

CWG International Limited

FY2016 Results Presentation

Feb 2017

Suzhou Industrial Royal Park Mansion



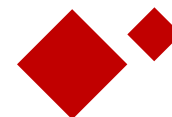
CWG International Limited



The presentation herein may contain forward looking statements by the management of CWG International Limited (“CWG” or the “Group”) that pertain to expectations for financial performance of future periods vs past periods. Such forward looking statements involve certain risks and uncertainties as they relate to future events. Actual results may vary materially from those targeted, expected or projected due to various factors. Such factors are, among others, general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures as well as changes in tax regimes and regulatory developments. Such statements are not and should not be construed as management’s representation on the future performance of CWG. Therefore, the actual performance of CWG may differ significantly from expressions provided herein. The reader is cautioned to not unduly rely on these forward-looking statements.

Neither the Group nor its advisers and representatives shall have any liability whatsoever for any loss arising, whether directly or indirectly, from any use or distribution of this presentation or its contents.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for shares in CWG.



Agenda



CWG International Limited

Contents	Page
FY2016 Results Highlights	4
Progress Update	6
Management Outlook	12
Business Overview	17
Property Development	17
Investment Properties	24
FY2016 Financials	29
Appendix	38

FY2016 Results Highlights

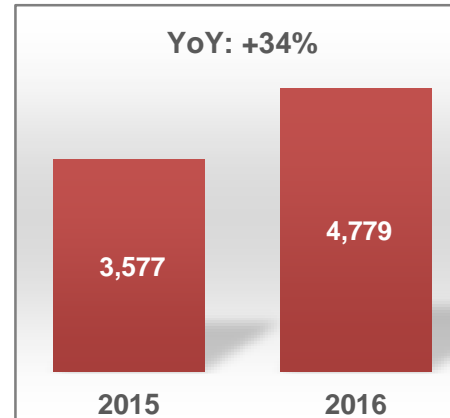
Income Statement



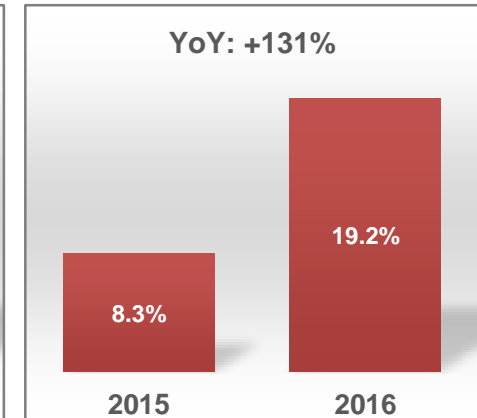
CWG International Limited

- **Record revenue of RMB4.8 billion**
- **Healthy pre-sales at RMB4.6 billion**
 - Could have been higher if not for the cooling measures
 - Q4 2016 pre-sales at RMB1.5 billion
- **Record PATMI at RMB115 million or basic EPS of RMB16.1 cents/share**
- **Dividend of S\$0.01/share or 28% payout ratio, to be approved at AGM**

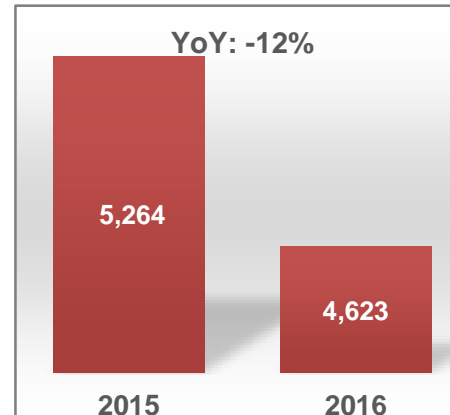
Revenue (mn RMB)



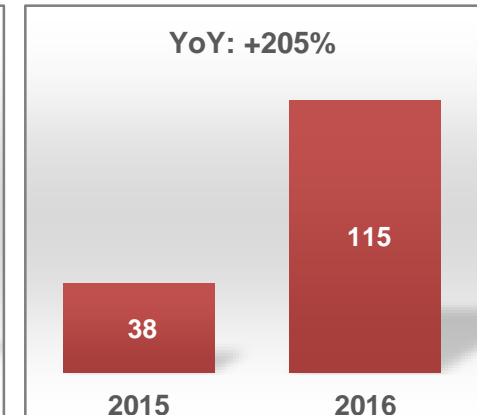
Gross Profit Margin (%)



Pre-sales (mn RMB)



PATMI (mn RMB)

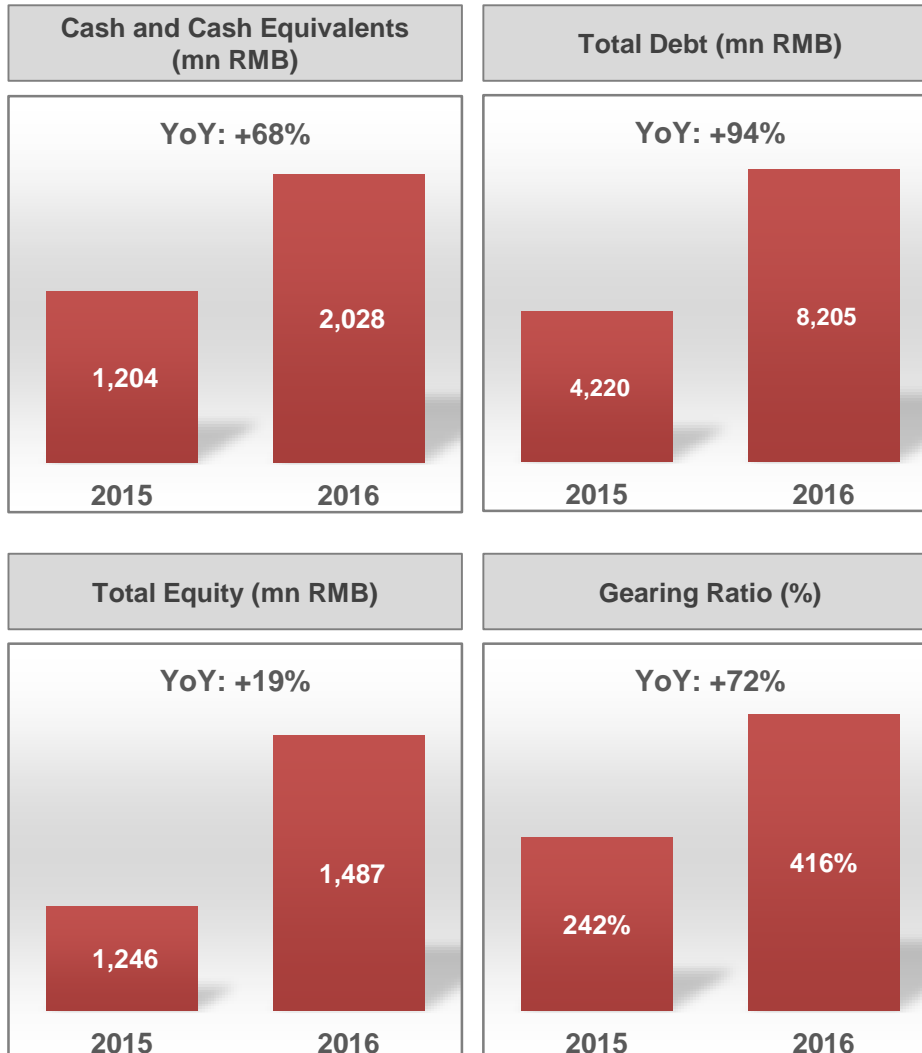


FY2016 Results Highlights

Statement of Financial Position



CWG International Limited



- **Cash and cash equivalents improved to RMB2.03 billion**
- **Total Debt increased to RMB8.21 billion**
- **Net debt = RMB6.18 billion**
 - Could have been, and planned to be, lower, if not for the cooling measures in Q4 2016
- **Gearing ratio* is 416%**
 - Should improve with sales normalisation

*Gearing ratio: $(\text{Interest-bearing debt} - \text{Cash and cash equivalents}) / \text{Total equity}$



CWG International Limited



1

Progress Update



CWG International Limited

Progress Update

Corporate Overview



Overview



Real Estate

Education



CWG International Limited



上海中锐教育投资股份有限公司
Shanghai Chiway Education Investment Co., Ltd.

- Listed on SGX Mainboard (SGX: ACW)
- International property developer with projects in China, Australia and the United States
- Fund and asset management capability
 - Richmond Capital
- Transforming into integrated property player

- Listed on China's New Third Board (836632)
- Pre-tertiary education
 - International High School
 - Overseas Chinese Academy Suzhou (International Baccalaureate)
 - K-12 education
 - JV partner for Eton House in Jiangsu
- Vocational education
 - Nanyang Institute of Management in Singapore
 - Wayman American Flight Training School (acquired in 4Q2016)
 - Automotive
 - >10 direct-sale schools and >50 managed institutions and partnered academics

Milestones

Increasing International Footprint

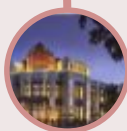
Chiway Group Founded

Chiwayland Group Founded



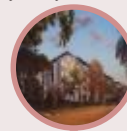
Developed Suzhou International Education Park (North)

Entered Brisbane, Australia



Listed on the SGX Mainboard

Entered Sydney, Australia



Received "PRC Top 100 Real Estate Development Enterprises award"

Renamed CWG International



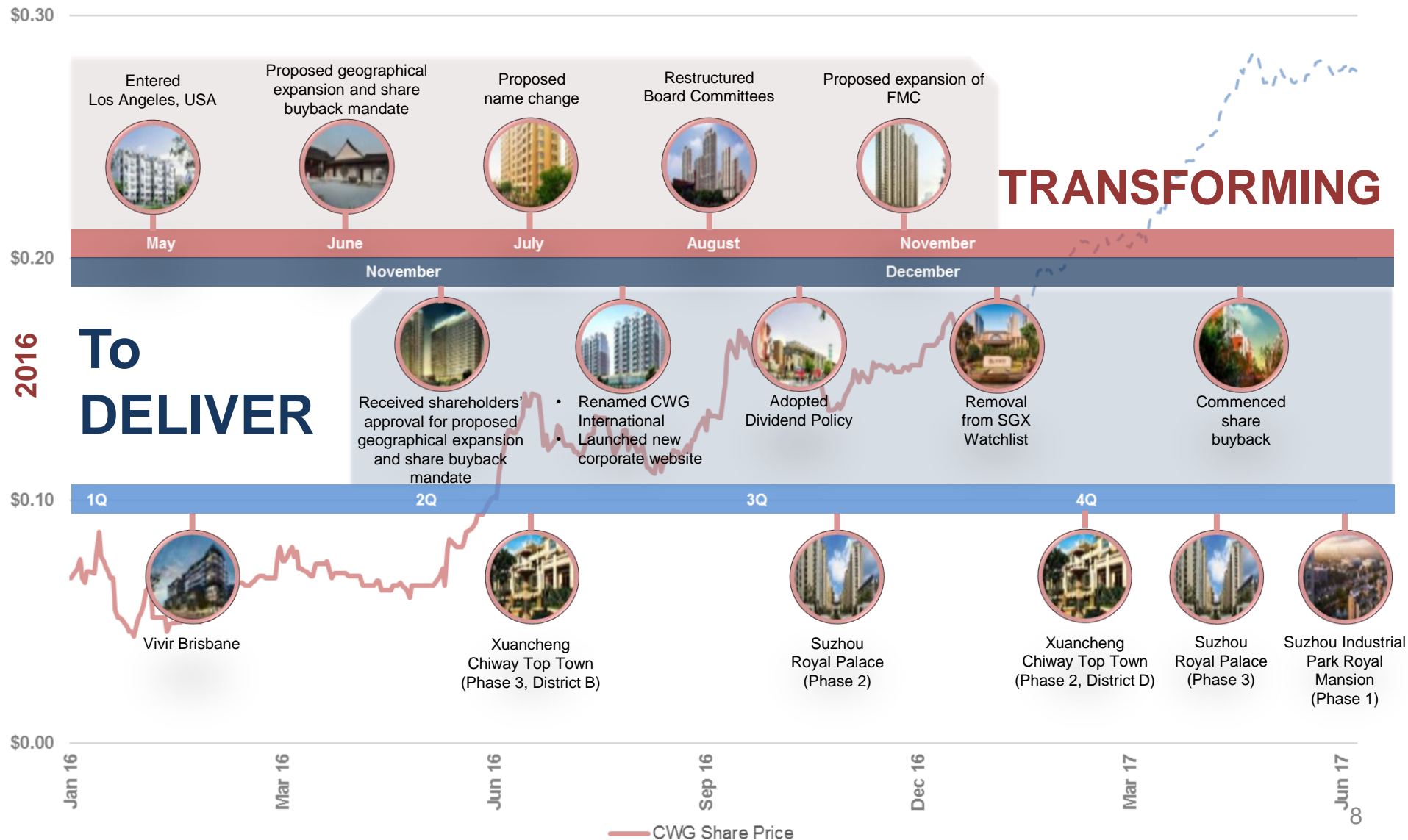
Entered Los Angeles, USA

Progress Update

Transforming To Deliver



CWG International Limited



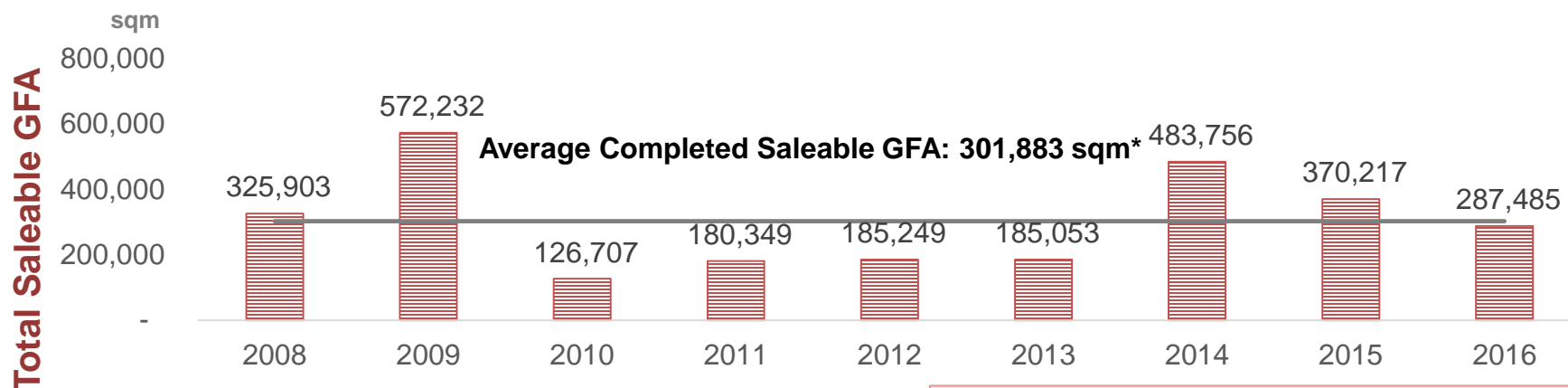
Progress Update

Completed Projects



CWG International Limited

The Group has successfully completed **29 projects*** with a **total GFA of 2.72 million sqm** in China and Australia over the past nine years.



Suzhou



Suzhou Xuefu Garden



Suzhou Hivle Mansion



Wuxi Chiway Artdeco Garden



Zhangjiagang Royal Palace



Wuxi Chiway Center



Suzhou Herun Garden



Wuxi Chiway Regent Town



Suzhou Hemei Garden



Suzhou Fortune Plaza



Suzhou Landscape Garden



Wuxi Jun Mansion



Suzhou Hetai Garden

Rest of China



Suzhou Royal Palace



Xuancheng Chiway Top Town



Suzhou Industrial Park Royal Mansion



Xuzhou Royal Palace



Shanghai Royal Palace

Australia



Vivir Brisbane

2016 Delivery

*Approximately 2x GFA of Pinnacle @ Duxton

Includes phases of projects

Progress Update

Land Acquisition 2016



CWG International Limited

DISCIPLINED and STEADY strategy in land acquisition

- Positioning for growth
- Expansion into Wuhan

* Approximately 1.6x 2016 Pre-sales GFA



No.	City	Date of Acquisition	Type	Site Area (sqm)	GFA (sqm)	Equity Stake (%)	Total Land Cost (RMB' Mil)	Planned TOP
1	Penrith Sydney	Jun 2016	Residential	114,270	66,213 [#]	100%	200.0	2021
2	Wuhan, Hubei	Jul 2016	Residential	13,270	36,721	49%	717.0	2018
3	Wuhan, Hubei	Aug 2016	Residential	83,468	170,920	60%	1,279.4	2018
4	Zhangjiagang, Jiangsu	Aug 2016	Residential	34,180	74,323	60%	519.4	2018
5	Wuxi, Jiangsu	Aug 2016	Residential/Commercial	11,782	13,768	60%	134.1	2018
6	Wuxi, Jiangsu	Sep 2016	Residential	73,500	177,515	60%	3,310	2019
Total					539,459*			

[#] During the planning stage, final GFA maybe different subject to final approval from the Australian State Government

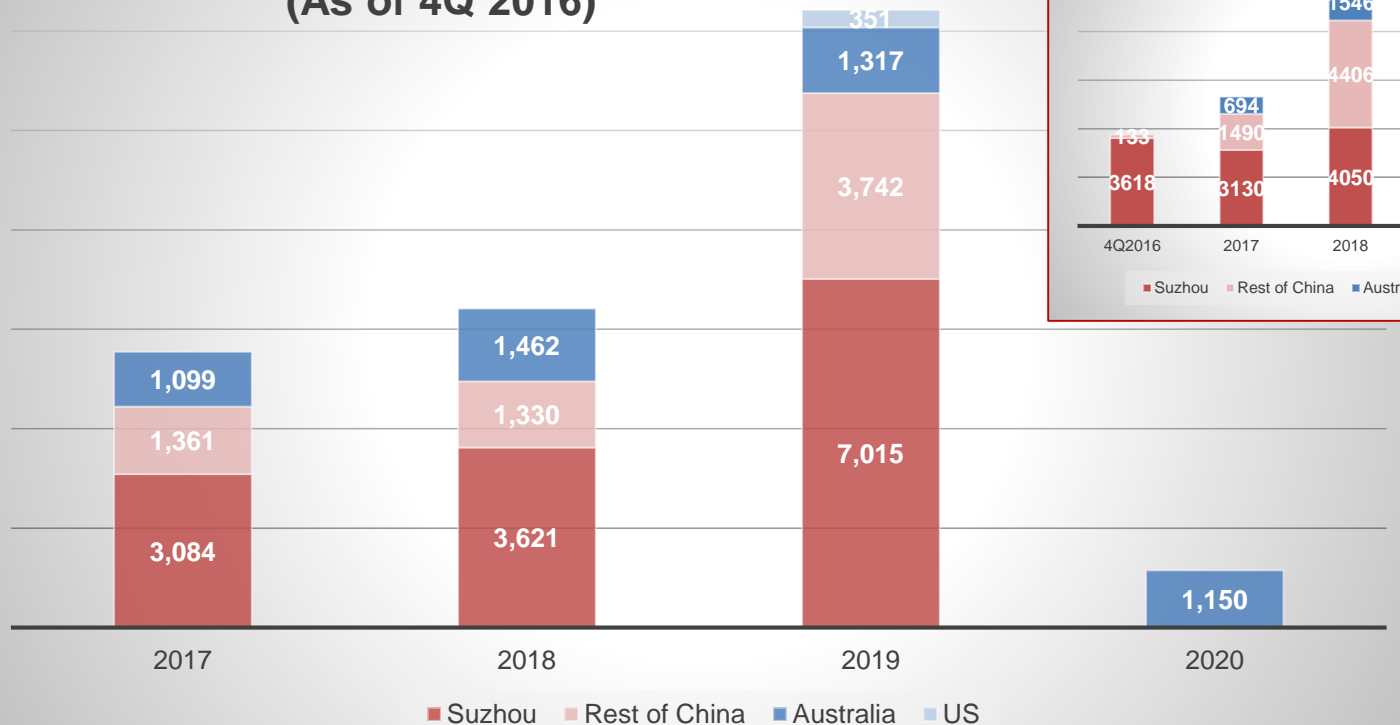
Progress Update

Estimated GDV by Regions

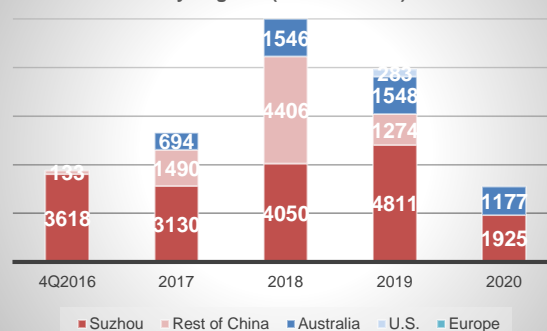


CWG International Limited

**Estimated GDV by Regions in RMB million
(As of 4Q 2016)**



Estimated GDV by Regions (As of 3Q 2016)



	2017	2018	2019	2020
Annual GDV	5,544	6,413	12,425	1,150
Cumulative GDV	5,544	11,957	24,382	25,531

*Estimated GDV of projects delivering each year based on planned GFA and prevailing market ASPs



CWG International Limited



2

Management Outlook



CWG International Limited

China developers priced for disaster are bargains to Goldman, Citigroup (8th February 2017)

Shanghai



The easy availability of credit sent home values soaring as much as 62% last year in some big cities such as Shenzhen. PHOTO: AFP

CHINA'S property developers are in far better shape than their rock-bottom stock valuations would have you believe. So say top analysts from firms including Goldman Sachs Group Inc and Citigroup Inc.

As curbs to cool property prices have pushed equity values down near record lows, Goldman Sachs said the market is pricing in a "deep downturn" and that investors are too pessimistic on expected income, especially from some leading developers.

Citigroup cites the investment appeal of large developers as the industry enters an era of "mega consolidation". And China International Capital Corp said builder stocks may surge more than 20 per cent in the first quarter as "palpably better-than-expected" home sales act as a catalyst.

A Bloomberg Intelligence index tracking 22 mainland developers listed in Hong Kong surged 5.7 per cent on Wednesday, the biggest gain in more than 11 months. Country Garden Holdings Co soared 9 per cent, the largest gain since April 13, 2015. China Resources Land Ltd advanced almost 7 per cent in its largest move since December 2015.

Despite an overhang from further government restrictions, some property stocks "are just way too cheap", said Alan Jin, a property analyst at Mizuho Securities Asia Ltd in Hong Kong, who has upgraded China Overseas Land & Investment and Guangzhou R&F Properties Co to buy ratings. "Now that valuations are near distressed levels, there may be a sector-wide rally lasting three to four months," he said.

Chinese regulators in March started embarking on a series of restrictions as they sought to rein in frenzied demand for homes, sending developer shares down last year by the most since 2011.

The Bloomberg Intelligence real estate index plunged 11 per cent in

2016 and through Tuesday was trading at 0.6 times book value, near an all-time bottom in 2008, when China's property market had its biggest downturn in a decade.

Yet, despite valuations near a historical trough, contracted sales at leading developers are expected to jump another 15 per cent this year from a record 2016, thanks to their strategic positioning in metro areas and stable home prices even with tightening, according to Citigroup analysts.

Morgan Stanley analysts earlier this week upgraded the property sector to "attractive", citing low valuations and a tight supply of land that will support home prices.

The nation's top three builders by sales had a strong start to the year. China Evergrande Group, China Vanke Co and Country Garden Holdings saw contracted sales jumping 90 per cent, 274 per cent and 75 per cent in January, respectively, according to private data provider China Real Estate Information Corp.

Citigroup is among at least 12 brokerages that have upgraded Chinese property stocks traded in

Hong Kong this year. Analysts led by Hong Kong-based Oscar Choi wrote last month that 2017 will be a "watershed" year for the industry as some of the largest developers increase market share. China Resources Land and Sunac China Holdings Ltd are among Citigroup's top picks.

Downside risk for share prices is limited, unless the financial performance and liquidity for the whole sector deteriorates quickly, said Philip Tse, a Hong Kong-based property analyst at ICBC International Research Ltd.

Investors haven't shared such optimism. State-owned China Overseas Land and China Resources Land slumped 24 per cent and 22 per cent, respectively, last year to rank among the biggest losers as a sell-off accelerated in the fourth quarter.

Goldman Sachs has a 12-month target price of China Overseas Land at HK\$31, which is 36 per cent higher than the current price, while China Resources Land has buy ratings from all 33 analysts tracked by Bloomberg.

The easy availability of credit

sent home values soaring as much as 62 per cent last year in some large cities such as Shenzhen, spurring regulators to increase down-payment requirements and clamp down on mortgage lending.

President Xi Jinping and his top economic policymakers have pledged prudent and neutral monetary policy and greater focus on deflating asset bubbles as they work to ensure stability in the lead up to a twice-a-decade Communist Party congress later this year.

Stocks of developers already reflect the realisation that regulators aren't going to ease up restrictions anytime soon.

"Every investor is aware that the existing curbs are no way to be loosened this year, so share prices have almost factored in the concern of tightening," Xie Haoyu, Beijing-based property analyst at Hua Tai Securities Co, said by phone, adding that he projects property investment to largely outperform consensus. "Now, all eyes are on whether sales and investment can beat expectation."

China's home market ended last year with a 22 per cent jump in sold area and 36 per cent rally in value. Builders on average sold 18 per cent more than their targets, compared with a 4 per cent beat a year earlier, according to Bloomberg calculations based on disclosed targets from 20 leading builders.

The survey didn't include second-biggest China Vanke Co, whose contracted sales surged 40 per cent from a year earlier. Home sales in December jumped 16.8 per cent higher from the year-earlier period and builders accelerated investments.

Goldman Sachs' Wang Yi wrote in a report last month that while concerns of further regulatory curbs linger, investors are overestimating the impact on developers.

Even for investor-favoured builders which trade above their book value, their valuation implies an "extremely low" return for years from their existing land parcels, Mr Wang wrote. BLOOMBERG

"CHINA'S property developers are in far better shape..."

"...industry enters an era of 'mega consolidation'."

"...builder stocks may surge...as 'palpably better-than-expected' home sales act as a catalyst."

"...contracted sales at leading developers are expected to jump another 15 per cent this year from a record 2016... their strategic positioning in metro areas and stable home prices even with tightening

"...a tight supply of land that will support home prices."

"...2017 will be a 'watershed' year for the industry as some of the largest developers increase market share."

"The nation's top three builders by sales had a strong start to the year..."

"Home sales in December jumped 16.8 per cent higher from the year-earlier period and builders accelerated investments."

Management Outlook

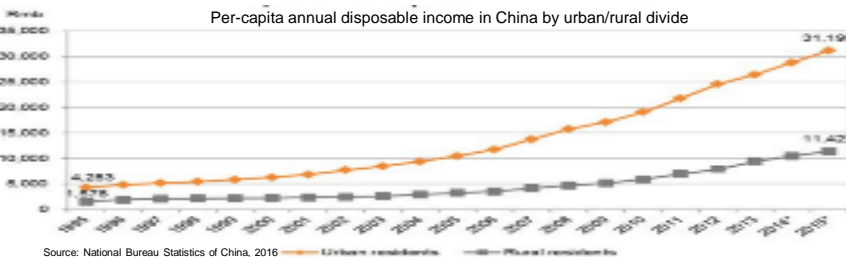
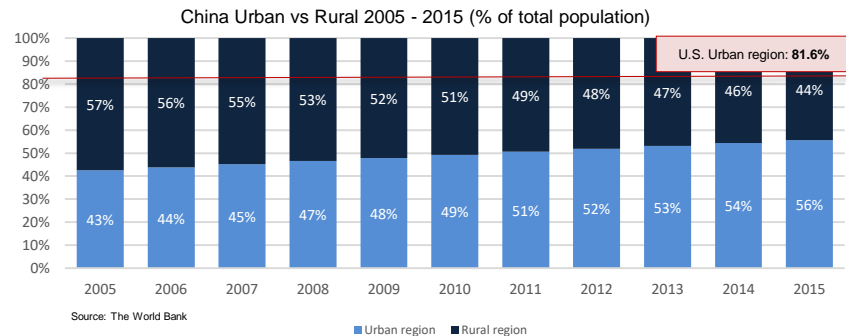
China



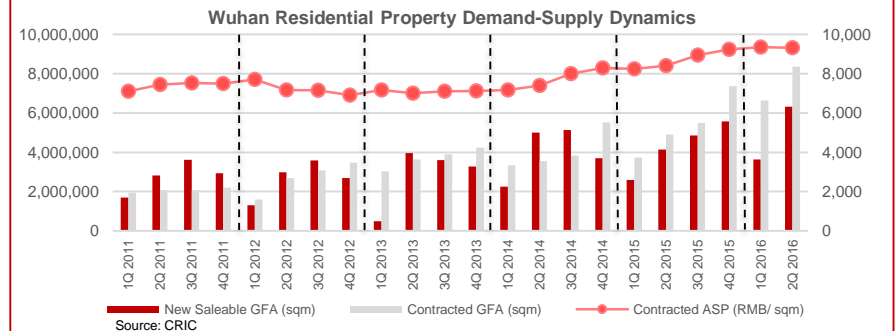
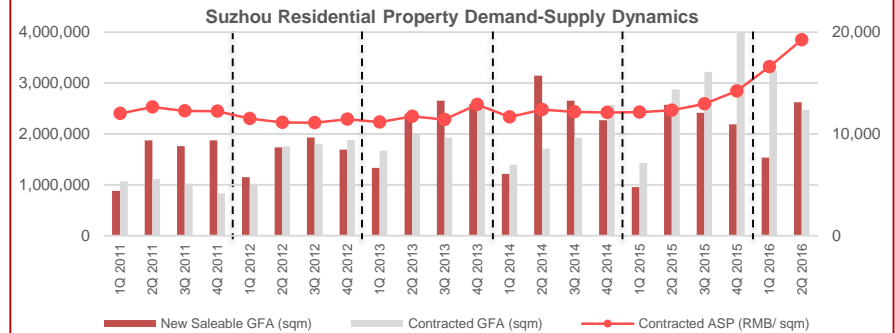
CWG International Limited

- Positive about the China property market over the medium term
- Despite the cooling measures since October 2016

- Underlying demand for housing in first and second tier cities due to –
 - Sustained urbanisation
 - Higher affluence



- Guided by favourable housing market demand-supply inventory trends



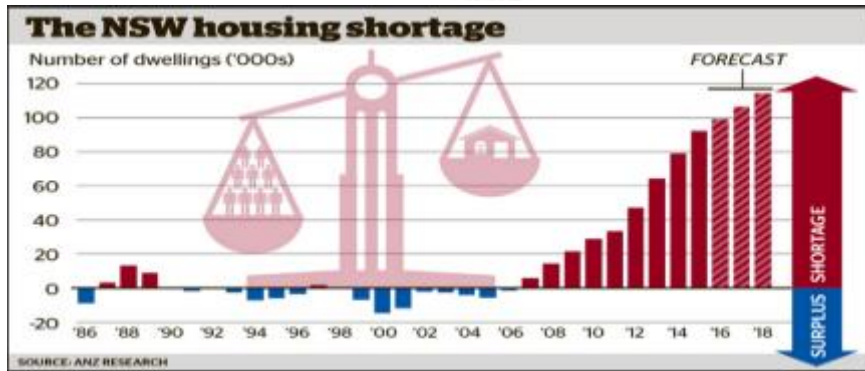
Scaling for growth and seeking opportunistic acquisitions

Management Outlook

Australia & U.S.

Australia

- Demand in Sydney
 - Sustained by continued population growth from favourable immigration policies

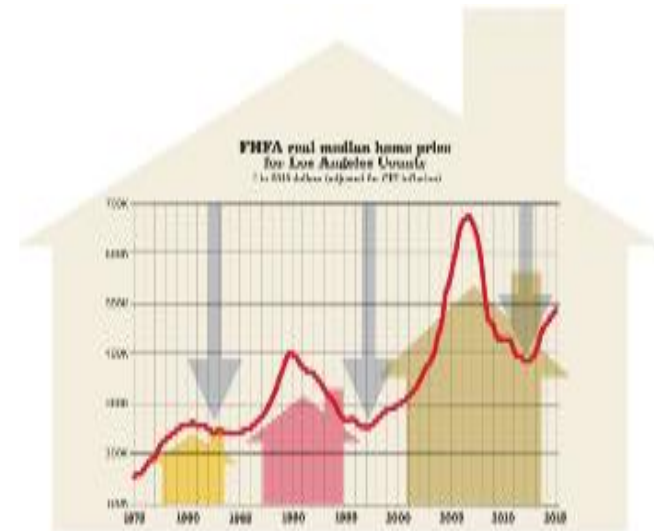


Target local buyers to support growth in Australia

- New projects in Parramatta and Penrith

U.S.

- Underlying demand for real estate due to -
 - Sustained growth in the U.S. economy
 - Competitive tax regime in some states
- Focus on Dallas and Los Angeles



Transforming U.S. operations into a capital-light, fee-earning business

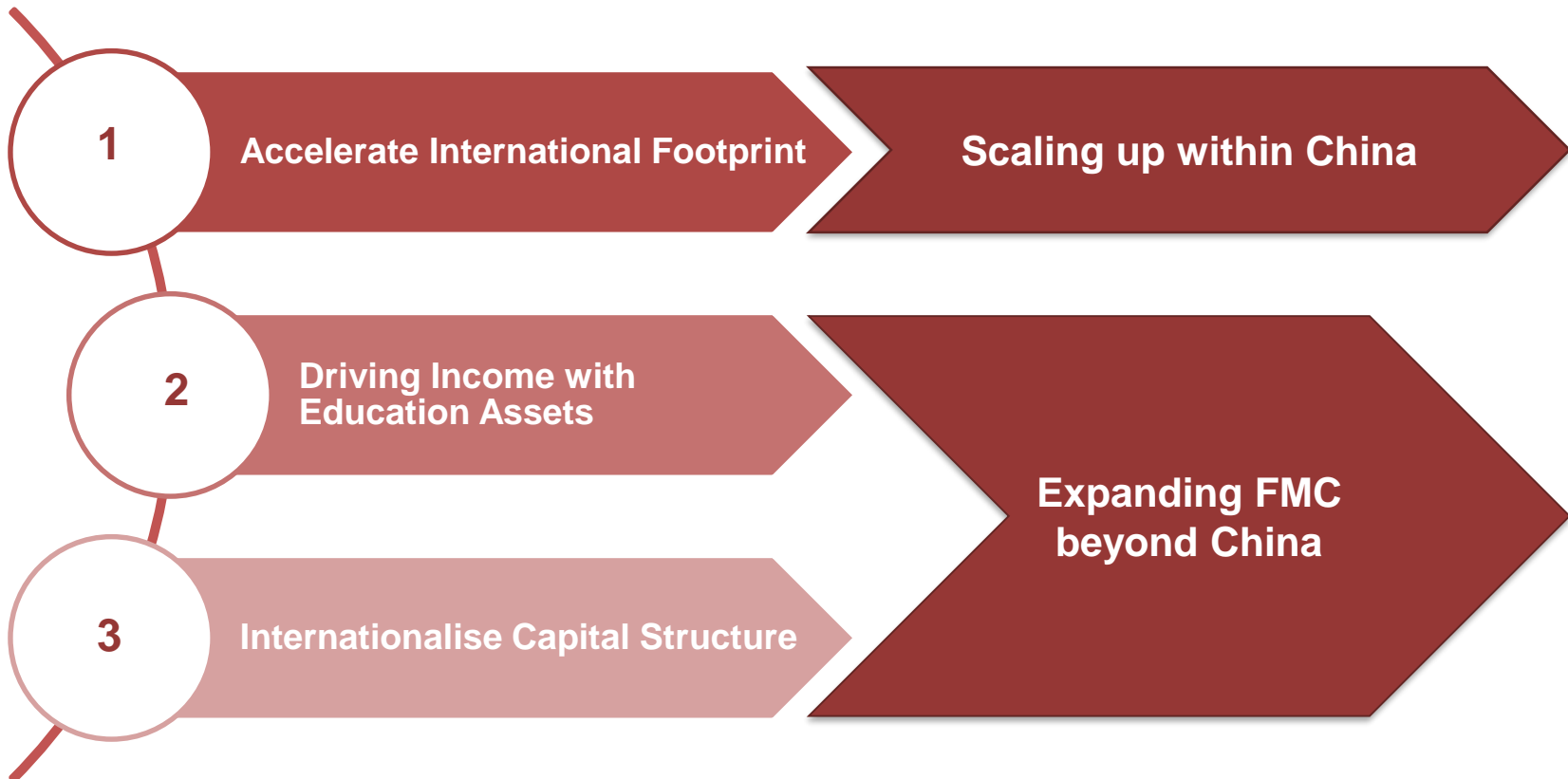
- GP/LP fund structures with external funds, to fund projects

Management Outlook

Key Growth Strategies



CWG International Limited





CWG International Limited



CWG International Limited

BUSINESS OVERVIEW

PROPERTY DEVELOPMENT

3



1

Accelerate International Footprint

Scaling up within China

Business Overview

Projects Under Development - Australia



CWG International Limited



From left to right: Uptown @ Sydney, Illumina @ Brisbane, Marine's Hill @ Sydney

No.	Project	Total Saleable GFA (sqm)	Equity Stake (%)	% Sold (3Q16)	% Sold (4Q16)	ASP (AUD/sqm)	Estimated Total Costs (AUD' Mil) ¹	Launch Date	TOP Date
Australia									
1	Uptown @ Sydney	16,280	60	>80	>80	13,500	161.0	Q2/2015	Q4/2017
2	Illumina @ Brisbane	15,272	50	>80	>90	8,800	96.0	Q3/2015	Q1/2018
3	Marine's Hill @ Sydney	6,198	100	>40	>40	13,000	60.0	Q1/2016	Q1/2018
	Total	37,750							

¹ Estimated total cost includes only land and construction costs

Business Overview

Projects Under Development - Suzhou & Rest of China



CWG International Limited

Suzhou



Shanghai Royal Palace



Xuzhou Royal Palace



Xuancheng Chiway Top Town

Rest of China

No.	Project	Total Saleable GFA (sqm)	Equity Stake (%)	% Sold (3Q16)	% Sold (4Q16)	ASP (RMB/sqm)	Estimated Total Cost (RMB' Mil) ¹	Launch Date	TOP Date
Suzhou, China									
1	Suzhou Industrial Park Royal Mansion (Phase 2) 苏州尚城·星公元二期	43,360	60	>30	>40	39,304	787.8	Q2/2016	Q4/2017
2	Suzhou China Prime Palace 苏州华元·琅石名筑	54,501	75	-	>30	25,314	1,094.8	Q4/2016	Q4/2017
3	Suzhou Chiway Royal Paradisebay 苏州尚宏·星奕湾	42,365	60	-	>10	22,907	661.2	Q4/2016	Q2/2018
4	Suzhou Bliss Harbour 苏州横塘·星悦湾	67,012	57	-	<10	25,710	935.9	Q4/2016	Q4/2018
Total		207,238							

No.	Project	Total Saleable GFA (sqm)	Equity Stake (%)	% Sold (3Q16)	% Sold (4Q16)	ASP (RMB/sqm)	Estimated Total Cost (RMB' Mil) ¹	Launch Date	TOP Date
Rest of China									
1	Shanghai Royal Palace (Phase 3) 上海置业·悦立方	37,764	100	>60	>70	10,882	293.2	Q4/2015	Q1/2017
2	Xuzhou Royal Palace-Block C (Phase 2) 徐州中锐·星尚城二期	117,533	80	>80	>90	5,792	540.2	Q2/2015	Q2/2017
3	Xuzhou Royal Palace-Block C (Phase 3) 徐州中锐·星尚城三期	124,838	80	-	>20	5,635	605.3	Q4/2016	Q4/2018
4	Xuzhou Royal Palace-Block B (Phase 1) 徐州星尚天地一期	24,893	100	-	>20	8,742	110.5	Q4/2016	Q2/2018 [#]
5	Xuancheng Chiway Top Town (Phase 3, District C) 宣城中锐第一城三期C区	58,422	100	>80	>90	4,612	198.9	Q3/2015	Q4/2017
6	Xuancheng Chiway Top Town (Phase 4, District A) 宣城中锐第一城四期A区	76,535	100	>40	>70	4,664	269.5	Q2/2016	Q2/2018
Total		439,985							

¹ Estimated total cost includes only land and construction costs

[#] Changed since 3Q16

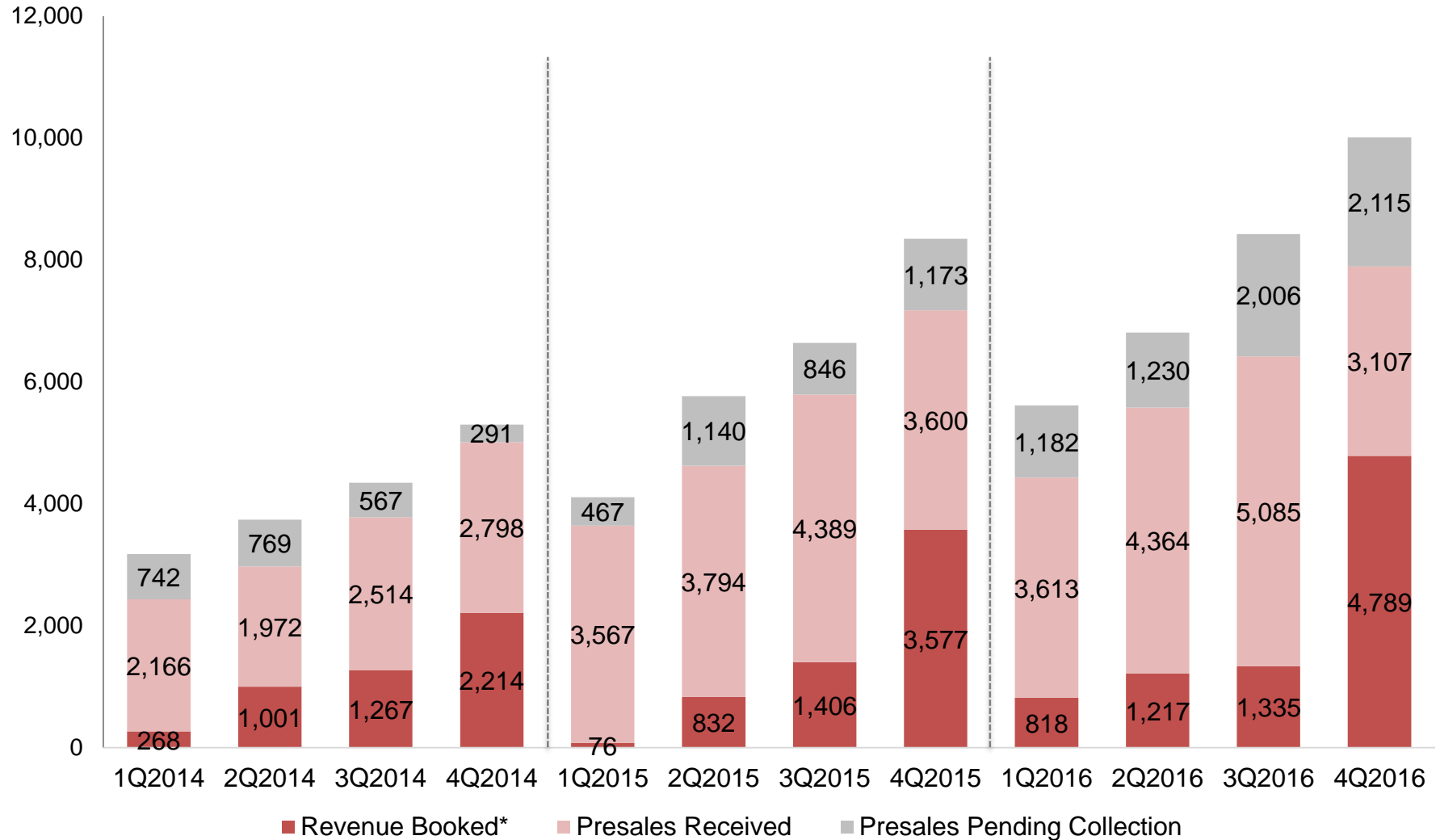
Business Overview

Revenue and Presales



CWG International Limited

RMB Mil



*Revenue Booked is cumulative quarterly.

Presales Received and Presales Pending Collection are outstanding as of the end of each quarter.

Business Overview

Upcoming Projects - Australia & United States



CWG International Limited

Australia



No.	Project (Australia)	Planned Total Saleable GFA (sqm)	Equity Stake (%)	Estimated ASP (AUD/sqm) ¹	Estimated Total Costs (AUD 'Mil) ²	Planned Launch Date	Planned TOP Date
1	Stellar @ Ryde	6,673	60	11,600	60.0	Q4/2016	Q2/2018 [#]
2	The Peak @ Parramatta	22,900*	75	11,500	166.0	Q2/2017	Q3/2019
3	Lapointe @ Caddens – Townhouses	40,325*	100	5,700	176.0	Q2/2017	Q2/2020
4	Lapointe @ Caddens – Apartment	25,888*	100	8,000	144.0	Q3/2018	Q1/2021
Total		95,786					

¹ Based on prevailing market rates

² Estimated total cost includes only land and construction costs

* During the planning stage, final GFA maybe different subjected to final approval from the Australian State Government

[#] Changed since 3Q16

United States



No.	Project (U.S.)	Planned Saleable GFA (sqm)	Equity Stake (%)	Planned Lettable GFA (sqm)	ASP (USD/sqm)	Estimated Costs (USD 'Mil) ²	Planned Launch Date	Planned TOP Date
1	Wilshire Corridor @ L.A.	TBD	50	TBD	TBD	TBD	TBD	TBD

Business Overview

Upcoming Projects - Suzhou & Rest of China



CWG International Limited

Suzhou

No.	Project	Planned Saleable GFA (sqm)	Equity Stake (%)	Planned ASP (RMB/Sqm)	Est.Total Cost (RMB' Mil) ¹	Planned Launch Date	Planned TOP Date
Suzhou, China							
1	Suzhou Chiway Star Hub 星汇生活广场	20,036	55	31,269	275.2	Q1/2017 [#]	Q2/2018
2	Zhangjiagang Yongan 张家港永安项目	74,323	57	18,362	876.8	Q2/2017	Q2/2019
3	Wuxi Chiway Prime Palace 无锡琅石名筑	13,768	57	21,881	248.5	Q3/2017	Q4/2018
4	Wuxi Industrial Park Royal Mansion(Phase 1)* 无锡星公元一期	70,466	60	28,085	1,910.7	Q4/2017	Q4/2019
5	Wuxi Industrial Park Royal Mansion(Phase 2)* 无锡星公元二期	34,960	60	27,068	947.9	Q4/2017	Q4/2019
6	Wuxi Industrial Park Royal Mansion(Phase 3)* 锡星公元三期	72,089	60	37,797	1,954.7	Q4/2017	Q4/2019
Total		285,642					

¹Estimated total costs includes only land and construction costs

*Land Acquisitions in 2016

[#] Changed since 3Q16

Rest of China

No.	Project	Planned Saleable GFA (sqm)	Equity Stake (%)	Planned ASP (RMB/Sqm)	Est.Total Cost (RMB' Mil) ¹	Planned Launch Date	Planned TOP Date
Rest of China							
1	Nanjing Royal Lake Mansion 南京宏润·星湖名邸	41,884	60	28,191	861.9	Q1/2017 [#]	Q2/2019 [#]
2	Xuancheng Chiway Top Town (Phase 4, District B, C) 宣城中锐第一城四期B,C区	6,445	100	8,000	24.3	Q1/2017 [#]	Q3/2018
3	Wuhan Miaoshan Project* 武汉庙山项目	170,920	60	14,984	2,073.6	Q3/2017	Q2/2019
4	Xuzhou Royal Palace-Block C (Phase 4) 徐州中锐·星尚城四期	37,453	80	TBD	TBD	TBD	TBD
5	Xuzhou Royal Palace-Block B (Phase 2-4) 徐州星尚天地二到四期	125,961	100	TBD	TBD	TBD	TBD
Total		382,663					

¹Estimated total costs includes only land and construction costs

*Land Acquisitions in 2016

[#] Changed since 3Q16

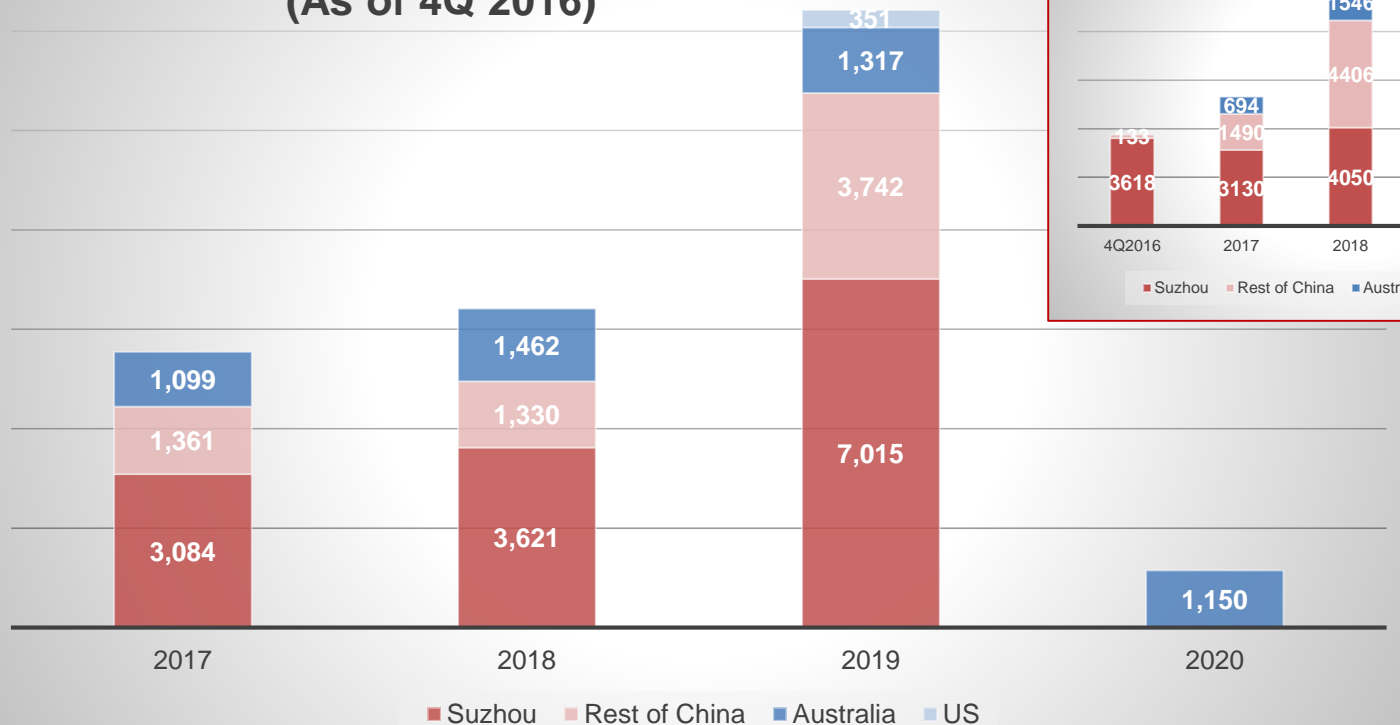
Business Overview

Estimated GDV by Regions

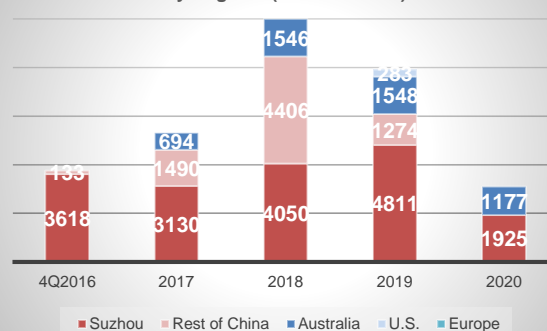


CWG International Limited

Estimated GDV by Regions in RMB million
(As of 4Q 2016)



Estimated GDV by Regions (As of 3Q 2016)



	2017	2018	2019	2020
Annual GDV	5,544	6,413	12,425	1,150
Cumulative GDV	5,544	11,957	24,382	25,531

*Estimated GDV of projects delivering each year based on planned GFA and prevailing market ASPs



CWG International Limited



CWG International Limited

BUSINESS OVERVIEW

INVESTMENT PROPERTIES

3



2

Driving Income with Education Assets

**Expanding FMC beyond
China**

Business Overview

Investment Properties – Current Portfolio



CWG International Limited

Completed

	Project	Year of completion	Type	Group's stake (%)	GFA (sqm)	Net Lettable Area/floor area (sqm)	2015 Valuation (RMB' Mil)*	2016 Valuation (RMB' Mil)*
1	Wuxi Eton House International School (Phase 1)	2008	Education	100	7,269	7,269	39.4	39.4
2	Xuzhou Royal Palace – Block A School Phase 1	2014	Education	100	36,894	36,894	131.1	140.0
Total					44,163	44,163	170.4	179.4
3	Suzhou Fortune Innovation Centre (Phase 1)	2010	Offices	70	7,683	7,683		
4	Suzhou Fortune Innovation Centre (Phase 2)	2013	Offices	70	17,744	17,744	240.7	245.1
5	Suzhou Fortune Innovation Centre (Phase 3)	2013	Offices	70	8,455	8,455		
Total					33,882	33,882	240.7	245.1
6	Wuxi Chiway Regent Town Community Centre	2008	Retail	100	7,397	7397	38.3	38.6
7	Retail portion of Wuxi Chiway Regent Town	2008	Retail	100	2,157	2157	18.9	19.1
8	Retail portion of Suzhou Hemei Garden	2014	Retail	70	2,650	2650	25.8	26.0
9	Building SY1# of Xuancheng Chiway Top Town	2014	Retail	100	5,708	5708	37.8	38.1
10	Retail portion of Phase 2 of Suzhou Royal Palace	2016	Retail	75	5,483	5483	165.3	170.0
Total					23,395	23,395	286.1	291.8
Grand Total					101,440	101,440	697.3	716.3

*Based on valuation report as of 31 Dec 2016

Business Overview

Investment Properties – In-the-Pipeline



CWG International Limited

Education Assets



Eton House International School



Wuxi Chiway School



Overseas Chinese Academy Suzhou

Project	Year of completion	Group's stake (%)	GFA (sqm)	Net Lettable Area/floor area (sqm)	Valuation (RMB'Mil)*
Overseas Chinese Academy Suzhou	2017	65	51,990	51,990	50.0
Overseas Chinese Academy Wuxi	2018	100	24,312	24,312	57.4
Xuzhou Royal Palace-Block A School Phase 2	2020	100	68,683	68,683	27.5
Total			144,985	141,082	134.9

Project	Type	Year of completion	Group's stake (%)	GFA (sqm)	Net Lettable Area/floor area (sqm)	Valuation (RMB'Mil)*
Suzhou Fortune Innovation Centre (Phase 4)	Office	2018	70	44,527	44,527	60.0
Retail portion of Suzhou Chiway Star Hub	Retail	2018	55	27,617	27,617	204.0
Retail Portion of Suzhou Bliss Harbour	Retail/Hotel	2018	57	22,720	22,720	125.0
Wilshire Corridor @ L.A.	Hotel	2019	50	10,671	10,671	TBC
Total				105,535	105,535	389.0
Grand Total						523.9

*Based on valuation report as of 31 Dec 2016

Commercial/ Retail/ Hotel



Suzhou Fortune Innovation Centre



Wilshire Corridor

Business Overview

Expanding FMC beyond China – Richmond Capital



CWG International Limited

Richmond Capital

- Incorporated in April 2015
- Successfully launched and manages 7 fund products with 700mn RMB assets under management
- Provides an avenue for us to tap into funds in China to invest in our international projects



中国证券投资基金业协会
Asset Management Association of China

登记编号: P1016612

私募投资基金管理人登记证明
Private Investment Fund Manager Registration

管理人名称 上海睿泽股权投资管理有限公司
Manager Name
组织机构代码 33263223-1
Organization Code

Foreign Currency Denominated Funds (invest in overseas projects)



Fund	Fund Size	Holding Period
Overseas Property Investments Opportunity Fund	24mn USD	1 yr
Richmond Capital Toowong Mezzanine Investment Plan	25mn USD	1.5 yrs + 0.5 yr
Chiwayland Australia Preferred Shares	10mn AUD	1.5 yrs
Chiwayland Australia Preferred Shares	15mn AUD	1 yr

Domestic Currency Denominated Funds



Xuancheng Chiway Top Town

Suzhou Fortune Innovation Center

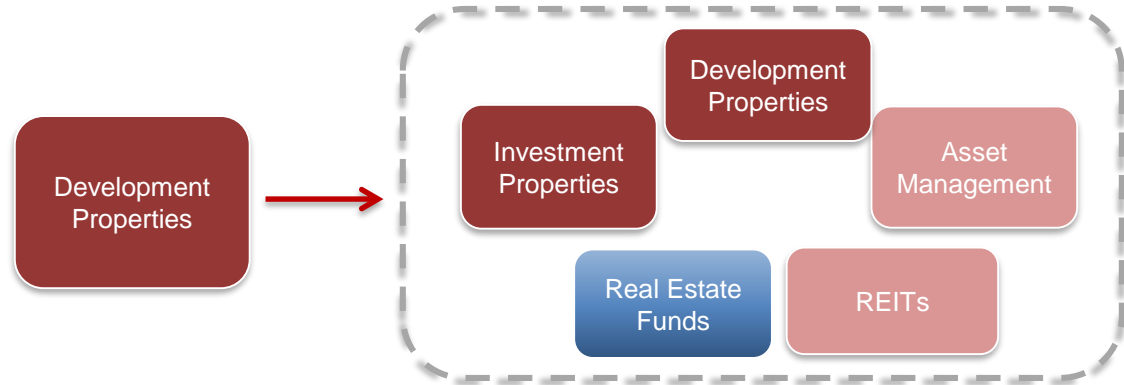
Shanghai Royal Palace

Fund	Fund Size	Holding Period
Chiway Top Town (Xuancheng)	100mn RMB	1 yr + 1 yr
Suzhou Fortune Innovation Center	90mn RMB	0.5 yr
Shanghai Royal Palace	130mn RMB	1+1 yr

Business Overview

Expanding FMC beyond China

- Transforming to **Integrated Property Player**
- Higher recurring income to provide earnings stability
- Focus on our advantage in education (e.g. build-and-lease schools)
- Acquire education-related properties internationally (e.g. student housing etc.)



Expanding FMC beyond China

- Awaiting SGX approval of Circular
 - EGM to be held soon
- Early plans to set up FMC in Singapore
- Search for Australia FMC for acquisitions



Potential Acquisition of Businesses & Assets

- Educational Businesses
 - Sister company or others
- Education assets
 - Student accommodations
 - School campuses

Other Opportunistic Acquisitions

- Other developers (preferably listed)
- Other real estate related companies
 - Construction firms, Architectural firms



CWG International Limited



4

FY2016 Financials



CWG International Limited

FY2016 Financials

Income Statement



CWG International Limited

	GROUP			GROUP		
	4Q2016	4Q2015	% Change	12M2016	12M2015	% Change
	RMB'000	RMB'000	+ / (-)	RMB'000	RMB'000	+ / (-)
1 Revenue	3,443,806	2,171,842	59%	4,778,878	3,577,293	34%
Cost of sales	(2,675,467)	(1,973,035)	36%	(3,863,012)	(3,279,475)	18%
2 Gross profit	768,339	198,807	286%	915,866	297,818	208%
Other income	1,979	92,555	(98%)	6,043	94,990	(94%)
3 Selling and distribution expenses	(57,191)	(21,311)	168%	(141,681)	(76,320)	86%
Administrative expenses	(44,856)	(16,216)	177%	(144,385)	(98,252)	47%
Other operating expenses	(12,206)	(5,851)	109%	(20,581)	(12,299)	67%
Results from operating activities	656,065	247,984	165%	615,262	205,937	199%
Net finance costs	(9,791)	(14,138)	(31%)	(56,126)	(41,387)	36%
Share of results of joint ventures, net of tax	157	777	(80%)	6,339	(1,348)	n.m.
Profit before income tax	646,431	234,623	176%	565,475	163,202	246%
Income tax expense	(263,592)	(127,790)	106%	(296,837)	(91,940)	223%
4 Profit for the period/year	382,839	106,833	258%	268,638	71,262	277%

Profit attributable to:

5 Owners of the Company	222,230	59,017	277%	114,764	37,663	205%
Non-controlling interests	160,609	47,816	236%	153,874	33,599	358%
Profit for the period/year	382,839	106,833	258%	268,638	71,262	277%

1 Revenue increased in FY16 due to the increase in ASP:

- Suzhou Industrial Park Royal Mansion and Suzhou Royal Palace accounted for 49% and 37% of revenues respectively

2 GPM increased from 8.3% to 19.2% due to higher margin contribution from Suzhou Industrial Park Royal Mansion and Suzhou Royal Palace.

3 Overall expenses increased at an average of 67% from FY15 but the change is in tandem with our scale of operation

4 5 Both NPAT and PATMI increased by 2.8x and 2.1x respectively for the FY16 due to higher revenue and improved margins.

FY2016 Financials

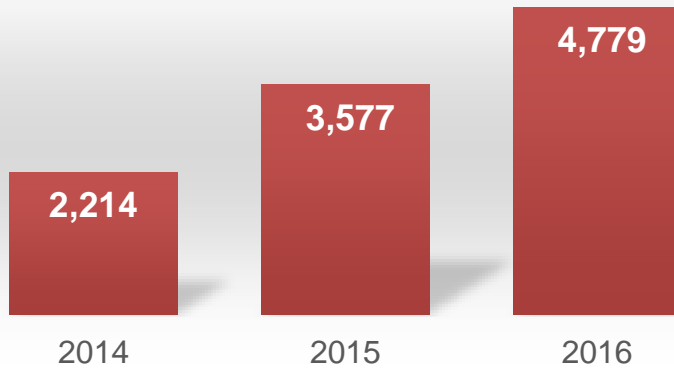
Income Statement



CWG International Limited

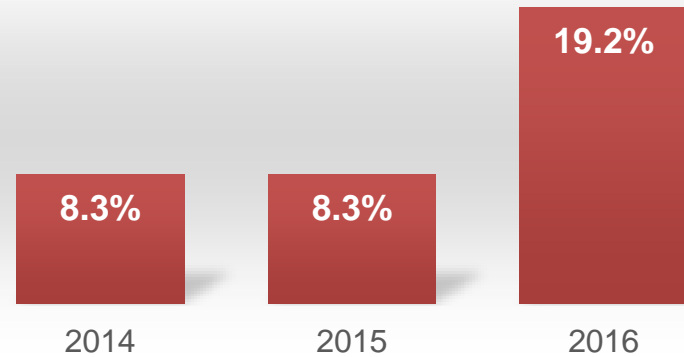
Revenue (mn RMB)

YoY: +34%



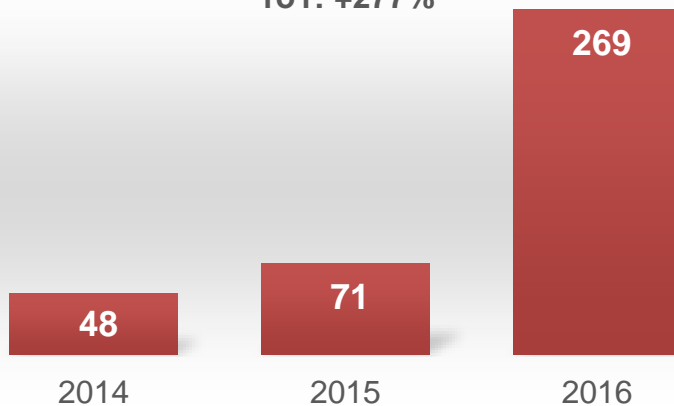
Gross Profit Margin (%)

YoY: +130%



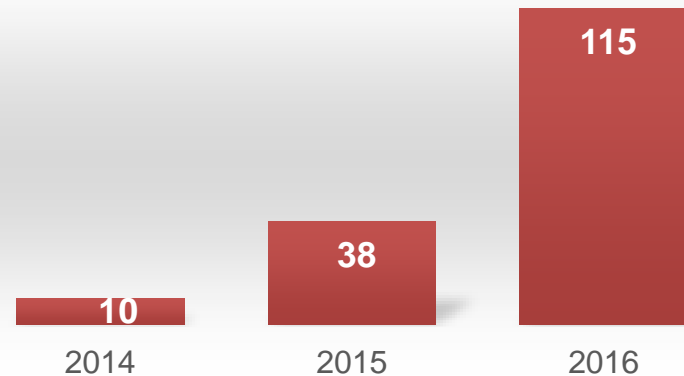
NPAT (mn RMB)

YoY: +277%



PATMI (mn RMB)

YoY: +205%



FY2016 Financials

Statement of Financial Position



CWG International Limited

	Group	
	31-Dec-2016 RMB'000	31-Dec-2015 RMB'000
Assets		
Property, plant and equipment	4,822	5,714
Investment properties	1,190,200	993,200
Subsidiaries	-	-
Joint ventures	107,226	15,062
Deferred tax assets	124,133	42,961
Non-current assets	1,426,381	1,056,937
1 Development properties	7,791,781	5,597,862
Contract work-in-progress	397,888	382,998
Financial assets	55,000	250,000
Trade receivables, other receivables and advance payments	3,713,157	2,664,697
2 Cash and cash equivalents	2,027,684	1,203,532
Current assets	13,985,510	10,099,089
Total assets	15,411,891	11,156,026

- 1** Increase in projects under development to RMB7.8bn due to more projects undertaken for growth
- 2** Increase in cash position due to better pre-sales
- 3 4** Increase in loans and borrowings due to larger scale of operations
- 5** Consistent level of pre-sales despite record delivery in 2016

	Group	
	31-Dec-2016 RMB'000	31-Dec-2015 RMB'000
Equity		
Share capital	298,577	298,577
Treasury shares	(522)	-
Reserves	331,213	216,630
Equity attributable to owners of the Company	629,268	515,207
Other equity instruments	214,695	214,695
	843,963	729,902
Non-controlling interests	642,694	516,317
Total equity	1,486,657	1,246,219
Liabilities		
3 Loans and borrowings	5,757,714	3,144,601
Deferred tax liabilities	116,993	121,440
Non-current liabilities	5,874,707	3,266,041
4 Loans and borrowings	2,447,491	1,075,260
5 Trade payables, other payables and advance receipts	4,911,473	5,078,377
Advance receipts from government	439,853	439,853
Tax payable	251,710	50,276
Current liabilities	8,050,527	6,643,766
Total liabilities	13,925,234	9,909,807
Total equity and liabilities	15,411,891	11,156,026

FY2016 Financials

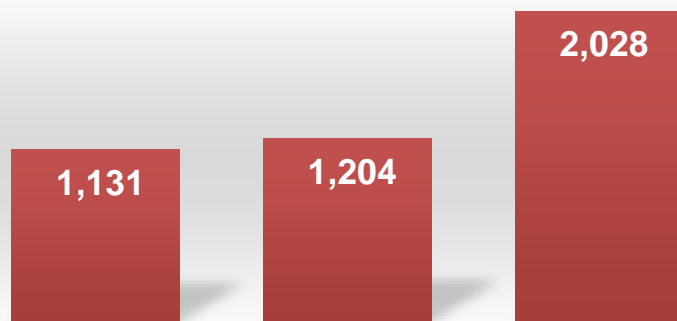
Statement of Financial Position



CWG International Limited

Cash and Cash Equivalents (mn RMB)

YoY: +68%



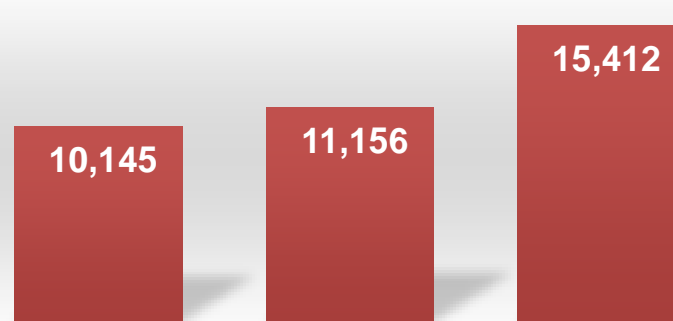
2014

2015

2016

Total Assets (mn RMB)

YoY: +38%



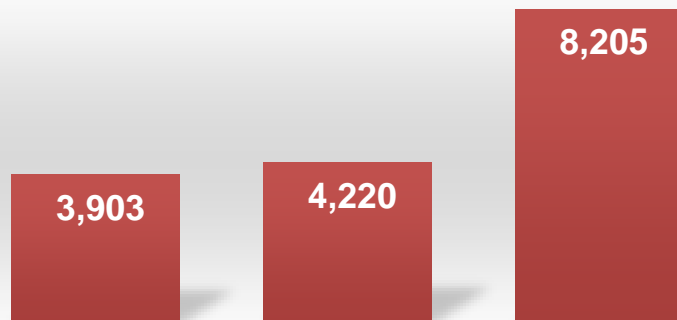
2014

2015

2016

Total Debt (mn RMB)

YoY: +94%



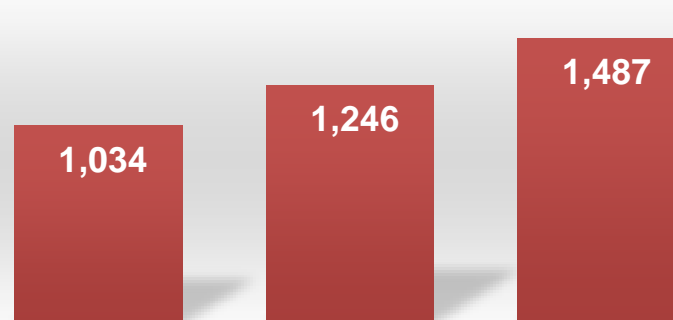
2014

2015

2016

Total Equity (mn RMB)

YoY: +19%



2014

2015

2016

* Total debt refers to interest-bearing debt

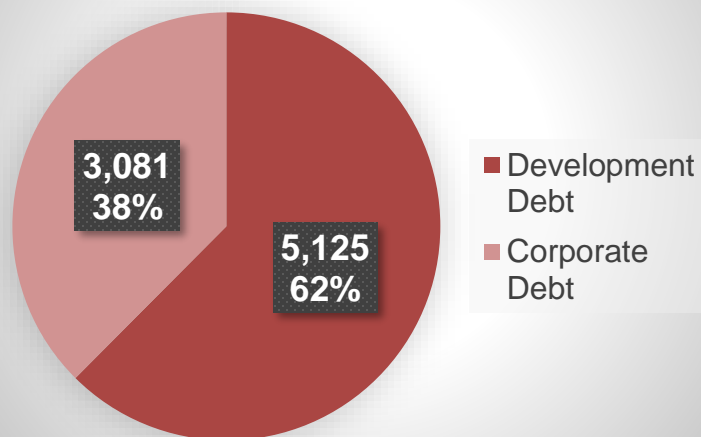
FY2016 Financials

Debt Structure



CWG International Limited

**Debt Profile Analysis
(RMB Million)**



Development Debt	As of 3Q16 (RMB Million)	As of 4Q16 (RMB Million)
Bank Development Loans	2,721.6	2,587.2
Mezzanine Debt	715.3	791.2
Trust Loans	220.0	650.0
Minority Shareholders' Loans **	645.0	565.0
Entrusted Loans	420.0	531.2
Total	4,721.9	5,124.7
Corporate Debt	As of 3Q16 (RMB Million)	As of 4Q16 (RMB Million)
Minority Shareholders' Loans **	1,676.4	1,575.2
Mezzanine Debt	0.0	800.0
Fund Products	315.1	487.7
Entrusted loans	100.0	100.0
Overseas Loans under Domestic Guarantee	53.1	62.6
Preferred Stocks	-	55.0
Total	2,144.6	3,080.5
Total Debt	6,866.5	8,205.2

**Most of the Minority Shareholders' Loans are from the Jiangsu Shagang Group ("Shagang"), our strategic partner.

Shagang is one of the largest privately-owned Chinese company with annual capacities of iron-making, steel-making and rolled products of 31.90 million tons, 39.20 million tons and 37.20 million tons respectively.

FY2016 Financials

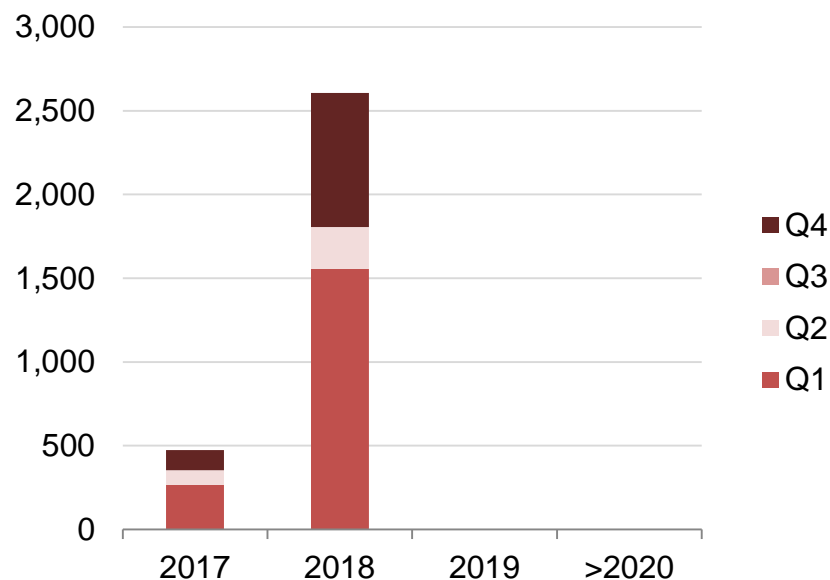
Capital Management



CWG International Limited

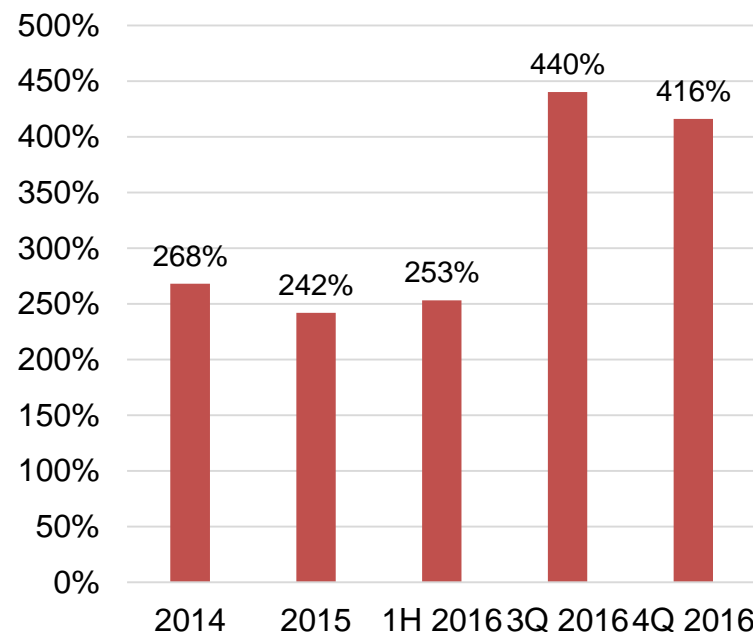
Corporate Debt Maturity

RMB mn



Corporate Debt	2017	2018	2019	>2020
Minority Shareholders' Loans **	-	1575.2	-	-
Mezzanine Debt	-	800.0	-	-
Fund Products	312.1	175.6	-	-
Entrusted loans	100.0	0.0	-	-
Overseas Loans under Domestic Guarantee	62.6	0.0	-	-
Preferred Stocks	-	55.0	-	-
Total	474.7	2605.8	-	-

Gearing Ratio



*Gearing ratio: $(\text{Interest-bearing debt} - \text{Cash and cash equivalents}) / \text{Total equity}$

FY2016 Financials

Summary of Financial Ratios



CWG International Limited

	FY16	FY15
NAV/Share (S\$ cents)	39.9	33.7
Gearing Ratio	416%	242%
EPS (Basic) (S\$ cents)	3.35	0.90
Share Price (S\$)	0.177*	0.068
Market Capitalisation (S\$ Mil)	117.9*	45.4
Total No. of Issued Shares (Mil)	666.186	666.851

- Exchange Rate as of 31 December 2016: 1SGD = 4.798 CNY
- Exchange Rate as of 31 December 2015: 1SGD = 4.591 CNY
- * As of 10 Feb 2017



Dividend Payment S\$0.01/share

Key Initiatives

Scaling up in China

- Enlarging landbank
- Opportunistic acquisitions

Expanding FMC beyond China

- Australia - Potential acquisition of existing FMC
- Singapore - Education REITs

Capital Growth

- Equity Placement
- Convertible bond

Opportunistic Acquisitions

- Education businesses and assets
- Real estate related companies

11 Project Launches

Target
RMB10 billion Pre-sales

6 in Suzhou

3 in Rest of China

2 in Australia

6 Planned Delivery of Major Projects

2 in Suzhou

- 4Q17 - Suzhou Industrial Park Royal Mansion (Phase 2)
- 4Q17 - Suzhou Chiway Prime Palace

3 in Rest of China

- 1Q17 - Shanghai Royal Palace (Phase 3)
- 2Q17 - Xuzhou Royal Palace-Block C (Phase 2)
- 4Q17 - Xuancheng Chiway Top Town (Phase 3, District C)

1 in Australia

- 4Q17 - Uptown @ Sydney

Appendix

Suzhou Royal Palace



CWG International Limited



Appendix

CORPORATE PROFILE

Corporate Profile

Organisational Structure



CWG International Limited

Current Board



Mr. Qian Jianrong
Executive Chairman and CEO

- Single largest shareholder of the Group with 74.75% stake and responsible for Group's overall development and corporate strategies
- Chairman of the Federation of Industry and Commerce of Changning District in Shanghai
- Vice Chairman of the China Real Estate Chamber of Commerce
- Vice Chairman of the Shanghai Federation of Industry and Commerce



Mr. Chua Hwee Song
Executive Director and CFO

- Previously Independent Director of Rowsley Ltd. (Sep 2013 to Jan 2016) and General Manager at Singapore EDB
- Founder and Managing Director of private equity fund, Tembusu Ventures Pte. Ltd., which invests in growth companies across Asia
- Key appointment holder in the reserves of the Singapore Armed Forces



Mr. Tian Honglei
Executive Director

- Vice President, Head of HR and Compliance
- Previously held management positions and led the investment projects of various PRC companies



Mr. Thio Shen Yi
Lead Independent Director

- Chairman of the Nominating and Remuneration Committees, member of the Audit Committee and Risk Management & Compliance Committee
- Director of Keppel Infrastructure Fund Management Pte. Ltd., trustee manager of Keppel Infrastructure Trust
- Joint Managing Director at TSMP Law Corporation
- Former President of Singapore's Law Society
- Senior Counsel in Supreme Court of Singapore



Mr. Kwok Wei Woon
Independent Director

- Chairman for Audit Committee and member of Remuneration, Nominating and Risk Management & Compliance Committee
- President of the Financial Planning Association of Singapore (FPAS)
- Managing Director of Asset Management, Shenwan Hongyuan Singapore Limited
- Audit Committee Chairman for Singapore Gymnastics



Mr. Lai Huen Poh
Independent Director

- Executive Director and Managing Director of RSP Architects Planners & Engineers
- Board Member of Building and Construction Authority
- Board Member of the Strata Titles Board of Singapore
- Member of NTU School of Civil & Environmental Engineering advisory committee
- Board Member of the Singapore Land Authority and the Ministry of Trade & Industry, Pro Enterprise Panel

Revised Board Composition

- Prominent Board members as Independent Directors
- More than half the Board comprises Singaporeans
- Chairman and CEO, Mr Qian is 90% Singaporean

Strong Corporate Governance Structure

Over and above current requirements, best practice of industry



Management Team



Mr. Li Bin, President and COO

- Responsible for overall management of the Group's daily operations
- Previously managed Shanghai Daye Real Estate Development Co's project development projects and investment properties



Mr. Gong Ming, China Country Managing Director

- Responsible for the Group's operations in PRC with about 20 years of industry experience
- Extensive relationships with local governments, agencies and professional entities



Dr. Ying Rao, CEO of CWG Australia

- Responsible for overall direction and strategy of the Group's operations in Australia
- Previously Executive Director of PTW Architects, Sydney
- Joined the team on 22 Aug 2016



Mr. Peter Lai, President of CWG U.S.

- Responsible for overall management of the Group's operations in the U.S
- Previously Vice President of China Oceanwide Holdings Group in L.A.
- Joined the team on 29 Aug 2016

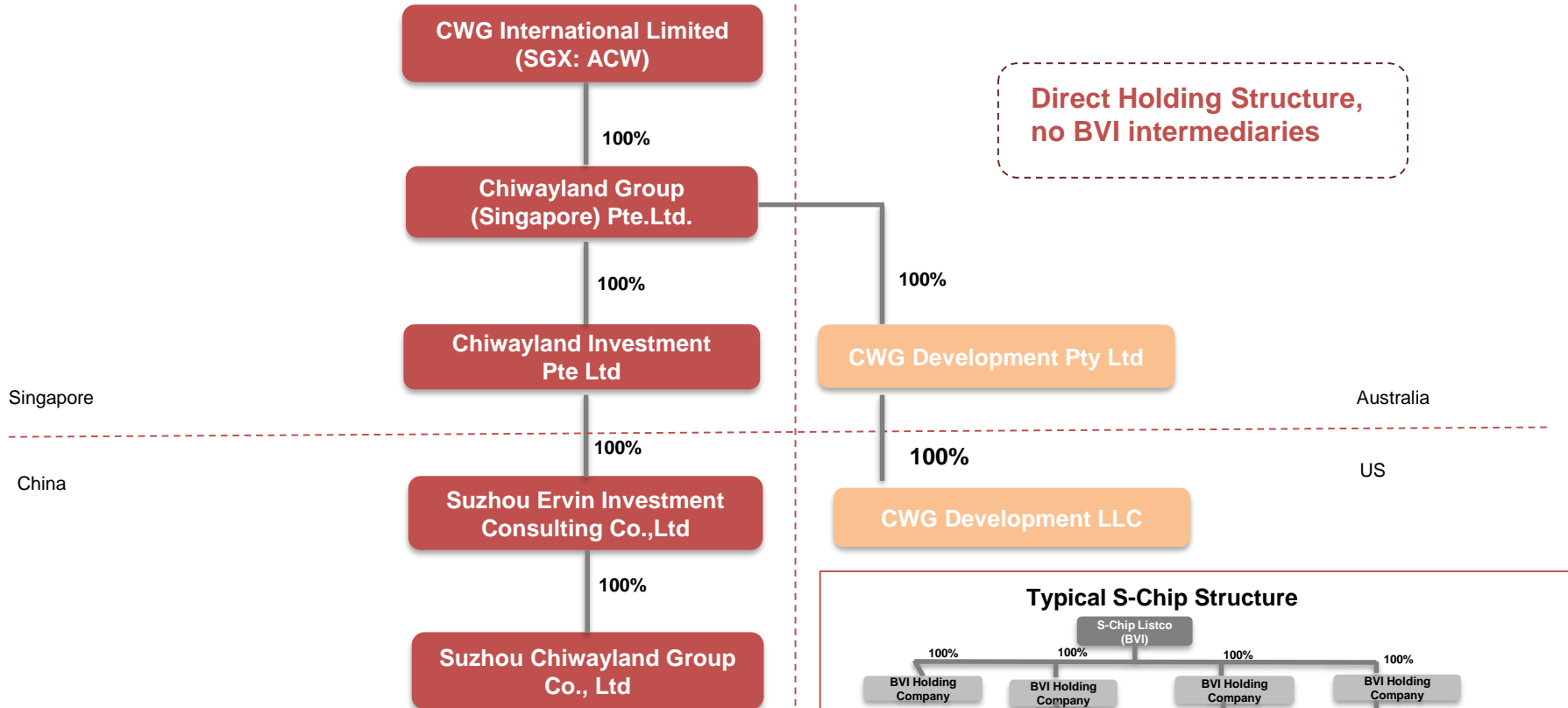
Corporate Profile

Organisational Structure

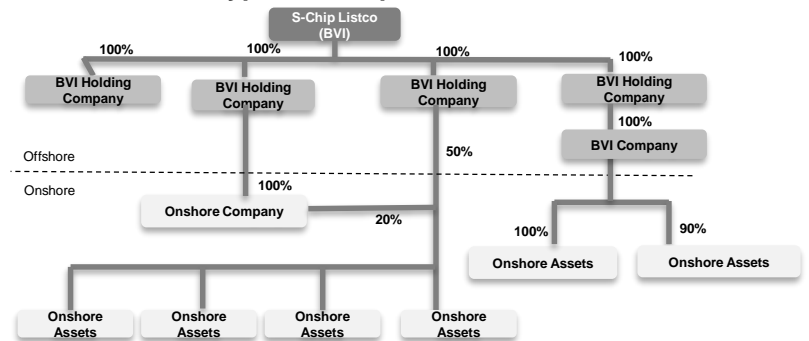


CWG International Limited

CWG Structure



Typical S-Chip Structure



BVI Company is subjected to BVI laws - A shareholder cannot sue a person for a wrong committed against the company for the "reflective loss" to the value of their shareholding, as this would result in the wrongdoer paying double compensation for the same wrong (once to the company and once to the shareholders).¹

1. *Johnson v Gore Wood & Co* [2002] 2 AC 1

Corporate Profile

Increasing International Footprint



CWG International Limited

Diversify to Developed Markets in Australia, U.S and Western Europe

“50% of profits to come from overseas property development projects in the next 5 years”

– Mr Qian at AGM 2016

“mature and stable, and undergirded with a strong legal framework with good transparency”

– Mr Qian, on US foray

Strong Operational and Execution Abilities

“Well-established team by now, capable of taking on the best in Australia”

– Mr Qian, on Paramatta project

Deliberate and Incremental Entry to Scale

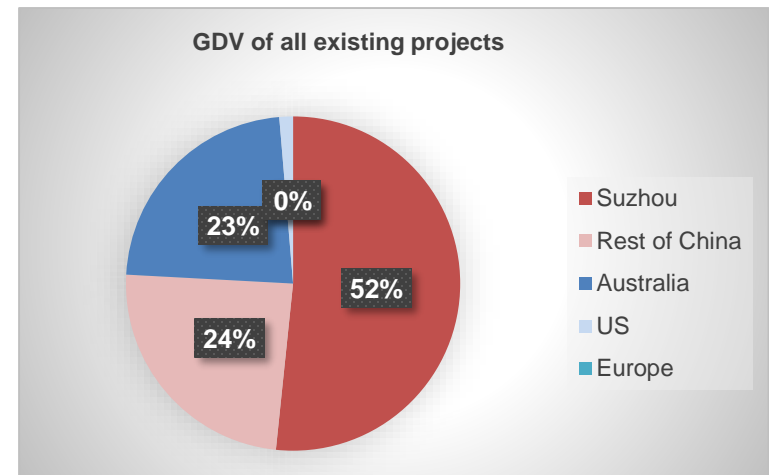
“start off a new project through JVs and then on to bigger projects independently, will also help us to manage the risks in entering new markets.”

– Mr Qian, on U.S. Wilshire Corridor project

“establish ourselves with scale that will allow us to tap into the local market.”

– Mr Qian, on Australian Caddens Project

Growing Contribution from Overseas Markets





Appendix

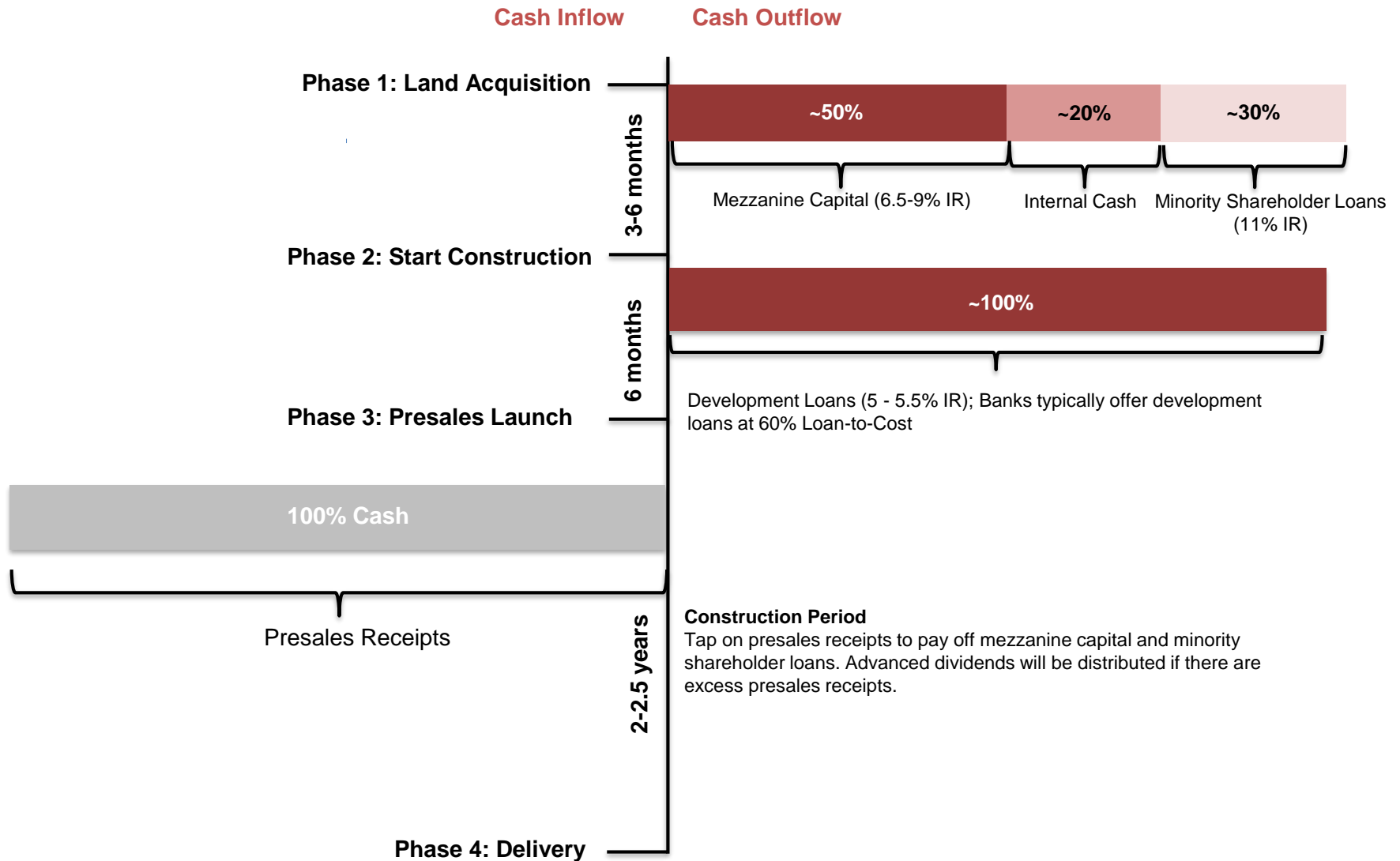
CHINA REAL ESTATE

China Real Estate Market

Typical Project Timeline



CWG International Limited



China Real Estate Sector

Property Market Segmentation



CWG International Limited

Factors that lead to a Dual-Speed Property market

Urbanization and Internal Migration

- Urbanization increased from **21% in 1982** to **56% today¹**.
- The World Bank estimates that **the urbanization rate in China will reach 70% by 2030²**. This compares with 81.6% in U.S as of 2015³.
- Based on statistics, the **number of villages in China has declined 25%** from 3.6mn to 2.7mn over a decade from 2002 to 2012⁴.
- Continued urbanization driven by government will support property demand and construction in new urban cities.
- With urbanization, **economic opportunities, education opportunities** and **higher living standards** are main reasons for internal rural-urban migration
- Today, **Tier 1 cities like Beijing and Shanghai have populations exceeding 20 mn** while **Guangzhou and Shenzhen have more than 10 mn each⁵**.
- Government infrastructure projects like the expansion of the **High Speed Rail network** has also **boosted prices of properties** along railway networks by **8-20% more⁶**.

Rising Affluence

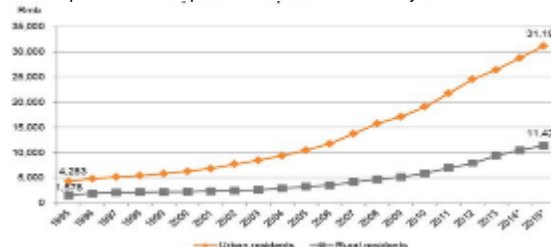
- Disposable Income per capita increased 165%** to 31,195 RMB/capita in 2015 over the last decade⁷.
- Rising affluence leads to people seeking for higher living standards in urban cities, driving up property prices in urban cities.

Population Net inflow in 2013 (mn) GDP Growth in 2013 (%)

Shanghai	9.53	7.7
Beijing	7.71	7.7
Guangzhou	4.61	11.6
Shenzhen	7.55	10.5
Tianjin	4.19	12.5
Chongqing	-3.98	12.3
Suzhou	4.01	9.8
Wuhan	1.90	10.0
Chengdu	2.44	10.2
Hangzhou	1.79	8.0

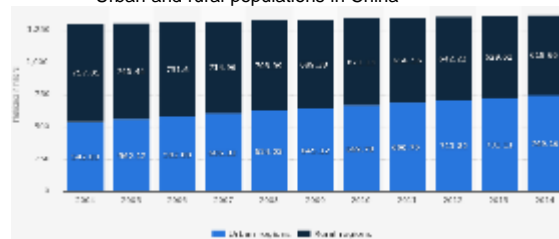
Source: stats.gov.cn

Per-capita annual disposable income in China by urban/rural divide



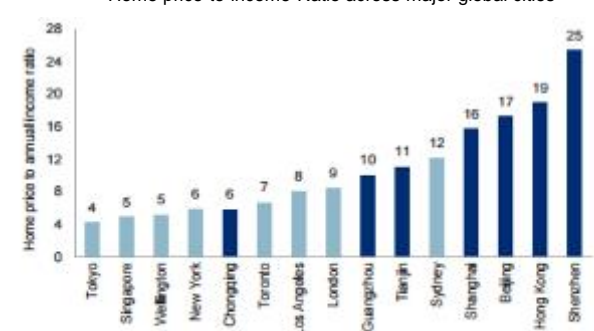
Source: National Bureau Statistics of China, 2016

Urban and rural populations in China



Source: National Bureau Statistics of China, 2016

Home price-to-income Ratio across major global cities



Note: Dec 2015 data for Chinese cities, Q3 2015 data for all others.
Source: Economist Intelligence Unit, Demographia International Housing Affordability Survey, RBC GAM

1. "Has China reached peak urbanization?", Bloomberg, July 2016
 2. "Urban China: Toward Efficient, Inclusive, and Sustainable Urbanization", World Bank
 3. Central Intelligence Agency
 4. China News
 5. "China seeks to make cities better places to live in", China Daily, Dec 2015
 6. "High-Speed Rail", Morgan Stanley, 2011
 7. "China Disposable Income per Capita" - Trading Economics

China Real Estate Sector

Factors that Support Stability of China Home Prices



CWG International Limited

Capital Control & Monetary Policies

- Central bank data showed that M2, a broad measure of the money supply that covers cash in circulation and all deposits, had grown by 11.4 % year-on-year by the end of August.¹
- Tight capital controls by the central government has led to Chinese banks delaying and even blocking some foreign exchange transactions²
- With **real estate sector in China making up 15% of total China GDP**, the government has been actively supporting the sector through policy adjustments (Relaxing Home purchase restrictions, lowering minimum down payments, tax policies)³.

Low LTV for Bank Loan (Below 80%)

- Promotes stability in housing market
- Mitigates defaults and credit risks of banks.
- Ensures quality of home buyers. **Mortgage-default rates are low** in China and buyers who save up for their whole down payment outnumber those who do not⁴.
- China home purchases are largely self-funded. According to the China Household Finance Survey, **the average household debt in urban areas amounted to only 11% of home value in 2012⁵**.

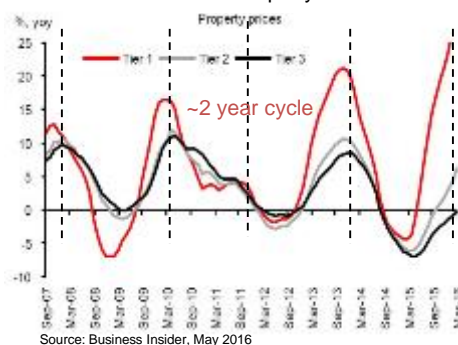
Weak Property Foreclosure Mechanism

- Of total property purchases in nationwide, **20% are second-hand houses and 80% are new houses⁶**.
- Currently, **the volume of transactions of second-hand houses have only surpassed new houses in 10 cities**, which includes four Tier 1 cities and six leading Tier 2 cities⁶.
- Mortgage debt is low in China. According to the China Household Finance survey, **the median household debt was 0%**. If housing prices were to decline 50%, it also showed that less than 14% of mortgages would exceed the value of the properties⁵.

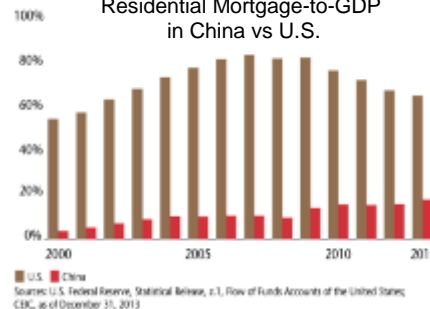
Land Supply

- Land Supply is tightly controlled by the Ministry of Land and Resources
- Land supply is reduced or halted for cities with relatively high property inventories while land supply will be appropriately increased in areas with stronger property demand⁷.

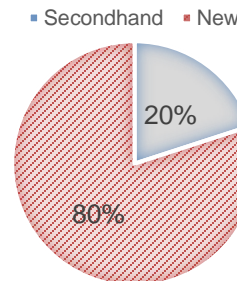
Growth in Property Prices



Residential Mortgage-to-GDP in China vs U.S.



Percentage of second hand homes vs new homes



1. "China's property buying spree in overseas markets hit by capital controls", South China Morning Post, Jun 2016
 2. "China tightens controls on moving money overseas", Financial Review, Jan 2016
 3. "China's Real Estate Recovery Lifts Sentiment — Fundamental Imbalances Persist", Special Report by Scotia Bank, May 2016
 4. "Subprime-Housing Risks Raise Red Flags in China", Wall Street Journal, Apr 2016
 5. "Digging into China's hidden debt", Bloomberg, Aug 2016
 6. "New-home prices poised to soar over next few decades", China Daily, Jul 2016
 7. "China to curb land supply for cities with property glut", Reuters, May 2016

China Real Estate Sector

China is Still the Best Market for Developers



CWG International Limited

	China	Singapore	Australia	US	Indonesia	Myanmar
Upfront Presales Collection (Strong cash flow)	100% Home buyer pays 100% upfront during purchase	15-20% Home buyer pays progressively throughout the construction process	0% Home buyer pays 10% deposit to a third party trust account and 90% upon delivery	10% Home buyer pays progressively throughout the construction process	20% Home buyer pays 20% during purchase, 60% upon securing a loan, 10% at TOP and 10% at delivery	30% Home buyer pays 30% during purchase and remaining 70% progressively within 1 -2 years
Mature Banking Sector (Healthy LTV Ratios)	✓ LTV capped at 80% over 10-15 yrs (max 30 yrs)	✓ LTV capped at 80% over 30-35 yrs	✓ LTV capped at 95% over 30 yrs	✓ LTV capped at 100% over 25-30 yrs	✓ LTV capped at 80% over 15 yrs (max 30 yrs)	✗ Not Regulated; seldom exceed 50%. Not more than 7 years.
Strong Legal Framework (Transparency)	✓	✓	✓	✓	✓	✗ No land law. New Condominium law in 2016.
Equity Cycle (Cash Flow Cycle)	< 1 year High IRR due to short cash collection cycle	3-4 years Moderate IRR due to long cash collection cycle	3-4 years Low IRR due to long cash collection cycle	3-4 years Moderate IRR due to long cash collection cycle	3-4 years Moderate IRR due to long cash collection cycle	3-4 years Moderate IRR due to long cash collection cycle
Urbanisation Rate (Growth Opportunities)	56%	100%	89%	81%	54%	34%
Population Growth (Growth Opportunities)	National: 0.5%	National: 1.6%	National: 1.8%	National: 0.7%	National: 1.2%	National: 0.9%

China Real Estate Sector

Example of Project Analysis Process



CWG International Limited

Example: JV with Modern Land - Wuhan Plot #55 Project

Before land bidding, we analyze the profitability of a project with a calculated IRR and net profit margin over a range of assumed land prices.

Hence, we adopt a calculated approach in land bidding to preserve our margins and profitability.

Transacted total Land Cost ('0000RMB)	Land Price (RMB/sqm)	Premium Rate	Net Profit ('0000 RMB)	Net Profit Margin	Revenue ('0000 RMB)	Unit Average Price ('0000 RMB)	Project IRR
50,000	12,560	79.2%	20,535	16.7%	122,721	32,379	53.5%
55,000	13,816	97.1%	17,988	14.7%	122,721	32,379	41.7%
60,000	15,072	115.1%	15,282	12.5%	122,721	32,379	32.1%
65,000	16,328	133.0%	11,027	9.0%	122,721	32,379	23.8%
66,000	16,579	136.6%	10,189	8.3%	122,721	32,379	22.4%
68,000	17,081	143.7%	8,285	6.8%	122,721	32,379	19.7%
70,000	17,584	150.9%	6,875	5.6%	122,721	32,379	17.0%
71,000	17,835	154.5%	5,733	4.7%	122,721	32,379	15.9%
72,000	18,086	158.1%	4,905	4.0%	122,721	32,379	14.6%
73,000	18,337	161.6%	3,913	3.2%	122,721	32,379	13.4%
74,000	18,588	165.2%	2,901	2.4%	122,721	32,379	12.3%
75,000	18,839	168.8%	1,889	1.5%	122,721	32,379	11.3%
76,000	19,091	172.4%	877	0.7%	122,721	32,379	10.2%
77,000	19,342	176.0%	-114	-0.1%	122,721	32,379	/
78,000	19,593	179.6%	-1,126	-0.9%	122,721	32,379	/
79,000	19,844	183.2%	-2,138	-1.7%	122,721	32,379	/
80,000	20,095	186.7%	-3,130	-2.6%	122,721	32,379	/

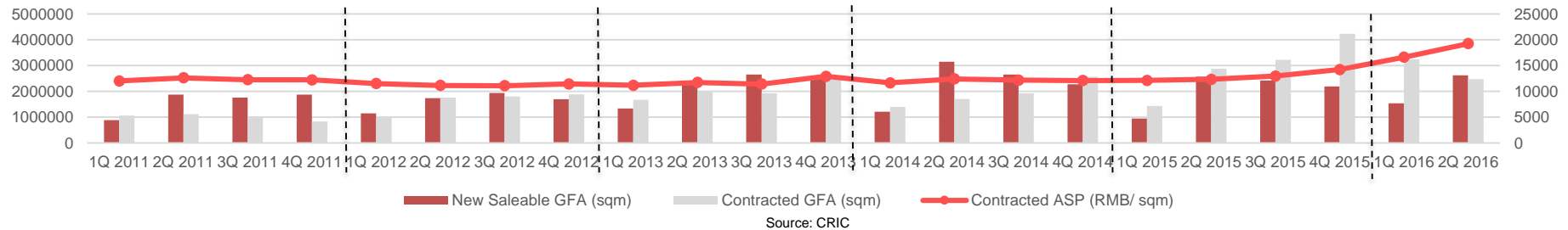
China Real Estate Sector

Suzhou



CWG International Limited

Suzhou Residential Property Demand-Supply Dynamics



Suzhou City Profile

Population (million)

10.6 (2015)

GDP Growth

8.2% in 1H16; 1.5% higher than national average

- Suzhou is one of China's popular destinations for foreign investment due to its proximity to Shanghai and comparatively low operating costs¹.
- Major industries include chemical and pharmaceutical, industrial machinery and parts, IT, communications, petrochemical and textiles².

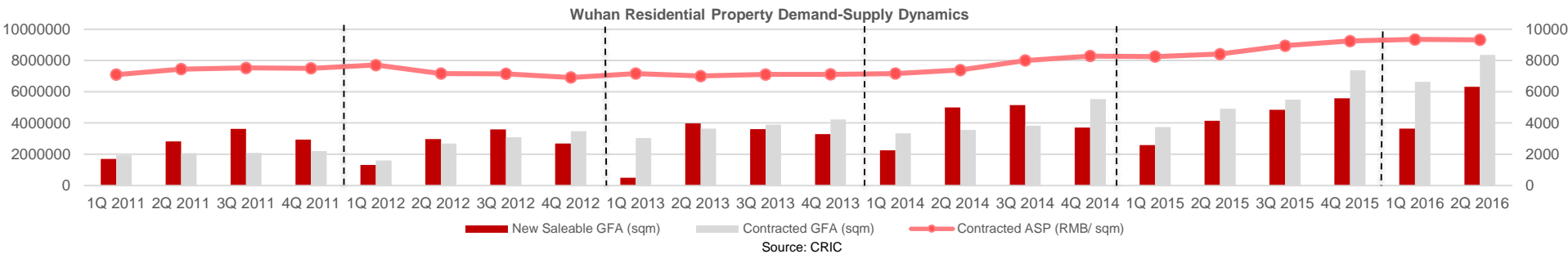
Growth Pillars

- HIGH-END MANUFACTURING SECTORS.** Adopted **export-oriented strategy** ever since the 1990s and **established main development zones to attract Foreign Direct Investments (FDI)** and transform into high-end manufacturing sectors.
- NEW DEVELOPMENT ZONES.** Today, main development zones in Suzhou include - **Suzhou Industrial Park, Suzhou Wuzhong Economic Development Zone, Suzhou National New & Hi-Tech Industrial Development Zone, Xiangcheng District and Suzhou Industrial Park Export Processing Zone**¹.
- SUZHOU INDUSTRIAL PARK.** SIP is a partnership with the Singapore government which has become a major growth engine of the Suzhou economy with an annual average economic growth of around 30% since its inception in 1995³. It currently contributes about 15% of Suzhou's GDP, 13% of its industrial output, 29% of its total trade and 16% of its public revenues³. Major new industries in SIP includes ICT, automotive and aeronautical parts, software, outsourcing services and pharmaceuticals³.
- TRANSPORTATION NETWORK.** The Shanghai-Nanjing and Beijing-Shanghai high-speed railway which links Suzhou with other major cities in China was completed in 2010 and 2011 respectively⁴. A new Shanghai-Suzhou-Huzhou high-speed rail is also slated for commencement in 2016, improving connectivity from Suzhou⁴. The Suzhou Port, the 11th largest port in China by container throughput in 2014, also offers cargo services to domestic and overseas cities⁴.
- NET MIGRATION.** Although the rate of internal migration has slowed, continued developments and economic opportunities in Suzhou continue to attract internal migration. As of 2015, resident population reached 10.6 mn in Suzhou, with net inflow exceeding 59,000 in 2015³.

1. "China Regional Focus: Suzhou, Jiangsu Province", May 2014, China Briefing
 2. Suzhou Jiangsu Government
 3. "Suzhou Industrial Park – Integrating Drivers of Competitiveness to Boost Global Value Chain Participation", 2016, WE Forum
 4. "Introduction of High-Speed Railways", Wuxi Government Website

China Real Estate Sector

Wuhan



Wuhan City Profile

Population (million)

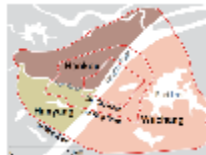
10.6

GDP Growth

7.6% in 1H16; 0.9% higher than national average

University Population

Approx. 900,000 in 2011

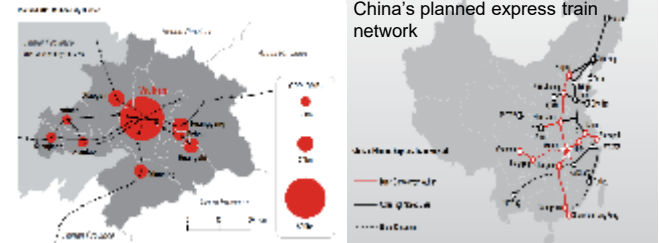


- Comprised of **Hankou - the traditional financial and retail hub**, **Hanyang - the industrial hub** and **Wuchang - the tech and education hub**²
- Strategically located at the Yangtze River and at crossroads of transport routes and China's rapidly-developing high-speed rail network
- Today, **the five largest industries** exceeding 100bn in revenues in Wuhan are **automobiles and parts, electronic information, equipment manufacturing, food and tobacco, energy and environmental protection**¹.

1. "New drives of Wuhan's economy", Aug 2016, hubei.gov.cn
 2. "China's City Winners", 2013, JLL Research
 3. "Wuhan ranks third among China's most competitive harmonious cities", Jun 2016, Zhangjiang Weekly

Growth Pillars

- VALUE-ADDED INDUSTRIES.** Implemented **Industrial restructuring in 2011** under the "industry multiplication" plan to move away from the steel industry and introduced **new industrial areas in East Lake Hi-tech Development Zone, Wuhan Economic & Technological Development Zone and six new urban areas**¹. Seeking **new value-added industries in high-tech manufacturing, research and services sector**.
- CITY DEVELOPMENT PLANS.** Wuhan is the focal point of Hubei Province's '8+1' policy, a plan to create an infrastructure that interconnects Wuhan and eight surrounding cities and to form a metropolitan area officially called the 'Wuhan City Cluster'².
- EDUCATION HUB.** Wuhan has 79 institutions of higher learning, second only to Beijing². Wuhan University and Huazhong University are ranked 4th and 16th respectively in the top Universities in China in 2015 based on the Chinese Alumni University Association.
- TRANSPORTATION NETWORK.** The Wuhan-Guangzhou high-speed line, which runs on specialised track, was completed in 2009, as was an express line from Wuhan to Guangzhou. The Wuhan-Beijing segment was completed in 2012. The Wuhan-Chongqing segment is under construction and is expected to be completed by end 2013².
- NET MIGRATION.** Rapid developments and economic opportunities in Wuhan continue to attract internal migration into Wuhan. As of 2015, resident population reached 10.6 mn in Wuhan, with net inflow exceeding 2.3mn in 2015³.





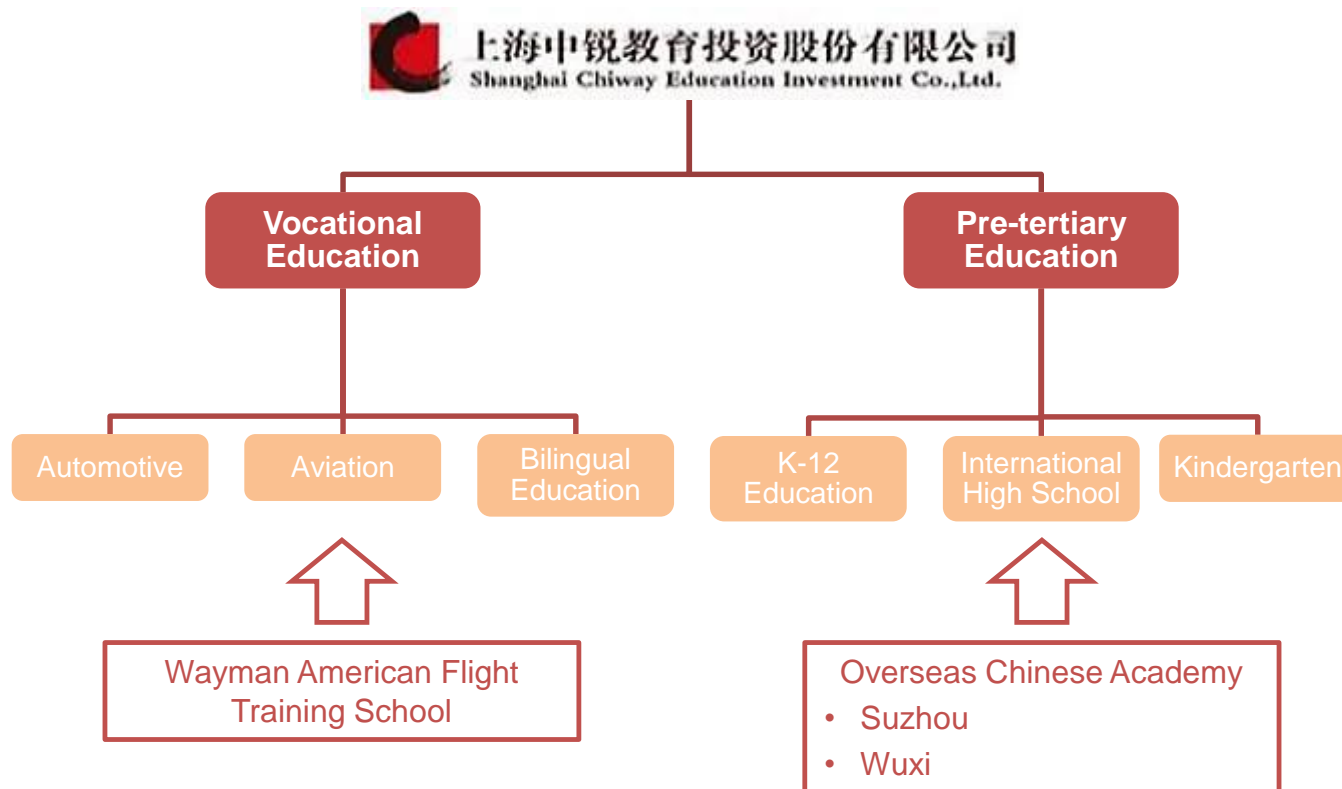
Appendix

CHIWAY EDUCATION



Chiway Education business achieved excellent result in FY2016

- Listed on China's New Third Board (836632)
- Chiway Education integrated into two business segments
 - Vocational Education
 - Pre-tertiary Education.
- Acquired Wayman American Flight Training School in 4Q2016





END

Uptown @ Roseville, Australia



CWG International Limited