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YING LI INTERNATIONAL
REAL ESTATE

Corporate Presentation

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Agenda

- Overview of Ying Li
- Key Investment Highlights
- Strategy
- Chongqing Opportunity
- Landbank and Portfolio Overview
- Financials
- Conclusion

Introduction to Ying Li, a truly differentiated, premier property developer in the heart of Chongqing, one of China's fastest growing cities



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Overview of Ying Li, a leading commercial property developer in Chongqing

First & only "Pure Play" Chongqing high-end commercial property developer listed on SGX-ST

1 Specialized in developing Grade A office and high-end retail mall projects in prime locations of Chongqing

- Completed the most projects in the prime CBD of Chongqing
- Well known for our prime locations, premium design and quality construction
- Ranked as one of the leading property players in Chongqing
- Prime land bank of about 1 million sq.m of planned GFA

2 Well positioned to tap on the rapid economic growth in Chongqing

- Solid growth fundamentals with favorable government policies
- Strong growth in 3Q11 of 16.5% GDP growth places Chongqing as the fastest growing city in China
- FDI in 3Q11 reached USD4.2billion, an astonishing 79.6% increase y-o-y, highest growth rate in China
- Total retail sales was up 18.5% to RMB 249.6billion in 3Q11, ranking 2nd Western China and 4th in China
- Poised to be the leading city in western China

3 Unique business model that specializes in urban renewal

- High Barriers to Entry
- Extremely costly and tedious process for many local and foreign developers
- Lower cost of land resulting in higher profit margin
- 18 years of strong track record with 100% execution success

Chongqing – *one of China's fastest growing cities*



A leading Chongqing CBD developer of Grade A offices and high-end retail malls

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Key Investment Highlights

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Key Investment Highlights

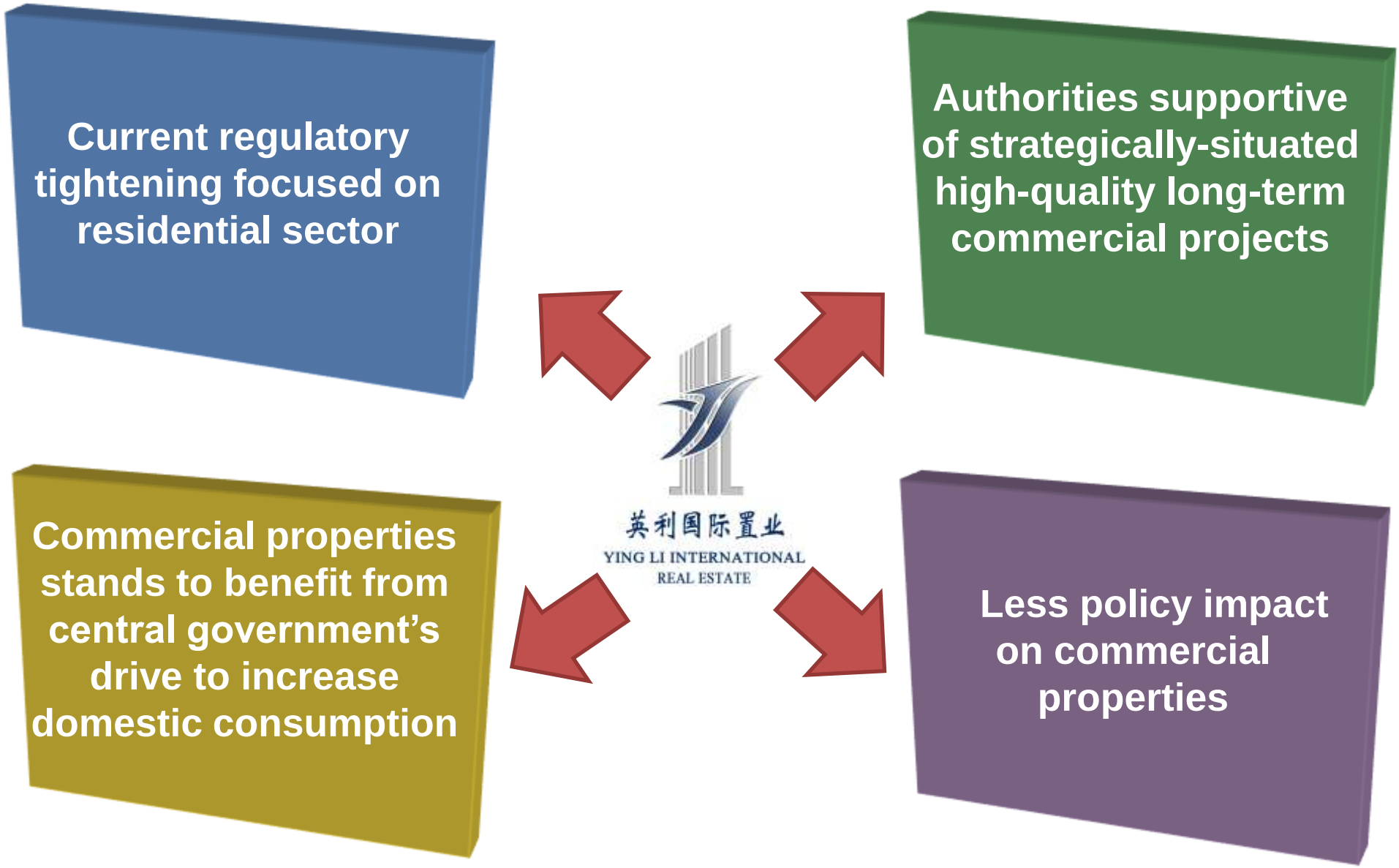
1. **Less affected by the current tightening measures being a CBD commercial developer**
2. **Well-positioned to tap on the rapid growth of Chongqing City, fastest growing China city in 9M 2011**
3. **Well-balanced portfolio of high quality income producing assets and development opportunities**
4. **Expected strong cash flows from premium quality pipeline projects**
5. **Potential of monetising Grade-A office and high-end retail mall assets via a REIT vehicle**



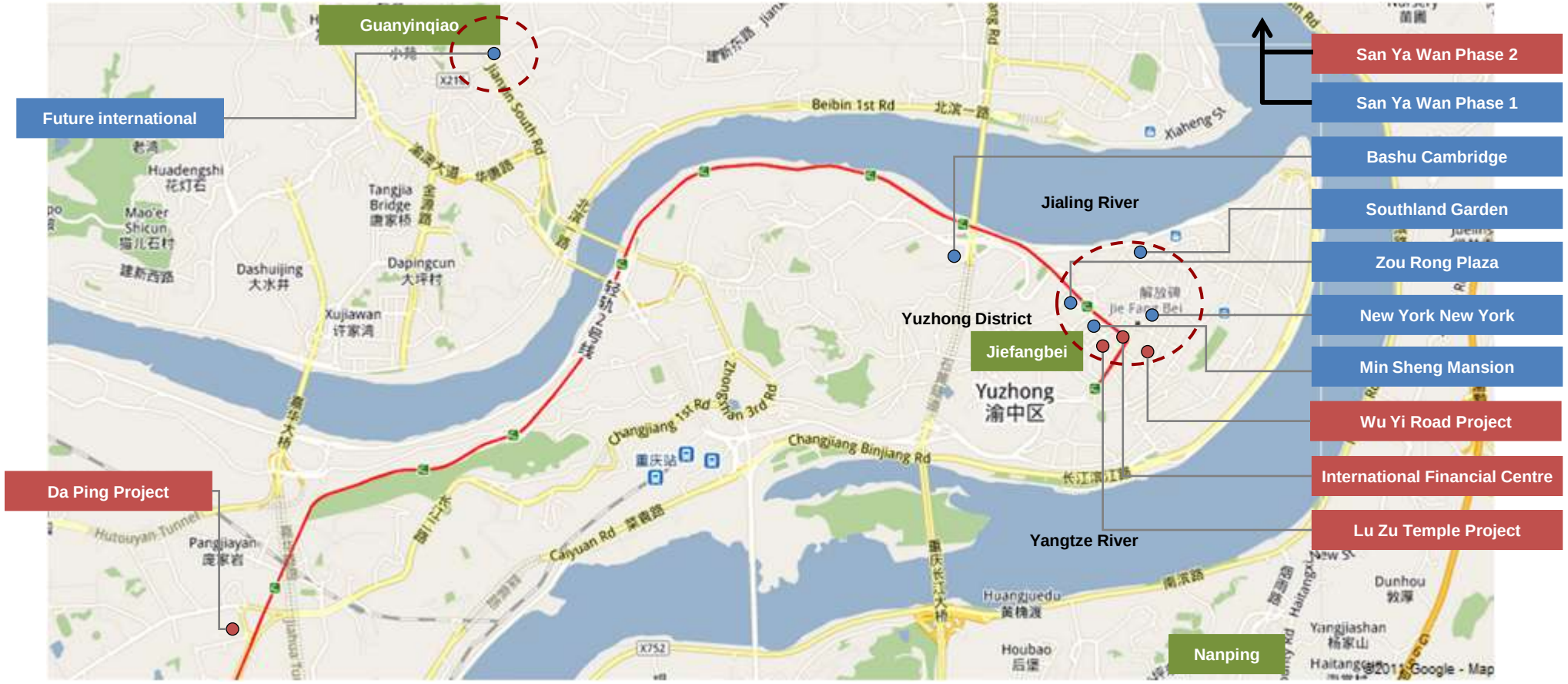


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1. Less affected by the current tightening measures being a CBD commercial developer



Prime locations in Chongqing's key CBD districts:
Extensive access to prime land – Properties are located within Chongqing prime CBD districts



Completed projects

No.	Development
1	Min Sheng Mansion
2	Zou Rong Plaza
3	Southland Garden
4	New York New York
5	Future International
6	Bashu Cambridge
7	San Ya Wan Phase 1

Land bank

No.	Development
1	International Financial Centre
2	Da Ping Project
3	Wu Yi Road Project
4	Lu Zu Project
5	San Ya Wan Phase 2

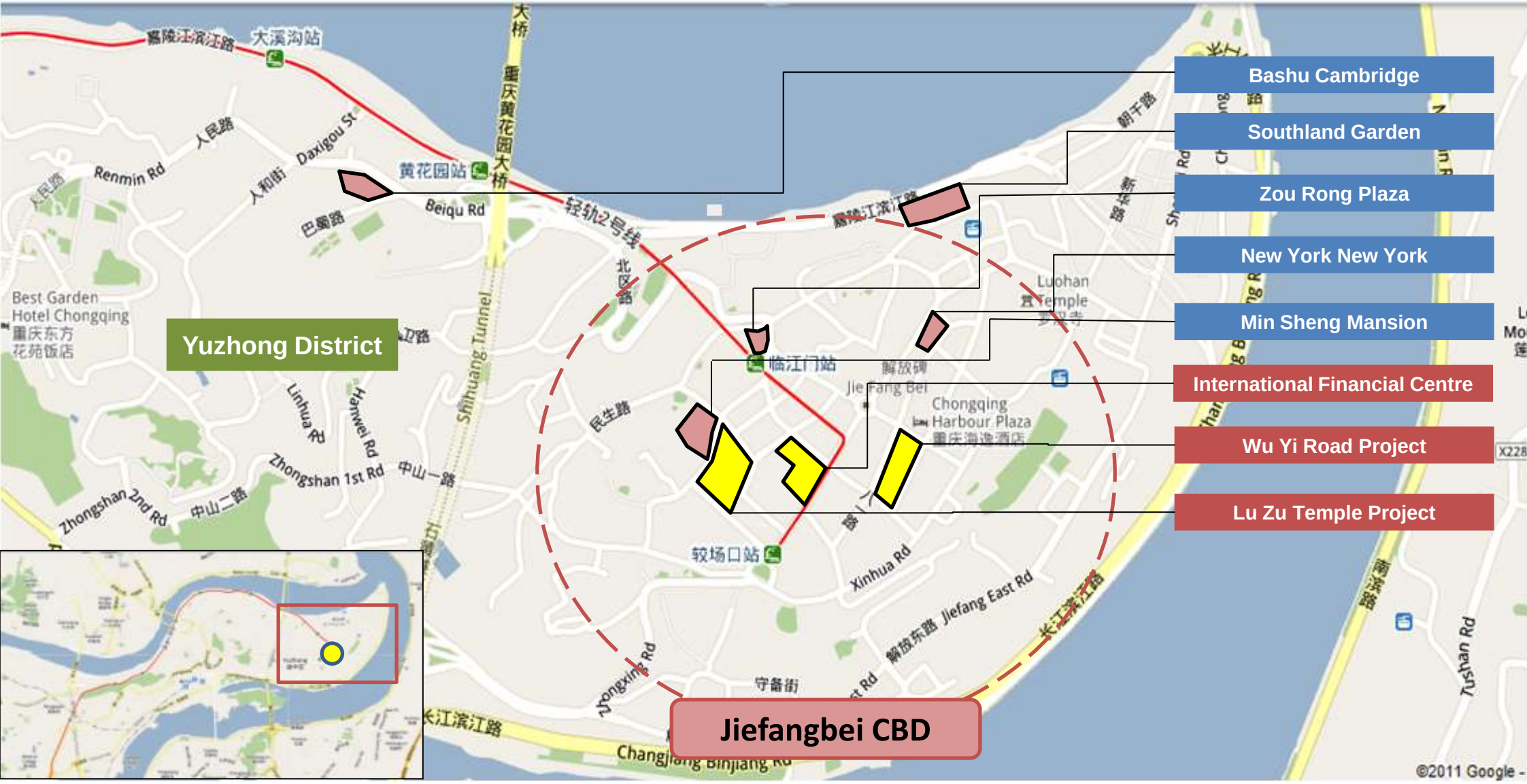
Key CBD districts

Land banks

Completed properties

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Project locations in Yuzhong Jiefangbei CBD



Upcoming projects

Completed projects

Key Milestones of Ying Li International Real Estate Limited

Key milestones

1997: Completion of its first project, **Min Sheng Mansion**, *total GFA of 63,342sq.m*

2000: Completion of **Zou Rong Plaza**, *total GFA of 102,489sq.m*

2005: Completion of **Southland Garden,** *total GFA of 56,878sq.m*

2005: *Completion of* ***New York New York****, total GFA of 41,337sq.m*

2006: Completion of **Future International**, *total GFA of 135,540sq.m*

2007: Completion of **Bashu Cambridge**, *total GFA of 42,782sq.m*

2009: Completion of **San Ya Wan Phase 1**, *total GFA of 52,739sq.m*[1]





1997 2000 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016

Listing on SGX-ST











2011: Expected completion of **International Financial Centre**, *total GFA of 173,500sq.m*

2013: Expected completion of **Ying Li International Plaza,** *total GFA of 400,000sq.m*

2014: Expected completion of **Wu Yi Road Project,** *total GFA of 160,000sq.m*

2015: Expected completion of **Lu Zu Project,** *total GFA of 138,000sq.m*

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Approximately 1 million sq.m of GFA to be completed in the next 4 years



International Financial Centre (IFC)

- GFA of 173,500sq.m
- Located in **Jiefangbei**, Yuzhong District, Chongqing
- Estimated Completion 2011



Ying Li International Plaza

- GFA of 400,000sq.m
- Located in **Daping**, Yuzhong District, Chongqing
- Estimated Completion 2013



Wu Yi Road Project

- GFA of 160,000sq.m
- Located in **Jiefangbei**, Yuzhong District, Chongqing
- Estimated Completion 2014



Lu Zu Temple Project

- GFA of 138,000sqm
- Located in **Jiefangbei**, Yuzhong District, Chongqing
- Estimated Completion 2015



San Yan Wan Phase 2

- GFA of 144,377sq.m
- Located in **Yubei District**, Chongqing
- Earlier estimated Completion 2013, currently pending government rezoning

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…Over the years, we have also proven to be the leading CBD urban renewal developer in Chongqing

Old city landscape

Chongqing terrain is unique

- Area is heavily built up, with very old buildings
- Only way to develop prime land is through urban renewal



Guanyinqiao BEFORE urban renewal

Urban renewal process

Resettlement is an extremely costly and tedious process for many developers

- High barriers to entry

Requires close working coordination with various public departments

First mover advantage

- Successfully completed 7 prime properties in Chongqing, through urban renewal
- Well-positioned to leverage on its experience and network in the local market

Transformed city landscape

Successfully modernized Chongqing's landscape with iconic skyscrapers

- Active efforts by the government to revamp the city centres of Chongqing



Guanyinqiao AFTER urban renewal

Distinctive awards and recognition that demonstrate our capabilities

Awards / Accolades for Individual Buildings



New York New York



Future International



IFC

- International Financial Centre (IFC) was awarded "2011 China Top 100 Office Building[1]" and "2010 Chongqing Top 10 Landmark Building[2]"
- IFC is the only premier Grade A office building in Chongqing to be awarded the LEED Gold Level precertification by USGBC
- In 2010, New York New York and Future International were both awarded "Highest Contribution Landmark Commercial Building to Chongqing's Landscape Transformation[3]"
- New York New York won the highest accolades in the PRC 60th Anniversary China Architectural Society Design Award

Outstanding CEO

- Mr. Fang Ming, Chairman and CEO of Ying Li International, was awarded 2009 Top 10 Chongqing Entrepreneurs
- President of Real Estate Chamber of the Chongqing Federation of Industry and Commerce

Awards / Accolades for Ying Li

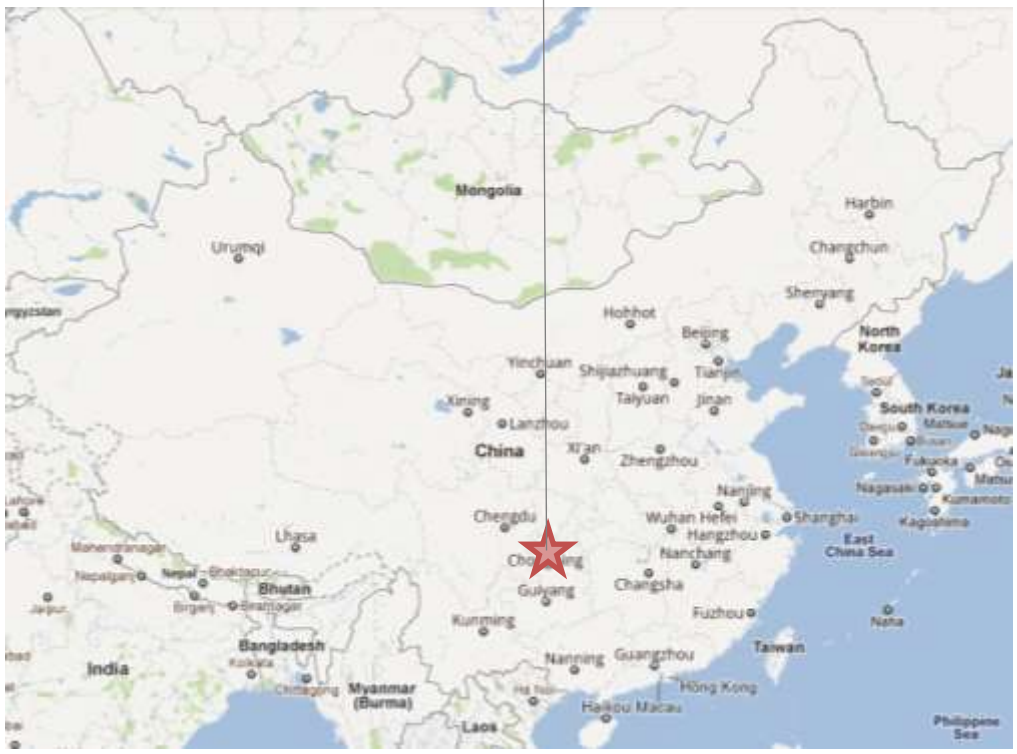
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- "Chongqing Top 50 Real Estate Companies" for 5 consecutive years
- "Trustworthy Credit Unit 2009 – 2010"
- "Chongqing's Top 50 Trusted Real Estate Enterprises"
- "Chongqing Charity Contribution Award (2006 – 2010)"
- "Green Action Award for Outstanding Contribution in Chongqing"

Note:
[1] Awarded by Soufun during 2011 6th China Commercial Real Estate Annual Conference
[2] Awarded by Chongqing Morning Post
[3] Awarded by Chongqing Daily

2. Chongqing – one of China's fastest growing cities

Chongqing – *one of China's fastest growing cities*



Chongqing

- **Chongqing is an important economic centre in the upper reaches of Yangtze River**
- **Covering an area of 82,400 sq.km and consist of 40 administrative districts with population over 30million**
- **One of four directly-administrated municipality in the People Republic of China ("PRC"), the only one in Western China, after Beijing, Shanghai and Tianjin**
- **Selected as one of the five key cities in China after Beijing, Shanghai, Tianjin and Guangzhou**
- **Chongqing Liangjiang New Area is the third sub-provincial level development zone after Pudong New Area in Shanghai and Binhai New Area in Tianjin**
- **Major manufacturing and transportation hub for Southwest China**
- **Approximately one-third of the world's laptop computers are manufactured in Chongqing**
- **China's largest motorcycle production and export base that accounts one-third of the country market share**
- **Ford's second largest automotive centre in the world outside of Detroit with three production lines**
- **Lianglu Cuntan Bonded Port Area, China's first inland bonded zone, served as a water port and aviation hub**
- **10,000km long freight rail connects Chongqing directly to Antwerp, Europe 2nd largest port**

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Well-positioned to tap on the growth of one of the fastest growing cities in China

Chongqing's Key Economic Indicators

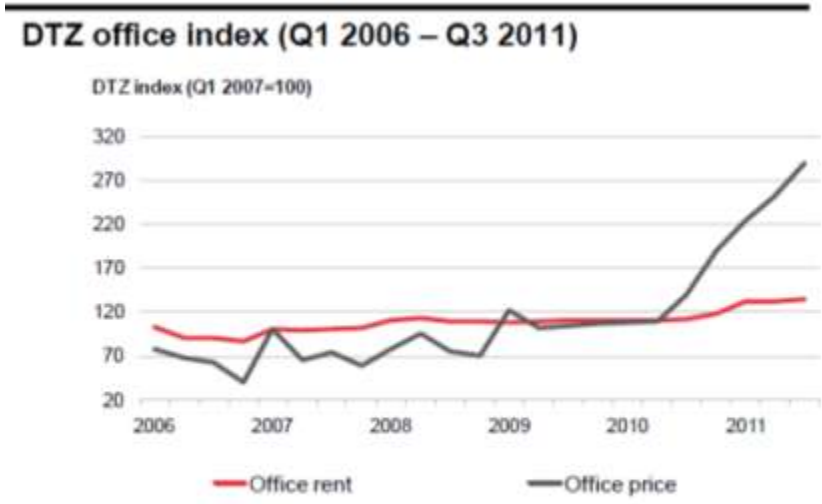
- Strong performance achieved with GDP increasing 16.5% 3Q'2011, growth rate ranking 1st in China
- FDI in 3Q11 grew at an astonishing rate of 79.6% y-o-y, highest growth rate in China
- Average housing price in Yuzhong district was highest in the city, followed by Jiangbei district (DTZ, 3Q11)
- Office price index increased 14.89% q-o-q, 2.32 percentage point higher than last quarter, due to strong occupier and investor demands (DTZ, 3Q11)
- Prime retail market average ground floor rental rate increase by 1.3% q-o-q to RMB 22.6 per sq.m per day amidst expansion of both international and domestic brands (CBRE, 3Q11)

Chongqing's 3Q 2011 (Jan – Sep) Key Economic Indicators

Indicators	Unit	Value	Change y-o-y (%)
GDP	RMB 100million	7,003.73	16.50
Industrial Output	RMB 100million	8,345.29	28.21
Fixed Asset Investment	RMB 100million	5,114.35	31.07
FDI	US$ 100 million	42.38	79.56
Retail Sales	RMB 100million	2,496.29	18.54
Disposable Income per capita	RMB	15,096.94	15.14
Consumer Price Index		105.30	5.30

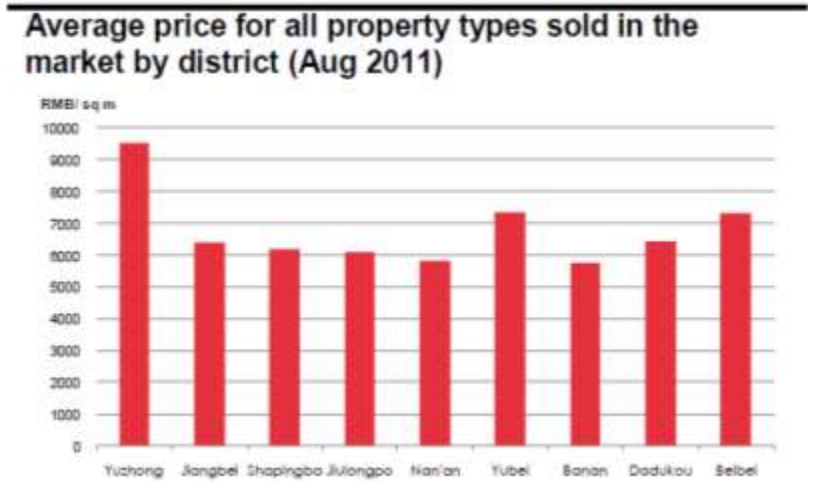
Source: Chongqing Statistical Bureau

Grade 'A' Office Index



Source: DTZ Research

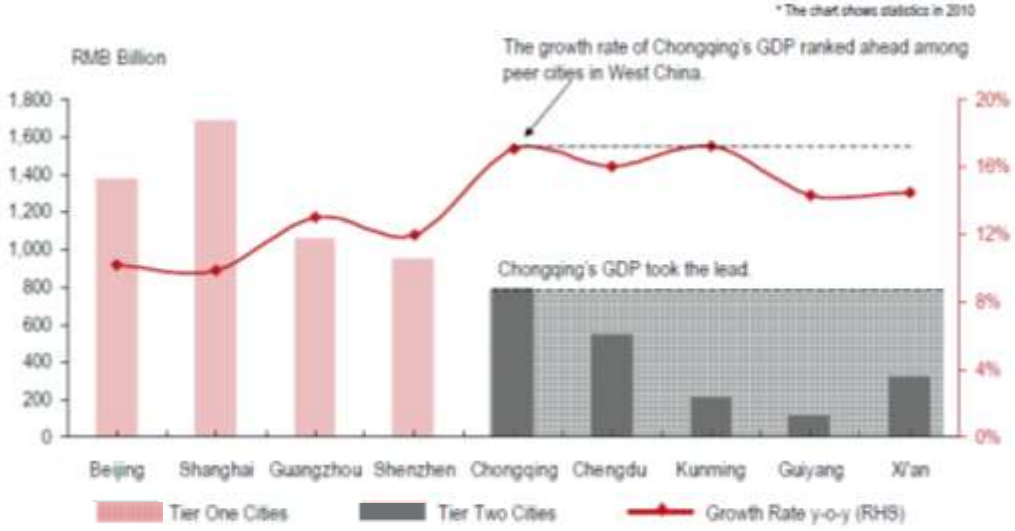
Residential Price Index



Source: DTZ Research

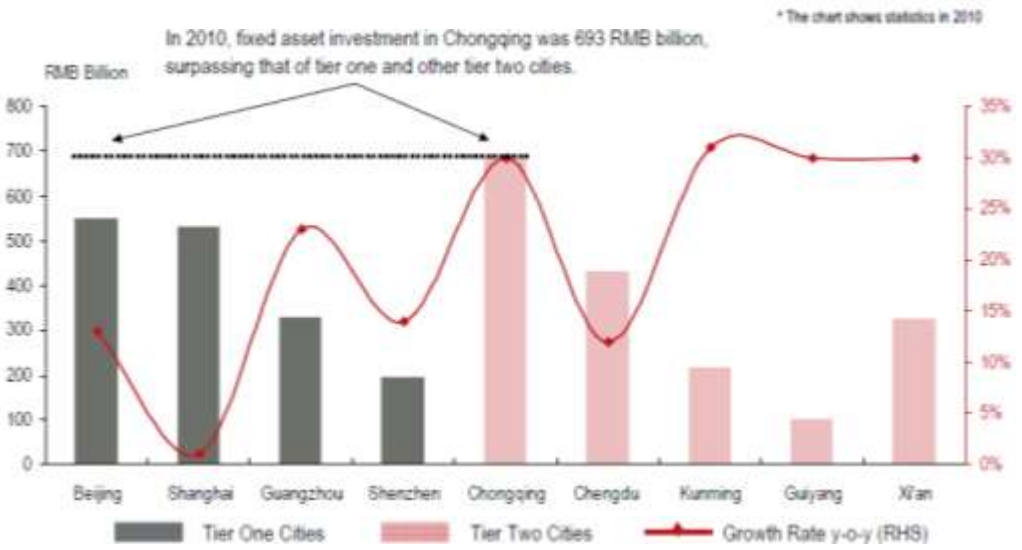
Strong economic performance verses other China cities

GDP



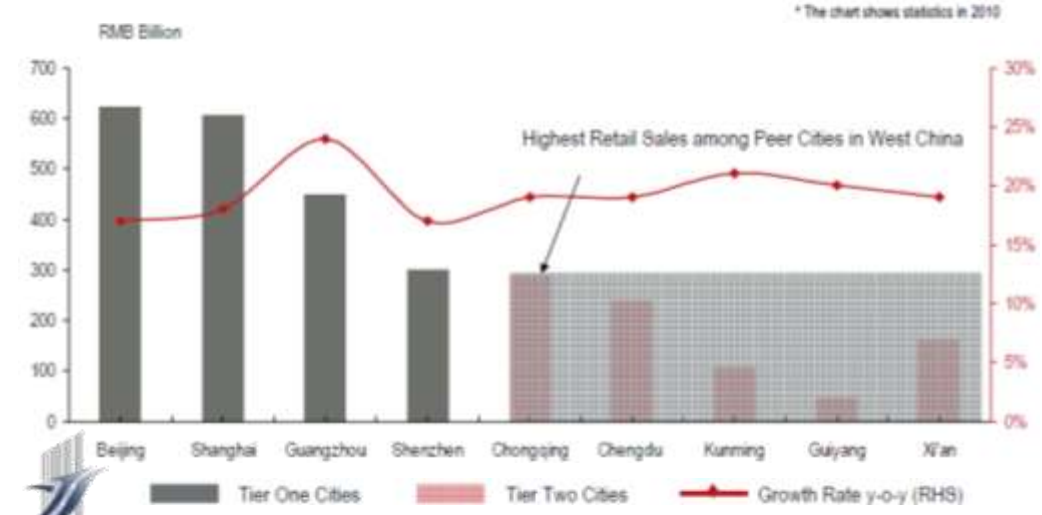
Source: Jones Lang Lasalle, Chongqing Statistical Bureau

Fixed Asset Investment



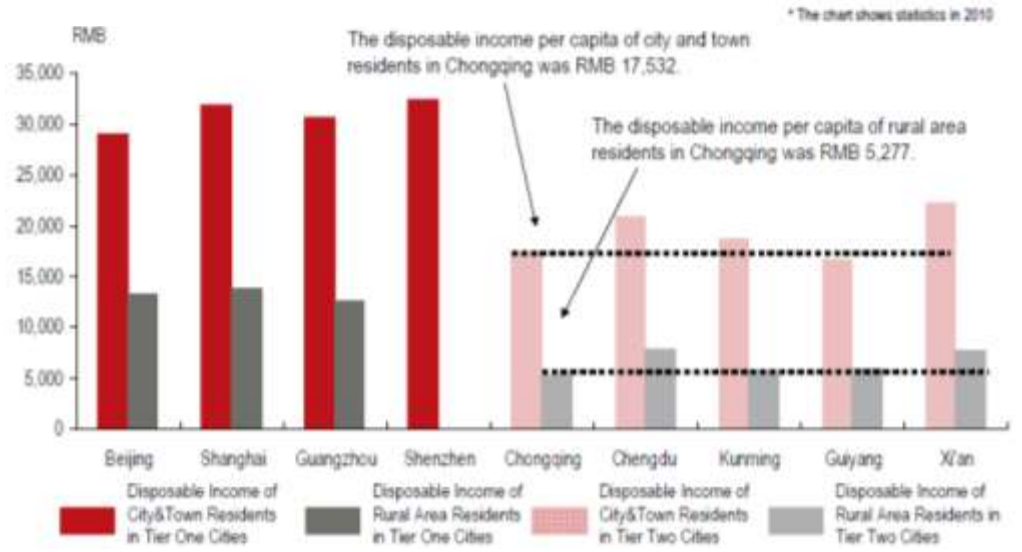
Source: Jones Lang Lasalle, Chongqing Statistical Bureau

Retail Sales



Source: Jones Lang Lasalle, Chongqing Statistical Bureau

Disposable Income

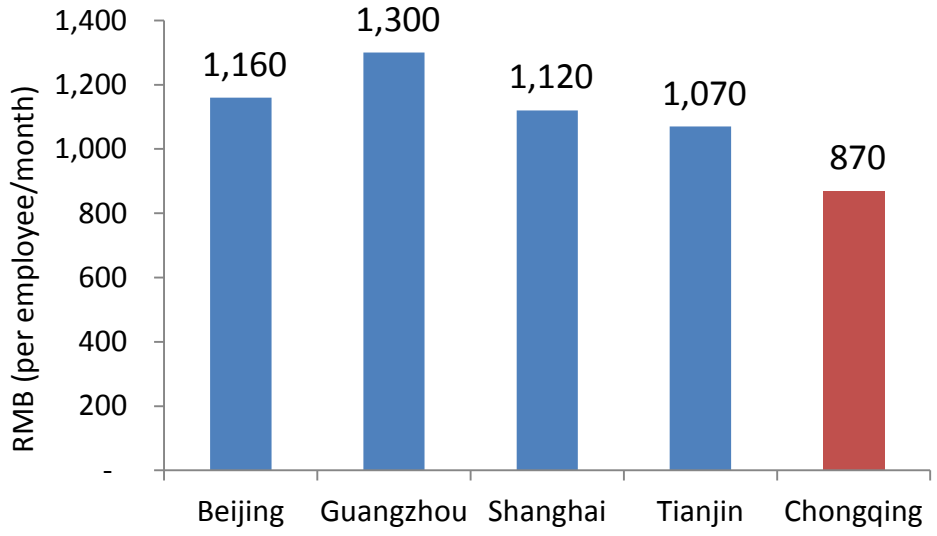


Source: Jones Lang Lasalle, Chongqing Statistical Bureau

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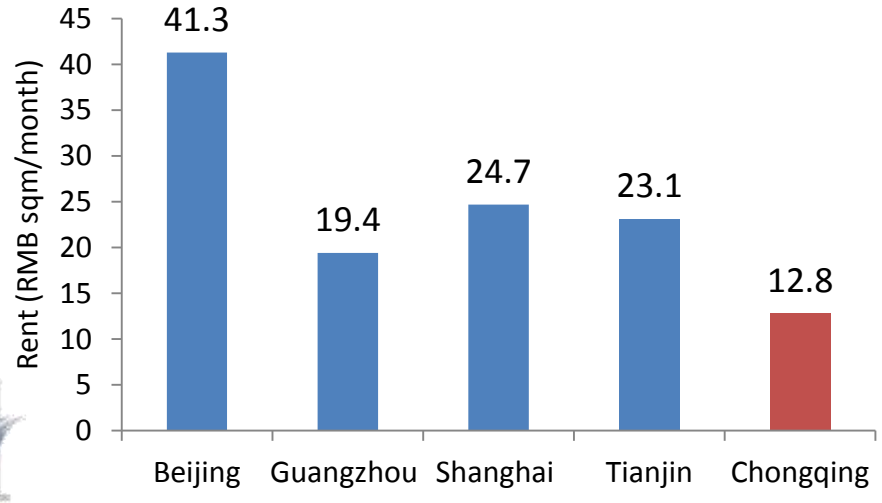
Operational cost of business in China's 5 major national central cities

Minimum Salary (as at Mar 2011)



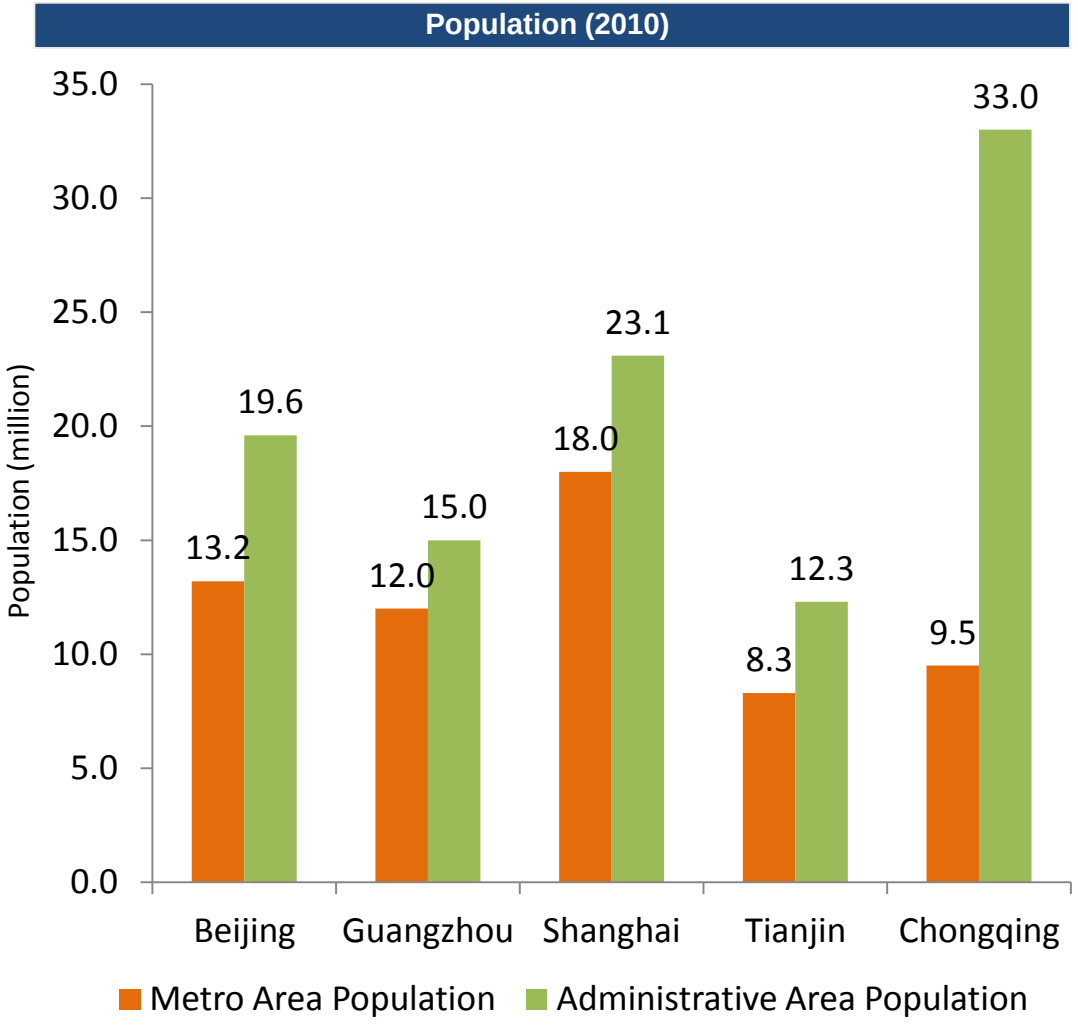
Source: CBRE

Standard Factory Rental Cost (2010)



Source: CBRE

Population (2010)



Source: National Bureau of Statistics

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Chongqing – A Leading Investment Destination

- **Increasing shift of interest to Chongqing as coastal cities such as Shanghai and Guangzhou faces rising costs and labor shortage**
- **Chongqing, named by "Forbes" as one of the World's Fastest Growing Cities for the next decade, offers a healthy alternative to coastal megacities**
- **Currently China's largest municipality with a population of over 30million people, Chongqing government has targeted to increase urbanization rate from the current 28 percent to 70 percent by 2020**
- **Favorable "Go West" policies coupled with Liangjiang New Area and tax-free zone have attracted both international and domestic companies such as ANZ, Citibank, Deutsche Bank, HSBC, RBS, Standard Chartered, Microsoft, Paypal, Acer, HP, Foxconn, Ford and Volvo to initiate or increase investments into the Chongqing economy**
- **As at 30 Sep 2011, FDI in Chongqing reached USD 4.2billion and registered an increase of 79.56% y-o-y, achieving the highest growth rate in China**

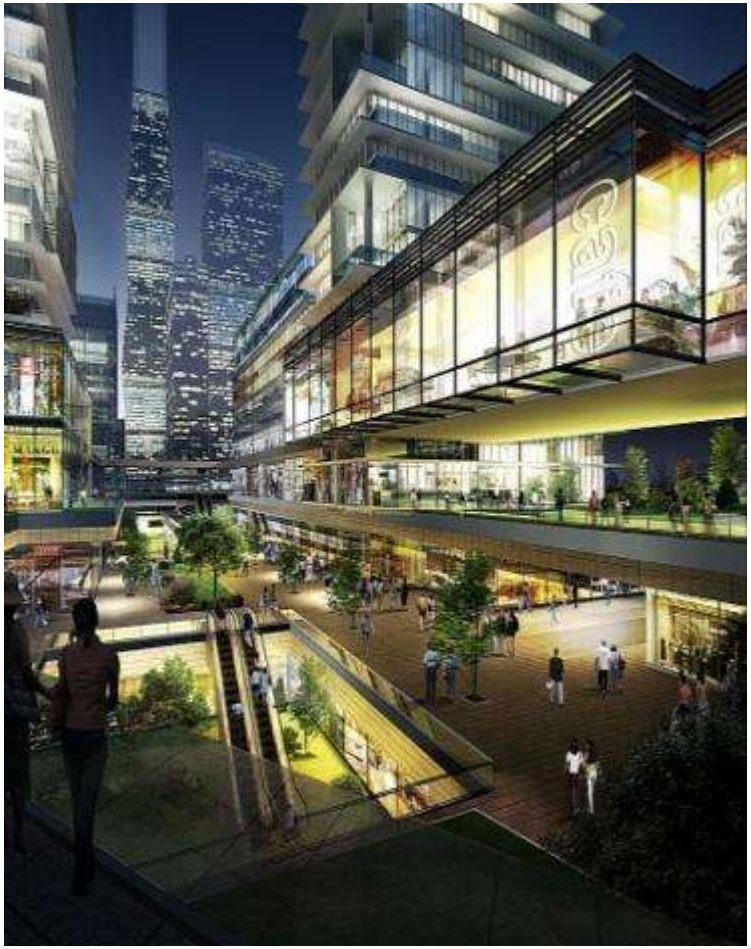


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Creating the Financial Centre of Western China

Chongqing Financial Street 重庆金融街 – "Wall Street" of Western China

Chongqing Financial Street



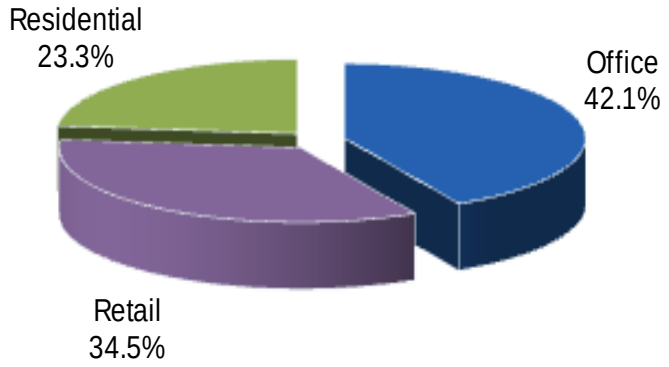


- **Located in Jiefangbei CBD, one of China's most influential CBD[1], Chongqing Financial Street ("CFS") is the quintessential integration of all the best examples from top financial districts around the globe**
- **Chongqing Municipal Government earmarked RMB 15billion to develop the Financial Street**
- **New major financial hub of western China to house major international financial institutions and, other large domestic and multinational companies**
- **World-renowned architectural firm, KPF, has been engaged to undertake the urban design of CFS. Under KPF's portfolio are major urban design projects and iconic buildings such as the Shanghai World Financial Centre, Singapore Marine Bay Financial Centre, and South Korea Lotte Super Tower**
- **CFS consist of 7 skyscrapers laid along a central boulevard and separated by green spaces. Each buildings are connected via pedestrian bridge network and feature an underground service tunnel**

Note:
[1] Named as One of 2011 China's Most Influential Central Business Districts during China's Financial Summit Forum

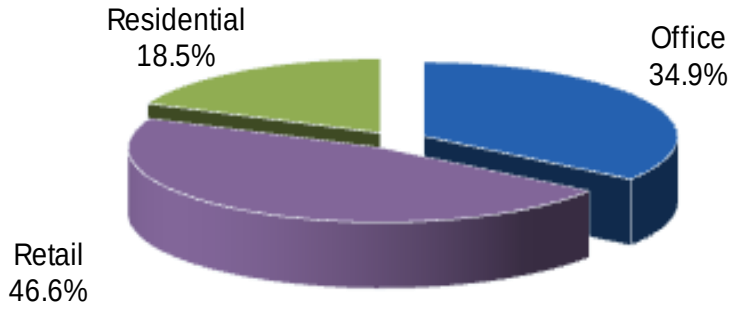
3. Well balanced portfolio of high quality income producing assets and development opportunities

Ying Li's completed properties breakdown by usage type[3]



Total GFA = 495,107 sq.m[1]

Ying Li's landbank breakdown by usage type[4]



Total GFA = 1,033,877 sq.m[2]

Ying Li's diversified earning base



Note:

[1] Refers to Ying Li's completed GFA, computed based on 100% of San Ya Wan Phase 1 Project (note that company's attributable interest in San Ya Wan Phase 1 Project is 80%)

[2] Landbank includes attributable GFA, computed based on 80% interest of San Ya Wan Phase 1, Phase 1A and Phase 2 Projects

[3] Includes carpark space of 42,696 sq.m, which is split pro-rata between retail and office space

[4] Includes carpark space of 146,105 sq.m, which is split pro-rata between retail and office space

Diversified earnings base, complimented by balanced business model

Diversified earnings base

Stability- Rental income

- Benefits from long-term recurring rental income
  - Rental income from IFC is expected to start contributing from 2012 onwards
- Enjoy capital appreciation of properties

Growth- Income from sale of properties

- Shorter cash conversion cycle
- Higher churn rate (especially from high-end residential development)

Balanced business model with very strong earnings potential

- **Focus on office and retail property development, for recurrent rental income to be stable by 2015**
- **Will also look at premium and large scale integrated projects**
  - **Ying Li International Plaza is an integrated development, with retail (GFA of 110,0000 sq.m[1]) and residential/SOHO (GFA of 200,000 sq.m) components**

Note:
[1] Includes carpark space

4. Expected strong cash flows from premium quality pipeline projects



International Financial Centre (IFC)



Ying Li International Plaza



Wu Yi Road Project



Lu Zu Temple Project

2011 → 2012 → 2013 → 2014 → 2015

With an average completion of 1 project each year for the next 4 years, we expect stable and strong cash flows from 2011 onwards

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5. Potential of monetising grade-A office and high-end retail mall assets to recycle capital for funding of expansion in high-growth markets

Real Estate Investment Trust (REIT)



Future International



International Financial Centre (IFC)



Ying Li International Plaza



Wu Yi Road Project



Lu Zu Temple Project

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Chongqing Opportunity

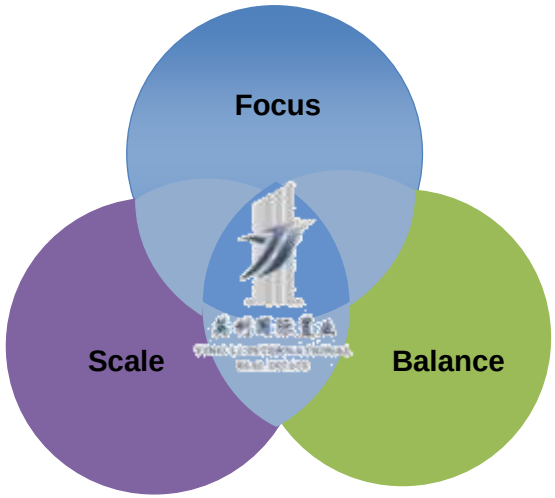
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Our 3 prong growth strategy



FOCUS …

- Chongqing
- Prime CBD landbank
- Commercial and retail properties whilst being able to take on integrated developments

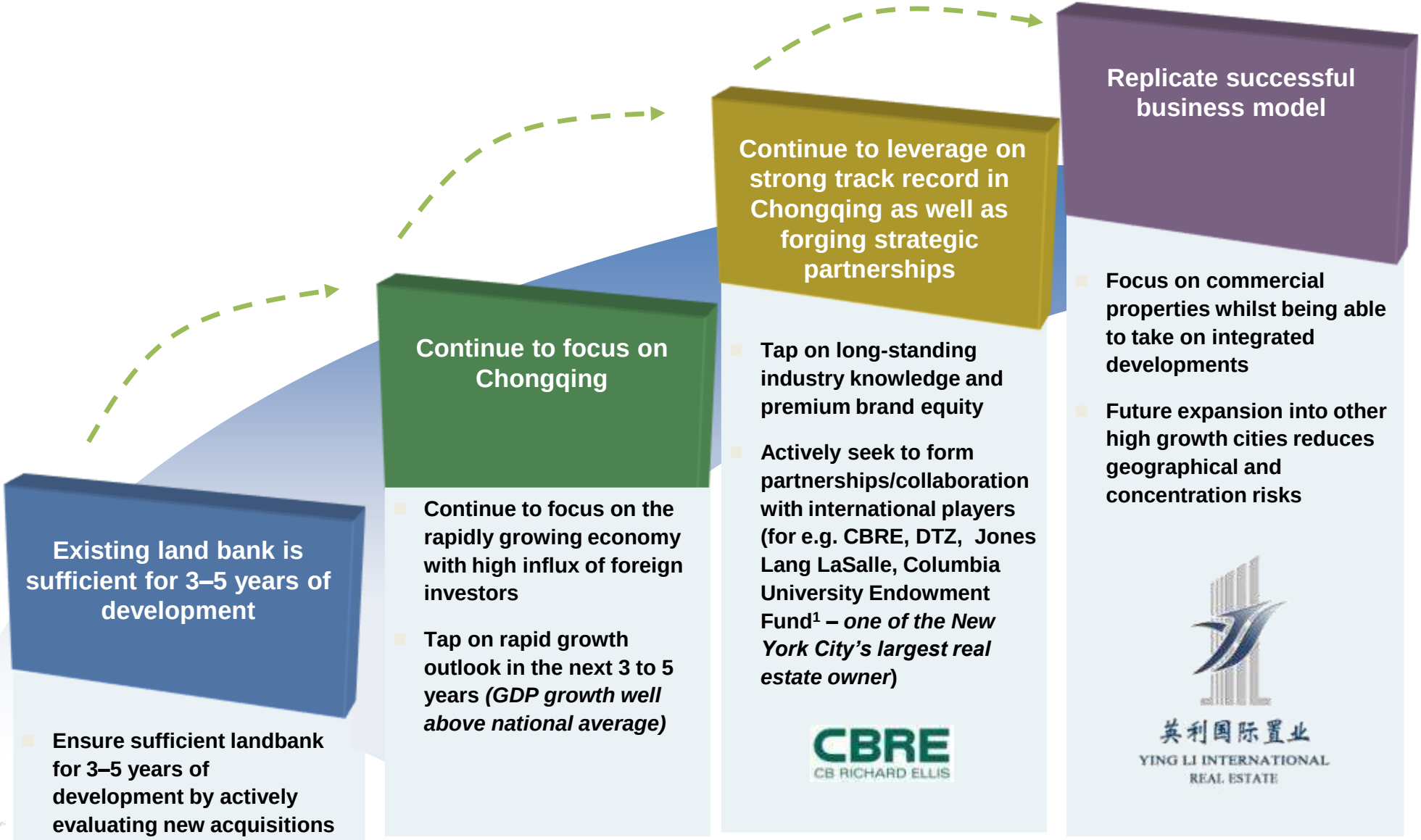
BALANCE …

- Balance stable stream of recurrent rental income with high churn cash flows from sale of properties
  - Enjoy capital appreciation, whilst have sufficient cash flows to churn and build new projects

SCALE & LEADERSHIP…

- Leverage on strong track record to scale up and become one of the largest premium player in Western China
- Be one of the first in the PRC to adopt an asset light strategy/capital efficient model

Focus: Vision to become the premier property developer in Chongqing



Note:
[1] Refers to The Trustee of Columbia University in the City of New York

Balance: Benefit from stable recurring rental income and capital appreciation of rental properties, whilst enjoying cash returns from sale of properties

Rental income from commercial properties



New York New York



Future International

Income from sale of integrated developments with residential component



Southland Garden



Bashu Cambridge



Minsheng Mansion

Long-term goal of achieving balance between income from sales of properties and rental income

- Achieves a diversified earnings base
- Leverage on the potential capital appreciation of retained properties
  - Reduce earnings volatility due to stable, recurring nature of rental cash flows
- Enjoy the cash returns from sale of properties (high end residential)
  - Benefits from high ROE, and high cash flows
  - Ability to efficiently recycle capital and manage cash flows

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Attractive opportunity to invest into the fast growing Chongqing economy which is enjoying favorable regulatory policies

1. Chongqing enjoys greater autonomy as the 4th directly administered municipality in PRC
2. Establishment of Liangjiang New Area - China's 3rd sub-provincial level economic development zone
3. "Gateway to the West" and most populous city in China with over 30mm in population
4. Enjoys favorable economic policies due to "Go West" campaign and Special Economic Zone status
5. Setting up of Protective Tariff Port and National Pilot Area to reaffirm Chongqing's as a financial centre
6. The PRC government invest RMB2,000bn to accelerate the development of Chongqing city center
7. Chongqing is the first and the only inland duty-free trade zone

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Benefits of Liangjiang New Area for Ying Li







- Additional new growth initiatives for Chongqing City
- Yuzhong Jiefangbei remains the capital of Chongqing Municipal
- Higher demand for office and commercial spaces as new investors move in to benefit from these policies
- Stronger demand for urban renewal development due to the scarcity of new land and CBD property development is typically conducted through urban renewal
- Potential appreciation in Future International and San Ya Wan projects' value
- Leveraging on industry experience to continue acquiring prime land in key strategic locations within the new zone

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Iconic project in Western and Central China – International Financial Centre (IFC)

IFC



Retail portion of IFC



- Premier quality sky scraper in Jiefangbei prime CBD area
- Awarded 2011 Top 100 Office Buildings in China (Soufun) and 2010 Top 10 Landmark Buildings in Chongqing (Chongqing Morning Post)
- Planned GFA of approximately 173,500 sq.m with 91,500 sq.m of international grade 'A' office spaces and 49,000 sq.m of high-end commercial spaces
- New major financial hub, and will house major international financial institutions, offices of consulates and other multinational companies
- Upon completion, it is expected to be the highest skyscraper in the southwest of China
- Project financing has been fully secured. Expected full completion in 2011

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International Financial Centre (IFC) – In the heart of Yuzhong Jiefangbei



Key location in Jiefangbei

- **Strategically located in the heart of Yuzhong Jiefangbei prime CBD area**
  - **About 30mins drive away to Jiangbei International Airport**
  - **Estimated 10mins drive away from Chongqing Cuntan Tax-Free Port**
  - **Within walking distance to subway Line 1 and Metro Line 2**
  - **Quick access to other districts in Chongqing**
- **Project location: Intersection of Zhonghua Road, Minquan Road and Qingnian Road, Yuzhong District, Chongqing**

Luxury Retail Podium of IFC

Luxury interior design of IFC retail podium







- Landmark building located in prime Jiefangbei pedestrian street
- 49,000sqm of Luxury Shopping Mall
- Flagship shopping window displays are custom-designed by renowned design firm
- 9 levels of international luxury brand boutiques, popular high street fashion, sports and lifestyle shops, entertainment, restaurants and café
- Offers unprecedented complete shopping experience for shoppers



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IFC Grade A Office - Landmark Global Business Building

IFC Office Building







- International Standard Grade A office building
- Five-Star lobby with 10m high ceiling
- Access control and elevator compass system
- 20 US-imported OTIS elevators
- 4.2 m / 4.5m office ceiling height, with 4.5m ceiling height office mainly used as trading floor.
- OA metal adjustable raised floor
- Column free office spaces



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Awarded LEED Gold Level Precertification

LEED Gold Certification





IFC is the only premier Grade A office building in Chongqing to be awarded Leadership in Energy and Environmental Design (LEED) Gold Level Precertification by U.S. Green Building Council (USGBC)

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IFC environmental initiatives – A Greener Future

IFC's eco-friendly features







- The only premier Grade A office building in Chongqing to be awarded LEED Gold Level Precertification by U.S. Green Building Council (USGBC)
- Advanced eco-friendly, energy saving double layer respiration wall technology
- Electronic sun-shading blinds blocks out intense sunlight and heat while possessing the capability to insulate the air, noise-reducing, dust-prevention and lighting control
- VAV air-conditioning system
- Dual Independent Circuit Electricity Supply
- Approximately 700 parking spaces with Intelligent Car Locator Guidance System
- More than 10% of parking space are equipped with electric charging facility





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Ying Li International Plaza – Another key landmark integrated development with retail, offices and high-end residential project in the heart of Da Ping area, Yuzhong district

Ying Li International Plaza





- Ying Li International Plaza (aka Da Ping Project) - prime land bank in heart of Da Ping area, Yuzhong district, situated right in the middle of Yubei, Shapingba, Jiulongpo and Jiangbei districts
- Strategically located within walking distance to current Da Ping metro station. New upcoming metro line and bus interchange nearby
- Site was acquired for RMB851.6 million (average land bank cost of RMB2,302/sq.m)
- Integrated development project, with high-end residential/ serviced residence, office building and retail components
- Planned GFA of over approximately 400,000 sq.m
- Expected full completion by 2013
- Project location: Da Shi Road, Da Ping Ring Road, Da Ping Zhen Jie Road Three, Yuzhong District, Chongqing

Wu Yi Road Project – First development phase of the highly anticipated Wu Yi Road Financial Street

Wu Yi Road Project





- **Strategically situated within the prime CBD area of Yuzhong district**
- **First developer to acquire the land on this highly anticipated Chongqing Financial Street**
- **Planned GFA of approximately 160,000 sq.m with 90,000 sq.m of grade 'A' office spaces and 40,000 sq.m of high-end commercial spaces**
- **Capitalizing on the rapid demand for grade 'A' office space in prime CBD area of Chongqing**
- **Expected full completion by 2014**
- **Project location: Wuyi Road, Yuzhong District, Chongqing**

Key projects in the pipeline – Lu Zu Project in the heart of Jiefangbei CBD

Projects in the pipeline



Lu Zu Project

- **Strategically located beside International Financial Centre, in the heart of the Jiefangbei commercial district**
- **Commercial and retail property development with GFA of approximately 138,000 sq.m**
- **Expected completion in 2015**
- **Project location: Junction of Minsheng Road and Datong Road, Yuzhong District, Chongqing**



Summary of our upcoming projects location in Yuzhong Jiefangbei prime CBD



● Completed projects

Upcoming properties are located within the prime CBD of Yuzhong District

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San Ya Wan Project Phase 2



- Proposed commercial and residential development to create a new commercial hub in Yubei district
- Undergoing government planning as part of the Liangjiang New Area masterplan
- Project location: No. 456, Jinshi Avenue, National Agricultural and Technology Zone, Yubei District, Chongqing

- Yubei district as “North Window” of Chongqing
  - Strategically located in the heart of Liangjiang New Area and highly important in the whole development blueprint
- Prime location of land bank in Chongqing
  - Approximately 20 minutes to Jiangbei International Airport via light rail or highway (a budget of RMB 20 billion to build more runways)
  - Situated at the centre of Chongqing, Yubei district is a business and transportation hub in Chongqing where government authorities, and key foreign enterprise are located

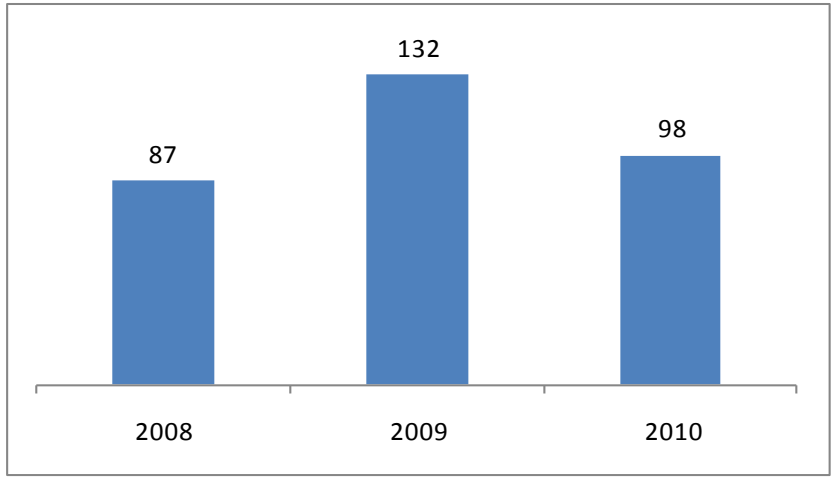
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Agenda

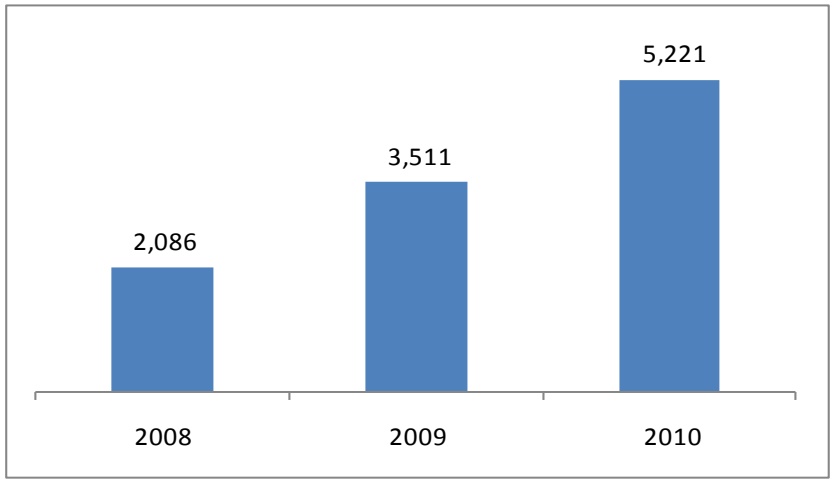
- Overview of Ying Li
- Key Investment Highlights
- Strategy
- Chongqing Opportunity
- Landbank and Portfolio Overview
- **Financials**
- Conclusion

Financial Performance

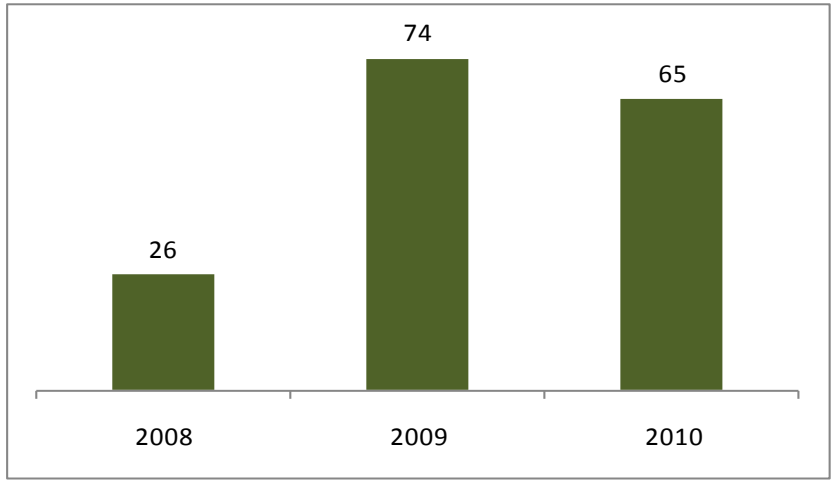
Revenue (RMB mm)



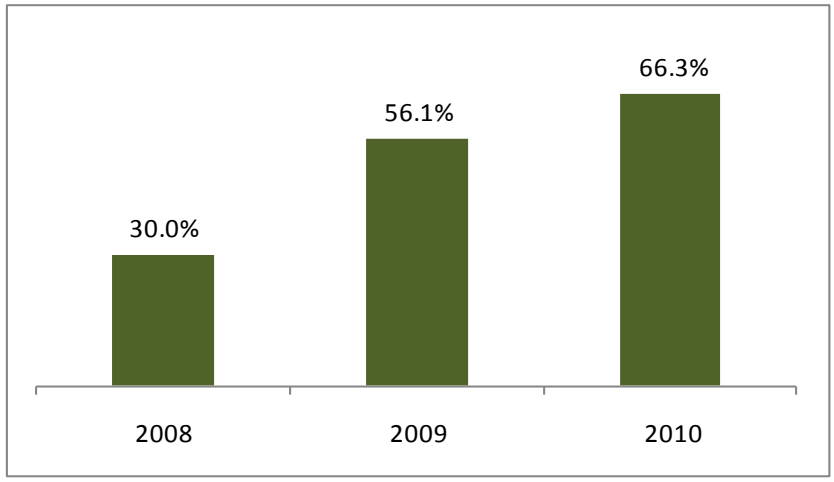
Assets (RMB mm)



Gross profit (RMB mm)



Gross margins (%)



Source: Company financials

Agenda

Overview of Ying Li

Key Investment Highlights

Strategy

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Ying Li - A unique opportunity to invest into the fast growing Chongqing real estate sector

First & only "pure-play" Chongqing high-end commercial real estate developer listed in Singapore

Chongqing - an undisputed growth story

Prime Grade-A office and High-end Retail Mall properties landbank

Expected strong cash flows from premium quality pipeline projects

Potential of monetizing Grade-A office and high-end retail mall assets via a REIT vehicle

Diversified portfolio of high quality income producing assets and development opportunities

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