

Yichang Guo Bin Yi Hao Project Yichang City, Hubei Province

China International Holdings Limited

Special Shareholders Meeting
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Copthorne King's Hotel, Singapore

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Part Economic Development of Yichang City

□ General development of Yichang City

- Yichang City is the second largest city in Hubei Province. Yichang's city center will be expanded to cover an area of 160 square kilometers during the 12th Five-Year Plan.
- The total population is about 4.5 million and the urban centre has about 1.4 million permanent residents in Yichang City.
- The GDP of Yichang City is about RMB 250.8 billion in year 2012, with the disposable fiscal revenue of Yichang City being about RMB20 billion in year 2012.
- The investment in real estate development of Yichang City is about RMB 17.659 billion in year 2012.
- The total area under construction was just over 10 million square meters in Yichang city in year 2011, with the property sales reaching approximately 2.8 million square meters in year 2012.
- There is no government restriction on housing purchasing or financing in Yichang.

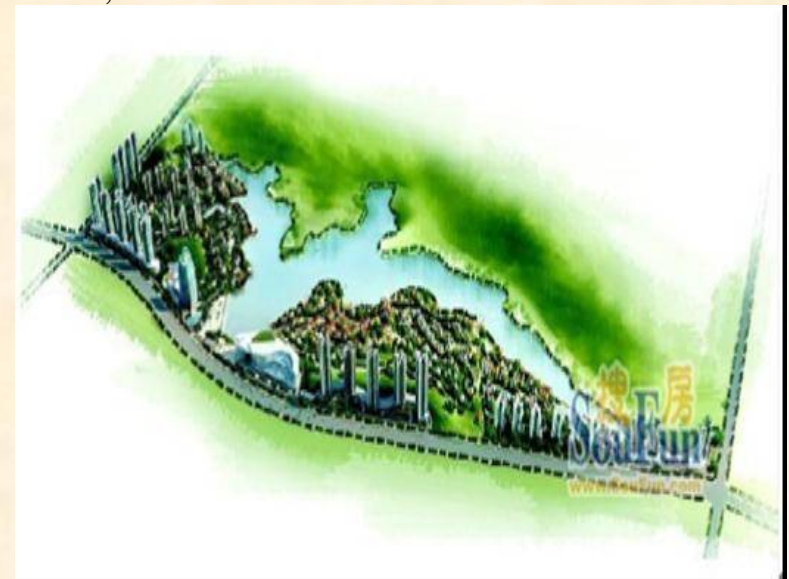
Part Project Details

❑ Surrounding environment of the Project

- The Project is located in the east of Development Zone Development Road and the west side of Meiziya reservoir ,5 kilometers away from YiLing Square, the centre of the city.
- The only large wetland ecological protection zone of Yichang City, a beautiful national ecological reserve is located in the west side of the project with an area of 3,000 hectares.

❑ Key economic indicators

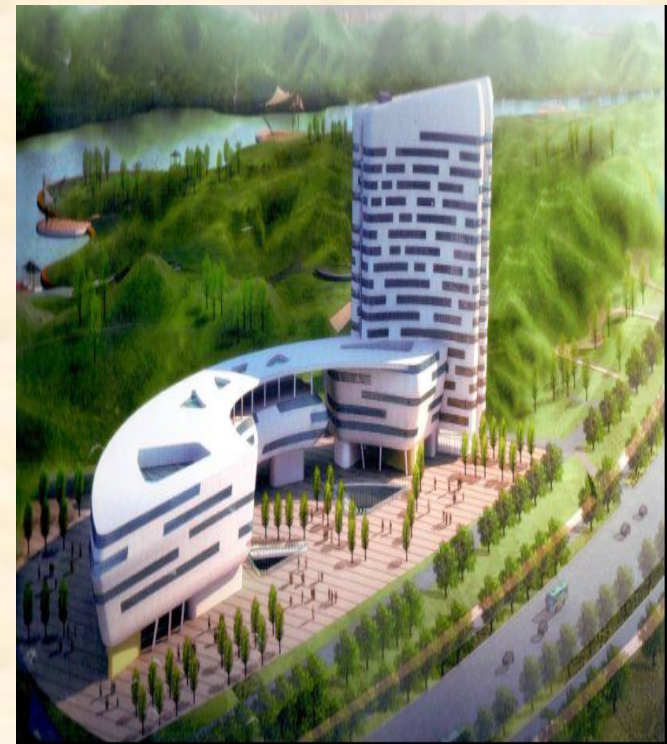
- Project area: 587,726 square meters
- Total gross floor area: 777,770 square meters
- Above ground constructions 587,220 square meters
- Underground constructions 190,050 square meters
- Plot ratio 0.99
- Building density : 14.9%
- Landscaping area 66.8%



Part Project Details

□ Convention and Exhibition Center

- The project will develop the Three Gorges International Convention and Exhibition Center of Yichang City, with four storeys above ground and two storeys underground.
- With a total gross floor area of about 62,511square meters ,the area underground is about 25,000 square meters and the area above ground is about 37,000 square meters, with the exhibition hall being about 8,000 square meters.
- The Convention and Exhibition Center will play a positive role in boosting the strengh of city development of Yichang, and meet the need of national and even international in exhibitions, conferences and exchanges.



Part Project Details

□ Three Gorges State Guesthouse

- It will build to be a five-star hotel
- The total gross floor area covers 48,515 square meters
- With a combination of standard room, deluxe rooms and suites
- The Company intends to enter into a hotel management agreement to appoint a professional hotel management company to manage the hotel.



Part Project Details

- ❑ **Residential Development-Low-rise Houses and Apartment Comprising:**
 - **Detached houses** Detached houses with European design, with area total GFA of approximately 24,000 square meters.
 - **Townhouses** Townhouses with a total GFA of approximately 31,383 square meters;
 - **Duplex apartments:** Duplex apartments with a total GFA of approximately 8,458 square meters;
 - **Low-rise walk-up apartments:** Low rise walk-up apartment units with a total GFA of approximately 32,933 square meters;



Part Project Details

- **High-rise Apartment Buildings:** consisting apartment units with a total gross floor area of approximately 356,983 square meters;

▣ 4 Commercial Space

- **Commercial Property:** occupying the ground floor of the high-rise apartments buildings as well as the spaces connecting the high-rise apartment buildings, comprising a total GFA of approximately 40,000 square meters of retail and commercial units and other facilities including a club house and kindergarten with area total GFA of approximately 10,000 square meters.



Part Current Status of the Project

Development Plan and Status (divided into three phases)

■ **Phase I:**

Comprises total gross floor area of approximately 208,445 square meters, with a development cost of approximately RMB667 million, including 3 areas:

- Area 1 of Phase I comprising of 28 units of detached houses, 44 units of townhouses, 20 units of duplex apartments, and 16 units of low-rise walk-up apartments.
- Area 2 of Phase 1, comprising low rise apartments and houses, is still at final design and approval stage. Construction is expected to commence in the second half of 2013, and expected to be complete in 2014.
- Area 3 of Phase 1 comprises of 462 units of high rise apartments, 43 units of commercial spaces and 290 parking spaces. As at the Latest Practicable Date, Area 3 of Phase 1 has completed.
- As at the end of July 2013, the foundation infrastructure including excavation, piling and pile caps of the underground areas of the Yichang Convention Centre have been completed and the Yichang Convention Centre is expected to be completed in May 2014.

Part Current Status of the Project

■ Phase II:

- Phase II, comprising a total gross floor area of approximately 231,666 square meters, will consist of 1442 high and low-rise residential property units, and commercial units, with a development cost of approximately RMB741 million. The preliminary design for Phase II development has already commenced and construction is expected to commence in late 2013 and expected to be completed in 2015.



■ Phase III

Phase III consists of the Yichang Hotel and the remaining residential and commercial properties (comprising a total gross floor area of approximately 337,659 square meters) with a development cost of approximately RMB1.08 billion. Phase III is expected to commence in late 2014.



Part Marketing and Sales

Marketing

☐ High-end market promotion

The project includes the largest villa project currently approved by the government of Yichang city. The project volume rate is 0,99 and the villas here are most detached houses and townhouses.

☐ Market differentiation promotion

The project is close to Meiyazi Reservoir and the only egret ecological wetland protection area. This unique natural environment makes it different from other projects under construction in Yichang City.

☐ City center promotion

This project includes the Three Gorges International Exhibition Center and Five-star Three Gorges State Guesthouse of Yichang City. According to the present market rule, the exhibition center area will be developed into the new commercial center of the city.

Part Marketing and Sales

□ 2. Considering the actual market needs and customer's affordability

➤ lakeshore villas:

Floor area of a detached house covers 400-500 square meters with the appropriately total price of RMB 8-10 Million

➤ Second row lakeview villas:

Floor area of a detached house covers 300-400 square meters with the appropriately total price of RMB5-6 Million

➤ Third row town houses with lakeview and landscape:

Floor area of a townhouse covers 250- 300square meters with the appropriately total price of RMB3-3.5 Million

➤ Low-rise apartment buildings: The floor area covers 150 square meters with the appropriately total price of RMB1Million.

Part Marketing and Sales

Project sales

- Sales and presales for Area 1 and Area 3 of Phase I have commenced and all sold units were sold to independent third parties.
- The following table sets out the number of units sold following sales and pre-sales as at 30 June 2013:

Phase/Area	Total number of units available for sale	Units sold in FY2012	Units sold in FY2013 up to 30 June 2013	Units in inventory as at 1 July 2013
Phase 1 Area 1	108	10	17	81
Phase 1 Area 3 – High rise apartments	462	347	63	52
Phase 1 Area 3 – Commercial Units	43	9	16	18
Phase 1 Area 3 – Car park units	290	0	9	281

Part Marketing and Sales

□ Sale prices

- The average sale prices **of Area 3** based on pre-sales and sales in FY2012 are as follows:

Type commercial/residential properties	of	Average price (per square metre)
High-rise apartments		RMB4,457
Commercial Space		RMB10,063
Car park spaces		No sales achieved

Part Marketing and Sales

Sale prices

- The average sale prices of **Area 1** based on pre-sales and sales in FY2012 are as follows:

Types of residential units	Average price (per square metre)
Detached houses	RMB15,967
Townhouses	RMB6,213
Duplex apartments	RMB8,889
Low-rise walk-up apartments	RMB6,864

Part Financial Summary of Project Company

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the financial years ended 31 December 2010, 2011 and 2012

	Note	2010 RMB'000	2011 RMB'000	2012 RMB'000
Revenue	4	–	–	171,429
Cost of sales		–	–	(116,680)
Gross profit		–	–	54,749
Other income	5	95	123	158
Expenses				
Selling and distribution		(33)	(11,019)	(6,940)
Administrative		(1,269)	(993)	(1,747)
(Loss)/profit before income tax		(1,207)	(11,889)	46,220
Income tax expense	8	–	–	(8,442)
Total comprehensive (loss)/income, representing net (loss)/profit		(1,207)	(11,889)	37,778

Thank you!