

SE **Business**  
HD **Greenland to buy farm as it lifts offshore presence**

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ONE of **China**'s largest developers, the state-owned Greenland Holding **Group**, aims to double the revenues of its Australian **business** next year to about \$1.5 **billion**.

The **group**'s global chairman, the Shanghai-based Zhang Yuliang, who is in Australia to discuss the free trade agreement signing between Australia and **China**, said the **group** would aim to increase its offshore presence to offset a slowing **residential** market in mainland **China**.

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The Australian understands that Greenland made a play for Goodman **Group**'s Cambridge Office **Park** at Epping in Sydney's northwest. The 8314sq **m site** has the potential for about 500 apartments.

"We are growing very fast and progressing very smoothly over the world including the market in Australia," Mr Zhang said.

He surprisingly revealed yesterday that Greenland would enter the Australian agricultural sector through the **purchase** of a local beef, **dairy** or **wine company**.

He said Greenland aimed to be a major player in the sector and would export commodities to mainland **China**. Sources suggest that interests associated with **Hong Kong**-listed **property** giant Country Garden are also aiming to enter the sector.

"Due to the economic development, **Chinese** people's consumption habits are changing," Mr Zhang said. "Our next step is to **acquire** such kinds of Australian companies and import more Australian products into **China**." The free trade agreement will cut tariffs for Australian imports to **China** in agricultural commodities such as **dairy**, beef and **wine**.

Under the agreement, private companies will avoid Foreign Investment Review **Board** screening for investments of less than \$1bn.

Investments by state-owned companies will be reviewed regardless of their size. Mr Zhang said the agreement would **lead** to a surge of investment from **Chinese** companies.

"As a **Chinese** entrepreneur, I am very happy that this FTA is finally signed; it means that there will be great room for the future development of bilateral economic and trade." He said Greenland was not dissuaded by the tougher regulatory hurdles for investment by state-owned companies.

"(Until) now we haven't felt that the approval process of the Australian government is very strict," Mr Zhang said. "Actually we are not a pure state-owned **company**. Not only do we have **equity** from government but also from other companies." Greenland, which is on track for global revenue this year of about \$75bn, has been the most aggressive **Chinese property** developer to expand abroad since 2013, investing a total of \$20bn in projects across nine countries.

The **group** is targeting overseas earnings to exceed 25 per cent of its total **property** revenue by 2020, up from less than 10 per cent now.

It expects to garner local revenue of about \$750 million this year on the back of apartment sales in its first two projects, The Greenland Centre in the Sydney CBD and North Sydney's Lucent project. Greenland has joined forces with James Packer's Crown Resorts to bid for the multi-billion-dollar Queens Wharf casino, hotel and apartment project in the Brisbane CBD.

**CO** sgregc : Greenland Holding Group Company Limited

**IN** i501 : Building Construction | i5010021 : Land Development/Subdivision | iconst : Construction | icre : Real Estate/Construction

**NS** e512 : Physical Trade | gdip : International Relations | e51 : Trade/External Payments | ecat : Economic News | gcat : Political/General News | gpir : Politics/International Relations

**RE** austr : Australia | china : China | greenl : Greenland | sydney : Sydney | apacz : Asia Pacific | asiaz : Asia | ausnz : Australia/Oceania | bric : BRICS Countries | chinaz : Greater China | devgcoz : Emerging Market Countries | dvpcoz : Developing Economies | easiaz : Eastern Asia | namz : North America | nswals : New South Wales

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