



北京经济圈增长的主要受益者；首次覆盖评为买入 (摘要)

建议理由

我们首次覆盖华夏幸福评为买入，基于贴现现金流的12个月目标价格为人民币**62.50**元。华夏幸福为地方政府提供一站式工业园区委托服务，帮助将中国的县镇转型为新兴工业区。公司采用轻资产模式，并可受益于地方工业投资前景以及外来人口的住房需求。

公司目前园区委托面积总计**1,691**平方公里，并拥有强劲的地域优势（位于北京周边），我们认为其将是未来几年京津冀一体化战略提速背景下北京经济圈日渐发展的主要受益者。

推动因素

- 1) 继习主席于2014年2月将一体化提高到“国家战略”层面且随着首都第二机场开始建设，我们预计中期内京津冀一体化将加速推进。
- 2) 利润率较高的工业园区运营的利润贡献将逐步上升；
- 3) 到2014年底，我们估算华夏幸福已经锁定2015-17年房地产开发收入预测的100%/100%/36%，而我们覆盖的内地上市开发商均值为97%/24%/0%。
- 4) 我们预计2015-17年公司净利润年均复合增长率和净资产回报率将较为强劲且高于同业。

估值

我们在模型中假设到2025年华夏幸福当前园区面积将承载140万居民（2014年底为40万），累计工业投资达到人民币4,000亿元，作为历史参照，长三角昆山市的外来人口从2003年的50万增长至2013年的90万，2003-2013年的累积工业投资为人民币2,350亿元（总面积928平方公里）。

我们的12个月目标价格为人民币62.5元，对应9%的潜在上行空间，而我们的乐观/悲观情景假设下，该股相对当前股价存在55%/21%的上行/下行空间。

主要风险

政策不确定性和执行失误、扩张过快、来自政府的现金回款慢于预期。

所属投资名单

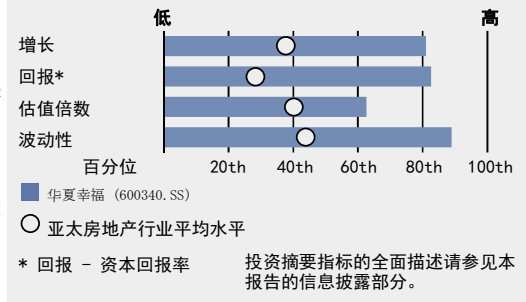
亚太买入名单

行业评级：中性

杜茜 执业证书编号: S1420511100001
+86(10)6627-3147 jacqueline.du@ghsl.cn 北京高华证券有限责任公司
王逸, CFA 执业证书编号: S1420510120004
+86(21)2401-8930 yi.wang@ghsl.cn 北京高华证券有限责任公司

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投资摘要



主要数据

当前	
股价 (Rmb)	57.21
12个月目标价格 (Rmb)	62.50
市值 (Rmb mn / US\$ mn)	75,765.4 / 12,187.4
外资持股比例 (%)	--

	12/14	12/15E	12/16E	12/17E
每股盈利 (Rmb)	2.67	3.66	4.61	5.52
每股盈利增长 (%)	30.3	36.9	26.1	19.7
每股摊薄盈利 (Rmb)	2.67	3.66	4.61	5.52
每股基本盈利 (Rmb)	2.67	3.66	4.61	5.52
市盈率 (X)	9.8	15.6	12.4	10.4
市净率 (X)	3.6	5.4	3.9	2.9
EV/EBITDA (X)	11.4	13.7	9.4	6.4
股息收益率 (%)	3.0	0.6	0.8	1.0
净资产回报率 (%)	43.0	40.4	36.1	31.9

股价走势图



股价表现 (%)

	3个月	6个月	12个月
绝对	43.6	126.8	116.6
相对于沪深300指数	21.4	35.9	14.0

资料来源: 公司数据、高盛研究预测、FactSet (股价为3/30/2015收盘价)

华夏幸福：财务数据概要

损益表(Rmb mn)	12/14	12/15E	12/16E	12/17E	资产负债表(Rmb mn)	12/14	12/15E	12/16E	12/17E
主营业务收入	26,885.5	35,963.1	43,772.7	53,285.8	现金及等价物	14,239.9	21,437.9	34,812.8	49,748.0
主营业务成本	(19,135.9)	(25,115.5)	(30,377.8)	(37,363.6)	应收账款	6,084.1	11,142.5	13,109.8	14,782.3
销售、一般及管理费用	(2,582.0)	(4,080.9)	(4,918.2)	(5,859.9)	存货	78,316.0	99,172.9	107,331.6	112,067.2
研发费用	0.0	0.0	0.0	0.0	其它流动资产	9,032.2	9,032.2	9,032.2	9,032.2
其它营业收入/(支出)	0.0	0.0	0.0	0.0	流动资产	107,672.3	140,785.5	164,286.5	185,629.8
EBITDA	5,167.7	6,766.7	8,476.7	10,062.2	固定资产净额	3,108.4	4,040.8	5,162.8	6,516.4
折旧和摊销	(125.1)	(309.6)	(368.7)	(439.9)	无形资产净额	467.9	371.0	274.0	177.1
EBIT	5,042.6	6,457.1	8,108.0	9,622.3	长期投资	438.8	438.8	438.8	438.8
利息收入	118.7	142.4	214.4	348.1	其它长期资产	2,276.8	2,276.8	2,276.8	2,276.8
财务费用	(146.7)	(62.8)	(59.3)	(55.8)	资产合计	113,964.2	147,912.8	172,438.8	195,038.8
联营公司	(0.3)	0.0	0.0	0.0	应付账款	17,110.3	17,890.5	21,639.0	26,615.2
其它	45.5	(80.3)	(120.6)	(165.6)	短期贷款	21,218.0	21,218.0	21,218.0	21,218.0
税前利润	5,059.6	6,456.4	8,142.4	9,749.0	其它流动负债	46,455.2	75,265.6	90,546.9	101,590.1
所得税	(1,258.2)	(1,614.1)	(2,035.6)	(2,437.2)	流动负债	84,783.5	114,374.0	133,403.9	149,423.3
少数股东损益	(263.9)	0.0	0.0	0.0	长期贷款	9,488.6	9,488.6	9,488.6	9,488.6
优先股股息前净利润	3,537.5	4,842.3	6,106.8	7,311.7	其它长期负债	2,295.8	2,295.8	2,295.8	2,295.8
优先股股息	0.0	0.0	0.0	0.0	长期负债	11,784.4	11,784.4	11,784.4	11,784.4
非经常性项目前净利润	3,537.5	4,842.3	6,106.8	7,311.7	负债合计	96,567.9	126,158.5	145,188.3	161,207.7
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	3,537.5	4,842.3	6,106.8	7,311.7	普通股权益	9,793.6	14,151.6	19,647.8	26,228.3
每股基本盈利(非经常性项目前)(Rmb)	2.67	3.66	4.61	5.52	少数股东权益	7,602.7	7,602.7	7,602.7	7,602.7
每股基本盈利(非经常性项目后)(Rmb)	2.67	3.66	4.61	5.52	负债及股东权益合计	113,964.2	147,912.8	172,438.8	195,038.8
每股摊薄盈利(非经常性项目后)(Rmb)	2.67	3.66	4.61	5.52	每股净资产(Rmb)	7.40	10.69	14.84	19.80
每股股息(Rmb)	0.80	0.37	0.46	0.55	评估净资产价值(Rmb mn)	--	--	--	--
股息支付率(%)	29.9	10.0	10.0	10.0	评估每股净资产(Rmb)	--	--	--	--
自由现金流收益率(%)	(13.7)	13.2	19.8	21.6					
增长率和利润率(%)	12/14	12/15E	12/16E	12/17E	比率	12/14	12/15E	12/16E	12/17E
主营业务收入增长率	27.7	33.8	21.7	21.7	净资产回报率(%)	43.0	40.4	36.1	31.9
EBITDA增长率	37.8	30.9	25.3	18.7	总资产回报率(%)	3.8	3.7	3.8	4.0
EBIT增长率	36.9	28.1	25.6	18.7	平均运用资本回报率(%)	NM	NM	NM	NM
净利润增长率	30.3	36.9	26.1	19.7	存货周转天数	1,262.5	1,289.7	1,240.6	1,071.6
每股盈利增长	30.3	36.9	26.1	19.7	应收账款周转天数	60.0	87.4	101.1	95.5
毛利率	28.8	30.2	30.6	29.9	应付账款周转天数	246.4	254.3	237.5	235.7
EBITDA利润率	19.2	18.8	19.4	18.9	净负债/股东权益(%)	94.7	42.6	(15.1)	(56.3)
EBIT利润率	18.8	18.0	18.5	18.1	EBIT利息保障倍数(X)	179.6	NM	NM	NM
现金流量表(Rmb mn)	12/14	12/15E	12/16E	12/17E	估值	12/14	12/15E	12/16E	12/17E
优先股股息前净利润	3,537.5	4,842.3	6,106.8	7,311.7	基本市盈率(X)	9.8	15.6	12.4	10.4
折旧及摊销	125.1	309.6	368.7	439.9	市净率(X)	3.6	5.4	3.9	2.9
少数股东权益	263.9	0.0	0.0	0.0	EV/EBITDA(X)	11.4	13.7	9.4	6.4
运营资本增减	(8,835.9)	6,376.1	11,454.5	12,012.0	股息收益率(%)	3.0	0.6	0.8	1.0
其它	(44.5)	636.9	(67.1)	(64.6)					
经营活动产生的现金流	(4,954.0)	12,164.9	17,862.9	19,699.0	核心估值	12/14	12/15E	12/16E	12/17E
资本开支	(856.0)	(1,145.1)	(1,393.7)	(1,696.6)	核心利润(Rmb mn)	--	--	--	--
收购	(523.5)	0.0	0.0	0.0	每股核心盈利(Rmb)	--	--	--	--
剥离	0.0	0.0	0.0	0.0					
其它	(1,348.0)	0.0	0.0	0.0	核心净资产回报率(%)	NM	NM	NM	NM
投资活动产生的现金流	(2,727.5)	(1,145.1)	(1,393.7)	(1,696.6)	核心总资产回报率(%)	NM	NM	NM	NM
支付股息的现金(普通股和优先股)	(2,787.3)	(3,821.9)	(3,094.3)	(3,067.2)	核心平均运用资本回报率(%)	NM	NM	NM	NM
借款增减	13,623.7	0.0	0.0	0.0	核心市盈率(X)	NM	NM	NM	NM
普通股发行(回购)	0.0	0.0	0.0	0.0	核心股息支付率(%)	NM	NM	NM	NM
其它	1,219.4	0.0	0.0	0.0	每股核心盈利增长率(%)	--	--	--	--
筹资活动产生的现金流	12,055.8	(3,821.9)	(3,094.3)	(3,067.2)					
总现金流	4,374.3	7,198.0	13,374.9	14,935.2					

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

对此报告有贡献的人员

杜茜

jacqueline.du@ghsl.cn

王逸, CFA

yi.wang@ghsl.cn

Table of contents

Our thesis in six charts	4
Executive summary: Key beneficiary of growing Beijing economic circle; initiate with Buy	5
CFLD profile: One-stop industrial zone development service provider	6
Strong location advantage, likely to benefit from growing significance of Beijing economic circle	10
Comparative study: Development of Japan's National Capital Region	14
Back testing YRD's FAI; CFLD's county exposure highly selective	19
Valuation: Our 12-m TP of Rmb62.50 implies 19% potential upside	23
Risks: Aggressive expansion, slower cash collection from govt	29
Appendix: CFLD's shareholding structure	29
Disclosure Appendix	30

The prices in the body of this report are based on the market close of March 27, 2015, unless stated otherwise.

Exhibit 1. Our China onshore developers' coverage

Company	Ticker	Mkt Cap (US\$ bn)	Rating	Price as of 27/Mar/15	12 mth Price target	Potential upside/downside (%)	Target price disc. to NAV	End-15 NAV	Shr price (disc) prem to NAV	FD Core P/E (x)			P/B (exclude revaluation gain) (x)			Dividend yield (%)			
										15E	16E	17E	15E	16E	17E	15E	16E	17E	
A-share listed																			
Vanke (A)	000002.SZ	20.6	Buy*	13.35 (Rmb)	19.80	48	-5%	20.84	(36)	6.4	5.4	5.7	1.4	1.1	1.0	4.7	5.6	5.2	
CMP (B)	200024.SZ	1.4	Buy	21.13 (HK\$)	26.40	25	0%	26.36	(20)	8.4	7.2	7.1	1.6	1.4	1.2	2.3	2.7	2.7	
Poly (A)	600048.SS	18.3	Buy	10.77 (Rmb)	13.10	22	15%	11.36	(5)	8.7	8.1	7.4	1.6	1.4	1.2	2.2	2.3	2.6	
CFLD	600340.SS	11.0	Buy	52.39 (Rmb)	62.50	19	n.a.	NA	NA	14.7	11.7	10.4	7.0	6.5	6.0	0.7	0.9	1.0	
OCT	000069.SZ	11.0	Buy	9.50 (Rmb)	9.90	4	-25%	13.21	(28)	12.4	10.7	10.2	2.1	1.7	1.5	0.9	1.0	1.0	
Risesun	002146.SZ	6.0	Neutral	19.91 (Rmb)	19.40	(3)	10%	17.67	13	10.1	9.4	9.9	2.1	1.8	1.5	1.2	1.3	1.2	
Zhongnan	000961.SZ	2.9	Neutral	15.74 (Rmb)	14.90	(5)	-20%	18.67	(16)	9.8	9.9	11.0	1.7	1.5	1.3	1.0	1.0	0.9	
CMP (A)	000024.SZ	16.2	Neutral	30.40 (Rmb)	26.40	(13)	25%	21.09	44	15.1	13.0	12.7	2.2	2.0	1.7	1.3	1.5	1.5	
BCD	600376.SS	4.1	Neutral	11.44 (Rmb)	10.20	(11)	-25%	13.55	(16)	12.4	12.1	12.4	1.5	1.4	1.3	2.4	2.5	2.4	
Gemdale	600383.SS	7.6	Sell	10.66 (Rmb)	9.30	(13)	-30%	13.23	(19)	12.9	12.3	13.2	1.5	1.3	1.2	1.1	1.2	1.1	
SMC	600823.SS	3.6	Sell	19.25 (Rmb)	14.00	(27)	-30%	19.94	(3)	11.0	10.9	12.3	1.4	1.2	1.1	1.6	1.6	1.4	
WorldUnion	002285.SZ	4.6	Sell	38.27 (Rmb)	14.40	(62)	n.a.	NA	NA	63.8	55.5	48.8	12.6	10.8	9.3	0.5	0.5	0.6	
Onshore average						(1)		(9)		11.1	10.1	10.2	2.2	1.9	1.7	1.8	1.9	1.9	

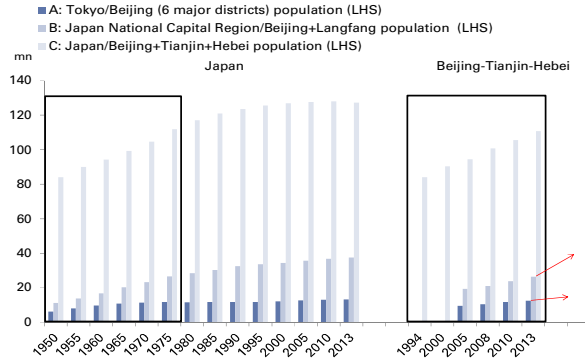
* denotes the stock is on our regional Conviction List.

Notes: (1) Our 12-month target prices are based on end-2015E NAV for developers, 2015E P/E for World Union and End-2015E DCF for CFLD. (2) Key risks: Substantial improvement/deterioration in developers' balance sheets; better/worse macro conditions/policy loosening.

Source: Datastream, Company data, Gao Hua Securities Research.

Our thesis in six charts

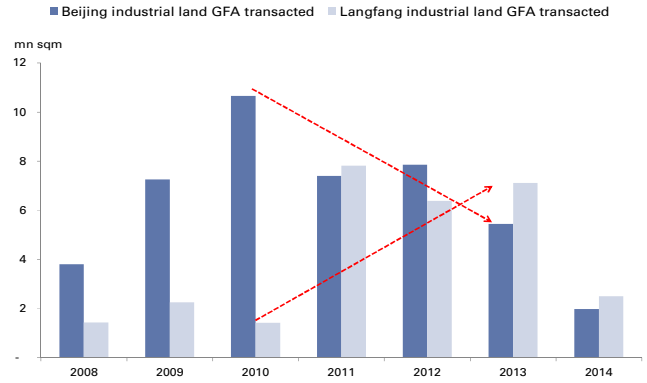
Exhibit 2. “Beijing capital region” likely to see further agglomeration, but with Beijing inner city well-contained



Note: “Beijing capital region” has not been officially specified. We use Beijing and Langfang’s aggregate population in the chart.

Source: Japan Statistics Bureau, CEIC.

Exhibit 3. Beijing industrial land resource constraints: “decentralization” to Hebei since 2010



Source: CIA/Soufun

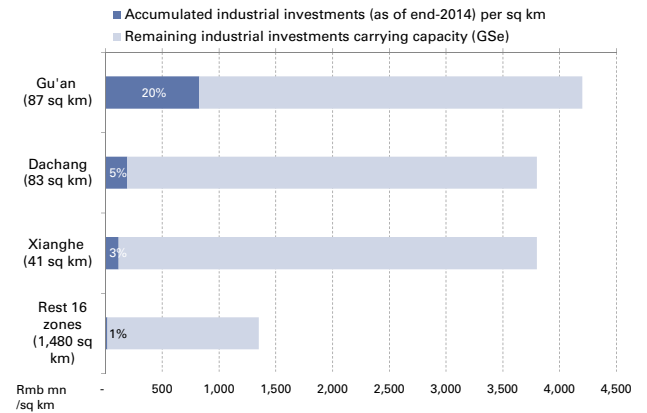
Exhibit 4. CFLD is China’s top industrial park operator with 1,691sq km concession area at close proximity to Beijing



Note: Exhibit 9 has details on CFLD’s projects marked as A-N.

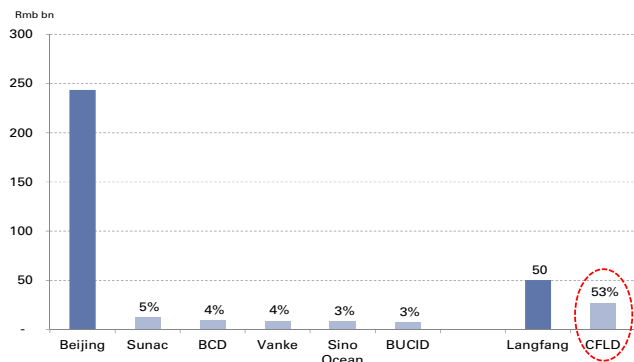
Source: Gao Hua Securities Research.

Exhibit 5. Only two major concession projects (Gu’an and Dachang) are currently running (early stage)



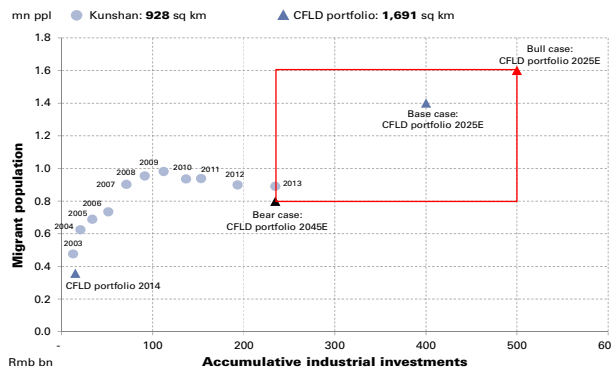
Source: Company data, Gao Hua Securities Research.

Exhibit 6. CFLD dominates property sales market share in Langfang vs. a fragmented market in Beijing
2013 property sales in Beijing/Langfang and key market share



Source: CEIC, Company data.

Exhibit 7. Our TP implies 19% upside potential (17.1X 2015E P/E); bull/bear case +55%/-21% variance
Industrial investments, population assumptions for our base case and bull/bear cases against Kunshan's development



Source: Kunshan government, Company data, Gao Hua Securities Research.

Executive summary: Key beneficiary of growing Beijing economic circle; initiate with Buy

China is embarking on a new urbanization model

We see China's urban population rising 100mn from the current level by 2020E based on the government's target urbanization ratio of 60% (vs 54.8% as of 2014). Furthermore, China is embarking on a new model of urbanization and reaching a development stage where efficient use of resources is needed to allow agglomeration effects and specialization to be the drivers of future growth (increase in Total Factor Productivity through more efficient allocation of factors of production).

As of 2013, China has 333 cities, 2,853 counties and 40,497 towns. Many of the cities/counties, especially those surrounding China's major city clusters, will likely become the important carriers of further urbanization, as highlighted in Prime Minister Li Keqiang's 2015 Annual Government Work Paper on March 5, 2015.

Beijing-Tianjin-Hebei (one of China's largest economic circles) integration picking up pace

- Being the capital city of China as well as the core city of the Northern region, Beijing is increasingly facing urban carrying capacity constraints in the inner city, with multiple issues yet to be resolved such as housing affordability for middle and lower-middle income population and transportation congestion as a result of concentrated government functions, healthcare and education resources (agglomeration diseconomies).
- With Beijing targeting to become a global city by 2050 according to the Beijing City Development Planning, growing collaboration from surrounding regions is needed for repositioning of its city functions and optimizing of industries. Better economic integration of Beijing-Tianjin-Hebei would help them complement each other with respective synergies and propel economic transformation, in our view.
- We note that Beijing-Tianjin-Hebei integration has picked up since February 2014 when President Xi Jinping raised it to "a national strategy". A successful integration involves removal of both visible barriers (such as transportation/logistics etc) and invisible barriers (such as customs clearance/ telecommunication roaming etc), better allocation of labor, land & capital, and to enhance regional mobility. On an equal footing, managing environmental pressure is essential to ensure a clean and healthy living environment.

Initiate on CFLD with a Buy and 12-m target price of Rmb62.50

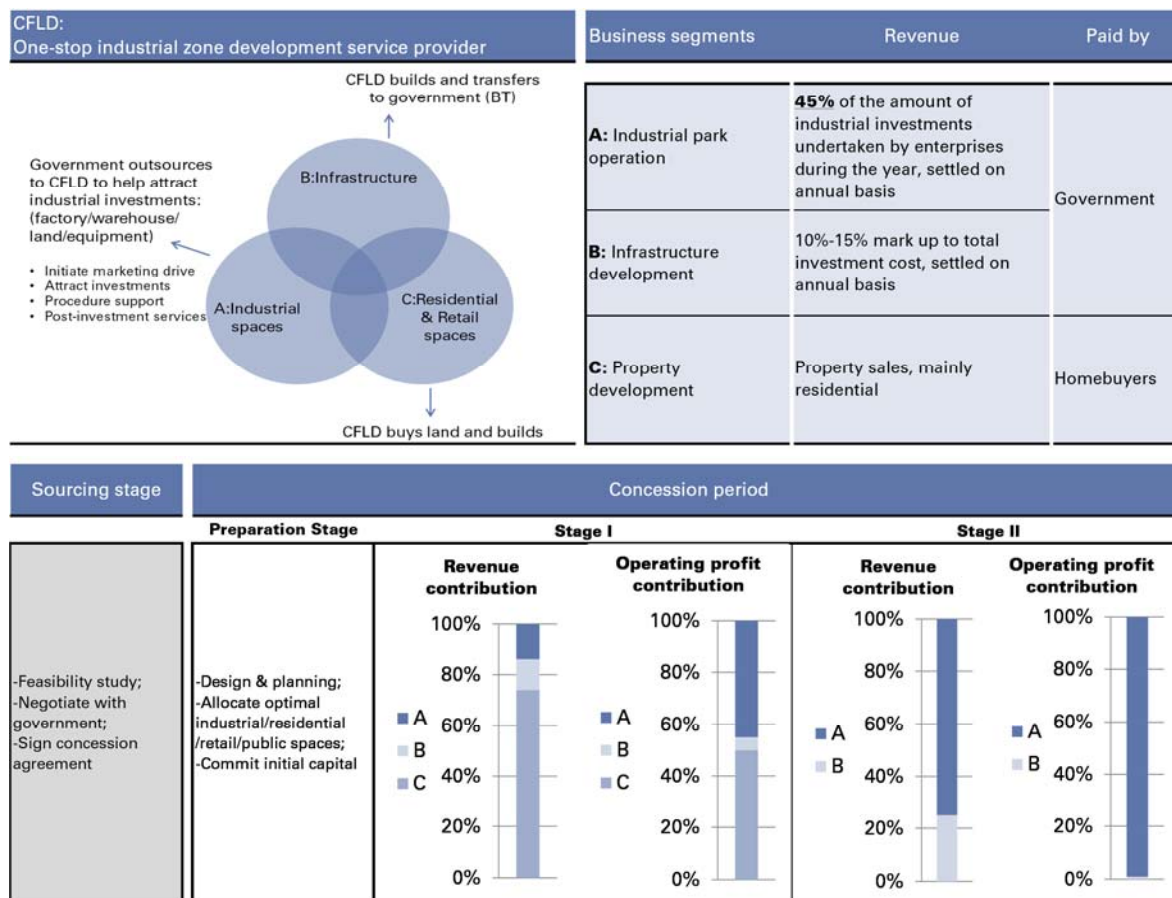
- A pure regional company and an industrial park operator with strong location advantage to benefit from both local industrial investments and property sales outlook. We initiate with Buy and think that the risk-reward is favourable as our bull/bear case scenarios suggest +55%/-21% variance vs the current level.
- CFLD provides one-stop industrial zone development service to 19 county-level governments under concession agreements that usually last for up to 50 years to help transform China's counties into new industrial zones. It has a current portfolio size totaling 1,691 sq km (almost the size of Tokyo, 2,188 sq km and twice the size of a Kunshan County in China's Yangtze River Delta region, 928 sq km) and 96% located in regions surrounding Beijing. We think CFLD will benefit from the growing significance of the Beijing economic circle in the coming decades.
- We forecast CFLD's current industrial zone portfolio to constitute 1.4mn residential population (from 0.4mn as of end-2014) and accumulative industrial investments of Rmb400bn by 2025E. As a result, we estimate a DCF value of Rmb83bn for CFLD, or Rmb62.50 per share with 19% potential upside, implying 17.1X 2015E P/E and 5.8X 2015E P/B.

CFLD profile: One-stop industrial zone development service provider

CFLD was founded in 1998, with its main business being property development in Langfang City, Hebei province. In 2002, the company signed up a concession agreement with Gu'an government (a county under Langfang City, Hebei province, about 70km south of Beijing city centre) to provide one-stop industrial zone development service including industrial park operation, infrastructure development, and property development to transform Gu'an county into a new industrial city. In 2007, the company replicated its full-package service for Dachang County (also under Langfang City, Hebei province, 50km east of Beijing city centre). With the initial success of those two industrial zone projects, the company then signed up concession agreements with another 17 regional governments during 2012-2013. Over the years, CFLD has developed an industrial operation service team of about 800 employees with research capability, resources and database across 12 major target industries, and close cooperation with research & development centers of various ministries, research institutions, and consulting firms.

Exhibit 8. CFLD provides one-stop industrial zone development service to local governments to help transform China's counties into new industrial zones

CFLD business model



Note: Revenue contribution and operating profit breakdown for Stage I and II are for a single project and for illustration purpose only.

Source: Gao Hua Securities Research.

We elaborate on the company's business model, by segment, as below:

1) Industrial park operation: Local govts pay CFLD 45% of the amount of local industrial investments attracted

CFLD helps design the entire industrial zone area under the agreement—i.e., allocate optimal industrial, residential, and public spaces, conduct research on the industries that are most suitable for the region and having an encouraging outlook over the long term. It also partners the local governments in initiating a marketing drive, attracting investments, and promoting industrial agglomeration. Further, it provides a series of post-investment services for enterprises, including property management. **Local governments pay CFLD on its performance, or 45% of the amount of local industrial investments attracted (factory/warehouse/equipment/industrial land), settled on an annual basis (out of government tax revenue generated from the investments).** This type of cooperation arises from local governments (eg. counties in Hebei province) that lack the expertise and where outsourcing the function would be a better alternative.

CFLD currently has industrial zone development contracts with 19 regional governments, with 96% of its portfolio (in terms of area size) located in regions surrounding Beijing (Exhibit 9).

Exhibit 9. 96% of CFLD's industrial zones (in terms of area size) is located in areas surrounding Beijing
CFLD's industrial zones' portfolio

Location of CFLD's industrial parks	Area size of the county (sq km)	2013 Population of the county (mn)	Area size of CFLD's industrial zones (sq km)	as % of total portfolio size	Year of contract commencement	Concession period (yrs)
Beijing surrounding regions:						
A Gu'an County, Langfang City, Hebei province	697	0.45	87	5%	2006	50
B Dachang County, Langfang City, Hebei province	176	0.12	83	5%	2007	50
C Xianghe County, Langfang City, Hebei province	458	0.33	41	2%	2013	30
D Langfang City urban district, Hebei province	978	0.88	9	1%	2012	50
E Yongqing County, Langfang City, Hebei province	776	0.40	18	1%	2013	20
F Bazhou County, Langfang City, Hebei province	784	0.63	107	6%	2013	50
G Wen'an County, Langfang City, Hebei province	980	0.51	24	1%	2012	50
H Renqiu, Cangzhou City, Hebei province	1,012	0.84	240	14%	2013	50
I Baiyangdian, Anxin County, Baoding City, Hebei province	724	0.39	300	18%	2013	50
J Changli County, Qinhuangdao City, Hebei province	1,212	0.56	7	0%	2012	50
K Luanping County, Chengde City, Hebei province	2,993	0.32	225	13%	2012	50
L Huailai County, Zhangjiakou City, Hebei province	1,801	0.36	122	7%	2010	50
M Zhuolu County, Zhangjiakou City, Hebei province	2,802	0.35	247	15%	2013	50
I Zhangfang, Fangshan District, Beijing City	152	0.02	119	7%	2013	50
Total	15,545	6.16	1,629	96%		
Other regions:						
Sujiatun County, Shenyang City, Liaoning province			35	2%	2012	30
Wuxi City, Jiangsu province			4	0%	2012	15
Zhenjiang City, Jiangsu province			3	0%	2012	15
Jiashan County, Jiaxing City, Jiangsu province			12	1%	2013	18
Lishui District, Nanjing City, Jiangsu province			9	1%	2013	50
Total			62	4%		

Note: 1) Gu'an industrial zones include Gu'an Industrial Zone of 60sq km and Gu'an New Industry Demonstration Zone of 48.6 sq km with an overlap of 21.86sq km between the two; 2) Dachang Industrial Zones include Dachang Chaobaihe Industrial Zone of 70 sqm km and Dachang New Industry Demonstration Zone of 50 sq km and an overlap of 36.85sq km between the two. 3) Location of counties A-I is in Exhibit 15

Source: Company data.

2) Infrastructure development: Part of the concession agreement

Local governments also delegate to CFLD the building/designing of infrastructure including land development, electricity, water, transportation, and highways, which will be transferred to the local governments once completed, or a **BT (Build-Transfer)** model. **Local governments would pay a 10%-15% mark up to total construction cost, settled on an annual basis.**

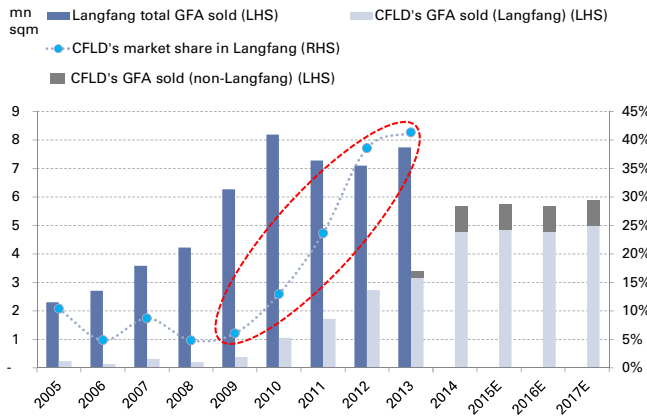
3) Property development: Running an asset light model (rolling one-year landbank) and dominating market share in Langfang

CFLD's property business mainly benefits from the migrant population property demand, which includes: **1)** homebuyers who are not able to afford properties in Beijing's central urban area, but choose to live in the suburbs and commute to work via automobile or mass transit; **2)** elderly population that has moved out of Beijing's central urban area and purchased a new property in the suburbs for a better environment; and **3)** population inflow from Hebei or other nearby provinces as a result of local job opportunities.

Equipped with healthcare, education, retail, and entertainment facilities, rather than being standalone projects, CFLD's Peacock City projects in Gu'an and Dachang counties have gained significant market share in Langfang, which quickly rose to 41% in end-2013 from an average 7% over 2005-2009, in terms of gross floor area (GFA) sold (Exhibit 10).

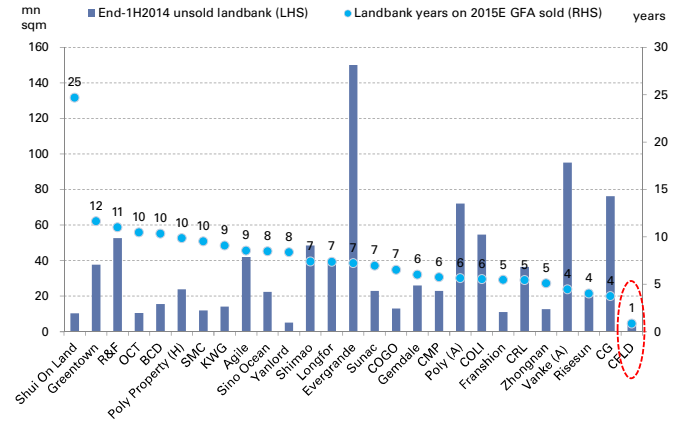
In contrast to a typical developer that needs to develop land banks (on average 7.8X 2015E GFA sold for developers under our coverage, Exhibit 11), CFLD runs an asset light model by rolling over its landbank by only about a year as it is in charge of planning the whole region and responsible for land development. By end-1H2014, it had an unsold landbank of 5.85mn sqm, or 1X 2015E GFA sold and by end-2014, it reported 8mn sqm unsold landbank or 1.4X 2015E GFA sold.

Exhibit 10. CFLD had 41% volume market share in Langfang as of 2013 (which mostly benefits from Beijing's suburbanization demand)
CFLD's market share in Langfang



Source: Wind, Company data, Gao Hua Securities Research.

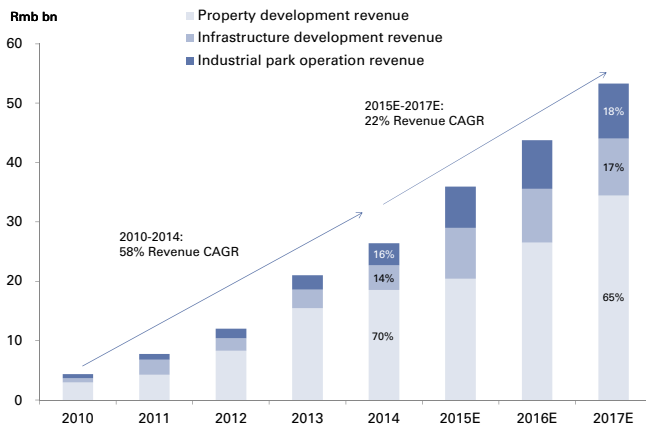
Exhibit 11. Unlike typical developers, CFLD runs an asset light model by rolling over its landbank by only about a year as it is in charge of planning the whole region and responsible for land development
End-1H2014 unsold landbank and landbank years on 2015E GFA sold



Source: Company data, Gao Hua Securities Research.

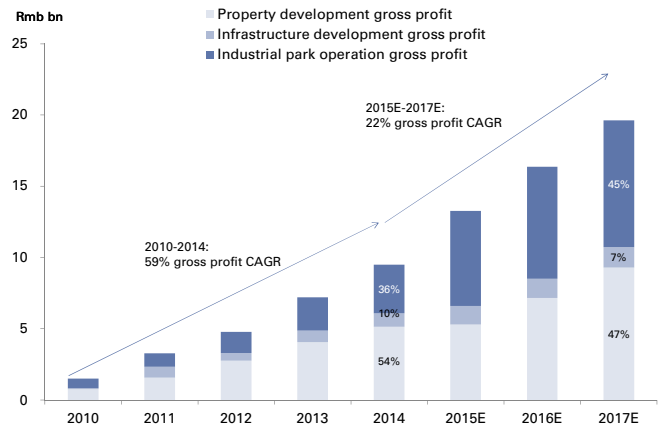
CFLD achieved 58% revenue CAGR in 2010-2014, with industrial park operation/infrastructure development/property development segments contributing 16%/14%/70% by end-2014. The industrial park operation segment contributed the highest gross margin, at 97.5% on average during 2011-2014 vs 26.6%/30.9% for infrastructure development/property development segments. The rapid growth was accompanied by 26% FAI CAGR for Gu'an County (from Rmb0.9bn in 2002 to Rmb9.4bn in 2012) and 36% FAI CAGR for Dachang County (from Rmb1.5bn in 2007 to Rmb7.1bn in 2012) vs. median level of 25% for Hebei's counties during the same period.

Exhibit 12. CFLD achieved 58% revenue CAGR in the past 5 years, with industrial park operation/infrastructure development/property development contributing 16%/14%/70% by end-2014...
CFLD revenue breakdown by business segment



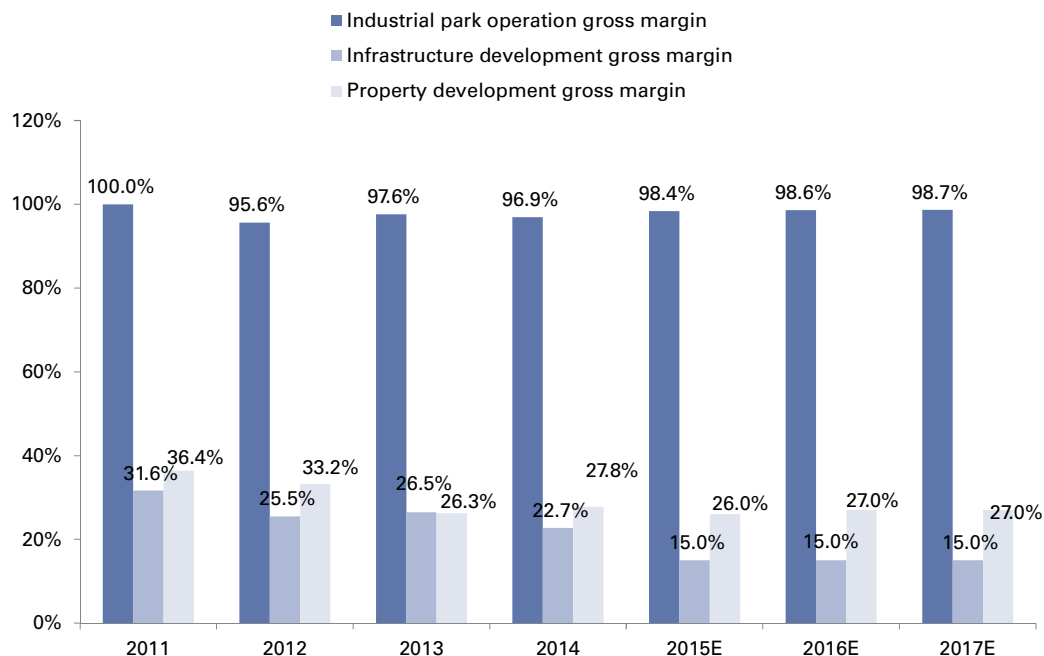
Source: Company data, Gao Hua Securities Research.

Exhibit 13. ...and 59% gross profit CAGR over 2010-2014 with higher contribution from the industrial park operation segment
CFLD gross profit breakdown by business segment



Source: Company data, Gao Hua Securities Research.

Exhibit 14. Industrial park operation segment contributes the highest gross margin
 CFLD gross margin breakdown by business segment



Source: Company data, Gao Hua Securities Research.

Strong location advantage, likely to benefit from growing significance of Beijing economic circle

CFLD has a clear target to build its industrial zone portfolios in counties that surround Beijing (since 2002). We believe CFLD’s industrial zones have **strong location advantage** (Exhibit 15).

CFLD’s industrial zones marked as **A/D/E/F/G/H/I** in Exhibit 15 are located near the New Airport Economic Co-operation Zone and target industries such as Aerospace/Auto parts/Electronic Information/Equipment Manufacturing/Logistics and New Energy; **B/C** are located east of Beijing’s Tongzhou District and mainly target industries such as Culture/Media/Equipment manufacturing and Logistics; **K/L/M** are located near the Zhangjiakou-Chengde Ecological Economic Zone, and target industries such as Environment Protection, New Energy/Agriculture and Food.

Exhibit 15. Strong location advantage (at close proximity to Beijing), likely to benefit from growing significance of the Beijing economic circle...

Location of CFLD's industrial zones

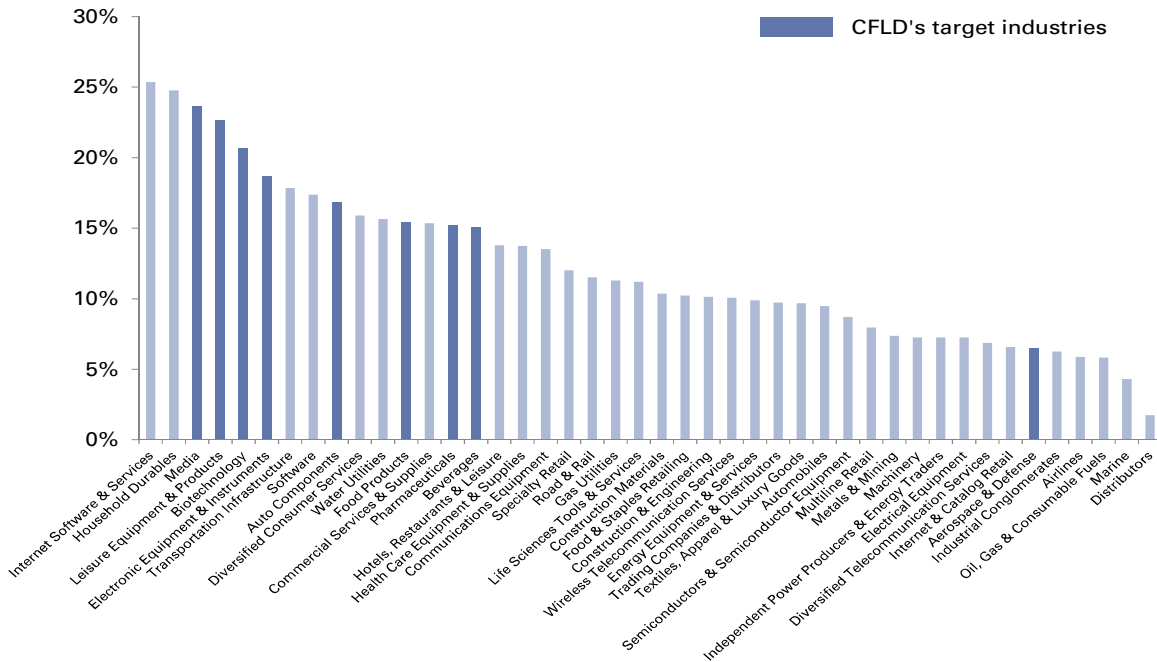


Note: A-N refer to Counties in which CFLD's industrial zones are located, instead of demonstrating the size of CFLD's exact industrial zones.

Source: Gao Hua Securities Research.

Exhibit 16. ...and by targeting higher ROIC industries

2014E-2016E ROIC by Global Industry Classification Standard (GICS) level 2 sectors for GS/GH covered companies



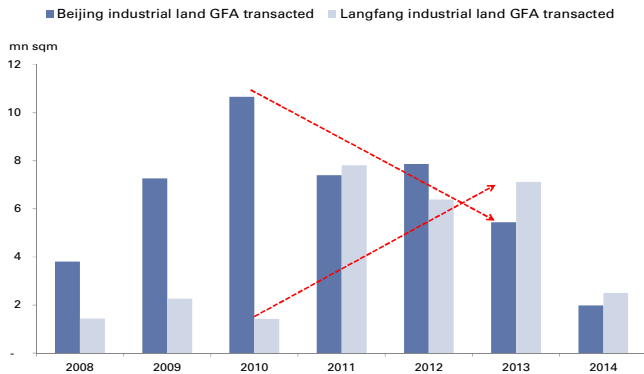
Source: Goldman Sachs Global Investment Research, Gao Hua Securities Research.

Beijing's industrial shift to surrounding regions likely a secular trend

Beijing's industrial land GFA transactions have been dropping since 2010, likely due to land resource constraints, while its neighboring city Langfang saw a clear pick up since 2011. Beijing's surrounding regions such as Langfang provide much lower cost industrial land solutions. CFLD's current two major running industrial zones (Gu'an's (marked as A in Exhibit 14) industrial land price was 73% lower than bordering Beijing Daxing district, as of 2013 and Dachang's (marked as B in Exhibit 15) industrial land price was 63% lower than bordering Beijing Tongzhou district, as of 2013) provide more cost-effective solutions amid a slower growth macro environment, in our view.

Exhibit 17. Beijing's industrial land GFA transactions have been dropping since 2010, likely due to land resource constraints, while its neighboring city Langfang saw a clear pick up since 2011

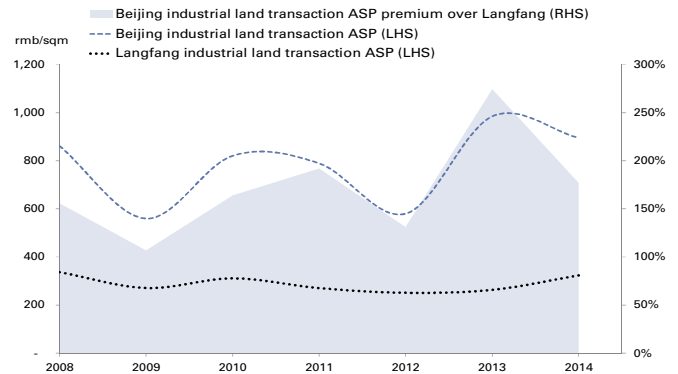
Industrial land price for Beijing Daxing District and its bordering Langfang Gu'an County



Source: CIA/Soufun

Exhibit 18. Surrounding regions such as Langfang provide much lower cost industrial land solutions

Industrial land price for Beijing Tongzhou District and its bordering Langfang Dachang County



Source: CIA/Soufun

Apart from lower costs, these areas are increasingly benefiting from **improving infrastructure and transportation** over the next decade:

- **Airport:** Beijing Capital's second international airport started construction on December 26, 2014, with a planned investment of Rmb80bn. It is located at 46 km south of the Beijing city center and **20km** north of CFLD's Gu'an industrial zone. Projected completion date for the new airport is October 2018 and is likely to serve as many passengers as the existing Beijing Capital airport. A new high-speed rail line is planned which will connect the airport to the Beijing South railway station within a journey time of 30 minutes.
- **7th Ring Road:** Beijing will build its Seventh Ring Road, stretching 940 kilometers and connecting Langfang, Zhuozhou, Zhangjiakou, Chengde and other cities in the Hebei area, as announced by the head of the Hebei provincial transport department on June 25, 2014. The Seventh Ring Road is part of a transport integration plan which will cut the travel time between Beijing, Tianjin and Hebei's major cities.
- Beijing-Tianjin-Hebei transportation integration master plan is currently under the State Council's review, while Beijing-Tianjin-Hebei Intercity Rail Investments Ltd. has been set up in Dec 2014 with an initial registered capital of Rmb10bn.

Wide gap for Beijing-Tianjin-Hebei region to bridge vs YRD in terms of development of industrial/economic zones

By June-2014, China had 476 national-grade and 1,167 provincial-grade industrial zones, of which the Top 100 quality ones collectively contributed Rmb7.2tn to GDP in 2012, or 14% of the total national GDP. By broadly looking at the Beijing-Tianjin-Hebei region vs. Yangtze River Delta (YRD), there are currently 22 Top 100 industrial/economic zones in YRD vs only 8 in Beijing-Tianjin-Hebei (Exhibit 19), suggesting a wide gap for Beijing-Tianjin-Hebei to bridge.

Comparing with the Shanghai-Suzhou region (within 70km radius), which has currently four national Top 100 industrial/economic zones—two in Kunshan (Kunshan Economic & Technological Development Zone and Kunshan High Tech Development Zone), one in Wuxi and one in Huzhou—Beijing-Tianjin has only one, the Langfang Economic & Technological Development Zone in Langfang urban district, implying there is potential for CFLD in the region as well as relatively lesser competition, especially given that the existing Top100 industrial parks/economic zones were built in the 1980s-1990s and are still catering to the traditional industries.

Exhibit 19. Wide gap for industrial/economic zones development in Beijing-Tianjin-Hebei region vs. YRD

Overview of industrial parks/economic zones by region in China

	Top 100		National-grade		Provincial-grade	
Beijing-Tianjin-Hebei	8	8%	20	4%	79	7%
Beijing	2	2%	2	0%	17	1%
Tianjin	2	2%	11	2%	21	2%
Hebei	4	4%	7	1%	41	4%
YRD	22	22%	74	16%	191	16%
Shanghai	5	5%	12	3%	23	2%
Jiangsu	13	13%	37	8%	84	7%
Zhejiang	4	4%	25	5%	84	7%
PRD	7	7%	19	4%	64	5%
Guangdong	7	7%	19	4%	64	5%
Others	63	63%	363	76%	833	71%
Total	100		476		1167	

Note: 1) Top 100 is ranked by Tongji University as of 2012; 2) PRD here does not include Hong Kong and Macau.

Source: China Association of Development Zones, Tongji University.

Comparative study: Development of Japan's National Capital Region

Beijing-Tianjin-Hebei region has been the laggard among China's three largest economic circles, mainly dragged by the Hebei province

The gap of industrial/economic zones' development in the Beijing-Tianjin-Hebei region vs. YRD is a reflection of the fact that Beijing-Tianjin-Hebei has been the laggard among China's three largest economic circles in terms of GDP and per capita level (Exhibit 20), with wide dispersion within the region—Beijing and Tianjin's GDP per capita as of 2013 were 2.2X of national average, while Hebei's was 10% below the national average.

We believe Beijing and Tianjin plus their neighboring Hebei province are the important economic growth engines in North China, and play a significant role in leading national economic development.

Exhibit 20. Beijing-Tianjin-Hebei region has been the laggard among China's three largest economic circles
Population, GDP, GDP per capita, Area size, Population density comparison of China's three largest economic circles, 2013

	Population	as % of national		GDP	as % of national		GDP per capita	vs. national	Area	as % of national		Population density	vs. national
	mn	%	Rmb bn	%	Rmb	x	sq km	%	per sq km	x			
Beijing-Tianjin-Hebei	111	8%	6,196	11%	55,921	1.3x	217,873	2%	509	3.6x			
Beijing	21	2%	1,950	3%	93,213	2.2x	16,411	0%	1,289	9.1x			
Tianjin	15	1%	1,437	3%	93,173	2.2x	11,917	0%	1,235	8.7x			
Hebei province	75	6%	2,809	5%	37,453	0.9x	189,545	2%	396	2.8x			
Yangtze River Delta	157	12%	12,032	21%	76,520	1.8x	213,263	2%	737	5.2x			
Shanghai	24	2%	2,160	4%	90,100	2.1x	6,341	0%	3,809	26.9x			
Jiangsu province	79	6%	6,124	11%	77,133	1.8x	102,743	1%	773	5.5x			
Zhejiang province	54	4%	3,748	7%	69,803	1.7x	104,179	1%	515	3.6x			
Pearl River Delta	114	8%	8,780	15%	77,168	1.8x	180,751	2%	629	4.4x			
Shenzhen	11	1%	1,450	3%	136,947	3.3x	1,997	0%	5,323	37.6x			
Guangzhou	13	1%	1,542	3%	119,286	2.8x	7,249	0%	1,783	12.6x			
Hong Kong	7	1%	1,862	3%	266,044	6.3x	1,104	0%	6,341	44.7x			
Guangdong province	83	6%	3,612	6%	43,660	1.0x	170,368	2%	486	3.4x			
Rest of China	979	72%	29,877	53%	30,521	0.7x	8,988,114	94%	109	0.8x			
China	1,361		56,885		41,908		9,600,000		142				

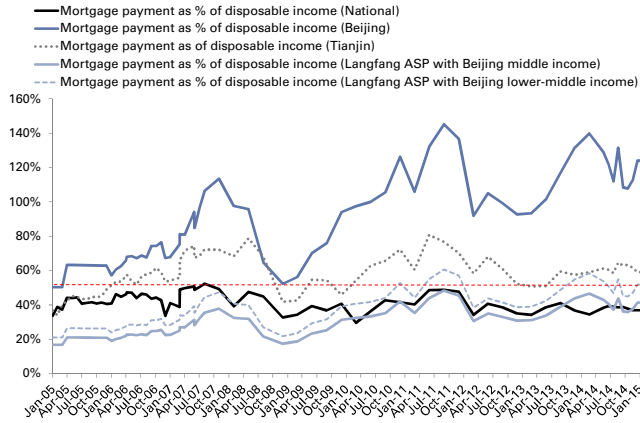
Source: CEIC

Beijing facing urban carrying capacity constraint; stronger collaboration from surrounding regions imminent

Being the capital city of China as well as a core city in the Northern region, Beijing is increasingly facing urban carrying capacity constraints (agglomeration diseconomies), especially in the inner city (we refer to 6 major districts: Dongcheng/Xicheng/Chaoyang/ Haidian/Shijingshan/Fengtai), with multiple issues pending resolution such as housing affordability for middle and lower-middle income populations, transportation congestion as a result of concentrated government functions, healthcare and education resources.

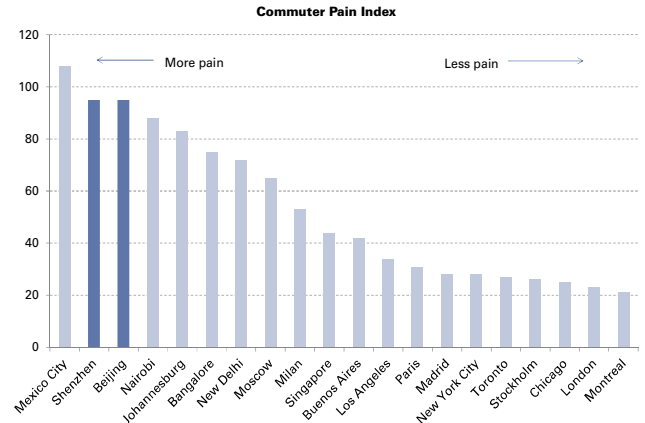
With Beijing targeting to become a global city by 2050 according to the Beijing City Development Planning, we think increased collaboration from not only the five new districts (Tongzhou/Daxing/Shunyi/Changping/ Fangshan) but also from the neighboring Hebei cities/counties is required for repositioning of its city functions and optimizing of industries.

Exhibit 21. Middle and lower-middle income brackets (40% of total population) are unable to afford the average property ASPs in Beijing
Affordability ratio for national level/Beijing/Tianjin/Langfang ASP with Beijing income



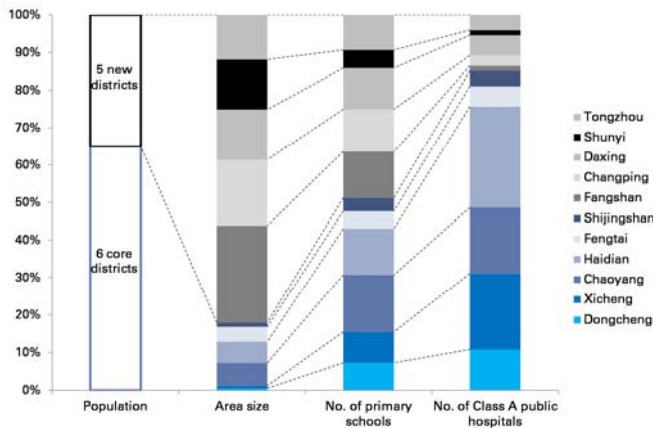
Source: CEIC, Company data

Exhibit 22. Beijing's transportation congestion is high relative to the world's major cities...
IBM Commuter Pain Index, 2011



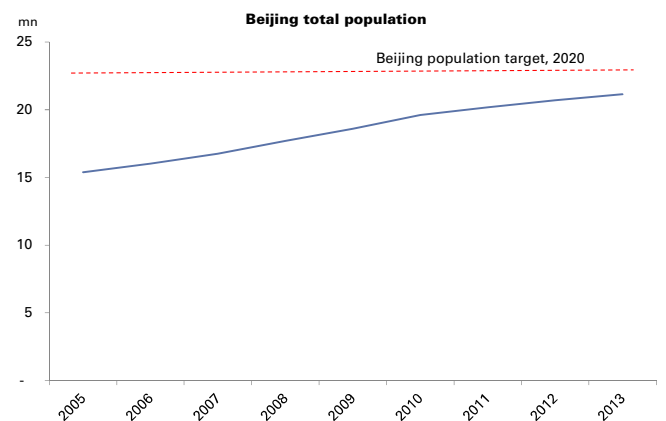
Source: IBM.

Exhibit 23. ... mainly due to healthcare and education resources concentrated in the inner city (as well as both central & Beijing government functions)
No. of primary schools and Class A public hospitals by district in Beijing, as of 2014



Source: Beijing NBS, Wind, Beijing Municipal Commission of Education

Exhibit 24. From an administrative perspective, Beijing inner city population growth is likely to be well contained over the medium term
Beijing total population and government's 2020 target



Source: CEIC, Beijing government.

Beijing-Tianjin-Hebei integration is picking up pace

Beijing-Tianjin-Hebei integration which involves multiple aspects including population, industrial coordination, transportation and environmental protection has been on the government agenda for over 30 years since 1980s (Exhibit 25). However, the progress had been slow until Feb 2014 when President Xi Jinping raised it to “a national strategy”, which is likely to be a signature project to promote regional coordinated development and leverage the potential of a key growth engine. While the Beijing-Tianjin-Hebei integration master plan has not been announced yet, execution has already picked up in certain areas such as Beijing’s second international airport has commenced construction in Dec 2014.

Exhibit 25. Beijing-Tianjin-Hebei integration has been on the govt agenda for over 30 years, and since February 2014 has seen a pick up in pace

Policy timeline of Beijing-Tianjin-Beijing integration during the past 30 years

Initial proposal stage	1980s	<p>-1982-1984 National Planning Commission (later becomes NDRC) prepared "Beijing-Tianjin-Tangshan Land Planning Research" and pointed out Beijing as the Political and Cultural Center and raised Beijing-Tianjin-Tangshan to the economic center of the Northern region</p> <p>-1986 LI Ruihuan, Tianjin Mayor at the time, brought up the concept of "Pan-Bohai Economic Zone" which covered 14 cities including Tianjin, Qingdao, Dalian, Qinhuangdao and Tangshan</p>
	1990s	<p>-1995 Hebei province proposed the strategy of two circles "Beijing-Tianjin Inner Circle, Pan-Bohai Outer Circle"</p> <p>-1996 Beijing in its "Economic and Development Strategy Research Report" first brought up the concept of "Beijing Economic Circle" with Beijing/Tianjin as the center and covered 7 cities in Hebei</p>
Modification stage: from "Pan-Bohai Economic Zone" to "Beijing Economic Circle" to "Beijing-Tianjin-Hebei"	2000-2001	Ministry of Construction prepared "Beijing-Tianjin-Northern Hebei City and Space development planning study" and pointed out that Beijing, Tianjin, Tangshan, Qinhuangdao and Baoding etc should coordinate with each other's development
	2004-2005	<p>-Jun 2004, NDRC, Ministry of Commerce (MOFCOM) and leaders from 7 provincial governments (Beijing, Tianjin, Hebei, Shanxi etc) reached "Pan-Bohai regional cooperation framework agreement"</p> <p>-Nov 2004, NDRC officially started the preparation work of Beijing-Tianjin-Hebei Metropolitan regional planning</p> <p>-Jan 2005 State Council approved Beijing Development Plan and stated the need to build a "2-Hour Transportation Circle" around Beijing-Tianjin</p>
	2010-2011	<p>-Aug 2010, Beijing-Tianjin-Hebei metropolitan regional planning was submitted to the State Council, which covered Beijing, Tianjin and 8 (revised from 7) cities in Hebei</p> <p>-Oct 2010, Hebei province announced "Implementation guidance of accelerating industry development around Beijing economic circle"</p> <p>-Mar 2011, National 12th Five Year Plan proposed " the development of Beijing economic circle"</p>
Beijing-Tianjin-Hebei integration speeding up	2014	<p>-Jan 2014, Beijing Government working Paper mentioned "to actively coordinate with the development planning of Beijing economic circle" and "integrate into Beijing-Tianjin-Hebei Metropolitan Area"</p>
		<p>-Feb 2014, PRC President Xi Jinping hosted Beijing-Tianjin-Hebei coordination and development conference and stated the need to accelerate the planning of Beijing economic zone integration</p>
		<p>-Mar 2014, Prime Minister Li Keqiang mentioned in his "government working paper" that one of the key focus in 2014 would be " to strengthen Pan-Bohai and Beijing-Tianjin-Hebei economic coordination"</p>
		<p>-Aug 2014, State Council set up "Beijing-Tianjin-Hebei cooperation group" and nominated vice Prime Minister Zhang Gaoli as leader; People's Daily started to promote the concept of "Beijing-Tianjin-Hebei integration"</p> <p>-Dec 2014, Beijing new airport commenced construction</p>

Source: Various media sources (such as XinhuaNet, Sina) Gao Hua Securities Research.

Reference to the development of Japan's National Capital Region

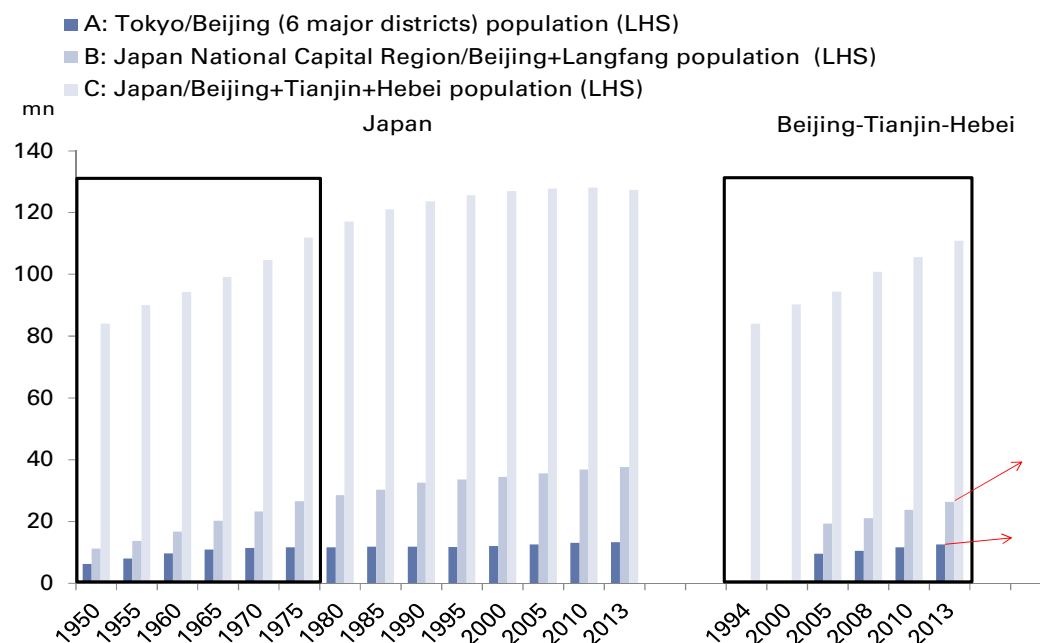
As Beijing-Tianjin-Hebei integration is likely a multi-decade initiative, we refer to the National Capital Region of Japan, given many similarities although the development path would not be exactly the same.

The National Capital Region of Japan is one of the largest urban regions in the world with a population of 43mn as of 2013. One of the world's best and most heavily travelled rail systems knits the region together. Post five rounds of Capital Region development planning since 1958 to resolve Tokyo's urban carrying capacity constraints, Tokyo's population (as of 2013) has been maintained at 10% of Japan's total population since 1960, while the National Capital Region saw continued population agglomeration, from 17.7% of Japan's total population in 1960 to 29.5% as of 2013. The five rounds of development planning, especially the first three rounds, covered multiple city functions' dispersal from Tokyo to surrounding regions: 1) Industrial function: Keihin Industrial Zone; 2) Residential function: Tama City etc; 3) Academic and research: Tsukuba Science City; 4) Logistic function: Yokohama port; 5) Office function: Office centers along the Yamanote train line; 6) Administrative function: Saitama city etc.

By 2013, Beijing-Tianjin-Hebei area in total had 111mn population, same as Japan back in 1975 (112mn). Beijing's 6 main districts (Dongcheng, Xicheng, Chaoyang, Haidian, Fengtai and Shijingshan) accounted for 12.5mn population, also similar to Tokyo in 1975 (11.7mn).

Exhibit 26. National Capital Region of Japan saw continued population agglomeration post five rounds of development planning, while Tokyo's population has not been growing much

Population agglomeration of the National Capital Region of Japan vs Beijing against Beijing-Tianjin-Hebei region



Source: Japan Statistics Bureau, NBS, Wind

By breaking down the National Capital Region of Japan into four areas (Exhibit 27) and comparing with similar areas in Beijing and surrounding regions, we view population density in Beijing's 6 main districts as high while its 20-70km radius area (including Beijing's 5 new districts: Changpin/Fangshan/Shunyi/Daxing/Tongzhou and its South-eastern plain area, especially the neighboring Langfang City) still has significant potential for further population agglomeration, implying Beijing's current urban capacity constraints are likely more caused by improper spatial distribution of city functions.

Exhibit 27. Population density in Beijing's inner city is high while 20km-70km radius area is not, especially its South-eastern plain area, suggesting Beijing's current urban capacity constraints are likely more caused by improper spatial distribution of city functions

Population and density comparison between Beijing-Tianjin-Hebei vs. similar regions in Japan

	Population (2013)			Population (2010)			
	mn	sq km	ppl/sq km	mn	sq km	ppl/sq km	
Beijing 6 districts (core area)	13	1,381	9,076	Tokyo 0-20km radius	13	1,029	12,584
Beijing 5 new districts	7	6,319	1,063	Tokyo 20-50km radius	20	5,741	3,443
Langfang	4	6,500	676	Tokyo 50-70km radius	4	6,389	562
Baoding	11	22,185	512	Rest of National Capital Region	7	23,730	295
Beijing+Langfang+Baoding	35	36,385	962	National Capital Region	43	36,889	1,178
Beijing 5 ecological preservation districts	2	8,700	218				
Zhangjiakou	5	36,000	130	Osaka 50 km radius	16	6,771	2,414
Chengde	4	39,519	96	Nagoya 50 km radius	9	7,091	1,297
Tianjin	15	11,917	1,235	Sum of above	69	50,751	1,360
Tangshan	7	13,472	555	Japan	127	377,873	337
Sum of above	68	145,993	463				
Beijing+Tianjin+Hebei	111	217,873	509				

Note: Beijing 6 main districts refer to Dongcheng, Xicheng, Chaoyang, Haidian, Fengtai, and Shijingshan; 5 new districts refer to Changpin, Fangshan, Shunyi, Daxing and Tongzhou; 5 ecological preservation districts refer to Pinggu, Huairou, Mentougou, Miyun County and Yanqing County.

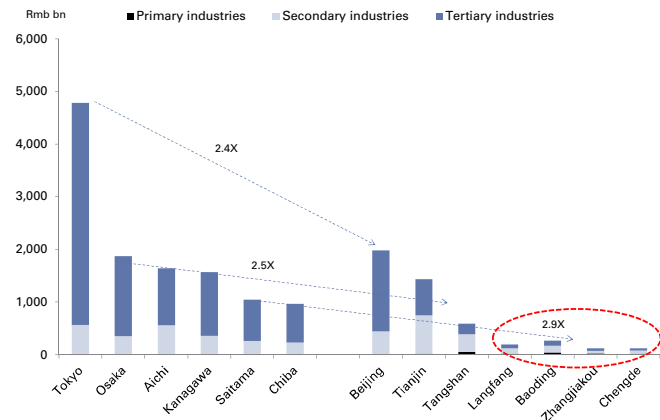
Source: CEIC, Japan Statistics Bureau

From an industry perspective, we take reference of major regions along the Tokyo-Osaka industrial belt and break down their GDP by industry from those regions with similar positioning in the Beijing-Tianjin-Hebei area (Exhibit 28):

- 1) Tokyo's GDP (as of 2011) was 2.5X of Beijing's (as of 2013), suggesting a CAGR of 3%-5% should Beijing be able to catch up with Tokyo's current level in 20-30 years;
- 2) Both catering to heavy industries, Osaka, Aichi and Kanagawa prefectures combined (as of 2011) have a GDP level also 2.5X of Tianjin plus Tangshan (as of 2013);
- 3) Saitama and Chiba prefectures combined GDP (as of 2011) was 2.8X that of 4 cities combined (Langfang, Baoding, Zhangjiakou and Chengde; as of 2013) which shows a wider economic gap for Beijing's surrounding areas vs. similar regions surrounding Tokyo. We also note that Saitama and Chiba outperformed Japan's GDP growth since 1975 with a CAGR of 6.0%/5.3% till 2000 vs 4.9% for Japan.

With the likely areas of focus for Beijing being State Management, Financial Management, International Communications, Science and Culture, High-Tech Innovation, and Tourism over the long term, similar to Tokyo, we view collaboration with surrounding regions as key to supporting Beijing's tertiary industries' development.

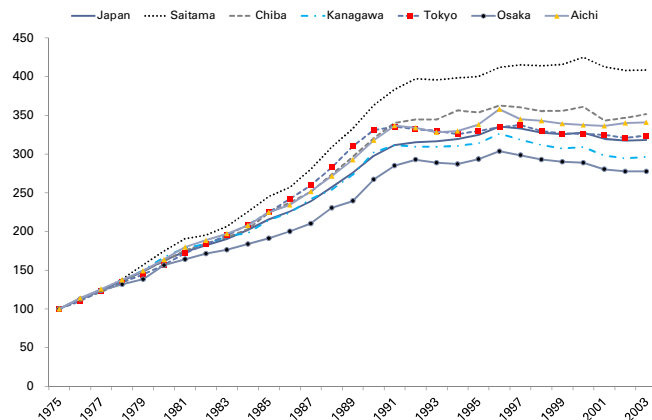
Exhibit 28. Beijing's neighboring cities in Hebei province have a wider GDP gap vs. Saitama & Chiba in Japan
 GDP breakdown by industry for: 1) Major regions on Tokyo-Osaka industrial belt, 2011; 2) Beijing and surrounding regions, 2013



Note: We convert Tokyo and its surrounding regions' 2011 GDP to Rmb with a FX rate of CNY:JPY=19.2 as of Mar 27, 2015

Source: Japan Statistics Bureau, Wind

Exhibit 29. Saitama & Chiba outperformed Japan's GDP growth since 1975
 Japan GDP by prefecture, 1975=100



Source: Japan Statistics Bureau

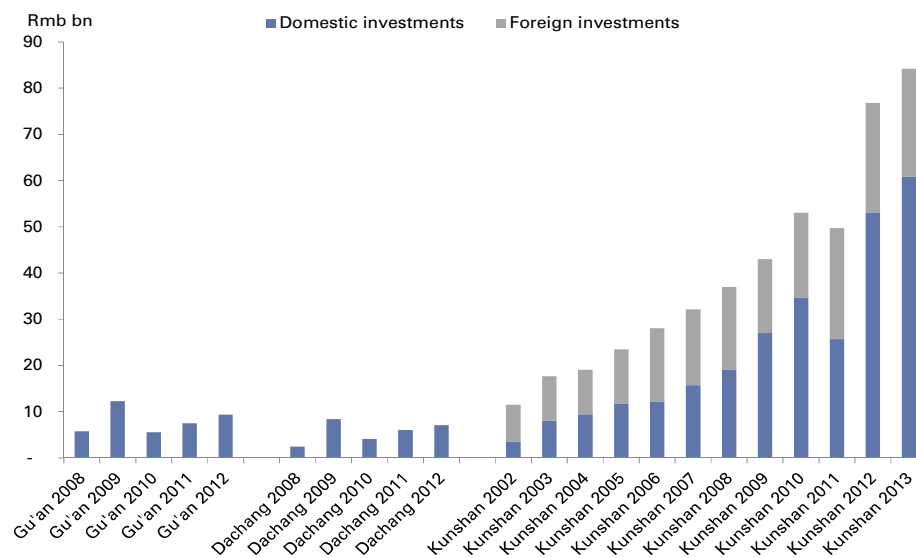
Back testing YRD’s FAI; CFLD’s county exposure highly selective

In order to examine the NPV of CFLD’s cash flow potential and check the government’s ability to pay, we hypothesize that if a currently well-developed county in China had applied CFLD’s model during its past years, how would the cash flow be running for both CFLD and the local government. As a next step, we also try to test the breakeven level.

We pick Kunshan County in this study given similar regional positioning for Kunshan in the Yangtze River Delta region vs. CFLD’s major running industrial zones. Kunshan, with an area size of 928 sq km, is an industrial county 60 km from the Shanghai city center (50 km to Shanghai Hongqiao airport) and 50 km from Suzhou city center, growing against the backdrop of YRD integration since the 1990s. Its GDP reached Rmb292bn with a total population of 1.64mn and registered population of 0.75mn, as of 2013.

As of end-2012, Gu’an county’s FAI reached Rmb9bn and Dachang county’s FAI reached Rmb7bn, which are currently at Kunshan’s level back in 2002-2003.

Exhibit 30. Gu’an and Dachang counties’ FAI are currently at Kunshan’s level back in 2002-2003
Fixed Asset Investments for Gu’an and Dachang county vs. Kunshan



Note: Gu’an and Dachang’s FAI breakdown by domestic and foreign investments is not available.

Source: Wind

Assuming CFLD’s concession agreement with Kunshan started in 2003 and we use Kunshan’s actual data till 2013 only:

For test 1 (Exhibit 31), using Kunshan’s 2003-2013 FAI and property sales development path, CFLD would have only incurred cash outflow in the initial two years; 10 years development under CFLD’s model would imply **Rmb43bn** NPV.

For test 2 (Exhibit 32), assuming Kunshan’s industrial investments, property sales & land sales, and infrastructure investments to be 63% less while property construction cost remained the same as it was in 2003-2013 (or implying FAI on average **54% lower** than Kunshan’s actual level), CFLD would have roughly achieved breakeven.

In both scenarios, Kunshan government would be able to cover the payments to CFLD and benefit in the long run after the concession agreement ended.

Exhibit 31. Kunshan backtest: Developing a Kunshan level county from 2003-2013 would imply a DCF value of Rmb43bn for CFLD

Backtest on Kunshan's development if it were to apply CFLD's concession agreement model

Test 1: CFLD NPV @ 10%=Rmb43bn												
Rmb bn	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014E
Kunshan actual data												
Kunshan FAI	18	19	23	28	32	37	43	53	50	77	84	-
Kunshan industrial investments	13	8	13	17	20	20	21	25	17	40	41	
Kunshan infrastructure investments	2	3	3	3	3	5	7	8	9	12	12	
Kunshan property construction investments	1	3	3	3	2	7	5	9	13	11	14	-
Kunshan land sales	2	5	4	4	7	5	11	11	11	13	17	-
Kunshan property sales	4	4	7	14	22	14	36	27	22	25	46	-
Backtest: CFLD's cash flow should Kunshan have signed concession agreement with CFLD												
CFLD's industrial park operation revenue	-	6	4	6	8	9	9	9	11	7	18	19
CFLD's infrastructure development revenue	-	2	4	4	4	4	5	8	9	10	14	13
CFLD's property development revenue	4	4	7	14	22	14	36	27	22	25	46	-
CFLD property construction cost	(1)	(3)	(3)	(3)	(2)	(7)	(5)	(9)	(13)	(11)	(14)	-
CFLD property land cost	(2)	(5)	(4)	(4)	(7)	(5)	(11)	(11)	(11)	(13)	(17)	-
CFLD's infrastructure development cost	(2)	(3)	(3)	(3)	(3)	(5)	(7)	(8)	(9)	(12)	(12)	-
Business tax	(0)	(1)	(1)	(1)	(2)	(1)	(3)	(2)	(2)	(2)	(4)	(2)
SG&A	(0)	(1)	(1)	(1)	(2)	(2)	(3)	(3)	(3)	(3)	(5)	(2)
Income tax	0	0	(0)	(2)	(4)	(2)	(5)	(3)	(1)	(0)	(6)	(7)
CFLD net cash flow	(1)	(0)	1	7	13	5	16	8	3	1	19	21
Backtest: Kunshan government cash flow should Kunshan have signed concession agreement with CFLD												
Payment by Kunshan government		(8)	(7)	(10)	(11)	(13)	(14)	(17)	(20)	(18)	(32)	(32)
Kunshan general budgetary revenue		3	5	7	9	12	13	16	20	22	24	24
Kunshan land sales revenue	2	5	4	4	7	5	11	11	11	13	17	-
Kunshan infrastructure development cost	-	-	-	-	-	-	-	-	-	-	-	-
Kunshan government net cash flow	2	(0)	2	1	4	4	10	10	11	18	9	(8)

Note: 1) We use Kunshan's FAI and deduct infrastructure investments and property investments to derive industrial investments. We use property investments and deduct land sales to derive property construction investments. 2) CFLD's industrial park operation revenue equals 45% of previous year Kunshan industrial investments; infrastructure development revenue equals 10% of previous year Kunshan infrastructure investments; property development revenue, construction cost, land cost equal current year Kunshan property sales, property construction investments and land sales; 3) We assume business tax: 5.5%, SG&A as % of revenue: 6%, income tax: 25%; 4) Kunshan government payment equals CFLD's industrial park operation revenue and infrastructure development revenue.

Source: Statistical Communique of Kunshan Economic and Social Development, Wind, Soufun/CIA, Gao Hua Securities Research.

Exhibit 32. If Kunshan's FAI were to be 54% lower (industrial investments/property sales as well as land sales) and infrastructure investments 63% less from Kunshan's level while property development cost remained the same, CFLD's DCF value would drop to a breakeven level
Backtest on Kunshan's development if it were to apply CFLD's concession agreement model

Test 2: CFLD NPV @ 10%=Rmb0.2bn												
Rmb bn	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014E
Kunshan (both industrial investments and property sales cut by 63% while infrastructure and property construction cost remains the same)												
Kunshan FAI	7	9	11	12	13	18	19	26	27	36	40	-
Kunshan industrial investments (-63% from actual)	5	3	5	7	7	8	8	9	6	15	16	-
Kunshan infrastructure investments (-63% from actual)	1	1	1	1	1	2	3	3	4	5	5	-
Kunshan property construction investments	1	3	3	3	2	7	5	9	13	11	14	-
Kunshan land sales (-63% from actual)	1	2	1	2	2	2	4	4	4	5	6	-
Kunshan property sales (-63% from actual)	2	2	2	5	8	5	13	10	8	10	17	-
Backtest: CFLD's cash flow should Kunshan have signed concession agreement with CFLD												
CFLD's industrial park operation revenue	-	2	1	2	3	3	3	3	4	3	7	7
CFLD's infrastructure development revenue	-	1	1	1	1	1	2	3	3	4	5	5
CFLD's property development revenue	2	2	2	5	8	5	13	10	8	10	17	-
CFLD property construction cost	(1)	(3)	(3)	(3)	(2)	(7)	(5)	(9)	(13)	(11)	(14)	-
CFLD property land cost	(1)	(2)	(1)	(2)	(2)	(2)	(4)	(4)	(4)	(5)	(6)	-
CFLD's infrastructure development cost	(1)	(1)	(1)	(1)	(1)	(2)	(3)	(3)	(4)	(5)	(5)	-
Business tax	(0)	(0)	(0)	(0)	(1)	(1)	(1)	(1)	(1)	(1)	(2)	(1)
SG&A	(0)	(0)	(0)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(2)	(1)
Income tax	0	1	0	(0)	(1)	1	(1)	0	2	2	(0)	(3)
CFLD net cash flow	(1)	(2)	(1)	1	4	(2)	4	(1)	(5)	(5)	1	8
Backtest: Kunshan government cash flow should Kunshan have signed concession agreement with CFLD												
Payment by Kunshan government		(3)	(3)	(4)	(4)	(5)	(5)	(6)	(8)	(7)	(12)	(12)
Kunshan general budgetary revenue (-63% from actual)		2	2	3	4	6	6	8	11	10	12	12
Kunshan land sales revenue (-63% from actual)	1	2	1	2	2	2	4	4	4	5	6	-
Kunshan infrastructure development cost	-	-	-	-	-	-	-	-	-	-	-	-
Kunshan government net cash flow	1	0	1	1	2	3	5	6	7	9	6	(0)

Note: 1) CFLD's industrial park operation revenue equals 45% of previous year Kunshan industrial investments; infrastructure development revenue equals 10% of previous year Kunshan infrastructure investments; property development revenue, construction cost, land cost equal current year Kunshan property sales, property construction investments and land sales; 2) We assume business tax: 5.5%, SG&A as % of revenue: 6%, income tax: 25%; 3) Kunshan government payment equals CFLD's industrial park operation revenue and infrastructure development revenue.

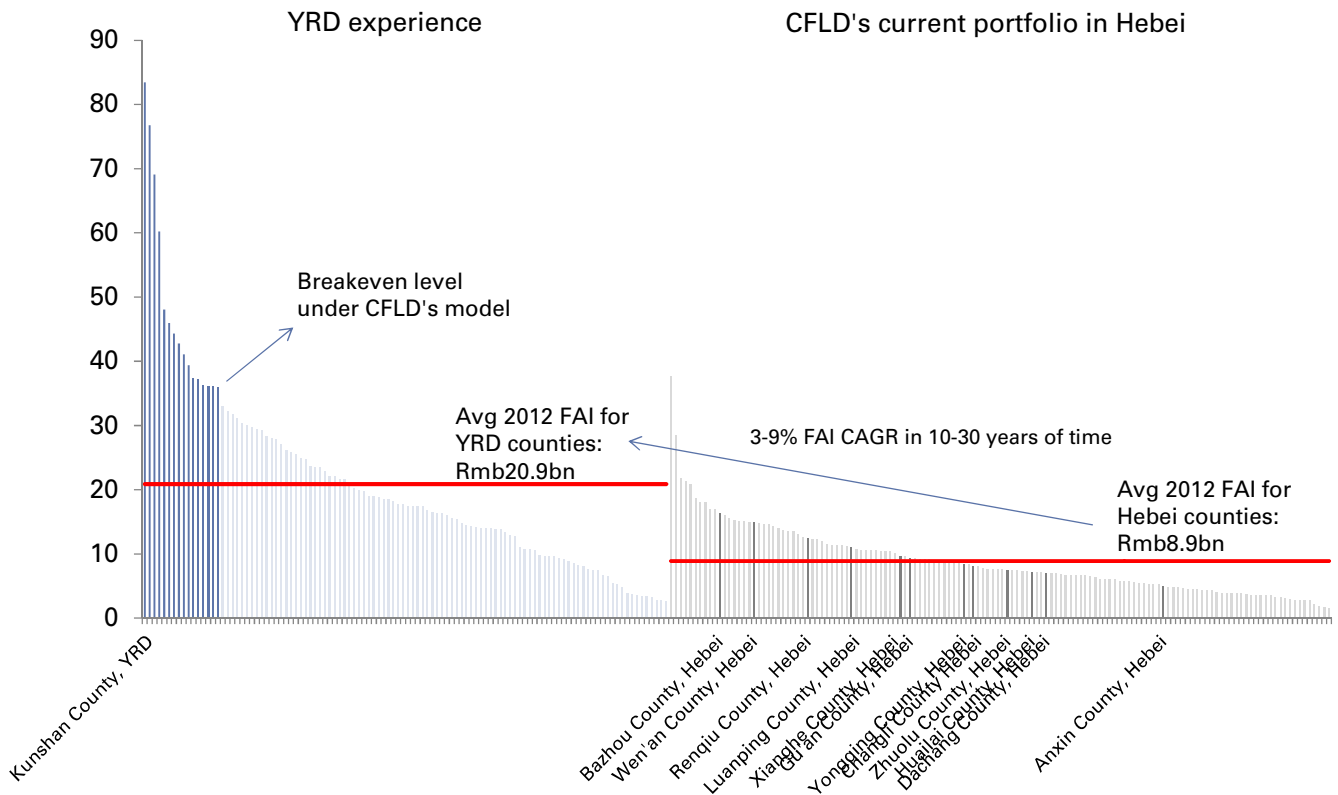
Source: Statistical Communique of Kunshan Economic and Social Development, Wind, Soufun/CIA, Gao Hua Securities Research.

Hebei province has in total 136 counties, similar to the YRD area that has a total of 108 counties. As of 2012, average FAI for YRD's counties reached Rmb20.9bn, or 2.4X of Hebei's, implying an FAI CAGR of 9%/4%/3% if they were to catch up with YRD's 2012 level in 10/20/30 years' time vs. a median level of 25% FAI CAGR in 2002-2012. Among YRD's counties, 16 counties (out of total 108 counties) saw their FAI (as of 2012) higher than 46% of Kunshan's level, suggesting top performing counties could be profitable under CFLD's concession model. CFLD currently has 12 concession agreements in Hebei (out of total 136 counties), which is a very selective portfolio, in our view.

Exhibit 33. Among YRD's counties, 16 (out of a total of 108) now see their FAI higher than 46% of Kunshan's level, suggesting top performing counties could be profitable under CFLD's model
2012 FAI by counties for YRD and Hebei

Rmb bn

2012 FAI by counties for YRD and Hebei

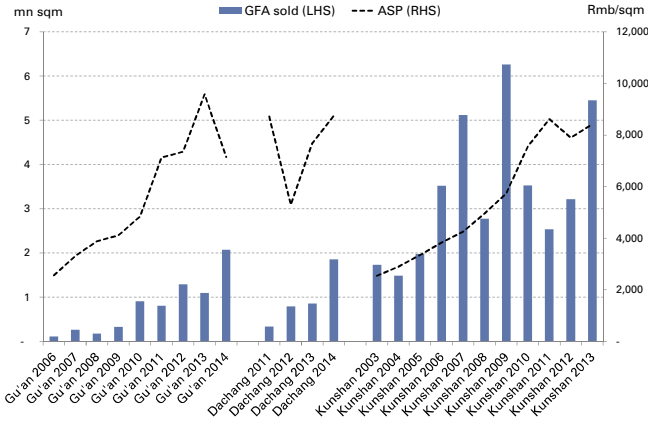


Source: Wind, Gao Hua Securities Research.

In addition to simply replicating history (back testing Kunshan), we identify 2 aspects that may drive different economics going forward:

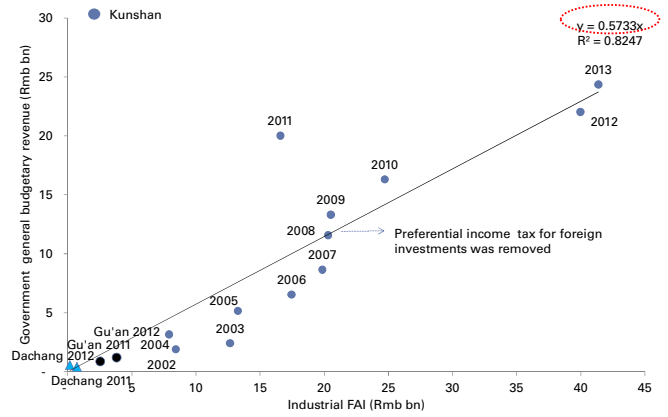
1. Gu'an and Dachang's 2014 property ASP of Rmb7,145/sqm and Rmb 8,750/sqm are around 3X Kunshan's property ASP in 2003 (Rmb2,546/sqm) (Exhibit 34).
2. Kunshan with an avg 57 % FAI contribution by foreign investments during 2003-2008, had preferential income tax policy before 2008, suggesting Gu'an and Dachang's government tax revenue generation out of industrial FAI may not necessarily be worse than Kunshan's before 2008 (Exhibit 35).

Exhibit 34. Gu'an's and Dachang's current property ASP is 3X Kunshan's property ASP in 2003
Property GFA sold and ASP for Gu'an/Dachang vs. Kunshan



Source: Wind.

Exhibit 35. Kunshan with an avg 57 % FAI contribution by foreign investments during 2003-2008, had preferential income tax policy before 2008
General budgetary revenue vs. industrial investments for Gu'an/Dachang vs. Kunshan

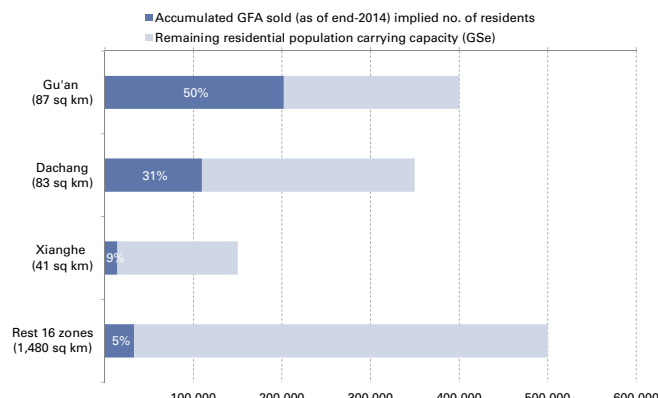


Source: Wind.

Valuation: Our 12-m TP of Rmb62.50 implies 19% potential upside

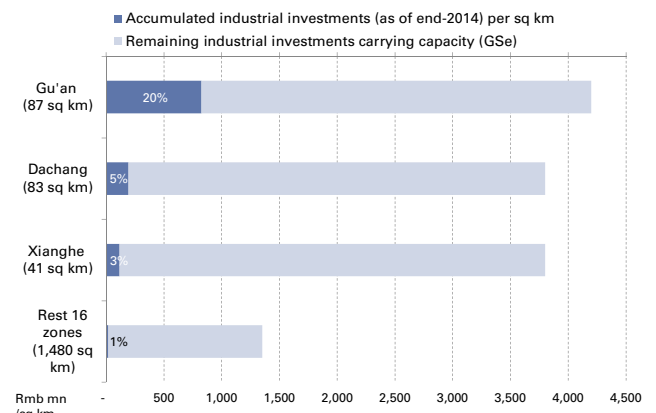
We view Gu'an/Dachang/Xianghe (marked as A/B/C in Exhibit 15) as the key projects among CFLD's portfolio given their location advantage in terms of population and industrial investments carrying potential from an urban circle development perspective (bordering Beijing on the South-eastern side). We are also positive on Langfang's urban district and Yongqing (marked as D/E in Exhibit 15), however CFLD's concession area size is relatively small in those two areas. We chart our population carrying capacity and industrial land investment capacity forecast for Gu'an/Dachang/Xianghe industrial zones and rest of the industrial zones in aggregate in Exhibits 36-37.

Exhibit 36. We expect CFLD's current portfolio to constitute a total of 1.4mn population and subsequent property demand by 2025E
Population carry capacity estimates for CFLD's industrial zones portfolio



Source: Gao Hua Securities Research.

Exhibit 37. Industrial investments' progress currently lagging property sales, but will likely be the main driver in the long run, in our view
Industrial land investment capacity estimates for CFLD's industrial zones portfolio



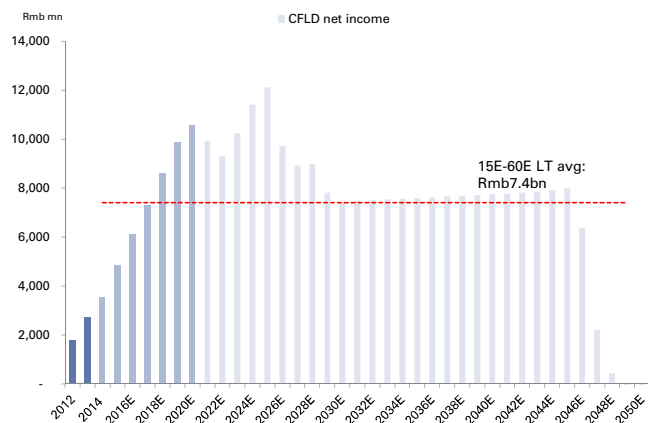
Source: Gao Hua Securities Research.

We expect 17% net income CAGR during 2015E-2020E, with a long run average annual net income of Rmb7.4bn during CFLD's concession periods and increasing operating profit contribution from higher margin industrial park operation segment, from 39% in 2011-2014 to average 65% in 2015E-2020E and average 89% in 2021E-2025E.

We estimate average 23% ROE during 2015E-2020E. Over the long term, our ROE forecasts in Exhibit 38 do not factor in cash investments into further growth opportunities. We forecast 23% net income CAGR and average 25% ROE during 2015E-2017E (vs. our onshore sector average of 2%/17%) on the back of robust regional development prospects driven by the central government's Beijing-Tianjin-Hebei integration initiative, which we believe would benefit CFLD's industrial park operations business as well as improve the property sales outlook of its concession areas.

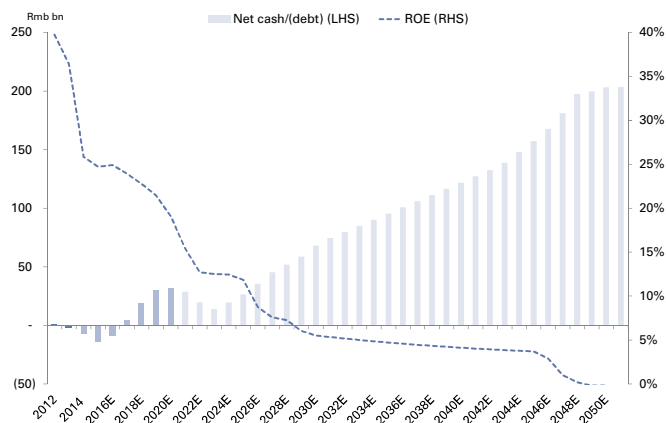
With unbooked property revenue of Rmb59bn by end-2014, we estimate CFLD has locked in 100%/100%/36% of our 2015E-2017E property development revenue vs. 97%/24%/0% for our onshore sector average.

Exhibit 38. We expect 17% net income CAGR during 2015E-2020E, with a long run average annual net income, or sustainable level of Rmb7.4bn during CFLD's concession periods
CFLD net income forecast



Source: Company data, Gao Hua Securities Research.

Exhibit 39. ...and avg 23% ROE during 2014E-2020E
CFLD net cash forecast



Source: Company data, Gao Hua Securities Research.

We value CFLD using DCF methodology by measuring FCF within the concession periods of its existing industrial zones (by 2050E (Exhibit 9), with no perpetuity). Our 12-month target price of Rmb62.50 implies 19% potential upside, 17.1X/13.6X 2015E/2016E P/E and 11.2X P/E against CFLD's 2015E-2050E average, or sustainable annual net income of Rmb7.4bn.

We also break down our DCF valuation by business segments:

- 1) Industrial park operation segment:** With end-2015E DCF of Rmb60.3bn, which implies 17.9X/15.3X 2015E/2016E P/E and 9.3X/6.1X 2015E/2016E P/B against avg 46% 2015E-2016E ROE.
- 2) Infrastructure and property development segments in aggregate** as we are not able to breakdown net debt between the two. We value these two segments with end-2015E DCF of Rmb22.2bn, which implies 15.0X/10.3X 2015E/2016E P/E and 2.6X/2.3X 2015E/2016E P/B against avg 21% 2015E-2016E ROE. We cross check our 2015E P/B against 2015E-2016E ROE with reference to 2012 PB-ROE for onshore developers' coverage, as: 1) CFLD was trading like a developer back then; 2) industry was at an early recovery stage. CFLD's ROE was first-quartile, and its shares traded at a 10% premium to the sector trend line during

the period. We continue to expect its 2015E-2016E ROE will stay in the first quartile within our on-shore coverage universe. Our valuation for infrastructure and property development segments still implies 10% premium to the sector 2015E P/B vs. 2015E-2016E ROE trend line (Exhibits 40-43).

Exhibit 40. Our DCF-based 12month target price of Rmb62.50 implies 19% potential upside
CFLD DCF valuation and WACC sensitivity

WACC calculation		Valuation		End-15E		as of tti%	
Equity component		DCF, Rmb mn	99,444				
Equity market premium	6.5%	Industrial park operation	53,872				
Risk free rate	3.5%	Infrastructure & property development	45,572				
Beta	1.25	Investment property (NAV, Rmb mn)	170				
Cost of equity	11.6%	Hotel (NAV, Rmb mn)	19				
Debt component		Net cash/(debt) (Rmb mn)	(9,269)				
Cost of debt	8.2%	Industrial park operation	6,461				
Tax rate	25.0%	Infrastructure & property development	(15,730)				
After-tax cost of debt	6.2%	Minority interests (Rmb mn)	(7,603)				
Long-run debt-to-capital ratio	30%	Valuation attributable to equity shareholders (Rmb m)	82,762			100%	
WACC	10.0%	Industrial park operation	60,333			73%	
		Infrastructure & property development	22,240			27%	
		No. of shares	1,324				
		Target price (Rmb)	62.5				19%

Valuation (Rmb mn)		End-15E		as of tti%	
Gu'an industrial zone	17,328			21%	
Dachang industrial zone	16,430			20%	
Xianghe industrial zone	6,201			7%	
Other industrial zones	42,214			51%	

WACC sensitivity			
WACC	Implied value (Rmb)	Chg%	Variance vs. current level
9%	68.8	10%	31%
10%	62.5	0%	19%
11%	57.0	-9%	9%
12%	52.4	-16%	0%

Discounted cash flow model													
Rmb mn	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	>> 2050E
EBIT	6,457	8,108	9,622	11,214	12,874	13,846	13,157	12,498	13,961	15,620	16,628	13,224	(588)
- EBIT x tax rate	(1,614)	(2,027)	(2,406)	(2,804)	(3,219)	(3,461)	(3,289)	(3,125)	(3,490)	(3,905)	(4,157)	(3,306)	147
+ Depreciation and amortization	310	369	440	521	591	592	647	674	704	738	774	792	588
- Increase/(decrease) in net working capital	6,376	11,455	12,012	6,878	(3,663)	(9,843)	(14,990)	(11,713)	(1,203)	(950)	678	4,980	-
- Increase in capital expenditure	(1,145)	(1,394)	(1,697)	(1,972)	(2,154)	(2,132)	(1,683)	(1,193)	(1,283)	(1,386)	(1,450)	(1,127)	-
FCF	10,383	16,511	17,972	13,838	4,429	(999)	(6,159)	(2,859)	8,688	10,118	12,473	14,563	147

By business segments

1. Industrial park operation segment													
Rmb mn	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2050E
EBIT	4,486	5,271	5,928	6,779	7,613	8,553	9,612	10,806	12,154	13,675	14,575	11,844	-
- EBIT x tax rate	(1,121)	(1,318)	(1,482)	(1,695)	(1,903)	(2,138)	(2,403)	(2,702)	(3,038)	(3,419)	(3,644)	(2,961)	-
+ Depreciation and amortization	-	-	-	-	-	-	-	-	-	-	-	-	-
- Increase/(decrease) in net working capital	(5,058)	(1,967)	(1,673)	(1,893)	(2,143)	(2,428)	(2,751)	(3,118)	(3,535)	(4,010)	(2,471)	6,803	-
- Increase in capital expenditure	-	-	-	-	-	-	-	-	-	-	-	-	-
FCF	(1,694)	1,986	2,774	3,192	3,566	3,987	4,458	4,987	5,580	6,246	8,461	15,686	-

2. Infrastructure & property development segment													
Rmb mn	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2050E
EBIT	1,971	2,837	3,694	4,435	5,261	5,293	3,545	1,692	1,807	1,946	2,053	1,380	(588)
- EBIT x tax rate	(493)	(709)	(924)	(1,109)	(1,315)	(1,323)	(886)	(423)	(452)	(486)	(513)	(345)	147
+ Depreciation and amortization	310	369	440	521	591	592	647	674	704	738	774	792	588
- Increase/(decrease) in net working capital	11,434	13,422	13,685	8,771	(1,520)	(7,415)	(12,239)	(8,595)	2,332	3,060	3,148	(1,823)	-
- Increase in capital expenditure	(1,145)	(1,394)	(1,697)	(1,972)	(2,154)	(2,132)	(1,683)	(1,193)	(1,283)	(1,386)	(1,450)	(1,127)	-
FCF	12,078	14,524	15,198	10,646	863	(4,986)	(10,617)	(7,846)	3,108	3,871	4,013	(1,124)	147

Source: Gao Hua Securities Research.

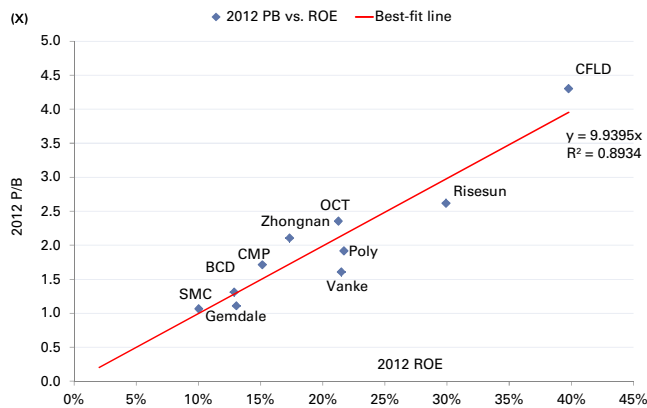
Exhibit 41. We cross check our 2015E P/B against 2015E-2016E ROE for property & infrastructure development segment with reference to 2012 as: 1) CFLD was trading like a developer back then; 2) industry was at an early recovery stage
Historical and target price implied P/B discount/premium against sector trend line based on ROE

	PB prem/disc		P/B (X)		ROE quartile		
	12	15E	12	15E	12	15E	16E
	TP		TP				
	Avg implied		Avg implied				
BCD	0%	10%	1.3	1.4	12.9%	13.0%	12.2%
CMP	10%	20%	1.7	2.0	15.1%	15.9%	16.1%
Gemdale	-10%	10%	1.1	1.3	13.1%	11.5%	11.0%
OCT	10%	10%	2.4	2.1	21.3%	19.7%	18.5%
Poly A	-10%	0%	1.9	1.9	21.7%	19.8%	18.1%
Risesun	-10%	-10%	2.6	2.1	29.9%	23.7%	20.7%
SMC	10%	-20%	1.1	1.0	10.0%	12.3%	11.2%
Vanke A	-20%	-10%	1.6	2.0	21.5%	22.9%	23.0%
Zhongnan	20%	-10%	2.1	1.6	17.3%	19.0%	16.0%
CFLD (property & infrastructure segment)	10%	10%	4.3	2.6	39.8%	19.2%	22.1%
Avg			2.0	1.8	20%	18%	17%

1st quartile
2nd quartile
3rd quartile
4th quartile

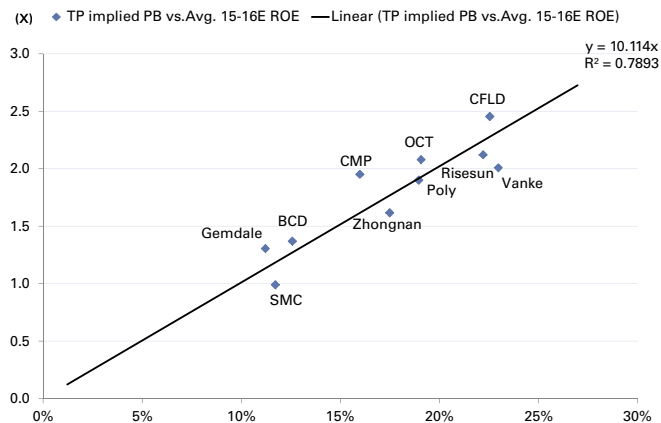
Source: Gao Hua Securities Research.

Exhibit 42. CFLD was trading at a 10% premium to sector 2012 PB-ROE trend line...
P/B ROE during 2012 for our onshore coverage



Source: Gao Hua Securities Research.

Exhibit 43. ...and so does our TP-implied P/B vs ROE for its infrastructure and property development segment
Our CFLD target price-implied 2015E P/B vs. average 2015E-2016E average ROE for our onshore coverage



Source: Gao Hua Securities Research.

Risk/reward attractive: +55%/-21% variance on our bull/bear case scenarios

Base case: We model total 1.4mn residential population and accumulated Rmb400bn industrial investments by 2025E. This is referencing the development of Kunshan County during 2003-2013. Kunshan had 0.47mn migrant population and Rmb13bn industrial investments in 2003. Accumulating to 2013, it grew to 0.89mn migrant population and Rmb235bn industrial investments. Worth noting, the migrant population increased more rapidly during 2003-2009, coinciding with CFLD's case in which property sales are likely to outpace industrial investments in Stage 1 but the latter likely becoming the main driver in Stage 2.

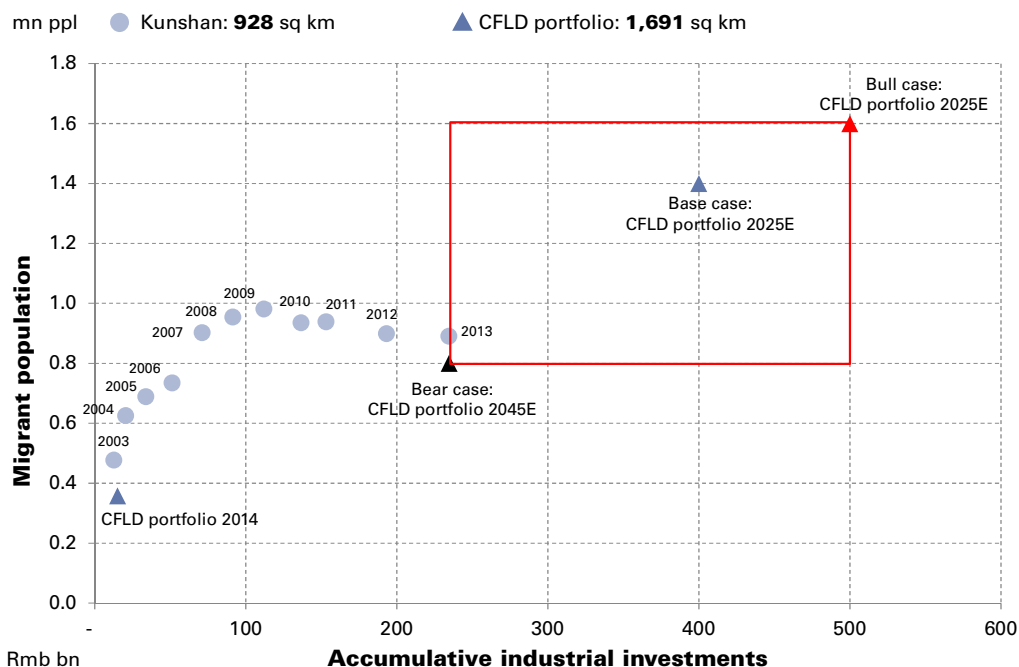
Kunshan has a total area size of 928 sq km while CFLD's currently portfolio is nearly twice the size of Kunshan (1,691 sq km, or 1.8X). Factoring its larger size, location element and assuming successful Beijing-Tianjin-Hebei integration to help CFLD's industrial park portfolio to repeat Kunshan's trajectory, our 2025E residential population and industrial investments forecast is 60% above Kunshan's 2013 level, or implying Rmb83bn DCF value and Rmb62.50 per share, +19% potential upside.

Bull case scenario: We assume CFLD's industrial portfolio to constitute about 1.8X residential population and industrial investments of Kunshan's 2013 level, in line with area size difference or suggesting same level of population density and industrial land investment capacity. Implied valuation under this scenario would potentially expand to Rmb107bn, or Rmb81 per share, +55% variance vs current level.

Bear case scenario: We assume Beijing-Tianjin-Hebei integration progress would be slow and the company's operations much weaker than expected, and as a result by 2045E or 30 years from now, its portfolio still constitutes less residential population and industrial investments than Kunshan's 2013 level, as shown in Exhibit 44. The implied valuation in this case would potentially decline to Rmb56bn, or Rmb42 per share, -21% variance vs current level.

Given favorable risk/reward, we initiate CFLD with a Buy rating. Our risk/reward analysis does not factor in possibility of concession agreements revision to enlarge the current industrial zone area size or CFLD's replication of its business into other regions, especially surrounding China's major city clusters.

Exhibit 44. Our base case/bull/bear case population and industrial investments assumptions against Kunshan's growth trajectory



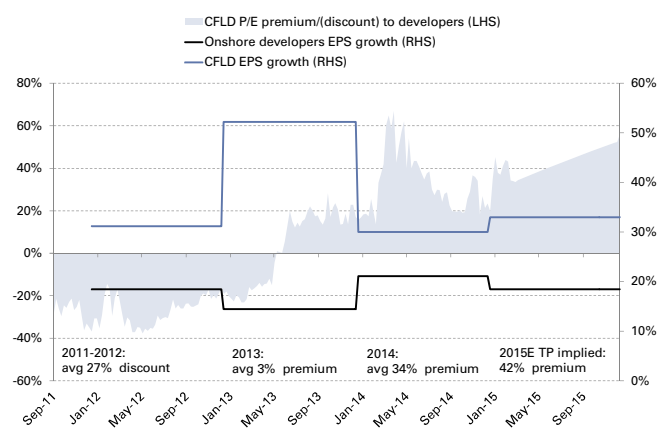
Source: CEIC, Gao Hua Securities Research.

Exhibit 45. CFLD 12-month forward P/E



Source: Datastream, Company data, Gao Hua Securities Research estimates.

Exhibit 46. 12-month forward P/E premium/(discount) over onshore developers



Source: Datastream, Company data, Gao Hua Securities Research estimates.

Exhibit 47. Bull/bear case scenarios suggest +55%/-21% variance vs current level, with industrial investments outlook (both absolute level and time factors) driving higher sensitivity compared with property sales outlook
CFLD valuation sensitivity

		Implied value (Rmb)					Chg from base case%					Variance vs current level %							
Achieve in 10 years	Residential population (mn)	1.6	48	54	63	70	Bull case 81	1.6	-23%	-14%	1%	12%	30%	1.6	-8%	3%	20%	34%	55%
		1.4	47	53	Base case 62.5	69	80	1.4	-25%	-15%	0%	11%	28%	1.4	-10%	1%	19%	32%	53%
		1.2	46	53	61	69	79	1.2	-26%	-16%	-2%	10%	26%	1.2	-12%	0%	16%	31%	51%
		1.0	45	52	60	68	78	1.0	-27%	-16%	-4%	9%	25%	1.0	-13%	0%	15%	30%	49%
		0.8	45	51	59	67	77	0.8	-29%	-18%	-6%	6%	23%	0.8	-15%	-2%	13%	27%	47%
			200	300	400	500	600		200	300	400	500	600		200	300	400	500	600
		Accumulated industrial investments (Rmb bn)					Accumulated industrial investments (Rmb bn)					Accumulated industrial investments (Rmb bn)							
Achieve in 30 years	Residential population (mn)	1.6	45	48	51	53	57	1.6	-28%	-24%	-18%	-15%	-9%	1.6	-15%	-9%	-2%	2%	9%
		1.4	44	47	51	53	56	1.4	-30%	-25%	-19%	-16%	-10%	1.4	-16%	-11%	-3%	0%	7%
		1.2	43	46	50	52	56	1.2	-31%	-26%	-21%	-16%	-11%	1.2	-18%	-12%	-5%	0%	6%
		1.0	42	46	49	52	55	1.0	-32%	-26%	-22%	-17%	-12%	1.0	-19%	-12%	-7%	-1%	5%
		0.8	Bear case 42	45	48	51	54	0.8	-34%	-28%	-23%	-19%	-13%	0.8	-21%	-14%	-8%	-4%	3%
			200	300	400	500	600		200	300	400	500	600		200	300	400	500	600
		Accumulated industrial investments (Rmb bn)					Accumulated industrial investments (Rmb bn)					Accumulated industrial investments (Rmb bn)							

Source: Gao Hua Securities Research.



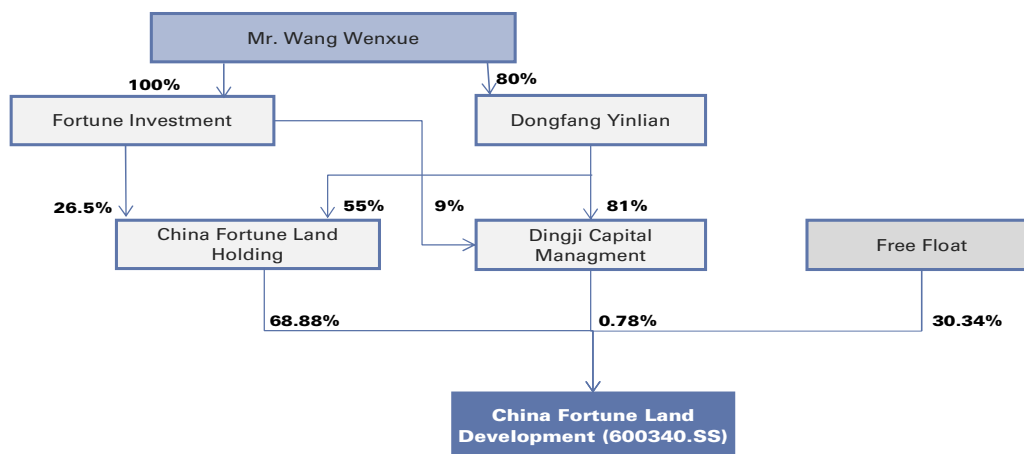
Risks: Aggressive expansion, slower cash collection from govt

Apart from policy uncertainties and slower progress of Beijing-Tianjin-Hebei integration that we factor in our bear case scenario, from company operations' perspective, we highlight two major risks:

- Aggressive expansion that stretches balance sheet. As shown in Exhibit 33, we expect only top performing counties (reaching YRD's FAI level as of 2012) to be potentially profitable under CFLD's concession model, implying only select opportunities available in Beijing-Tianjin-Hebei or other major city clusters for the company to replicate its business model. Any aggressive expansion in lacklustre counties could stretch its balance sheet.
- Slower-than-expected cash collection from government. For CFLD's exclusive partnerships with local governments, we view payment risk as low before the industrial zones mature. By end-2015E, we expect utilization rates for Gu'an/Dachang/Xianghe/rest of the industrial zones to still be low at 20%/5%/3%/1%, respectively, (Exhibit 37). From a DCF perspective, 2015E-2025E FCF accounts for 67% of our total valuation of Rmb83bn.

Appendix: CFLD's shareholding structure

Exhibit 48. Chairman Mr. Wang Wenxue currently holds 49.07% of shares in CFLD
CFLD's shareholding structure, as of 2014



Source: Company data.

信息披露附录

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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:

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