英利国际置业
YING LI INTERNATIONAL
REAL ESTATE

Ying Li International Real Estate Limited

ANNUAL GENERAL MEETING

28 April 2017



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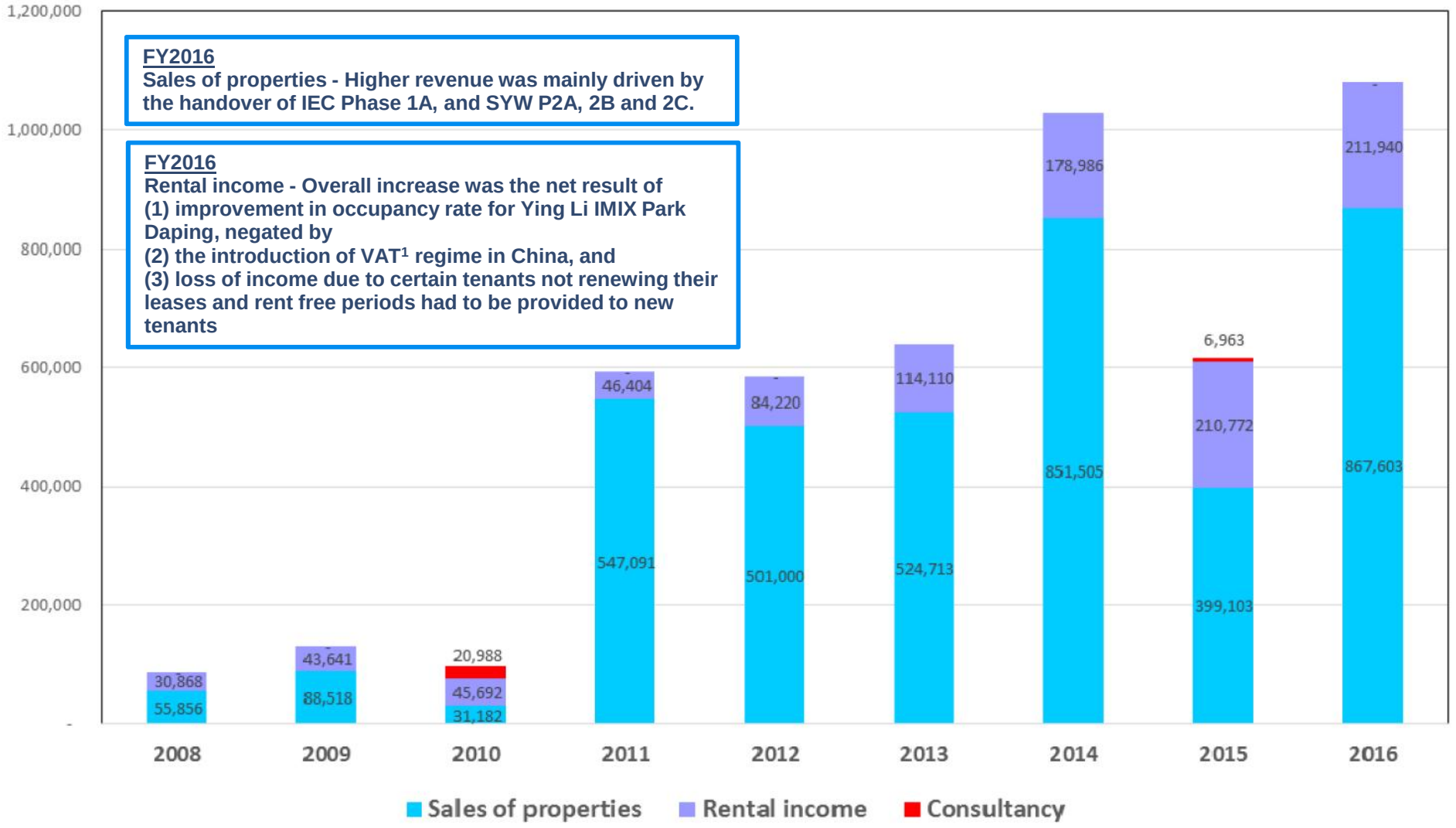
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Financial performance summary



Total revenue over the years

(RMB '000)



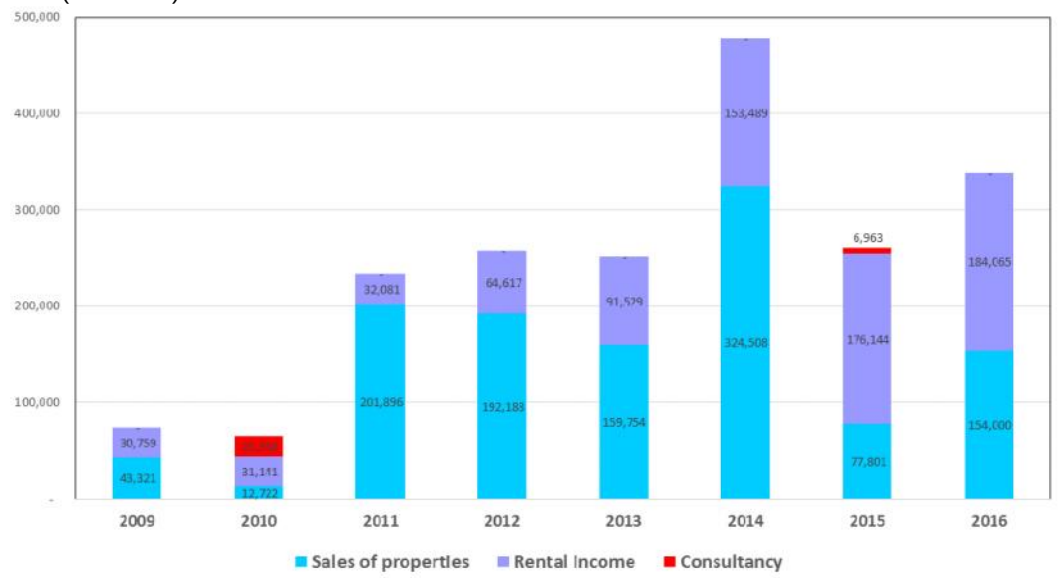
[1] With effect from 1 May 2016, Value Added Tax ("VAT") will be imposed on revenue received from customers in place of business tax. Revenue received will be deemed to be inclusive of VAT and the tax will be deducted directly from revenue and paid to the tax authorities.

Source : Company annual report

Profitability over the years

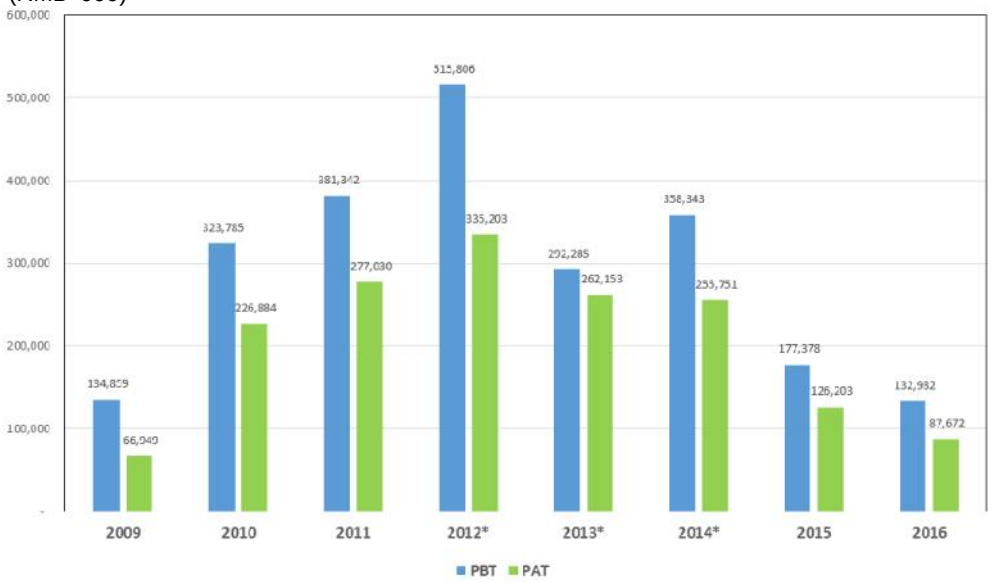
Gross Profit and Gross Profit Margin

(RMB '000)



Profit Attributable to Ordinary Shareholders

(RMB '000)



- Due to change in the sales mix in Sales of properties segment, from higher proportion of Commercial properties to higher proportion of Residential properties, the gross profit and gross profit margin for the year will vary accordingly.
- Since listed, the gross profit from Sales of properties segment and Rental income segment grown at a 8-year CAGR of 64.2% and 29.6% respectively.
- The Y-o-Y decline in FY16 Profit attribute to Ordinary shareholders was due to lower amount of FV gain in the year.

* original

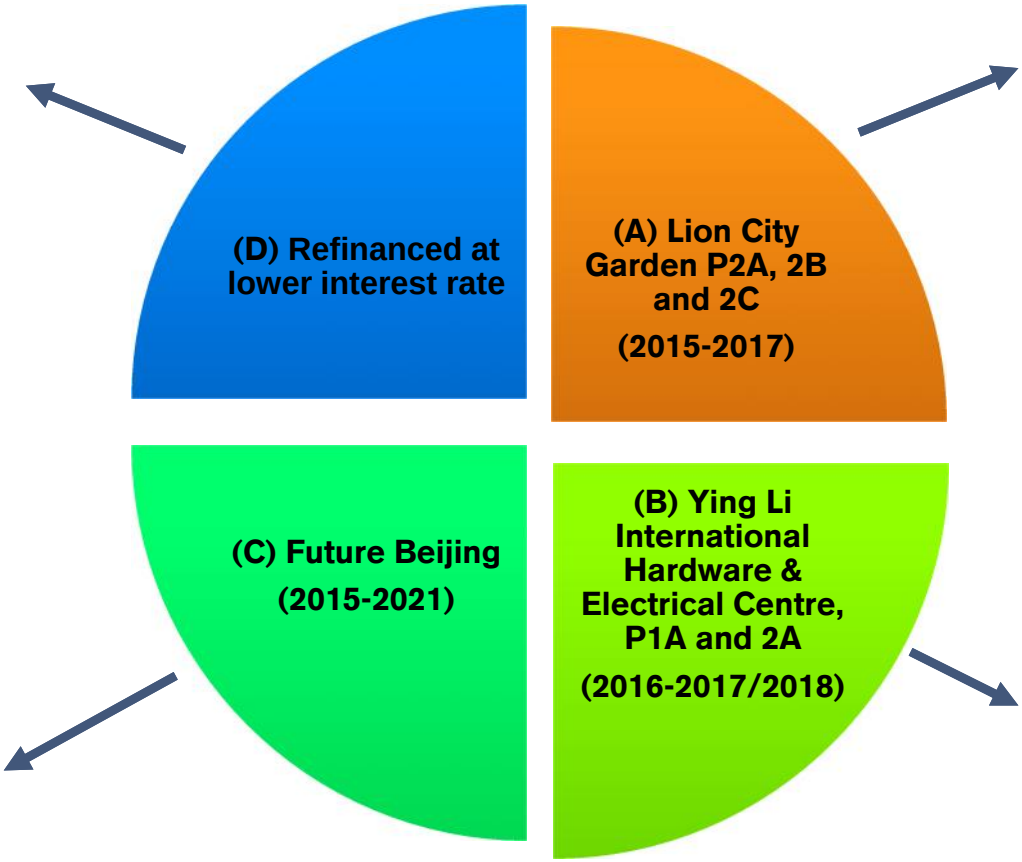
Source : Company annual report

Key Milestones achieved in 2016

- Refinance some of the existing loans, weighted average interest lowered to 6.91% as of 31 Dec 2016, from 7.65% as of 31 Dec 2015

- Continues to register robust demand with contracted pre-sales as of 31 December 2016 :
  - SOHO Tower 1 – 100% pre-sold amounting to approximately RMB1.06 billion, representing an ASP of RMB 34,500 sqm
  - SOHO Tower 2 – 96.0% pre-sold amounting to approximately RMB1.89 billion, representing an ASP of RMB 35,800 sqm
  - SOHO Tower 3 – 30.0% pre-sold amounting to approximately RMB0.41 billion, representing an ASP of RMB 44,300 sqm

On track for pre-sale and completion



- Lion City Garden project continues to draw healthy demand as total sales and contracted pre-sales for Phase 2A, 2B and 2C as at 31 December 2016 amounted to RMB809 million.

- Completion and commenced the handover of Phase 1A in Dec 2016 .
- Total sales and contracted pre-sales as at 31 December 2016 amounted to RMB946 million.
- Total amount from registered interest with deposit paid pending conversion to sales contract as at 31 December 2016 amounted to RMB208 million.

Project Highlights and Updates



Chongqing - Jiefangbei CBD



Chongqing - Guanyingqiao CBD



Investment Properties : Provide stable recurring Income

Ying Li Future International mall



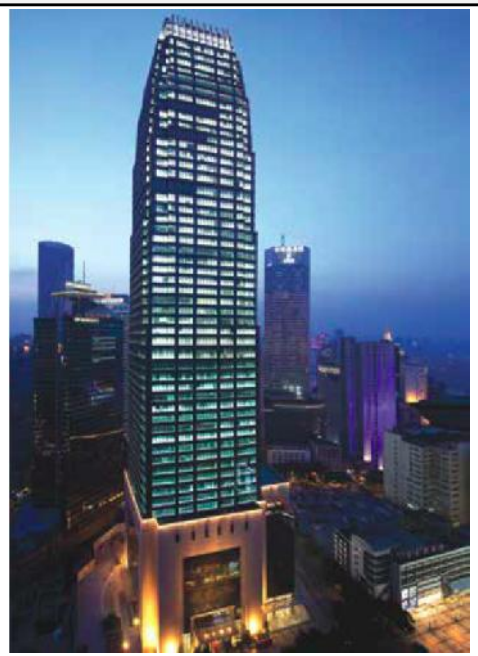


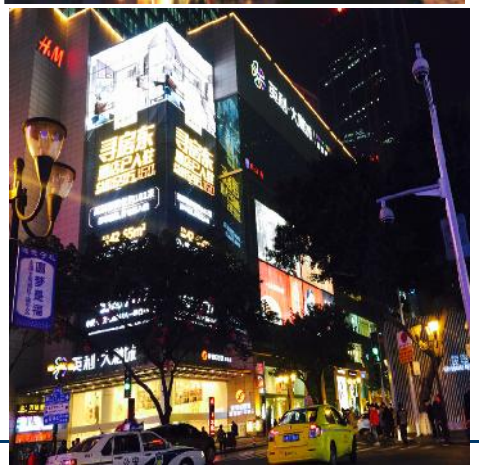
Ying Li IMIX Park, Daping





Ying Li IMIX Park, JFB (aka IFC mall)





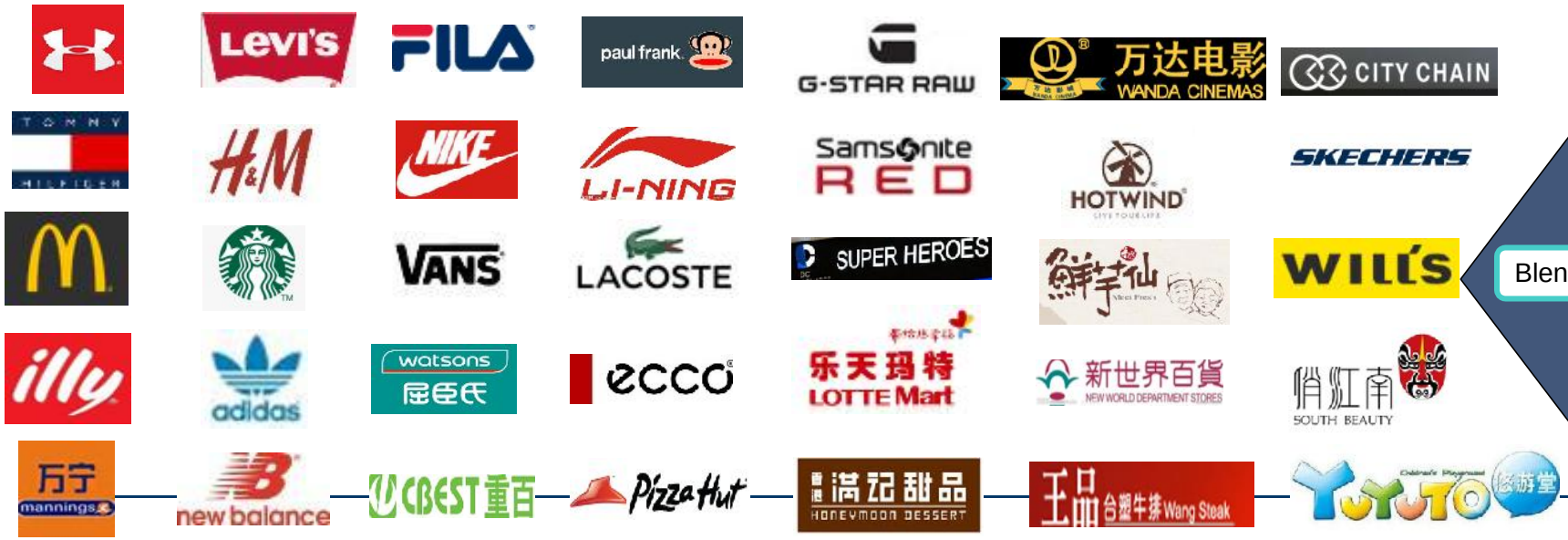
Balanced Portfolio with Diversified Quality Tenants' Base

Selected Office Tenants



Blended occupancy(1): 87.8%

Selected Retail Tenants



Blended Occupancy(2): 91.4%

Source: Company information

(1) Occupancy of Investment Properties' office area (consisting of Ying Li International Financial Centre, Minsheng Southern Garden and others) as of 31 Dec 2016 with a GFA of 47,814 sqm.

(2) Occupancy of Investment Properties' retail area (consisting of Future International, Ying Li IMIX Park JFB, Ying Li IMIX Park Daping and others) as of 31 Dec 2016 with a GFA of 212,794 sqm.

Mall Activities: Ying Li IMIX Park Jiefangbei (1)











Mall Activities: Ying Li IMIX Park Jiefangbei (2)

Blind date event



Chinese New Year mall embellishment



Competition event



Book-signing event



Mall activities : Ying Li IMIX Park – Daping (1)

Meet-and-greet session with My Sassy Girl 2 actor





Kids carnival



Warcraft carnival



Modelling contest



Kids talent contest



Mall activities : Ying Li IMIX Park – Daping (2)

Modelling Competition for Seniors



Talent Competition for Kids





Little Fisherman Event



Kids Giant Ball Pit Sports Day



Feed The Rabbits Event



AEI: Ying Li IMIX Park Jiefangbei and Daping

At Ying Li IMIX Park Jiefangbei











At Ying Li IMIX Park Daping









Project update (A):
San Ya Wan Phase 2 (Lion City Garden), Chongqing

- ✓ Garden-like residential community comprising quality apartments targeted for the emerging middle class
- ✓ Continues to register healthy demand for the three phases (2A, 2B and 2C) launched
- ✓ Buyers have gradually moved in upon handover
- ✓ Total sales and contracted pre-sales for Phase 2A, 2B and 2C amounted to RMB809 million as at 31 Dec 2016



Total GFA: ~273,656 sqm



Photo taken in Dec 2016



Photo taken in Dec 2016

Type	Residential / Retail
Target Completion Dates	2015 / 2016 / 2017
Pre-sales (Phase 2D)	2018
Total sales and contracted pre-sales as of 31 Dec 2016 (Phase 2A, 2B, 2C)	RMB809 million

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

- ✓ One-stop hardware and electrical centre build-to-order (BTO) model catering to ~3,000 merchants
- ✓ Located at Shuangfu neighbourhood in Jiangjin District, Chongqing's secondary CBD, surrounded with amenities such as hospitals, schools, education institutions and other social welfare system
- ✓ As planned, Phase 1A completed in 4Q2016 and handover commenced in December 2016
- ✓ Total sales and contracted pre-sales amounted to RMB946 million as at 31 December 2016
- ✓ Total amount from registered interest with deposit paid pending conversion to sales contract amounted to RMB208 million as at 31 December 2016



Total GFA (3 phases) : ~1.32 million sqm

Type	Commercial ('Built-to-order' model)
Total Land Area Phase 1, 2A	~360,708 sqm
Phase 1A & 1B GFA Phase 2A GFA	~631,560 sqm
Target Completion Date: Phase 2A	2017-2018
Pre-sale Date: Phase 2A	Late 4Q2016
Total sales and contracted pre-sales as of 31 Dec 2016 (Phase 1A and 2A)	RMB946m

Broad View of Phase 1A and Phase 2A



Photos taken in Jan 2017



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

Handover of IEC Phase 1A in December 2016













Project update (C):
New Everbright Centre, Beijing Tongzhou (Formerly Future Beijng)

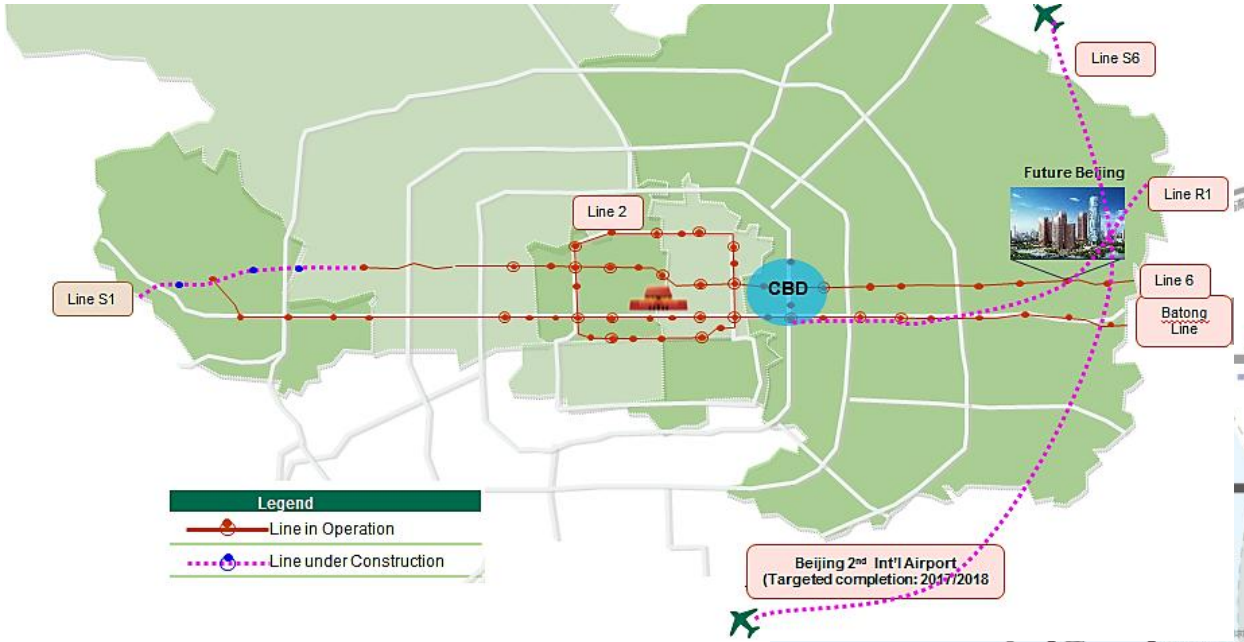
- ✓ **Mixed-used development located in the Tongzhou New City Canal Core Area, the second CBD of Beijing**
- ✓ **Approximately 2 million Beijing residents will gradually shift to Tongzhou as part of a massive urban extension project to relief the current over-crowded CBD area**

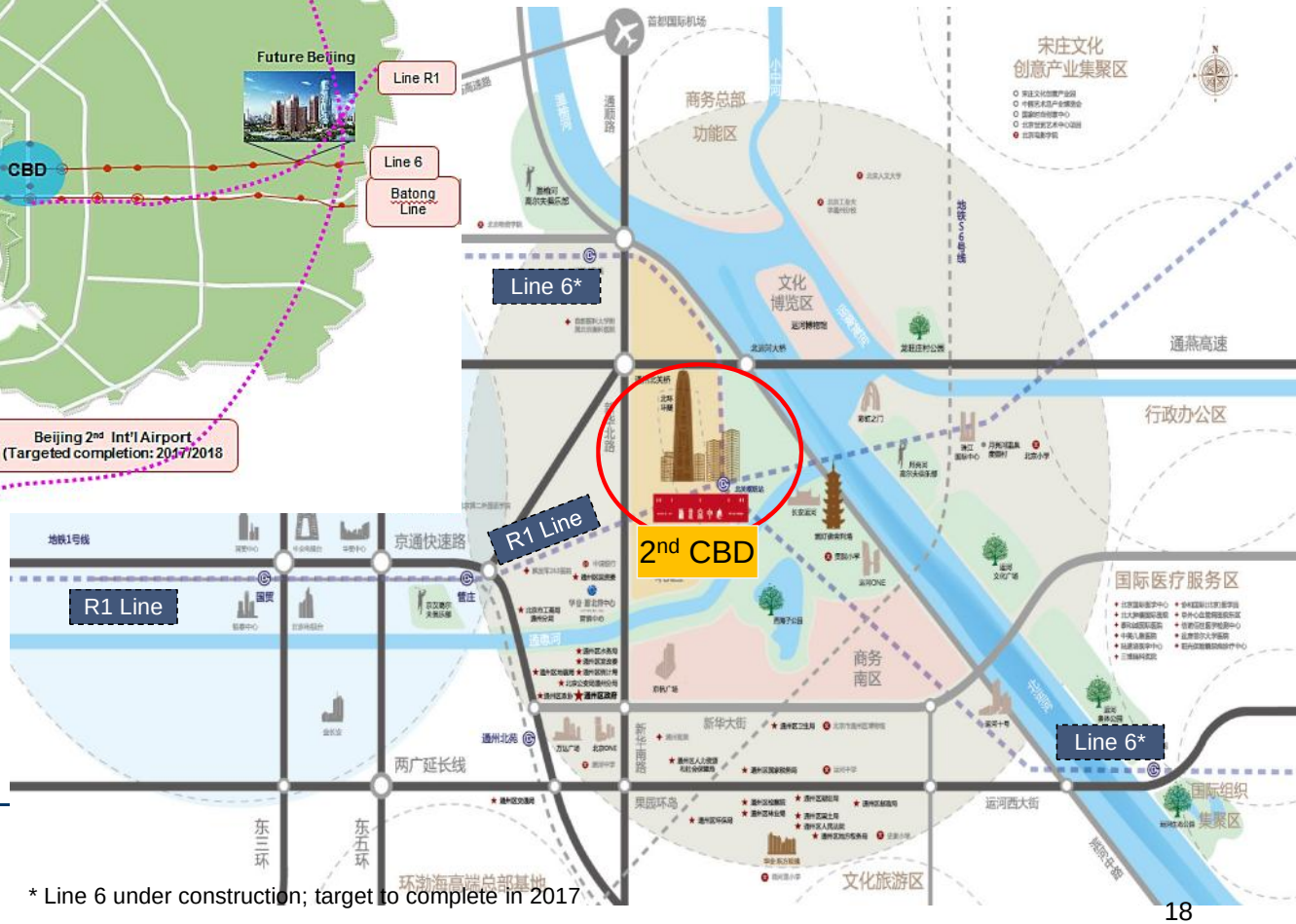


Type	Residential / Office / Retail
Investment Cost	RMB559 million
Target Completion Date: Phase 1 (Residential) Phase 2 (Office) Phase 3 (Office, Retail)	 2017/2018 2019 2021
Total contracted pre-sales as of 31 Dec 2016	SOHO Tower 1 = RMB1.06 bn (100%) SOHO Tower 2 = RMB1.89 bn (96.0%) SOHO Tower 3 = RMB0.41 bn (30.0%)

Project update (C):
New Everbright Centre, Beijing Tongzhou (Formerly Future Beijng)

- ✓ Connected to two Beijing subway lines (R1 and Line 6)
- ✓ 30 minutes away from the main Beijing CBD via subway
- ✓ 16km to current Beijing Capital International Airport and approximately 45km to the future 2nd Beijing Airport
- ✓ Will be home to Universal Studio's 6th theme park which will be its largest in the world by 2020

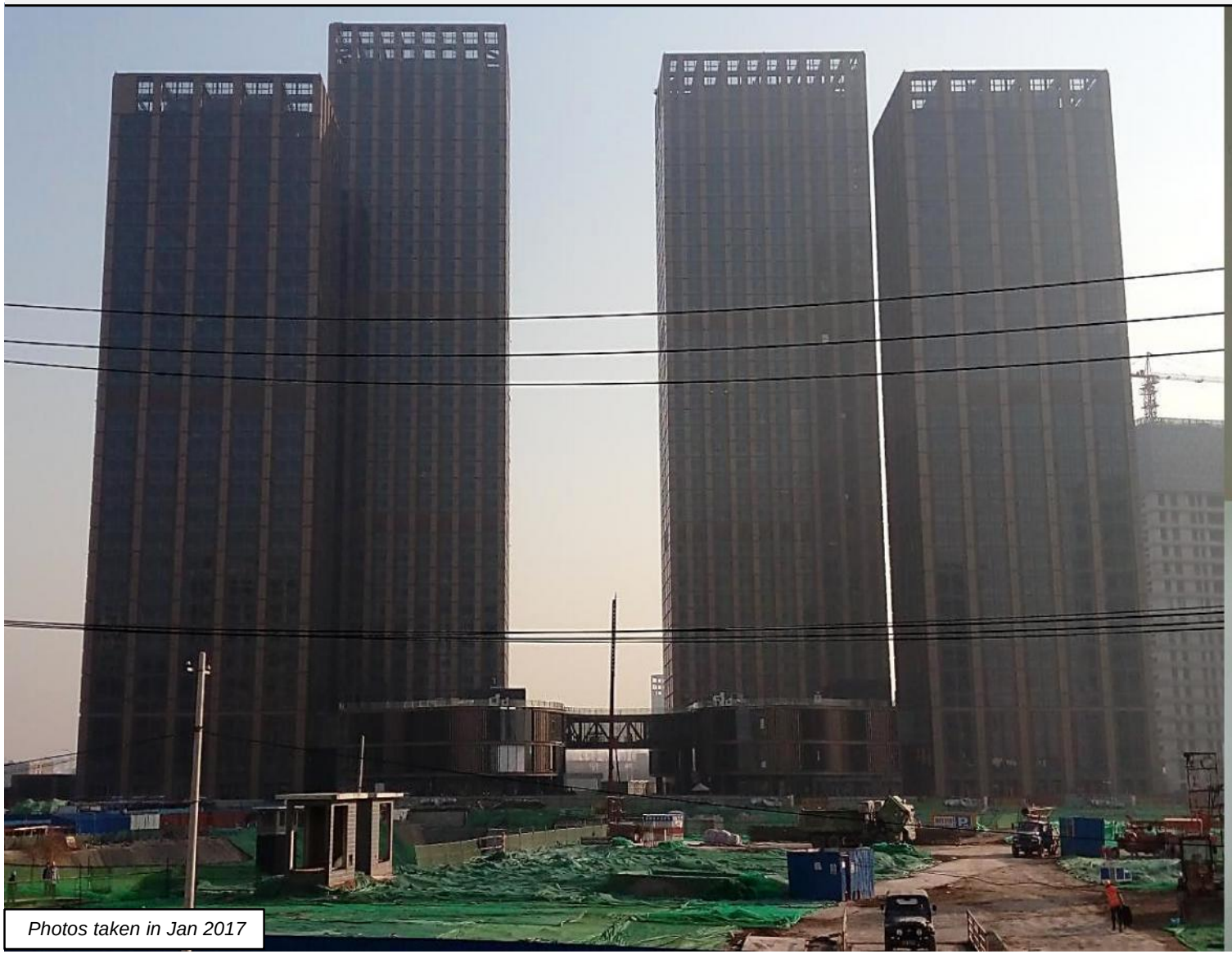


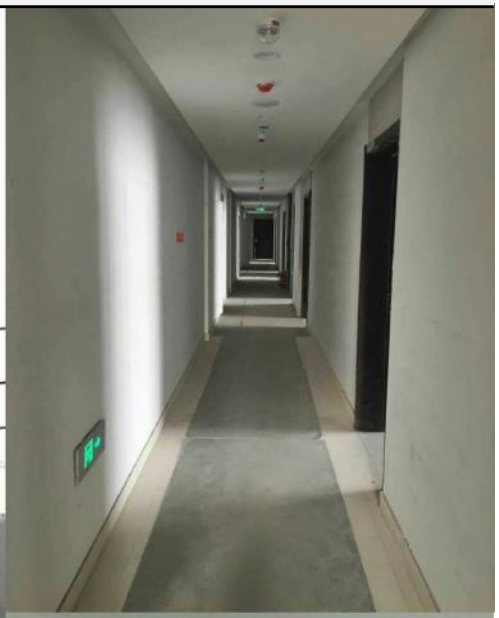


* Line 6 under construction; target to complete in 2017

Update (C):
New Everbright Centre, Beijing Tongzhou (Formerly Future Beijng)

- ✓ Façade installation completed for all 4 SOHO Towers
- ✓ Renovation works for interior common areas are nearing completion for 2 of the 4 towers
- ✓ Renovation works for the SOHO units are still in progress







Photos taken in Jan 2017

Project update (D):
Ying Li International Commercial Centre (ICC), Chongqing

- ✓ **Strategically located along Chongqing Financial Street in Chongqing's main CBD Jiefangbei**
- ✓ **Phase 1 on track to complete in 2018**



Total GFA: ~320,000 sqm

Type	Commercial (Retail / SOHO / Office)
GFA	~320,000 sqm
Target Completion Date	Phase 1: 2018 Phase 2: 2019
Target soft launch	Phase 1: 3Q2016



Photo taken in Jan 2017

Project update (D):
Ying Li International Commercial Centre (ICC), Chongqing

- ✓ High-end luxury SOHO Tower fitted with innovative smart home concept offers a higher quality of living
- ✓ Façade installation for SOHO Tower has completed and interior renovation is in progress
- ✓ Completed showroom reconfiguration and layout








Photos taken in Oct 2016

Thank you