英利国际置业
YING LI INTERNATIONAL
REAL ESTATE

Ying Li International Real Estate Limited

ANNUAL GENERAL MEETING

27 April 2016



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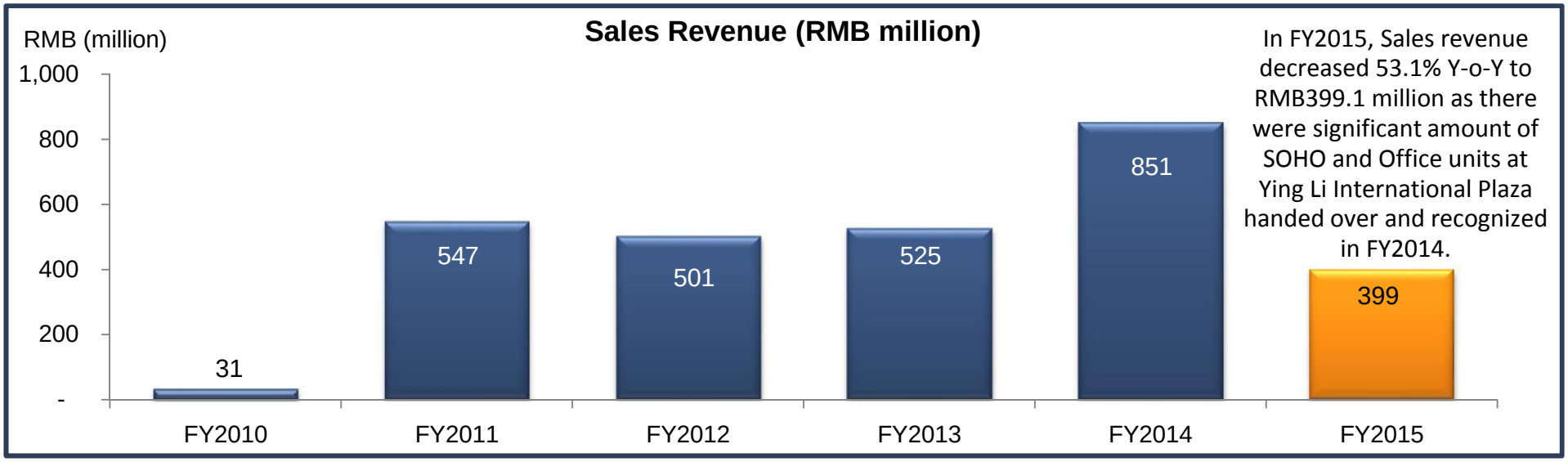
The past performance of Ying Li is not necessarily indicative of the future performance of Ying Li.

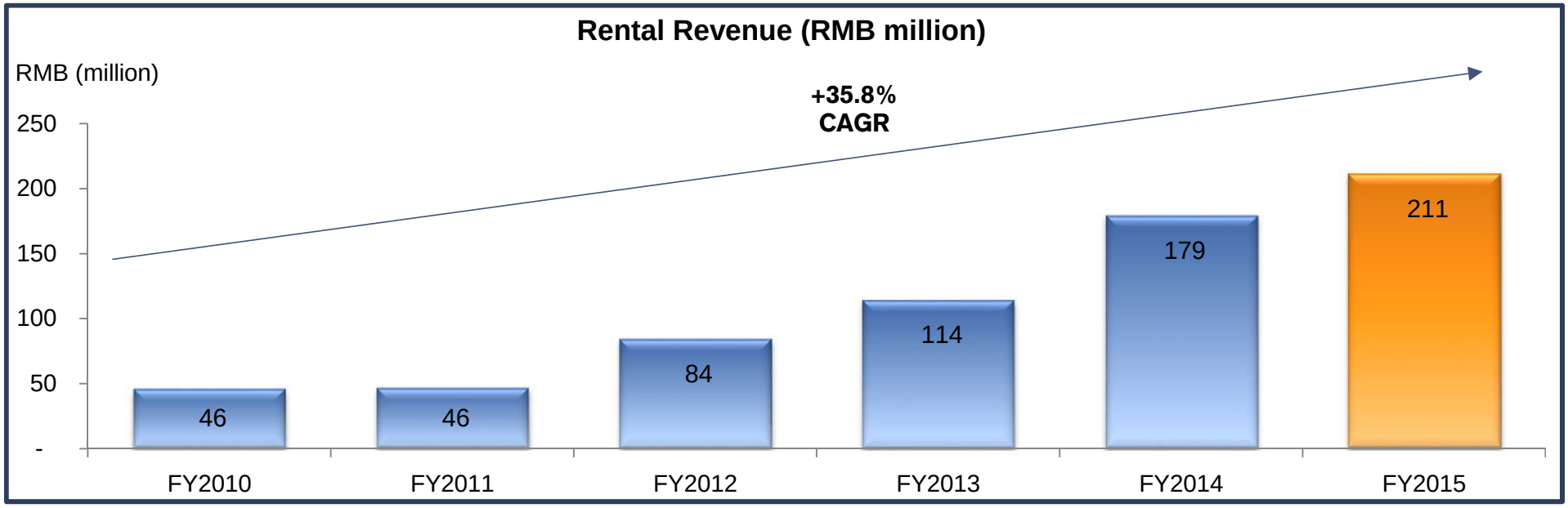
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Financial Highlights



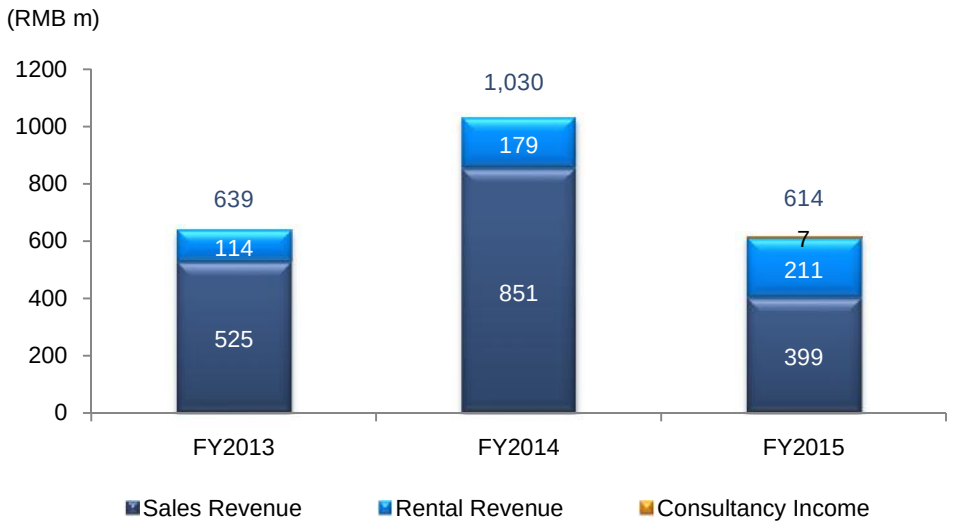
Revenue


Sales Revenue (RMB million)
RMB (million)
1,000
800
600
400
200
-
31
547
501
525
851
399
FY2010
FY2011
FY2012
FY2013
FY2014
FY2015
In FY2015, Sales revenue decreased 53.1% Y-o-Y to RMB399.1 million as there were significant amount of SOHO and Office units at Ying Li International Plaza handed over and recognized in FY2014.

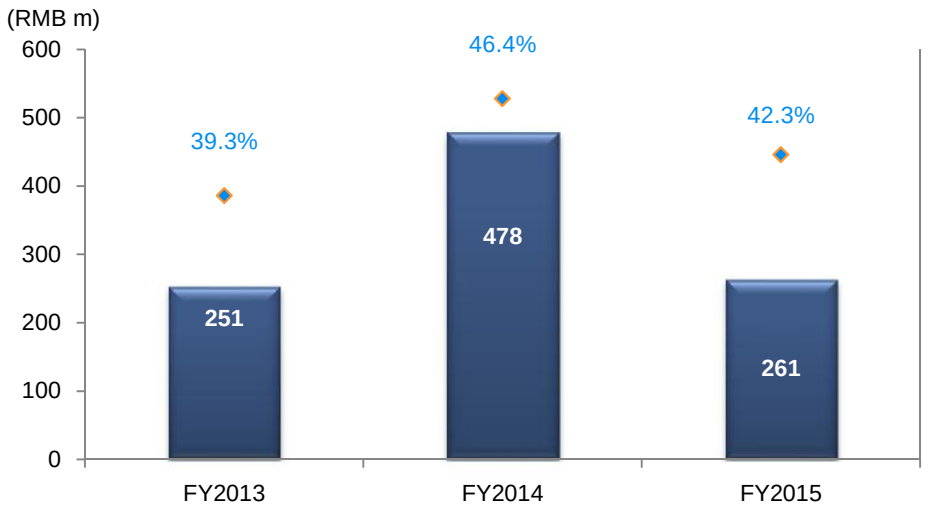

Rental Revenue (RMB million)
RMB (million)
250
200
150
100
50
-
+35.8%
CAGR
46
46
84
114
179
211
FY2010
FY2011
FY2012
FY2013
FY2014
FY2015

Financial Highlights

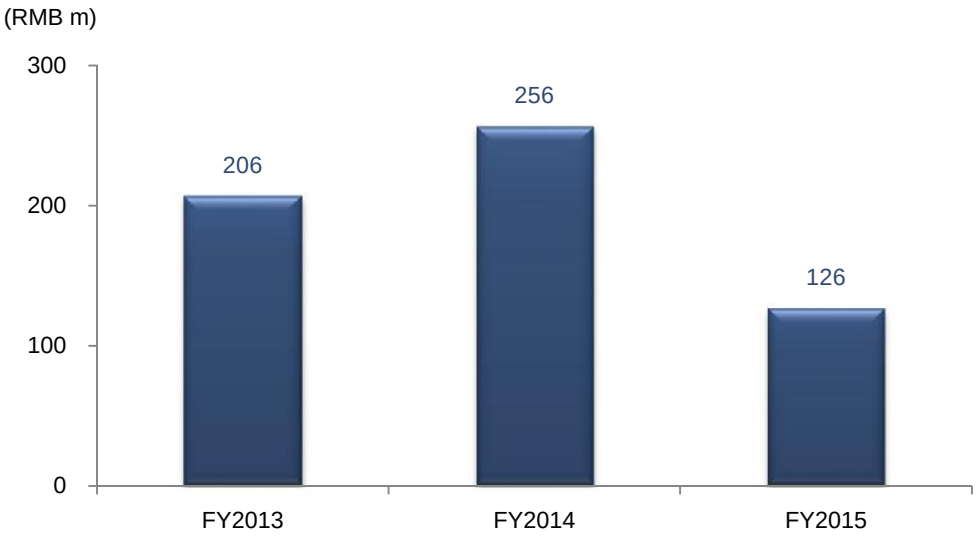
Strong Revenue Growth



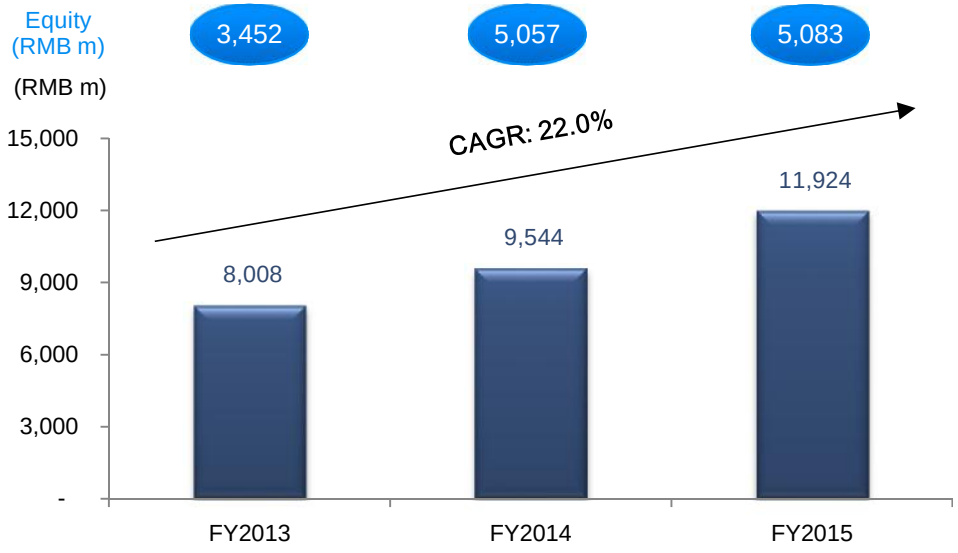
Gross Profit and Gross Profit Margin



Profit Attributable to Ordinary Shareholders



Growing Total Asset Base



Source: Company financials

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Project Highlights and Updates



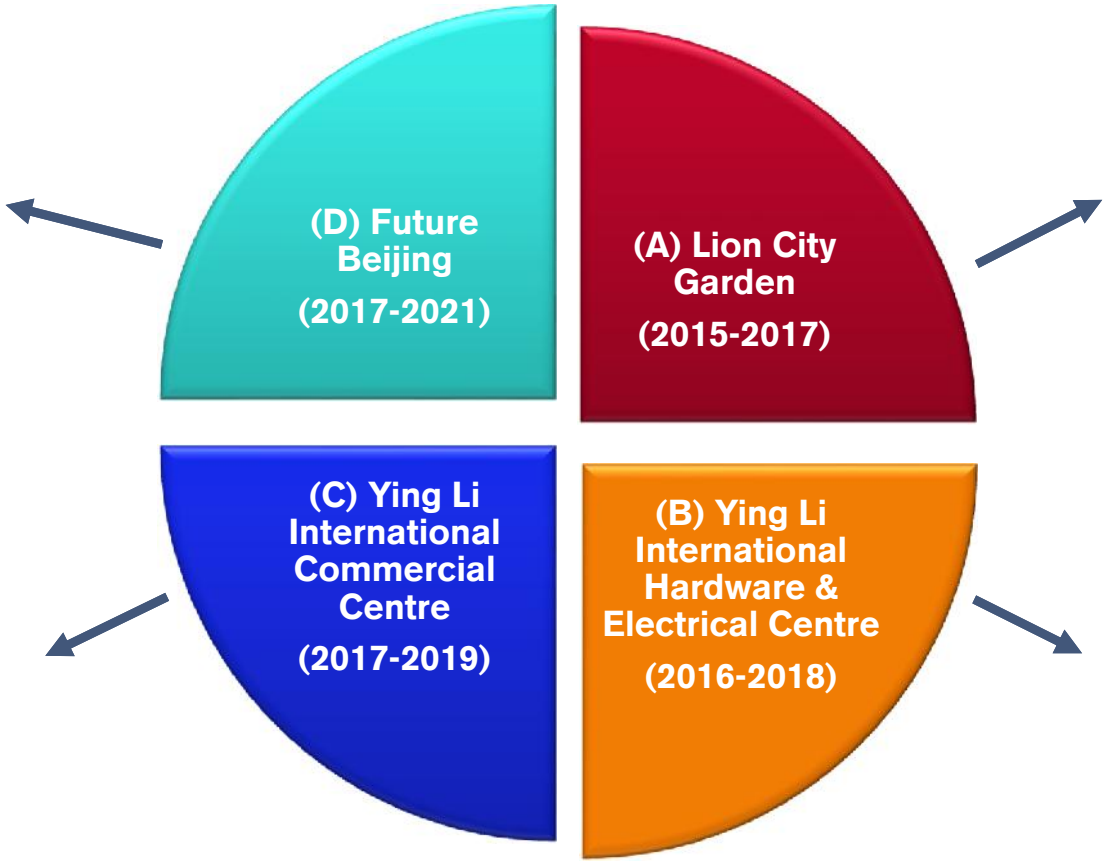
Overview of Projects in Chongqing



Update of Pipeline Projects

On track for pre-sale and completion

- Launch pre-sales for SOHO Tower 1 in Dec 2015
- 100% taken up first day of launch, presenting a total consideration of approx. RMB1.06 billion



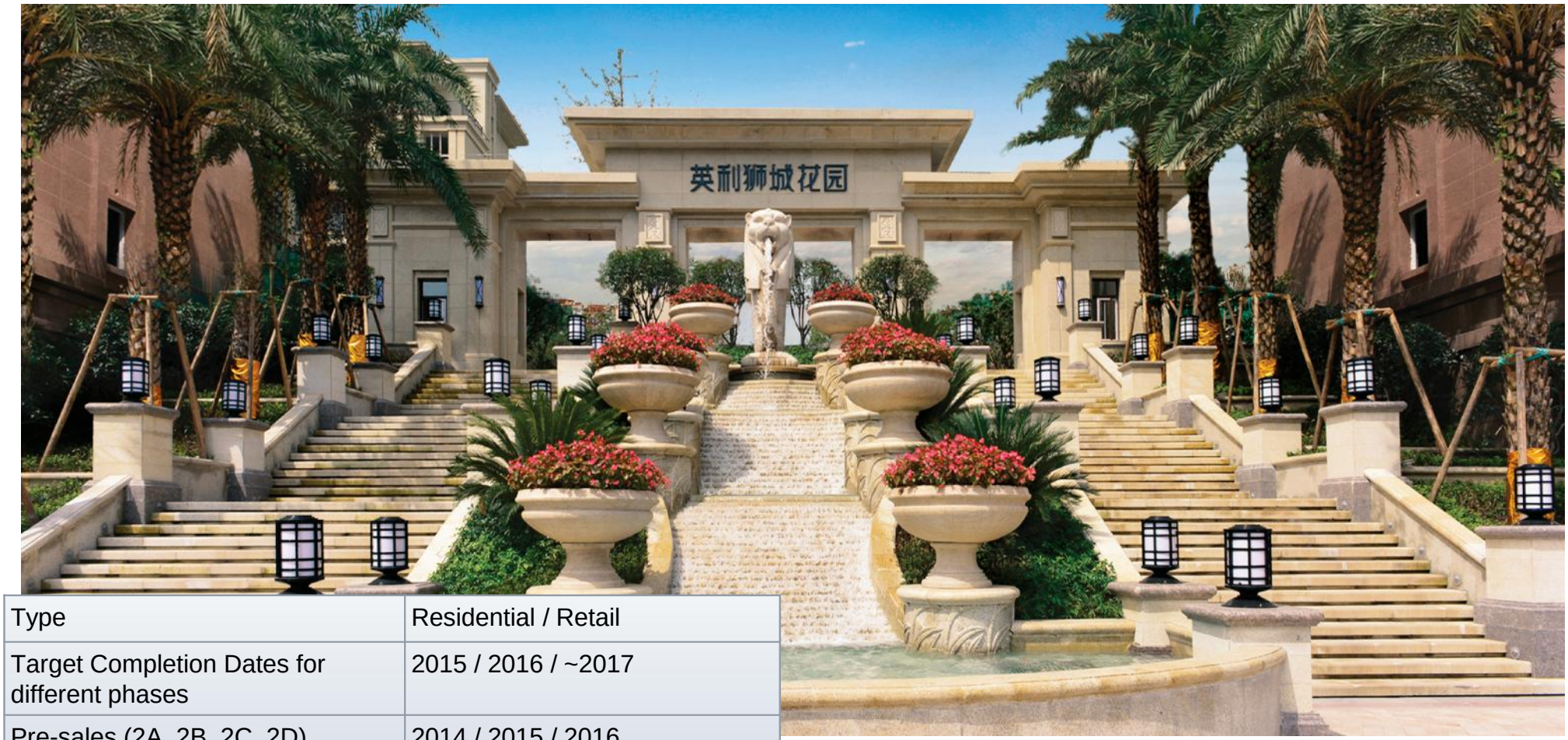
- Launch pre-sales for Phase 2A and 2B in Aug and Sep 2015 respectively
- Completed and handed over almost 90% of total contractual pre-sales of Phase 2A in 4Q FY2015, thereby recognised sales of RMB252 million

- Structural completion of whole 47 storey SOHO Tower (phase 1) in early 2016
- Pre-sales of phase 1 expected to commence in 2Q FY2016

- Successfully acquired land site of 199,773 sqm in Jiangjin District for Phase 1 in Jul 2015
- Pre-sales for Phase 1A commenced in Jan 2016

Update (A) : San Ya Wan Phase 2, Chongqing

- ✓ **Garden-like residential community comprising quality apartments, targeted at the emerging middle class**
- ✓ **Cumulative pre-sale for Phase 2A to-date had started to hand over from 4QFY2015**
- ✓ **Registered good interest for Phase 2B**

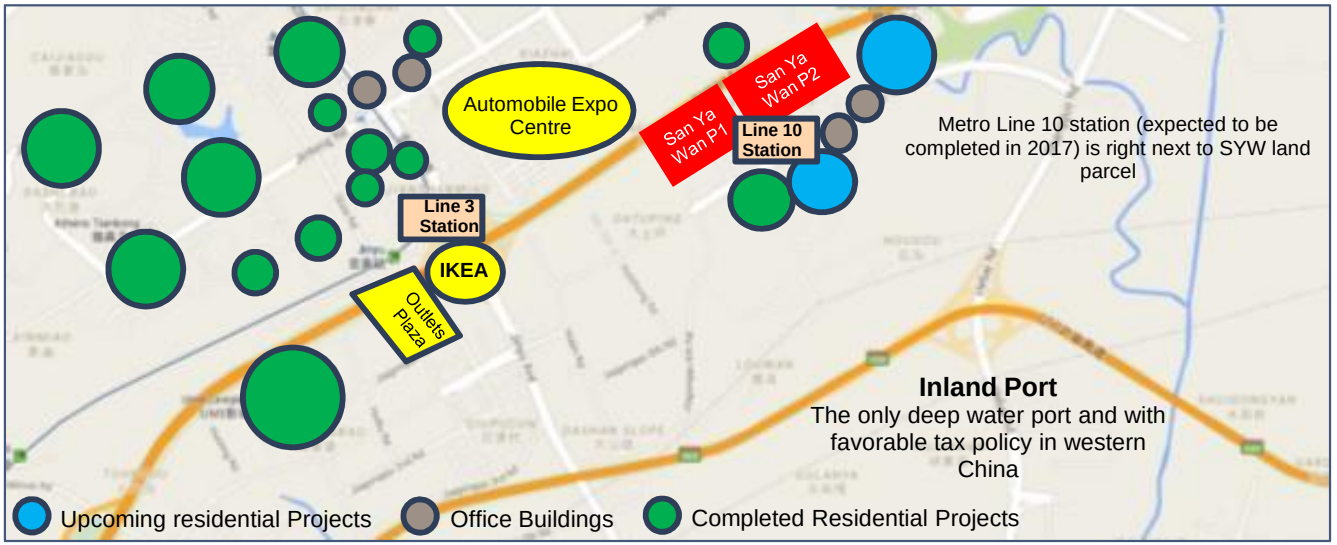


Type	Residential / Retail
Target Completion Dates for different phases	2015 / 2016 / ~2017
Pre-sales (2A, 2B, 2C, 2D)	2014 / 2015 / 2016
Contracted pre-sales as of 31 Dec 2015	P2A: RMB281 million (84%) P2B: RMB206 million (68%)

Update (A) : San Ya Wan Phase 2, Chongqing

- ✓ **Strategically located above Metro Line 10 (Target completion in 2017)**
- ✓ **Close proximity to sizable shopping malls, outlets, .e.g. IKEA and Chongqing Automobile Expo Centre Culture Plaza**






Pre-sale


Garden

Update (A) : Handover of townhouses for Lion City Garden Phase 2A

✓ **Recognised revenue of RMB 252 million from handover of a portion of Lion City Garden Phase 2A in 4Q FY2015**



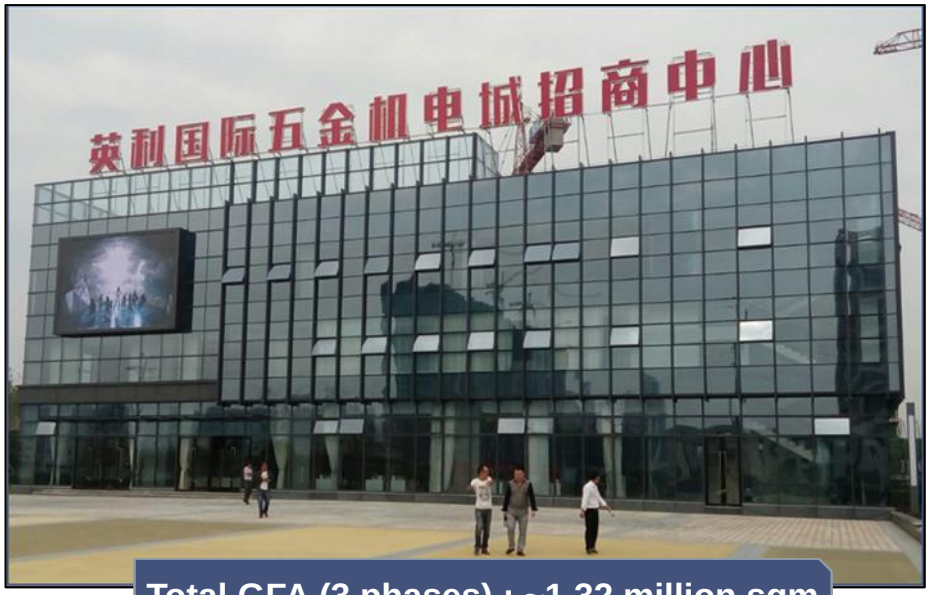


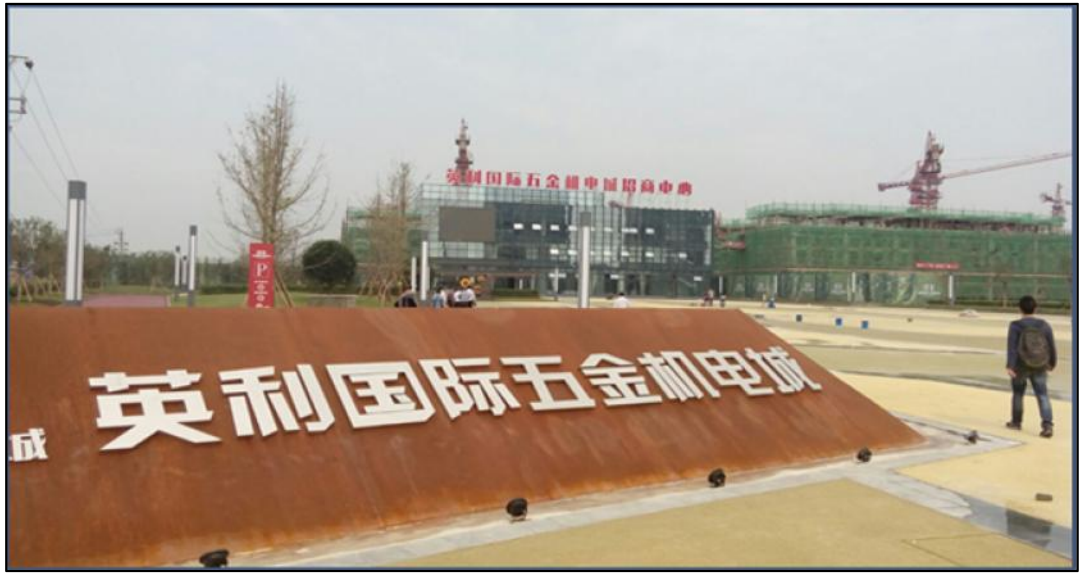


Photos taken in Dec 2015

Update (B) : Ying Li International Hardware and Electrical Centre (IEC), Chongqing

- ✓ One-stop hardware and electric centre Built-to-Order (“BTO’) model, catering to ~3,000 merchants
- ✓ Located in Chongqing’s secondary CBD area; with surrounding amenities





Total GFA (3 phases) : ~1.32 million sqm

Type	Commercial (‘Built-to-order’ model)
Total Land Area Phase 1	~667,000 sqm ~199,773 sqm
Phase 1 GFA	~481,560 sqm
Target Completion Date: Phase 1A / Phase 2 & 3	2016 / 2017-2018
Target Pre-sale Date (Phase 1A):	1Q2016

- One-stop hardware and electrical centre that is able to cater to ~3,000 merchants
- Located at Shuangfu neighbourhood in Jiangjin District, Chongqing’s secondary CBD
- Well surrounded by public amenities such as hospitals, schools, education institutions and other social welfare system

Update (B) : Ying Li International Hardware and Electrical Centre (IEC), Chongqing











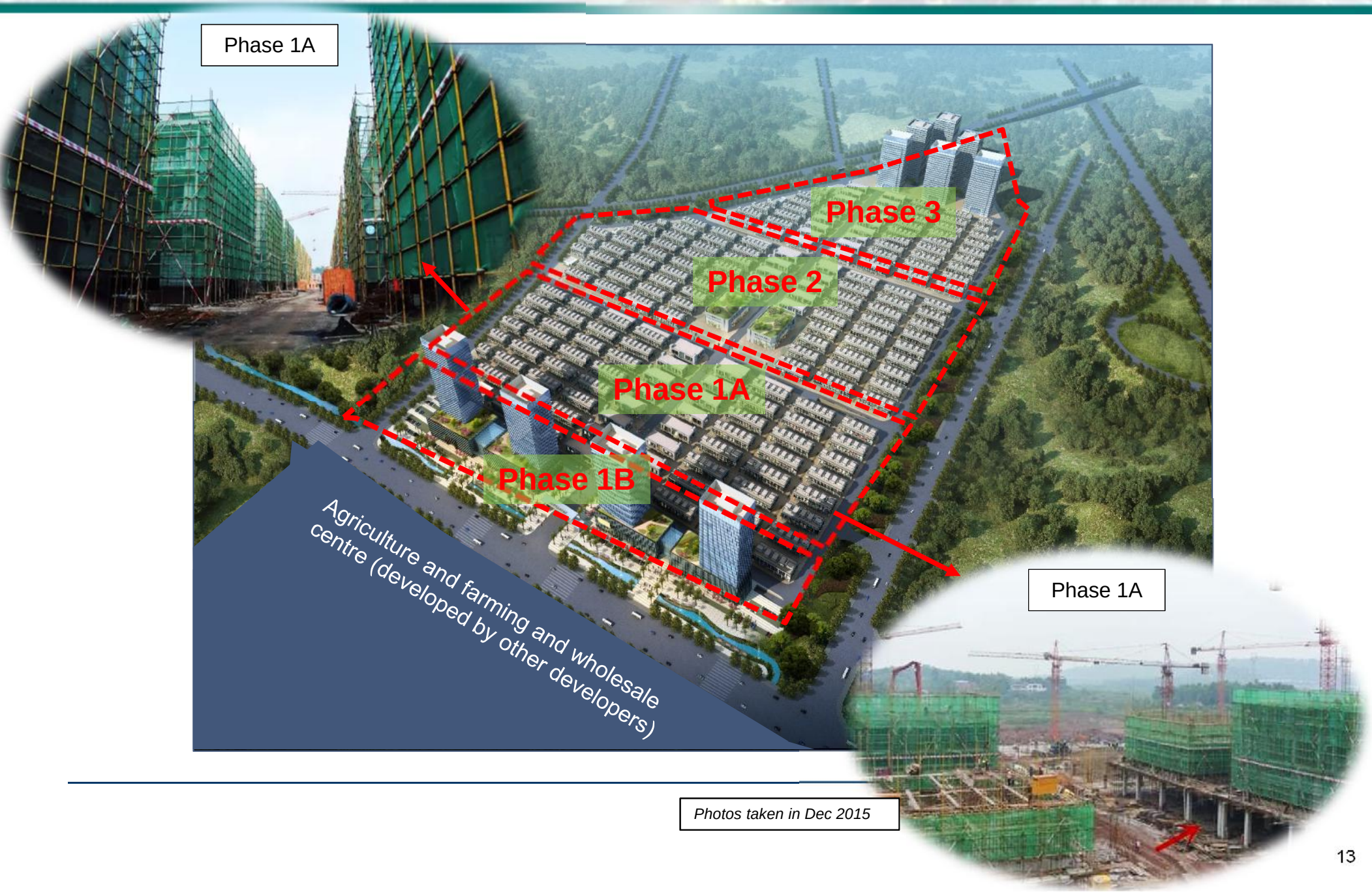
San Ya Wan P2 (Lion Garden City)

Future International

IFC / ICC

Ying Li International Plaza

Update (B) : Ying Li International Hardware and Electrical Centre ("IEC"), Chongqing



Photos taken in Dec 2015

Update (C) : Ying Li International Commercial Centre (ICC), Chongqing

- ✓ One-stop hardware and electrical centre Built-to-Order (“BTO’) model, catering to ~3,000 merchants
- ✓ Located in Chongqing’s secondary CBD area; with surrounding amenities



Total GFA: ~300,000 sqm

Type	Commercial (Retail / SOHO / Office)
Land Area	~18,400 sqm
Target Completion Date	Phase 1: 2017 Phase 2: 2019
Target Pre-sales	Phase 1: 2Q2016



Photo taken in Dec 2015



Photo taken in Mar 2016



Photo taken in Jan 2016

Update (C) : Ying Li International Commercial Centre (ICC), Chongqing

- ✓ Adding final touches to the showroom; incorporating innovative smart home concept for higher quality of living
- ✓ Target to launch pre-sale s in 2Q2016







Above: Lobby area of ICC

Update (C) : Ying Li International Commercial Centre (ICC), Chongqing

- ✓ Adding final touches to the showroom; incorporating innovative smart home concept for higher quality of living
- ✓ Target to launch pre-sales in 2Q2016







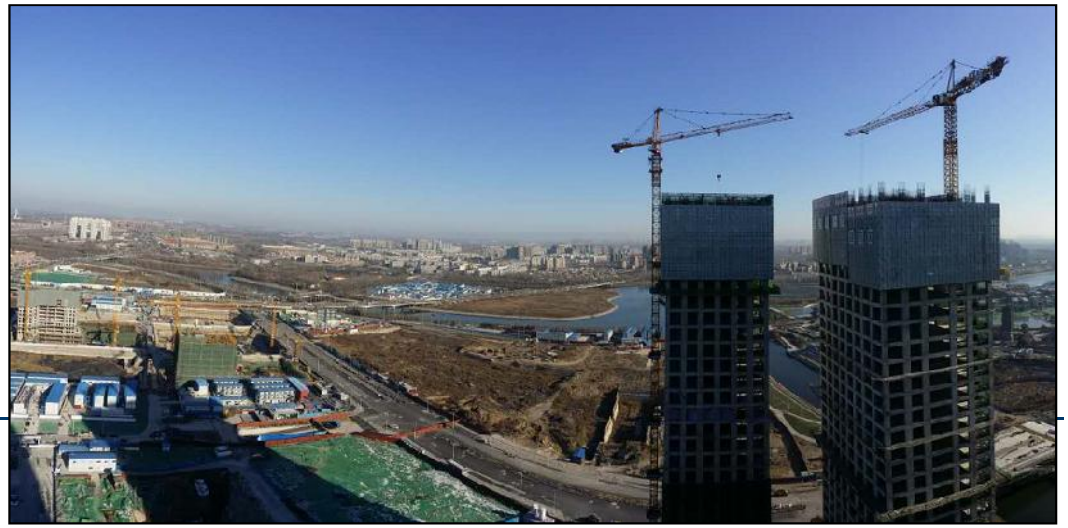

Above: Showroom units in ICC

Update (D) : Future Beijing, Beijing Tongzhou

- ✓ **Mixed-use development located at 2nd CBD area and the upcoming Municipal Subsidiary Administrative Centre in 2017**
- ✓ **Easily accessible via two Beijing subway lines and 30 minutes to the main CBD**
- ✓ **Home to Universal Studio's 6th theme park, the biggest Universal Studio Theme Park in the world by 2020**
- ✓ **Approximately 2 million Beijing residents would have shifted to Tongzhou as part of a massive urban extension project to relief the current over-crowded CBD areas**

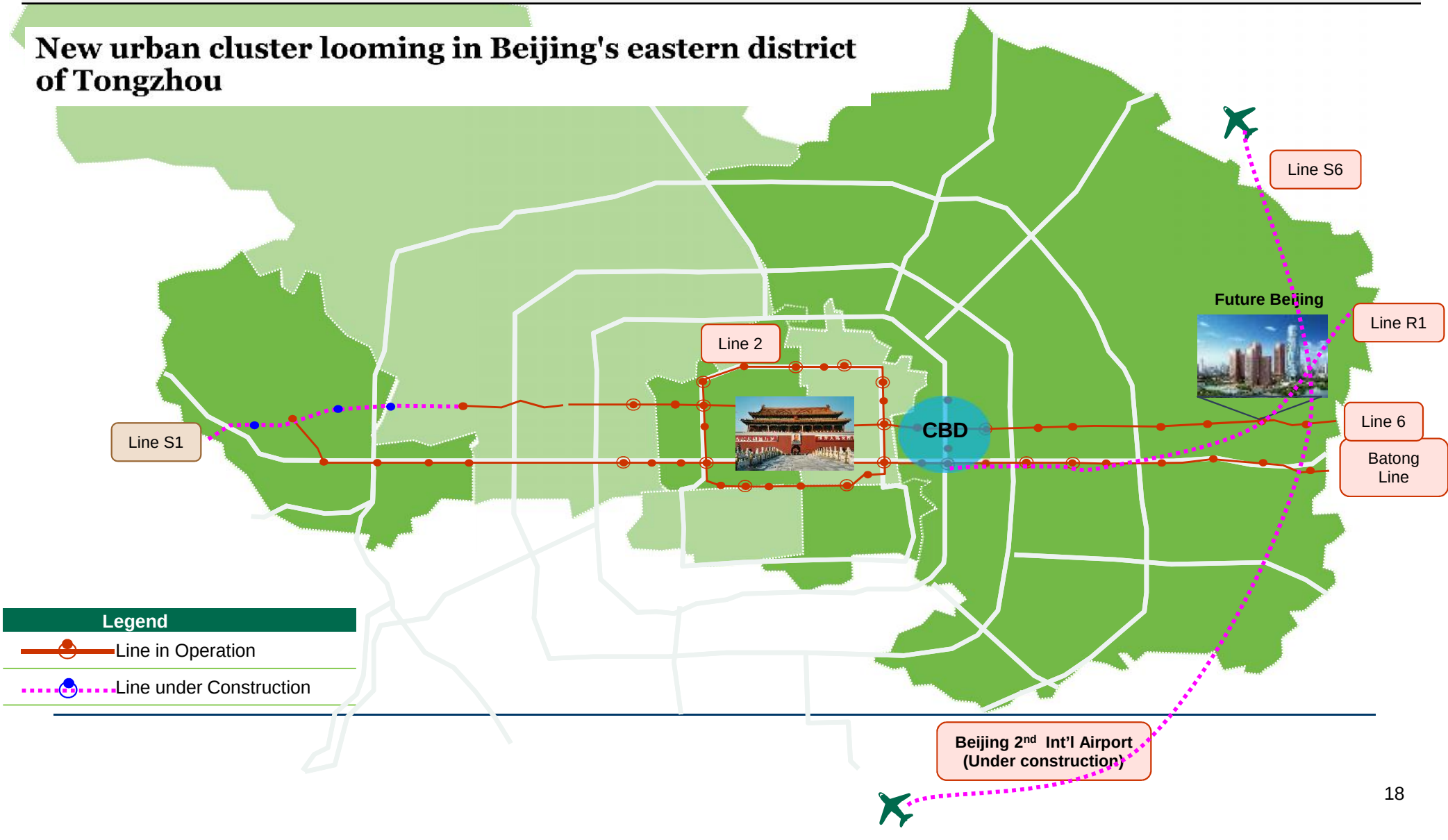


Type	Residential / Office / Retail
Land Area	~57,166 sqm
Investment Cost	RMB559 million (effective 15.1% stake)
Target Completion Date: Phase 1 (Residential) Phase 2 (Office) Phase 3 (Office & Retail)	 2017 2019 2021
Pre-sale Date:	4Q2015 (SOHO Block 1)

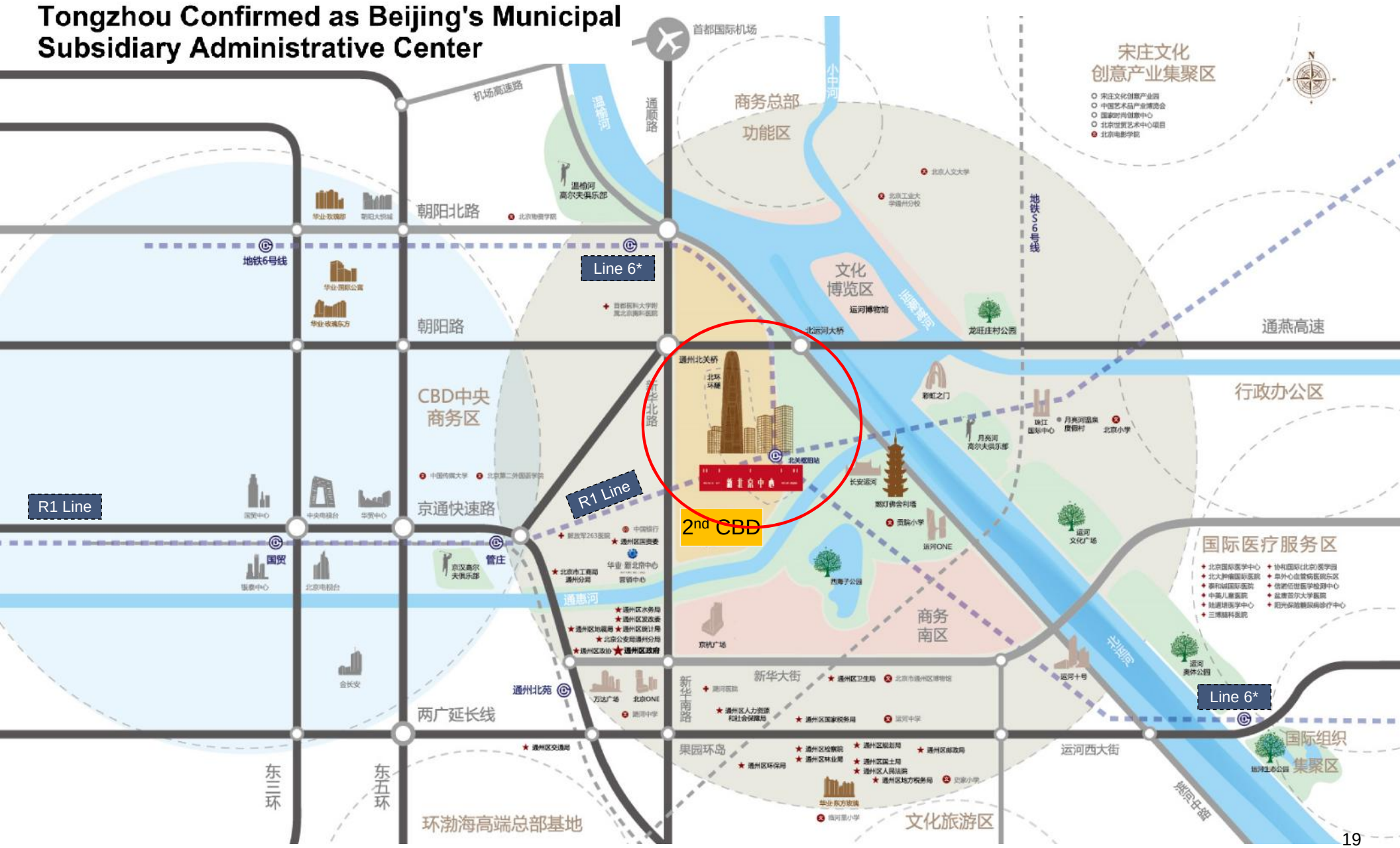


Update (D) : Future Beijing, Beijing Tongzhou

- ✓ Project has been incorporated in the Government's 12th five-year plan
- ✓ 16km to current Beijing Capital International Airport and approximately 45km to the future 2nd Beijing Airport (target to complete by 2017/2018)



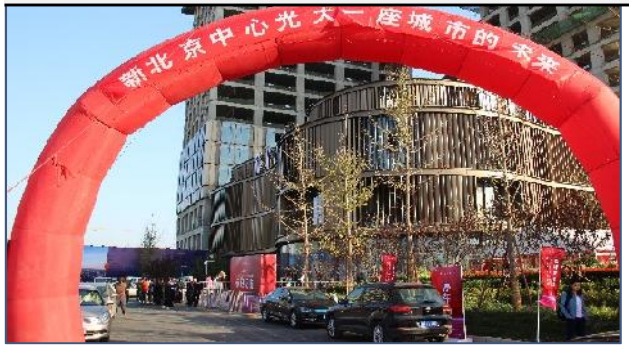
Update (D) : Future Beijing, Beijing Tongzhou



* Line 6 under construction; target to complete in 2017

Update (D) : Pre-sale of Tower One reflects strong demand

- ✓ 100% taken up on first day of launch as all 585 SOHO apartments were pre-sold
- ✓ RMB 1.06 billion total pre-sale consideration for Tower One
- ✓ Tower Two scheduled to launch ahead of schedule












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Market Outlook



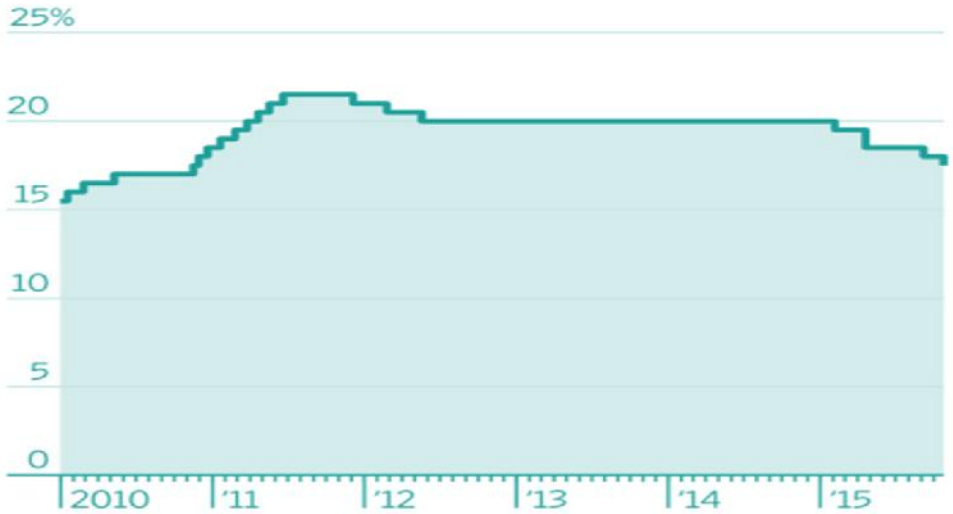
Easing Measures by China Central Government

China's Interest Rate Cuts



Sources: The People's Bank of China; tradingeconomics.com

China's Reserve Requirement Ratio Lowered



Sources: The Wall Street Journal; The People's Bank of China via CEIC

Relaxation of Down Payment

(excluding Beijing, Shanghai, Shenzhen, Guangzhou and Sanya)

1st time home buyers:

- Feb 2016: 20%
- Sep 2015: 25% (previously 30%)
- Mar 2015: 20% for those using housing provident fund (previously 30%)

2nd time home buyers

- Feb 2016: 30%
- Sep 2015: 20% for those using housing provident fund (provided buyer has no outstanding mortgages)
- Mar 2015: 40% (previously 60%)
- Mar 2015: 30% for those using housing provident fund (provided buyer has no outstanding mortgages)

Foreign buyers

- Aug 2015: Overseas companies' Chinese units and foreign nationals working and living in China can buy properties for their own use that meet "real needs". Requirements that foreign investors should have paid their registered capital in full before taking local loans have been removed.

China Eases Mortgage Down Payment to 20% for First Homes

Bloomberg News
February 2, 2016 — 4:55 PM SGT
Updated on February 2, 2016 — 6:30 PM SGT

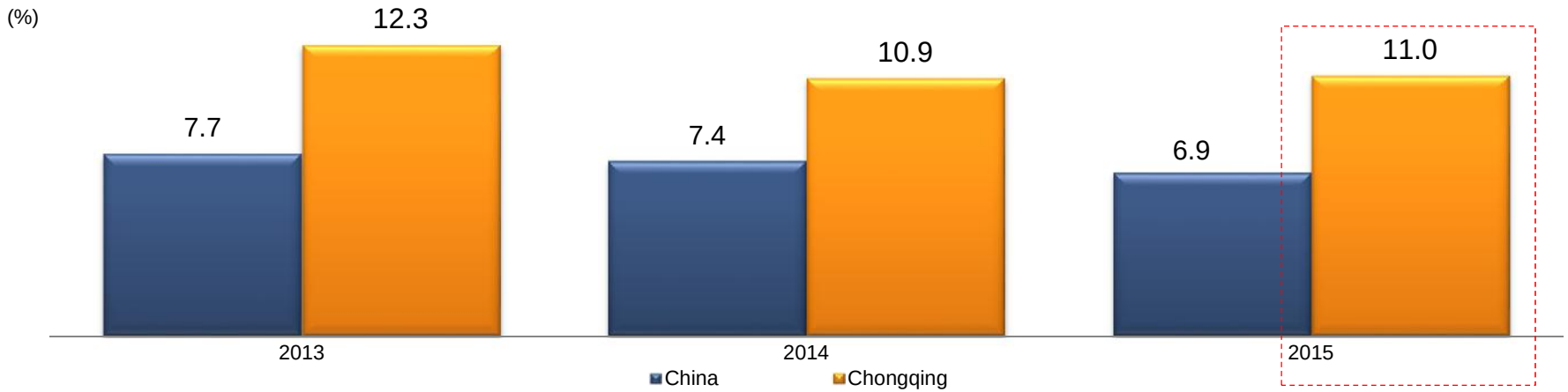
China reduces down payment for first-time home buyers

The move is intended to "further support reasonable consumption of housing and promote a stable, healthy development of the property market", the Chinese central bank said in a statement published on Tuesday.

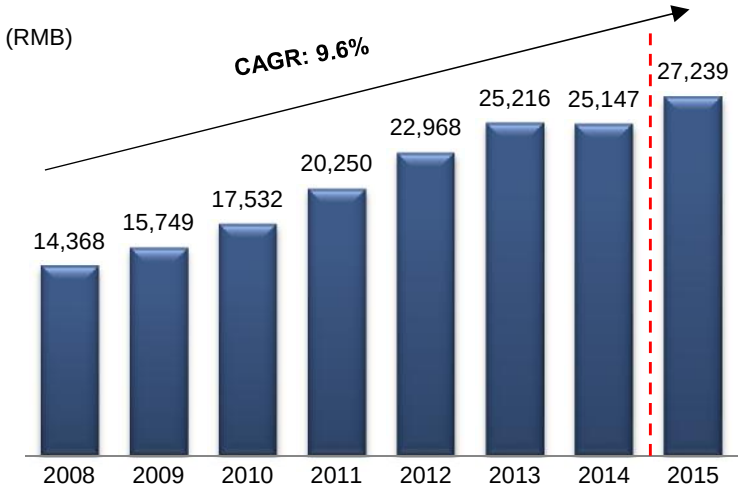
By Tang See Kit, Channel NewsAsia
Posted 02 Feb 2016 18:53 Updated 02 Feb 2016 20:10

Market Outlook

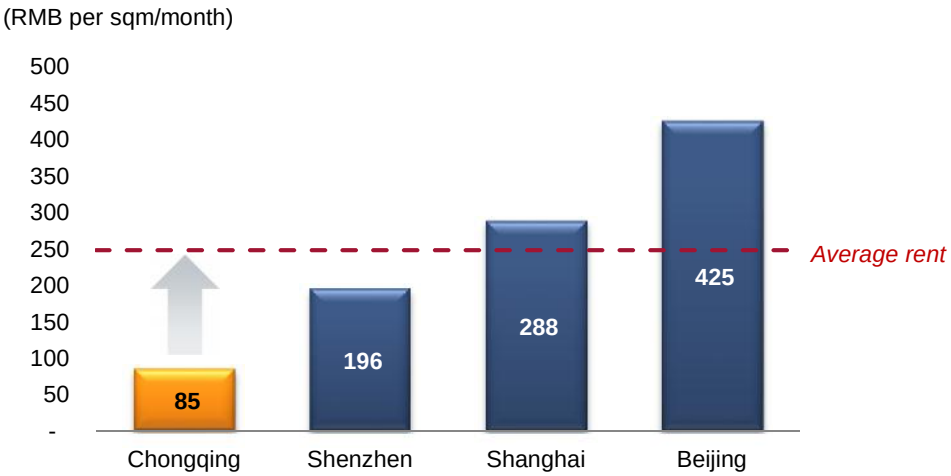
Chongqing : One of the highest GDP growth in China



Growing disposable income per capita



Office monthly rental rate



Source: National Bureau of Statistics of China; Statistical Information of Chongqing; CBRE Research, Chongqing Market Overview Q4 2015; Colliers, Property Market 2015 Review

China-Singapore (Chongqing) Demonstration Initiative on Strategic Connectivity



- **Chongqing** selected as the third G-to-G project after Suzhou Industrial Park (1994) in east China's Jiangsu Province and Tianjin Eco-city (2008) in north China's port city of Tianjin
- Named the '*China-Singapore (Chongqing) Demonstration Initiative on Strategic Connectivity*'
- Chongqing will be a high-level innovation zone utilizing the city's geographical position close to western regions and the Yangtze River economic belt
- Four main areas of collaboration are- (1) **Financial services,** (2) **Aviation,** (3) **Logistics** and (4) **Information Technology**

CapitaLand, DBS, UOB among companies signing up with Sino-S'pore govt-led project *- The Straits Times, 9 Jan 2016*

Chinese and Singaporean companies signed contracts worth 6.56 billion U.S. dollars at a ceremony in Chongqing on Friday inaugurating a government-to-government (G-to-G) trade project in the southwestern Chinese metropolis. *- Ecns.cn, 9 Jan 2016*

More Chongqing flights with new China-S'pore project *- The Straits Times, 9 Jan 2016*

UOB sets up Sino-Singapore private equity fund with PingAn, Chinese partners
- The Business Times, 18 Apr 2016

ICBC Singapore signs 10 strategic cooperation agreements for 3rd Sino-Singapore project
- The Straits Times, 11 Jan 2016

China, Singapore to establish a university in Chongqing
- China Daily, 15 Jan 2016

West Air starts flights between Singapore and Chongqing
The new thrice-weekly service comes on the back of a bilateral pledge to grow air connectivity between Singapore and Chongqing, says Changi Airport Group.
- Channel NewsAsia, 4 Feb 2016

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Thank you