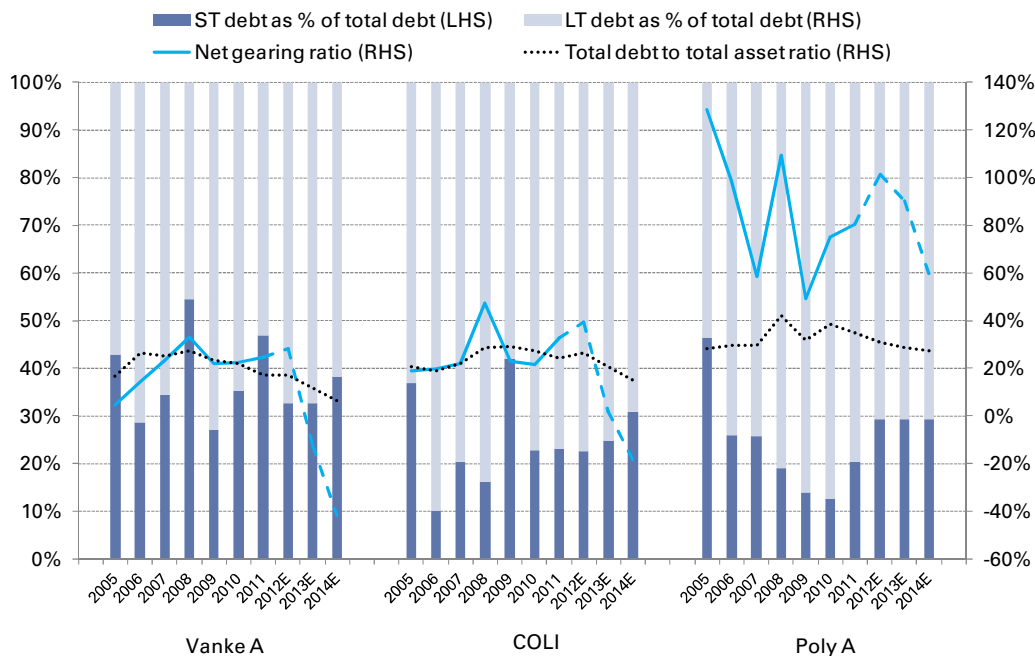
资料来源: Company data, Gao Hua Research estimates.

3. We expect Vanke to deliver higher ROE than COLI during 2012E-2014E

Vanke has been perceived as being conservative in utilizing financial leverage (Exhibit 26), partly due to high financing costs, in our view. As shown in Exhibit 27, being unable to substantially tap the overseas financing channel, its 2010-2012E gross borrowing rate has been on average 3-

4ppts higher than COLI's (i.e., COLI has completed four guaranteed note issuances in 2012 alone, with coupon rates as low as 3.95%-5.35% with tenure ranged from 5-30 years). Compared with onshore peers such as Poly A with an SOE background, Vanke's debt structure was also more tilted toward short-term borrowing during 2010-2011's credit tightening period (Exhibit 26).

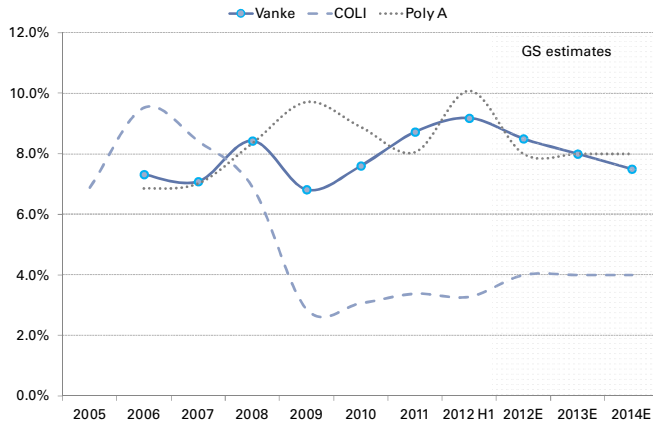
图表26: Vanke has been conservative in utilizing financial leverage vs. its peers
Debt structure and leverage comparison, 2005-2014E



资料来源: Company data, Gao Hua Securities Research estimates.

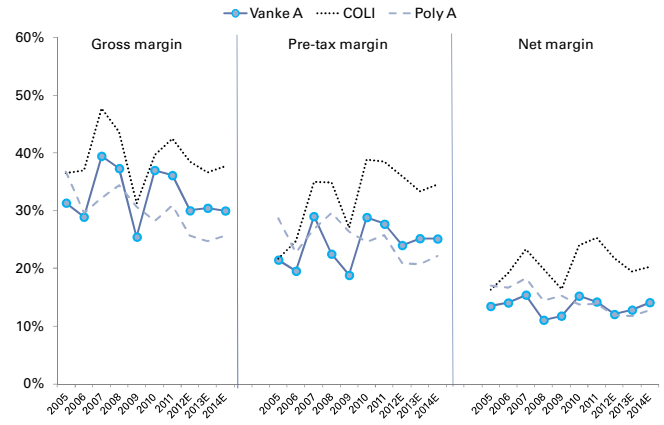
As a result, the gap between Vanke's gross profit margin and COLI's is widened further at the pre-tax level, as shown in Exhibit 28.

图表27: Vanke has to burden a higher financing cost than COLI
Financing cost comparison, 2005-2014E



资料来源: Company data, Gao Hua Securities Research estimates.

图表28: ...that resulted in lower pre-tax/net margins compared with COLI, while gross margins were at similar levels
Adjusted GPM, pre-tax margin and net margin comparison, 2005-2014E

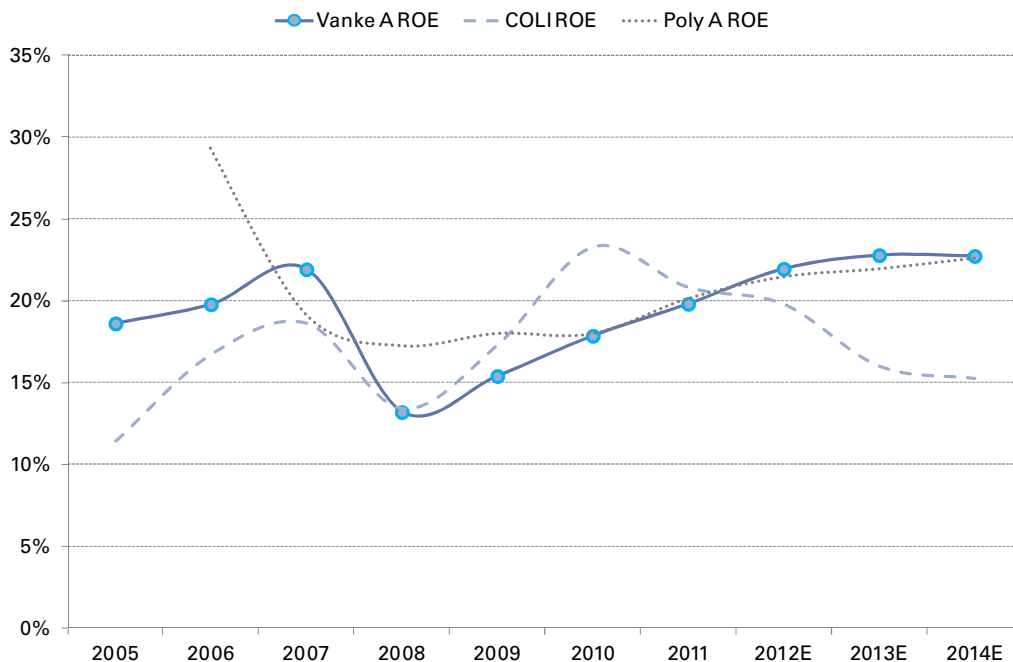


Note: 1) Adjusted gross margin=gross profit/gross revenue; 2) Adjusted pre-tax margin=(pre-tax profit-net income from associates)/gross revenue; 3) Adjusted net margin=net profit/gross revenue; 4) we added back LAT (Land Appreciation Tax) to gross profit when calculating gross profit for Vanke and Poly due to different accounting treatment on LAT between Vanke/Poly and COLI.

资料来源: Company data, Gao Hua Securities Research estimates.

Nevertheless, we estimate Vanke will still achieve higher ROE during 2012E-2014E than COLI on the back of its faster asset turnover, as well as higher backlog of unbooked sales that will be booked in the coming three years.

图表29: We expect Vanke to deliver higher ROE than COLI during 2012E-2014E
Underlying ROE comparison, 2005-2014E



资料来源: Company data, Gao Hua Securities Research estimates.

Moreover, we believe better accessibility to cheaper funding should give Vanke more room/flexibility to optimize its capital structure and thus increase the visibility of its longer-term growth/return outlook versus peers. Even without assuming a higher leverage, as shown in our ROE vs. financing cost sensitivity analysis in Exhibit 30, we estimate every 100 ppt reduction of its financing cost from our base-case assumption will lift its 2013E/2014E ROE by 50/30 ppt. If Vanke's financing costs fell to COLI's levels, we calculate its ROE would improve to 24%+ and 22%+ respectively.

图表30: 100 ppt reduction of Vanke's financing cost would help lift its 2013-2014 ROE by 0.3-0.5%
Vanke 2013E-2014E ROE to financing cost sensitivity analysis

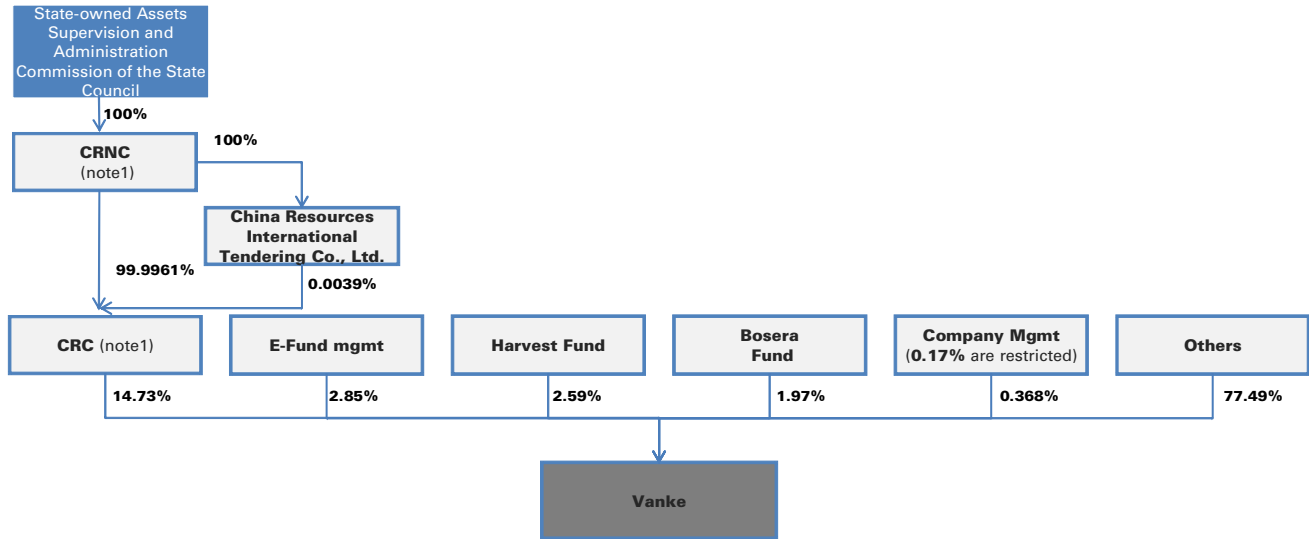
2013E ROE (%)							% Change from base-case					
Financing cost change							ROE change					
Base case=8.0%	-50 ppt	-100 ppt	-150 ppt	-200 ppt	-250 ppt	-300 ppt	-50 ppt	-100 ppt	-150 ppt	-200 ppt	-250 ppt	-300 ppt
22.8%	23.0%	23.3%	23.5%	23.8%	24.0%	24.3%	+27ppt	+52ppt	+77ppt	+102ppt	+126ppt	+151ppt

2014E ROE (%)							% Change from base-case					
Financing cost change							ROE change					
Base case=7.5%	-50 ppt	-100 ppt	-150 ppt	-200 ppt	-250 ppt	-300 ppt	-50 ppt	-100 ppt	-150 ppt	-200 ppt	-250 ppt	-300 ppt
22.7%	22.9%	23.0%	23.2%	23.3%	23.4%	23.6%	+14ppt	+28ppt	+42ppt	+56ppt	+70ppt	+84ppt

资料来源: Gao Hua Securities Research estimates.

Shareholding structure

图表31: Vanke's shareholding structure as of end 1H12



Note: CRNC refers to China Resources National Corporation and CRC refers to China Resources Co., Ltd.

资料来源: Company data.

图表32: China developers' valuation comparison

Company	Ticker	Mkt Cap (US\$ bn)	Rating	Price as of 22/Jan/13	12 mth Price target	Potential upside/downside (%)	Target price disc. to NAV	End-13 NAV scenario analysis						FD Core P/E (x)			P/B(x)			Dividend yield (%)				
								Base-case	Shr price (disc)/ prem to NAV		Bull-case	Shr price (disc)/ prem to NAV		Bear-case	Shr price (disc)/ prem to NAV	12E	13E	14E	12E	13E	14E	12E	13E	14E
									(42)	22.1		(49)	17.1											
H-share listed								19.2	(42)	22.1	(49)	17.1	(35)	7.7	6.8	6.2	1.4	1.2	1.0	2.8	3.0	3.2		
Agile	3383.HK	5.4	Neutral	11.2 (HK\$)	11.5	3	-40%	19.2	(42)	22.1	(49)	17.1	(35)	7.7	6.8	6.2	1.4	1.2	1.0	2.8	3.0	3.2		
COGO	0081.HK	3.3	Neutral	10.6 (HK\$)	10.0	(5)	-20%	12.5	(16)	14.1	(25)	10.8	(2)	11.7	9.6	8.6	3.1	2.4	2.0	1.0	2.2	2.5		
COLI	0688.HK	25.8	Neutral	24.7 (HK\$)	24.7	0	-10%	27.5	(10)	31.0	(21)	24.9	(1)	12.8	13.7	12.6	2.3	2.1	1.8	1.6	1.3	1.4		
CRL	1109.HK	17.5	Buy	23.4 (HK\$)	26.5	13	-10%	29.5	(21)	34.9	(33)	27.1	(14)	16.3	12.6	10.0	2.0	1.8	1.7	1.3	1.7	2.2		
CG	2007.HK	9.5	Buy	4.1 (HK\$)	4.6	13	-30%	6.6	(38)	7.8	(48)	5.6	(27)	9.7	7.9	7.6	1.7	1.5	1.3	3.6	4.4	4.6		
Evergrande	3333.HK	8.5	Buy	4.3 (HK\$)	4.7	9	-50%	9.3	(54)	11.3	(62)	8.3	(48)	6.4	6.4	5.7	1.3	1.1	1.0	3.9	3.2	3.6		
Franshion	0817.HK	4.0	Neutral	2.9 (HK\$)	3.1	7	-30%	4.4	(33)	4.8	(40)	4.1	(28)	13.5	10.9	10.2	1.1	1.0	0.9	1.7	1.4	1.5		
Greentown China	3900.HK	4.6	Buy*	16.6 (HK\$)	17.4	5	-30%	24.9	(33)	30.7	(46)	20.8	(20)	6.0	5.4	5.7	1.5	1.2	1.0	1.7	1.9	1.8		
R&F	2777.HK	6.2	Neutral	14.9 (HK\$)	14.2	(5)	-30%	20.4	(27)	24.6	(39)	17.2	(13)	9.2	9.7	9.9	1.5	1.4	1.3	3.8	3.6	3.5		
KWG	1813.HK	2.2	Buy	6.0 (HK\$)	7.2	19	-30%	10.2	(41)	11.9	(49)	9.0	(33)	7.4	6.7	6.3	1.0	0.9	0.8	2.9	3.0	3.2		
Longfor	0960.HK	10.4	Buy*	14.9 (HK\$)	21.1	42	-20%	26.3	(44)	30.2	(51)	24.0	(38)	11.5	10.2	8.4	2.2	1.9	1.6	1.4	1.4	1.7		
Poly Property (H)	0119.HK	3.0	Buy	6.44 (HK\$)	7.5	16	-40%	12.5	(48)	15.1	(57)	10.0	(35)	10.8	9.8	8.5	0.9	0.8	0.8	2.1	2.0	2.4		
Shimao	0813.HK	7.4	Neutral	16.7 (HK\$)	17.8	6	-30%	25.4	(34)	30.7	(45)	21.2	(21)	8.9	8.8	8.3	1.3	1.2	1.1	3.4	3.4	3.6		
Shui On Land	0272.HK	3.1	Neutral	3.8 (HK\$)	3.9	4	-50%	7.8	(52)	8.4	(56)	7.4	(49)	18.8	15.4	14.4	0.6	0.6	0.5	1.5	1.0	1.0		
Sino Ocean	3377.HK	4.6	Neutral	6.3 (HK\$)	6.8	9	-40%	11.3	(45)	13.5	(54)	9.6	(35)	11.4	11.0	11.4	1.0	1.0	0.9	3.1	3.2	3.1		
SOHO China	0410.HK	4.9	Neutral	6.7 (HK\$)	6.6	(1)	-40%	11.1	(40)	12.7	(48)	9.4	(29)	9.8	9.6	14.4	1.2	1.1	1.1	4.6	4.6	4.6		
Sunac	1918.HK	2.6	Buy	6.7 (HK\$)	8.5	28	-40%	12.1	(45)	13.8	(52)	10.6	(37)	6.4	5.4	4.3	1.6	1.3	1.0	1.3	1.4	2.0		
Offshore average						10		(37)		(46)		(27)		10.5	9.4	9.0	1.5	1.3	1.2	2.4	2.5	2.7		
A/B-share listed																								
Beijing Capital Development	600376.SS	2.9	Buy*	12.0 (Rmb)	15.2	26	-45%	27.6	(56)	33.1	(64)	23.5	(49)	8.9	7.6	6.4	1.3	1.1	1.0	1.3	1.6	1.9		
China Merchants Property (A)	000024.SZ	8.1	Buy	29.7 (Rmb)	32.0	8	-30%	45.7	(35)	51.1	(42)	42.4	(30)	15.8	11.9	9.3	2.2	1.9	1.6	0.8	1.1	1.4		
Gemdale Corp.	600383.SS	4.8	Neutral	6.8 (Rmb)	6.7	(2)	-45%	12.1	(44)	13.8	(51)	11.0	(38)	9.3	8.4	7.2	1.3	1.1	1.0	1.1	1.2	1.4		
Overseas Chinese Town	000069.SZ	8.1	Neutral	7.0 (Rmb)	7.0	(1)	-40%	11.7	(40)	12.7	(45)	10.8	(35)	14.0	11.8	10.5	2.6	2.2	1.9	1.0	1.2	1.3		
Poly Real Estate (A)	600048.SS	15.5	Neutral	13.7 (Rmb)	13.7	0	-25%	18.2	(25)	21.4	(36)	16.0	(15)	11.6	9.4	7.6	2.3	1.9	1.6	1.7	2.1	2.6		
Risesun Real Estate	002146.SZ	4.5	Neutral	15.1 (Rmb)	12.5	(17)	-25%	16.6	(9)	19.6	(23)	14.6	4	13.8	11.3	9.7	3.6	2.8	2.3	1.1	1.3	1.5		
Shanghai Shimao	600823.SS	2.2	Sell	11.6 (Rmb)	10.0	(14)	-55%	22.2	(48)	25.5	(54)	20.7	(44)	10.4	9.5	8.6	1.2	1.0	0.9	-	-	-		
China Vanke (A)	000002.SZ	20.7	Buy*	11.8 (Rmb)	15.0	28	-25%	20.0	(41)	22.6	(48)	17.9	(34)	10.0	7.9	6.5	2.0	1.6	1.3	1.5	1.9	2.3		
China Vanke (B)	200002.SZ	2.6	Buy	15.1 (HK\$)	22.5	49	-10%	25.0	(40)	28.3	(47)	22.4	(32)	10.6	8.4	6.8	2.1	1.7	1.4	1.4	1.8	2.2		
Jiangsu Zhongnan	000961.SZ	2.4	Buy	12.8 (Rmb)	16.2	27	-40%	27.0	(53)	32.6	(61)	23.0	(45)	12.2	9.0	6.8	2.2	1.8	1.4	-	-	-		
WorldUnion	002285.SZ	0.7	Neutral	14.5 (Rmb)	13.6	(6)	n.a.	NA	NA	NA	NA	NA	NA	25.4	19.1	15.3	3.2	2.9	2.6	1.3	1.7	2.2		
Onshore average						9		(39)		(47)		(32)		11.8	9.7	8.1	2.1	1.7	1.4	0.9	1.1	1.4		
Singapore listed																								
Yanlord	YNLG.SI	2.6	Sell	1.6 (S\$)	1.4	(11)	-40%	2.4	(33)	2.7	(41)	2.1	(25)	13.5	15.4	14.5	0.9	0.9	0.8	0.5	0.4	0.4		
Perennial China Retail Trust	PCRT.SI	0.6	Sell	0.64 (S\$)	0.45	(29)	-30%	0.64	(1)	0.77	(17)	0.54	18	n.m	n.m	n.m	0.8	0.7	0.7	6.1	5.5	5.5		
US listed																								
E-House	EJ	0.6	Neutral	4.8 (US\$)	3.9	(19)	n.a.	NA	NA	NA	NA	NA	NA	146.9	13.7	10.3	0.8	0.8	0.8	-	-	-		
Simple average of above						5		(40)		(48)		(32)		11.1	9.6	8.5	1.5	1.2	1.1	1.5	1.7	2.2		

Note: 1) *Indicates the stock is on our Conviction List. 2) Our 12-month target prices are based on end-2013E NAV for developers, and 2013E P/E multiple for E-House and WorldUnion. We expect a 5-10% price increase in 1H13 but then no or limited growth in 2H13. 3) **Bull-case**: We expect property price to increase by another 15-20% in 2H13 by assuming no government intervention to stop price appreciation. **Bear-case**: We expect property prices to return to 1H 12 tough levels if government takes preemptive and harsh policy actions towards developer in coming months to eliminate any price appreciation possibilities. 4) For important disclosures, please go to <http://www.gs.com/research/hedge.html>.

资料来源: Datastream, Company data, Gao Hua Securities Research estimates.

信息披露附录

申明

本人, 王逸, CFA, 在此申明, 本报告所表述的所有观点准确反映了本人对上述公司或其证券的个人看法。此外, 本人薪金的任何部分不曾与, 不与, 也将不会与本报告中的具体推荐意见或观点直接或间接相关。

投资摘要

投资摘要部分通过将一只股票的主要指标与其行业和市场相比较来评价该股的投资环境。所描述的四个主要指标包括增长、回报、估值倍数和波动性。增长、回报和估值倍数都是运用数种方法综合计算而成, 以确定该股在地区研究行业内所处的百分位排名。

每项指标的准确计算方式可能随着财务年度、行业和所属地区的不同而有所变化, 但标准方法如下:

增长是下一年预测与当前年度预测的综合比较, 如每股盈利、EBITDA 和收入等。**回报**是各项资本回报指标一年预测的加总, 如 CROCI、平均运用资本回报率和净资产回报率。**估值倍数**根据一年预期估值比率综合计算, 如市盈率、股息收益率、EV/FCF、EV/EBITDA、EV/DACF、市净率。**波动性**根据 12 个月的历史波动性计算并经股息调整。

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Quantum 是提供具体财务报表数据历史、预测和比率的高盛专有数据库, 它可以用于对单一公司的深入分析, 或在不同行业和市场公司之间进行比较。

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信息披露

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王逸, CFA: 中国房地产行业。

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