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**China South City Holdings Limited**  
**華南城控股有限公司**  
(incorporated in Hong Kong with limited liability)  
(Stock code: 1668)

**(1) COMPLETION OF THE FURTHER ISSUANCE OF US\$150,000,000  
6.75% SENIOR NOTES DUE 2021  
AND  
(2) OVERSEAS REGULATORY ANNOUNCEMENT**

This overseas regulatory announcement is issued by China South City Holdings Limited (the “**Company**”) pursuant to Rule 13.10B of the Rules Governing the Listing of Securities (the “**Listing Rules**”) on The Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”).

Reference is made to the announcement of the Company dated 23 September 2016 (the “**Announcement**”) in relation to the further issuance of US\$150,000,000 6.75% senior notes due 2021 (the “**Notes Issue**”). All terms used herein have the same meaning as defined in the Announcement, unless otherwise defined.

The Board hereby announces that the Notes Issue has been completed on 3 October 2016. Please refer to the attached offering memorandum (the “**Offering Memorandum**”) in relation to the Notes Issue, which will be published on the website of the Singapore Exchange Securities Trading Limited.

The posting of the Offering Memorandum on the website of the Stock Exchange is only for the purpose of facilitating equal dissemination of information to investors in Hong Kong and compliance with Rule 13.10B of the Listing Rules and not for any other purposes.

The Offering Memorandum does not constitute a prospectus, notice, circular, brochure, advertisement or document offering to sell any securities to the public in any jurisdiction, nor is it an invitation to the public to make offers to subscribe for or purchase any securities, nor is it calculated to invite offers by the public to subscribe for or purchase any securities.

The Offering Memorandum must not be regarded as an inducement to subscribe for or purchase any securities of the Company, and no such inducement is intended. No investment decision should be based on the information contained in the Offering Memorandum.

For and on behalf of the Board  
**China South City Holdings Limited**  
**Cheng Chung Hing**  
*Co-Chairman & Executive Director*

Hong Kong, 3 October 2016

*As at the date of this announcement, the Executive Directors of the Company are Mr. Cheng Chung Hing, Mr. Leung Moon Lam and Mr. Fung Sing Hong Stephen; the Non-Executive Directors of the Company are Dr. Ma Kai Cheung, SBS, BBS, Mr. Sun Kai Lit Cliff, BBS, JP, Dr. Ma Wai Mo, Mr. Cheng Tai Po and Mr. Lin Ching Hua; and the Independent Non-Executive Directors of the Company are Mr. Leung Kwan Yuen Andrew, GBS, SBS, JP, Mr. Li Wai Keung, Mr. Hui Chiu Chung, JP and Mr. Yung Wing Ki Samuel, SBS, MH, JP.*

## IMPORTANT NOTICE

### **THIS OFFERING IS AVAILABLE ONLY TO INVESTORS WHO ARE ADDRESSEES OUTSIDE OF THE UNITED STATES**

**IMPORTANT: You must read the following before continuing.** The following applies to the offering memorandum (the “offering memorandum”) following this page, and you are therefore advised to read this carefully before reading, accessing or making any other use of the offering memorandum. In accessing the offering memorandum, you agree to be bound by the following terms and conditions, including any modifications to them any time you receive any information from us as a result of such access.

NOTHING IN THIS ELECTRONIC TRANSMISSION CONSTITUTES AN OFFER OF SECURITIES FOR SALE OR SOLICITATION IN ANY JURISDICTION WHERE IT IS UNLAWFUL TO DO SO. THE SECURITIES HAVE NOT BEEN, AND WILL NOT BE, REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR THE SECURITIES LAWS OF ANY STATE OF THE U.S. OR OTHER JURISDICTION, AND THE SECURITIES MAY NOT BE OFFERED, SOLD OR OTHERWISE TRANSFERRED WITHIN THE UNITED STATES (AS DEFINED IN REGULATION S UNDER THE SECURITIES ACT), EXCEPT PURSUANT TO AN EXEMPTION FROM, OR IN A TRANSACTION NOT SUBJECT TO, THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND APPLICABLE STATE OR LOCAL SECURITIES LAWS.

THE FOLLOWING OFFERING MEMORANDUM MAY NOT BE FORWARDED OR DISTRIBUTED TO ANY OTHER PERSON AND MAY NOT BE REPRODUCED IN ANY MANNER WHATSOEVER. ANY FORWARDING, DISTRIBUTION OR REPRODUCTION OF THIS DOCUMENT IN WHOLE OR IN PART IS UNAUTHORIZED. FAILURE TO COMPLY WITH THIS DIRECTIVE MAY RESULT IN A VIOLATION OF THE SECURITIES ACT OR THE APPLICABLE LAWS OF OTHER JURISDICTIONS. IF YOU HAVE GAINED ACCESS TO THIS TRANSMISSION CONTRARY TO ANY OF THE FOREGOING RESTRICTIONS, YOU ARE NOT AUTHORIZED AND WILL NOT BE ABLE TO PURCHASE ANY OF THE SECURITIES DESCRIBED THEREIN.

Confirmation and your representation: In order to be eligible to view this offering memorandum or make an investment decision with respect to the securities, investors must be addressees outside the United States (as defined in Regulation S under the Securities Act). By accepting the e-mail and accessing this offering memorandum, you shall be deemed to have represented to us that (1) the electronic mail address that you gave us and to which this e-mail has been delivered is not located in the United States and (2) you consent to delivery of such offering memorandum by electronic transmission. You are reminded that this offering memorandum has been delivered to you on the basis that you are a person into whose possession this offering memorandum may be lawfully delivered in accordance with the laws of the jurisdiction in which you are located. If this is not the case, you must return this offering memorandum to us immediately. You may not, nor are you authorized to, deliver or disclose the contents of this offering memorandum to any other person.

The materials relating to the offering do not constitute, and may not be used in connection with, an offer or solicitation in any place where offers or solicitations are not permitted by law. If a jurisdiction requires that the offering be made by a licensed broker or dealer and the initial purchasers or any affiliate of the initial purchasers is a licensed broker or dealer in that jurisdiction, the offering shall be deemed to be made by the initial purchasers or such affiliate on behalf of the issuer in such jurisdiction.

This offering memorandum has been sent to you in an electronic form. You are reminded that documents transmitted via this medium may be altered or changed during the process of electronic transmission and consequently, none of UBS AG Hong Kong Branch, Credit Suisse (Hong Kong) Limited or The Hongkong and Shanghai Banking Corporation Limited (the “Initial Purchasers”) nor any person who controls them, nor any director, officer, employee, or agent of any of them or affiliate of any such person accepts any liability or responsibility whatsoever in respect of any difference between this offering memorandum distributed to you in electronic format and the hard copy version available to you on request from the Initial Purchasers.

You are responsible for protecting against viruses and other destructive items. Your use of this e-mail is at your own risk and it is your responsibility to take precautions to ensure that it is free from viruses and other items of a destructive nature.

Information in this offering memorandum is not complete and may be changed.

US\$150,000,000



**China South City Holdings Limited**  
**華南城控股有限公司**

(incorporated in Hong Kong with limited liability under the Hong Kong Companies Ordinance)

**6.75% Senior Notes due 2021 (to be consolidated and form a single series with  
the US\$200,000,000 6.75% Senior Notes due 2021 issued on September 13, 2016)**

**Issue Price: 98.964% plus accrued interest, from and including September 13, 2016 to,  
but excluding, the issue date**

China South City Holdings Limited (the "Company") proposes to issue US\$150,000,000 principal amount of 6.75% Senior Notes due 2021 (the "New Notes"). The New Notes will have the same terms and conditions as the US\$200,000,000 6.75% Senior Notes due 2021 issued on September 13, 2016 (the "Original Notes" and, the Original Notes together with the New Notes, the "Notes") in all respects except the issue date and the issue price and will be consolidated and form a single series with the Original Notes and vote together as one series on all matters with respect to the Notes. Upon the issue of the New Notes, the aggregate principal amount of outstanding Notes will be US\$350,000,000. The New Notes will bear interest from September 13, 2016 at the rate of 6.75% per year. We will pay interest on the Notes on March 13 and September 13 of each year, beginning on March 13, 2017. The Notes will mature on September 13, 2021.

We may at our option redeem the Notes, in whole or in part, at any time on or after September 13, 2019, at the redemption prices set forth in this offering memorandum plus accrued and unpaid interest, if any, to the redemption date. At any time and from time to time prior to September 13, 2019, we may redeem up to 35% of the Notes, at a redemption price of 106.75% of their principal amount, plus accrued and unpaid interest, if any, in each case, using the net cash proceeds from sales of certain kinds of capital stock. In addition, we may redeem the Notes at any time prior to September 13, 2019, in whole but not in part, at a price equal to 100% of the principal amount of such Notes plus: (1) accrued and unpaid interest (if any) to the redemption date; and (2) a premium as set forth in this offering memorandum. Upon the occurrence of a Change of Control Triggering Event (as defined in the indenture governing the Notes), we must make an offer to repurchase all Notes outstanding at a purchase price equal to 101% of their principal amount, plus accrued and unpaid interest, if any, to the date of repurchase.

The Notes are senior obligations of the Company guaranteed (the "Subsidiary Guarantees") by our existing subsidiaries (the "Subsidiary Guarantors") other than (1) those organized under the laws of the PRC and (2) certain other subsidiaries specified in "Description of the Notes" (together, the "Non-Guarantor Subsidiaries"). Under certain circumstances and subject to certain conditions, a Subsidiary Guarantee required to be provided by a subsidiary of the Company may be replaced by a limited-recourse guarantee (a "JV Subsidiary Guarantee"). We refer to the subsidiaries providing a JV Subsidiary Guarantee as "JV Subsidiary Guarantors". The Notes and the Subsidiary Guarantees are secured by liens over the capital stock of the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any).

The Notes: (1) are senior in right of payment to any existing and future obligations of the Company expressly subordinated in right of payment to the Notes; (2) rank at least *pari passu* in right of payment with our US\$400,000,000 8.25% Senior Notes due 2019 (the "2014 Notes") and our unsecured, unsubordinated indebtedness (subject to any priority rights pursuant to applicable law); (3) are effectively subordinated to all existing and future obligations of the Non-Guarantor Subsidiaries; and (4) are effectively subordinated to our other secured obligations, if any (other than Permitted *Pari Passu* Secured Indebtedness) and those of the Subsidiary Guarantors and the JV Subsidiary Guarantors, other than the 2014 Notes, to the extent of the value of the assets serving as security therefor. Applicable law may limit the enforceability of the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) and the pledge of the collateral.

For a more detailed description of the Notes, see "Description of the Notes" beginning on page 173.

**Investing in the Notes involves risks. See "Risk Factors" beginning on page 14.**

The Original Notes are listed and quoted on the Official List of the Singapore Exchange Securities Trading Limited (the "SGX-ST"). Application will be made for the listing and quotation of the New Notes on the SGX-ST. The SGX-ST assumes no responsibility for the correctness of any of the statements made or opinions expressed or reports contained herein. Admission to the Official List of the SGX-ST or quotation of any Notes on the SGX-ST is not to be taken as an indication of the merits of our company and our subsidiaries, joint ventures and associates or the Notes, Subsidiary Guarantees or JV Subsidiary Guarantees. The SGX-ST assumes no responsibility for the correctness of any statement made or opinions expressed or reports contained herein.

The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been, and will not be, registered under the United States Securities Act of 1933 (the "Securities Act") and they may not be offered, sold or otherwise transferred within the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Accordingly, the Notes are being offered and sold only outside the United States in reliance on Regulation S under the Securities Act. For a description of these and certain further restrictions on offers and sales of the Notes and the distribution of this offering memorandum, see "Plan of Distribution."

The Notes are rated "B-" by S&P Global Ratings and "B" by Fitch Inc. Additionally, we have been assigned a long-term corporate credit rating of "B" by S&P Global Ratings, a corporate family rating of "B2" by Moody's Investors Service, Inc., and a long-term foreign currency issuer default rating of "B" by Fitch Inc. A security rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, reduction or withdrawal at any time by the assigning rating agency.

We expect that delivery of the New Notes will be made on or about October 3, 2016 through the book-entry facilities of Euroclear Bank S.A./N.V. and Clearstream Banking S.A. against payment therefor in immediately available funds.

**Joint Global Coordinators, Joint Bookrunners and Joint Lead Managers**

UBS

Credit Suisse

HSBC

The date of this offering memorandum is September 23, 2016

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This offering memorandum does not constitute an offer to sell to, or a solicitation of an offer to buy from, any person in any jurisdiction to whom it is unlawful to make the offer or solicitation in such jurisdiction. Neither the delivery of this offering memorandum nor any sale made hereunder shall, under any circumstances, create any implication that there has been no change in our affairs since the date of this offering memorandum or that the information contained in this offering memorandum is correct as of any time after that date.

**IN CONNECTION WITH THIS OFFERING, EACH OF THE INITIAL PURCHASERS (AS DEFINED BELOW), AS STABILIZING MANAGER, OR ANY PERSON ACTING FOR IT, MAY PURCHASE OR SELL THE NEW NOTES IN THE OPEN MARKET. THESE TRANSACTIONS MAY, TO THE EXTENT PERMITTED BY APPLICABLE LAWS AND REGULATIONS, INCLUDE SHORT SALES, STABILIZING TRANSACTIONS AND PURCHASES TO COVER POSITIONS CREATED BY SHORT SALES. THESE ACTIVITIES MAY STABILIZE, MAINTAIN OR OTHERWISE AFFECT THE MARKET PRICE OF THE NEW NOTES. AS A RESULT, THE PRICE OF THE NEW NOTES MAY BE HIGHER THAN THE PRICE THAT OTHERWISE MIGHT EXIST IN THE OPEN MARKET. HOWEVER, THERE IS NO ASSURANCE THAT ANY OF THE INITIAL PURCHASERS (AS DEFINED BELOW), AS STABILIZING MANAGER, OR ANY PERSON ACTING FOR IT, WILL UNDERTAKE ANY SUCH STABILIZATION ACTION. IF THESE ACTIVITIES ARE COMMENCED, THEY MAY BE DISCONTINUED AT ANY TIME AND MUST IN ANY EVENT BE BROUGHT TO AN END NO LATER THAN THE EARLIER OF 30 DAYS AFTER THE ISSUE DATE OF THE NEW NOTES AND 60 DAYS AFTER THE DATE OF THE ALLOTMENT OF THE NEW NOTES. THESE ACTIVITIES WILL BE UNDERTAKEN SOLELY FOR THE ACCOUNT OF EACH OF THE INITIAL PURCHASERS, AS STABILIZING MANAGER, AND NOT FOR OR ON BEHALF OF THE COMPANY.**

Any of UBS AG Hong Kong Branch, Credit Suisse (Hong Kong) Limited and The Hongkong and Shanghai Banking Corporation Limited (the “Initial Purchasers”), or their respective affiliates may purchase the Notes for its or their own account and enter into transactions, including credit derivatives, such as asset swaps, repackaging and credit default swaps relating to the Notes and/or other securities of the Company or its subsidiaries or associates at the same time as the offer and sale of the Notes or in secondary market transactions. Such transactions may be carried out as bilateral trades with selected counterparties and separately from any existing sale or resale of the Notes to which this Offering Memorandum relates (notwithstanding that such selected counterparties may also be purchasers of the Notes). Furthermore, investors in the Notes may include entities affiliated with the Company or its subsidiaries.

You should rely only on the information contained in this offering memorandum. We have not authorized any other person to provide you with different information. If anyone provides you with different or inconsistent information, you should not rely on it.

This offering memorandum is highly confidential. We are providing it solely for the purpose of enabling you to consider a purchase of the New Notes and for the listing of the New Notes on the SGX-ST. You should read this offering memorandum before making a decision whether to purchase the New Notes. You must not use this offering memorandum for any other purpose, or disclose any information in this offering memorandum to any other person.

Notwithstanding anything to the contrary contained herein, a prospective investor (and each employee, representative or other agent of a prospective investor) may disclose to any and all persons, without limitation of any kind, the tax treatment and tax structure of the transactions described in this offering memorandum and all materials of any kind that are provided to the prospective investor relating to such tax treatment and tax structure (as such terms are defined in U.S. Treasury Regulation section 1.6011-4). This authorization of tax disclosure is retroactively effective to the commencement of discussions with prospective investors regarding the transactions contemplated herein.

We have prepared this offering memorandum, and we are solely responsible for its contents. You are responsible for making your own examination of us and your own assessment of the merits and risks of investing in the New Notes. By purchasing the New Notes, you will be deemed to have acknowledged that you have made certain acknowledgements, representations and agreements as set forth under the section headed "Plan of Distribution" below.

No representation or warranty, express or implied, is made by the Initial Purchasers, Citicorp International Limited (the "Trustee"), The Hongkong and Shanghai Banking Corporation Limited (the "Shared Security Agent"), Citibank, N.A., London Branch (the "Paying Agent" and the "Transfer Agent") and Citigroup Global Markets Deutschland AG (the "Note Registrar" and together with the Paying Agent and Transfer Agent, the "Agents") or any of their respective affiliates or advisors, to the accuracy, completeness or sufficiency of the information contained in this offering memorandum, and nothing contained in this offering memorandum is, or should be, relied upon as, a promise, representation or warranty by the Initial Purchasers, the Trustee, the Shared Security Agent or the Agents, whether as to the past or the future. The Initial Purchasers assume no responsibility for its accuracy, completeness or sufficiency or for any statement made or purported to be made by the Initial Purchasers or on our behalf in connection with the Company, the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) on the issue and offering of the Notes. None of the Initial Purchasers, the Trustee, the Shared Security Agent or the Agents accept any responsibility for the contents of this offering memorandum. Each of the Initial Purchasers, the Trustee, the Shared Security Agent and the Agents accordingly disclaims all and any liability whether arising in tort or contract or otherwise which it might otherwise have in respect of this offering memorandum or any such statement.

Each person receiving this offering memorandum acknowledges to us and the Initial Purchasers that: (i) such person has been afforded an opportunity to request from us and to review, and has received, all additional information considered by it to be necessary to verify the accuracy of, or to supplement, the information contained herein; (ii) such person has not relied on the Initial Purchasers or any person affiliated with the Initial Purchasers in connection with any investigation of the accuracy of such information or its investment decision; and (iii) no person has been authorized to give any information or to make any representation concerning us, our subsidiaries and affiliates, the New Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees (if any) (other than as contained herein and information given by our duly authorized officers and employees in connection with investors' examination of our company and the terms of the offering of the New Notes) and, if given or made, any such other information or representation should not be relied upon as having been authorized by us or the Initial Purchasers.

The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been approved or disapproved by the United States Securities and Exchange Commission, any state securities commission in the United States or any other United States regulatory authority, nor have any of the foregoing authorities passed upon or endorsed the merits of the offering or the accuracy or adequacy of this offering memorandum. Any representation to the contrary is a criminal offense in the United States.

We are not, and the Initial Purchasers are not, making an offer to sell the New Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees (if any) in any jurisdiction except where an offer or sale is permitted. The distribution of this offering memorandum and the offering of the securities, including the New Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) may in certain jurisdictions be restricted by law. Persons into whose possession this offering memorandum comes are required by us and the Initial Purchasers to inform themselves about and to observe any such restrictions. For a description of the restrictions on offers, sales and resales of the securities, including the New Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any), and distribution of this offering memorandum, see “Plan of Distribution” below.

No person has been or is authorized to make any representation concerning us or the New Notes other than as contained herein and, if given or made, any such other information or representation should not be relied upon as having been authorized by us or the Initial Purchasers, the Trustee, the Shared Security Agent or the Agents. Neither the delivery of this offering memorandum nor any offering, sale or delivery made in connection with the issue of the New Notes shall, under any circumstances, constitute a representation that there has been no change or development reasonably likely to involve a change in our affairs since the date hereof or create any implication that the information contained herein is correct as at any date subsequent to the date hereof. This offering memorandum does not constitute an offer of, or an invitation by or on behalf of us, the Initial Purchasers, the Trustee, the Shared Security Agent or the Agents to subscribe for or purchase, any of the New Notes and may not be used for the purpose of an offer to, or a solicitation by, anyone in any jurisdiction or in any circumstances in which such offer or solicitation is not authorized or is unlawful.

This offering memorandum summarizes certain material documents and other information, and we refer you to them for a more complete understanding of what we discuss in this offering memorandum. In making an investment decision, you must rely on your own examination of us and the terms of the offering, including the merits and risks involved. We are not making any representation to you regarding the legality of an investment in the New Notes by you under any legal, investment, tax or similar laws or regulations. You should not consider any information in this offering memorandum to be legal, business or tax advice. You should consult your own attorney, business advisor and tax advisor for legal, business and tax advice regarding any investment in the New Notes.

We reserve the right to withdraw the offering of New Notes at any time or sell less than the aggregate principal amount of New Notes offered by this offering memorandum, and the Initial Purchasers reserve the right to reject any commitment to subscribe for the New Notes in whole or in part and to allot to any prospective purchaser less than the full amount of New Notes sought by such purchaser. The Initial Purchasers and certain related entities may acquire for their own account a portion of the New Notes.

## **CERTAIN DEFINITIONS, CONVENTIONS AND CURRENCY PRESENTATION**

We have prepared this offering memorandum using a number of conventions, which you should consider when reading the information contained herein. When we use the terms “we,” “us,” “our,” the “Company,” the “Issuer,” the “Group,” and words of similar import, we are referring to China South City Holdings Limited itself, or to China South City Holdings Limited and its consolidated subsidiaries, joint ventures and associates as the context requires.

Market data, industry forecasts and the PRC and property industry statistics in this offering memorandum have been obtained from both public and private sources, including market research, publicly available information and industry publications. Although we believe this information to be reliable, it has not been independently verified by us or the Initial Purchasers or our or their respective directors and advisors, and neither we, the Initial Purchasers nor our or their respective directors and advisors make any representation as to the accuracy or completeness of such information. In addition, third-party information providers may have obtained information from market participants and such information may not have been independently verified. Due to possibly inconsistent collection methods and other problems, such statistics herein may be inaccurate. You should not unduly rely on such market data, industry forecasts or PRC and property industry statistics.

All references in this offering memorandum to “U.S. dollars” and “US\$” are to United States dollars, the official currency of the United States of America (the “United States” or “U.S.”); all references to “HK dollars” and “HK\$” are to Hong Kong dollars, the official currency of the Hong Kong Special Administrative Region of the PRC (“Hong Kong” or “HK”); all references to “RMB” or “Renminbi” are to Renminbi, the official currency of the People’s Republic of China. Solely for the convenience of the reader, this offering memorandum contains translations of certain RMB amounts or HK dollar amounts into U.S. dollars at the following rates. On March 31, 2016, the noon buying rate in New York City for cable transfers payable in HK dollars as certified for customs purposes by the Federal Reserve Bank of New York was HK\$7.7563 to US\$1.00. On March 31, 2016, the noon buying rate in New York City for cable transfers payable in RMB as certified for customs purposes by the Federal Reserve Bank of New York was RMB6.4480 to US\$1.00. See “Exchange Rate Information”. No representation is made that the HK dollar or RMB amounts stated herein could have been, or could be, converted into U.S. dollars, or vice versa, at such rates or at any other rate.

References to the “PRC” and “China,” solely for purposes of this offering memorandum, refer to the People’s Republic of China and do not include Hong Kong, Macau or Taiwan.

In this offering memorandum, unless the context otherwise requires, references to “affiliate” are to any person or entity directly or indirectly controlled by, or under the direct or indirect common control of, another person or entity; references to “subsidiary” are used with the meaning ascribed to it in the Rules Governing the Listing of Securities on the Hong Kong Stock Exchange, as amended (the “Listing Rules”), which includes: (1) a “subsidiary undertaking” as defined in the first schedule to the Companies Ordinance (Chapter 622 of the Laws of Hong Kong) (the “Companies Ordinance”); (2) any entity which is accounted for and consolidated in the audited consolidated accounts of another entity as a subsidiary pursuant to HKFRS (as defined below) or International Financial Reporting Standards (the “IFRS”), as applicable; and (3) any entity which will, as a result of the acquisition of its equity interests by another entity, be accounted for and consolidated in the next audited consolidated accounts of such other entity as a subsidiary pursuant to HKFRS or IFRS, as applicable; all references to “associate” are used with the meaning ascribed thereto under the Listing Rules, which includes: (1) in relation to an individual, his spouse and children under the age of 18, certain trustees, his or his family’s holding companies, as well as companies over which he, his family, trustee interests and holding companies exercise at least 30% voting power; (2) in relation to a company, its subsidiaries, its holding companies, subsidiaries of such holding companies, certain trustees, as well as companies over which such company and its subsidiaries, trustee interests, holding companies and subsidiaries of such holding companies together exercise at least 30% voting power; and (3) in the context of connected transactions, certain connected persons and enlarged family members of a director, chief executive or substantial shareholder of a listed issuer; and references to “controlling shareholder” are used with the meaning ascribed thereto under the Listing Rules, including any person or group of persons who are entitled to exercise 30% or more of the voting power at general meetings or are in a position to control the composition of a majority of the board of directors, and “controlling interest” will be construed accordingly.

References to “PRC government” mean the central government of the PRC, including all political subdivisions (including provincial, municipal and other regional or local governmental entities) and instrumentalities thereof.



In this offering memorandum, where information has been presented in thousands or millions of units, amounts may have been rounded up or down. Accordingly, totals of columns or rows of numbers in tables may not be equal to the apparent total of the individual items, and actual numbers may differ from those contained herein due to rounding.

The English names of the PRC nationals, entities, departments, facilities, laws, regulations, certificates, titles and the like are translations of their Chinese names and are included for identification purposes only. In the event of any inconsistency, the Chinese name prevails.

## **FORWARD-LOOKING STATEMENTS**

This offering memorandum includes forward-looking statements which are by their nature subject to certain risks and uncertainties. All statements other than statements of historical fact contained in this offering memorandum, including, without limitation, those regarding our future financial position and results of operations, our strategy, plans, objectives, goals and targets, future developments in the markets where we participate or are seeking to participate, and any statements preceded by, followed by or that include the words “believe,” “expect,” “aim,” “intend,” “plan,” “will,” “may,” “anticipate,” “seek,” “should” or similar expressions or the negative thereof, are forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors, some of which are beyond our control, which may cause our actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future and are not a guarantee of future performance. Important factors that could cause our actual results, performance or achievements to differ materially from those in the forward-looking statements include, among others, the following:

- our ability to successfully execute our business plan and strategies and effectively manage our growth;
- future developments, performance, trends and conditions in the trade center, finished and unfinished goods and real estate industries in China and the regions in China where we currently or propose to operate;
- any changes in the regulatory policies of the PRC government, the Guangdong, Jiangxi, Shaanxi, Heilongjiang, Henan and Anhui provincial governments, the Chongqing municipal government, the government of the Guangxi Zhuang Autonomous Region and the Pearl River Delta, and other relevant government authorities relating to, among other things, the real estate, logistics and finished and unfinished goods industries;
- any delay or inability in obtaining the various permits, approvals or land use rights for our project developments;
- the effects of competition in the trade center and finished and unfinished goods industries;
- higher than expected losses or financing costs, or lower than expected returns on our investments;
- the sufficiency of our capital resources and cost and availability of external financing;
- governmental approval processes;
- our inability to accurately predict our future results of operations;

- changes in political, economic, legal and social conditions in China, the provinces of Guangdong, Jiangxi, Shaanxi, Heilongjiang, Henan, Anhui, Chongqing Municipality, the Guangxi Zhuang Autonomous Region and the Pearl River Delta, including specific policies with respect to economic growth, inflation, foreign exchange, lending, the availability of credit, trade center development and manufacturing and exports;
- changes in population growth and GDP growth and the impact of these changes on demand for trade centers and finished and unfinished goods;
- timely repayment by our purchasers of mortgage loans guaranteed by us;
- accidents and natural disasters;
- the costs of construction and fluctuations in the price and availability of raw materials used in our trade center business;
- relationships with our joint venture partners, customers, suppliers and contractors, and the performance by them of their contractual obligations;
- our dividend policy and the dividend policy of our subsidiaries, joint ventures and associates;
- our ability to comply with loan and bond covenants;
- general political and economic conditions, including those related to the PRC;
- developments in the PRC economy, measures taken in response thereto by the PRC government and the potential impact these developments and measures may have on our business, including our customers;
- exchange rate fluctuations;
- regulations and restrictions, and the interpretation or implementation of regulations, including tariffs, environmental regulations and land appreciation tax and other tax rules and regulations;
- changes to our expansion plans and estimated capital expenditures; and
- other factors beyond our control.

This list of important factors is not exhaustive. Additional factors that could cause actual results, performance or achievements to differ materially include, but are not limited to, those discussed under “Risk Factors” and elsewhere in this offering memorandum. We caution you not to place undue reliance on our forward-looking statements, which reflect our management’s views only as of the date of this offering memorandum. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this offering memorandum might not occur in the way we expect, or at all.

## ENFORCEMENT OF CIVIL LIABILITIES

We are incorporated in Hong Kong with limited liability, and each Subsidiary Guarantor and JV Subsidiary Guarantor (if any) is also incorporated or may be incorporated, as the case may be, outside the United States, including jurisdictions such as the British Virgin Islands, the Cayman Islands or Hong Kong. The British Virgin Islands, the Cayman Islands, Hong Kong and other jurisdictions have different bodies of securities laws from the United States and protections for investors may differ.

All of our assets and all of the assets of the Subsidiary Guarantors are, and all or some of the assets of the JV Subsidiary Guarantors (if any) may be, located outside the United States. In addition, all of our directors and officers and the directors and officers of the Subsidiary Guarantors are, and all or some of the directors and officers of the JV Subsidiary Guarantors (if any) may be, nationals or residents of countries other than the United States (principally of the PRC and Hong Kong), and all or a substantial portion of such persons' assets are located or may be located, as the case may be, outside the United States. As a result, it may be difficult for investors to effect service of process within the United States upon us, any of the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) or such directors and officers or to enforce against us, any of the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) or such directors or officers judgments obtained in United States courts, including judgments predicated upon the civil liability provisions of the securities laws of the United States or any state thereof.

We and each of the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any) have appointed National Corporate Research, Ltd. as our and their respective agent to receive service of process with respect to any action brought against us, the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) in the United States federal courts located in the Borough of Manhattan, The City of New York under the federal securities laws of the United States or of any state of the United States or any action brought against us, the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) in the courts of the State of New York in the Borough of Manhattan, The City of New York under the securities laws of the State of New York.

We have been advised by our Hong Kong legal counsel, Baker & McKenzie, that Hong Kong has no arrangement for the reciprocal enforcement of judgments obtained within the United States. However, under Hong Kong common law, a foreign judgment (including one from a court in the United States predicated upon U.S. federal or state securities laws) may be enforced in Hong Kong by bringing an action in a Hong Kong court, and then seeking summary or default judgment based on the foreign judgment, provided that the foreign judgment is for a debt or definite sum of money and is final and conclusive on the merits.

Hong Kong courts may refuse to recognize or enforce a foreign judgment if such judgment:

- was obtained by fraud;
- was rendered by a foreign court that lacked the appropriate jurisdiction at the time (as determined by Hong Kong jurisdictional rules);
- was not affected by an order for stay of enforcement;
- is sought to be enforced by or between different parties to the foreign judgment;
- concerns title to immovable property or intellectual property;
- is against a person who is entitled to claim immunity from suit and/or execution under the laws of Hong Kong and who has not waived such immunity before the Hong Kong courts;
- is contrary to public policy or natural justice;
- is for a sum payable in respect of taxes or other charges of a like nature or in respect of a fine or other penalty;

- is inconsistent with a prior Hong Kong judgment or foreign judgment which is entitled to recognition in Hong Kong;
- is not barred from enforcement by or in breach of the provisions of the Foreign Judgments (Restriction on Recognition and Enforcement) Ordinance (Chapter 46 of the Laws of Hong Kong); or
- was a judgment for multiple damages or a judgment for multiple damages or a judgment based on a provision or rule of law specified by the Chief Executive of Hong Kong as concerned with the prohibition of restrictive trade practices pursuant to the Protection of Trading Interests Ordinance (Chapter 471 of the Laws of Hong Kong).

We have been advised by our British Virgin Islands legal advisor, Maples and Calder, that any final and conclusive monetary judgment obtained against a British Virgin Islands company in the courts of New York, for a definite sum, may be treated by the courts of the British Virgin Islands as a cause of action in itself so that no retrial of the issues would be necessary provided that in respect of the foreign judgment: (a) the foreign court issuing the judgment had jurisdiction in the matter and the British Virgin Islands company either submitted to such jurisdiction or was resident or carrying on business within such jurisdiction and was duly served with process; (b) the judgment given by the foreign court was not in respect of penalties, taxes, fines or similar fiscal or revenue obligations of the Company; (c) in obtaining judgment there was no fraud on the part of the person in whose favour judgment was given or on the part of the court; (d) recognition or enforcement of the judgment in the British Virgin Islands would not be contrary to public policy; and (e) the proceedings pursuant to which judgment was obtained were not contrary to natural justice.

We have been advised by our Cayman Islands legal advisor, Maples and Calder, that a judgment obtained in New York would be recognised and enforced in the courts of the Cayman Islands at common law, without any re-examination of the merits of the underlying dispute, by an action commenced on the foreign judgment debt in the Grand Court of the Cayman Islands, provided such judgment: (a) is given by a foreign court of competent jurisdiction; (b) imposes on the judgment debtor a liability to pay a liquidated sum for which the judgment has been given; (c) is final; (d) is not in respect of taxes, a fine or a penalty; and (e) was not obtained in a manner and is not of a kind the enforcement of which is contrary to natural justice or the public policy of the Cayman Islands.

Furthermore, we have been advised by our PRC legal counsel, Commerce & Finance Law Offices, that there is uncertainty as to whether the courts of the PRC would: (1) enforce judgments of the U.S. courts obtained against us, our directors or officers, the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) or their respective directors or officers predicated upon the civil liability provisions of the federal securities laws of the United States; or (2) entertain original actions brought in the courts of the PRC against us, our directors or officers, the Subsidiary Guarantors or the JV Subsidiary Guarantors (if any) or their respective directors or officers predicated upon the federal securities laws of the United States or the securities laws of any state or territory within the United States. With regard to the above, Commerce & Finance Law Offices has also advised us that China does not have treaties for the reciprocal enforcement of judgments with the United States.

## **PRESENTATION OF FINANCIAL INFORMATION**

Our audited consolidated financial statements as of and for the fiscal years ended March 31, 2014, 2015 and 2016 are prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRS”), which differ in certain material respects from generally accepted accounting principles in certain other countries, including the United States. There are no material differences, however, between HKFRS and IFRS. We have not identified the differences between HKFRS and those generally accepted accounting principles in other countries, nor have we quantified the effect of applying those generally accepted accounting principles to our financial statements. In making an investment decision, investors must make their own judgment in assessing our financial statements. You should consult your own professional advisors for an understanding of the differences between HKFRS and generally accepted accounting principles in other countries and how such differences might affect our financial statements and your investment in the New Notes. Our reporting currency is the Hong Kong dollar.

## GLOSSARY

*The following are definitions of certain terms appearing in this offering memorandum that are commonly used in connection with our business. The terminology and their meanings may not correspond to their standard industry meanings or usages of those terms.*

“bonded warehouse”	is a warehouse authorized by customs officials for storing imported goods until removal, without the payment of duties, and pending customs inspection and the completion of other customs procedures. Such warehouses must be secure, with dutiable goods segregated from non-dutiable goods
“commodity properties”	residential properties, commercial properties and other buildings that are developed by property developers
“Contracted Sales”	sales of properties with respect to which agreements or contracts related to sale and purchase or finance lease of properties have been entered into
“effective rental rate”	the total contractual base rent, after adjusting to amortize the effect of any discounts and rent-free periods, divided by the leased GFA
“export supervised warehouse”	is a warehouse authorized by customs officials for storing goods that have already obtained export permits, have been settled in foreign exchange with overseas firms and have cleared all customs export formalities
“GFA”	gross floor area, which comprises the above-ground area contained within the external walls of a building, excluding non-leasable and non-saleable area
“attributable GFA”	represents the portion of the total GFA which is attributable to us, based on our interest in the relevant project
“land grant confirmation agreement”	a confirmation given by a PRC land authority that a property developer has won the bid for the land use rights of a parcel of land in a government-organized public tender, auction or listing for sale process
“land grant contract”	an agreement between a property developer and a PRC land authority in respect of the grant of the state-owned land use rights of a parcel of land to such property developer
“land grant”	a land grant contract, land grant confirmation agreement or land use rights transfer agreement
“land use rights transfer agreement”	an agreement in respect of the transfer of the land use rights of a parcel of land by the previous grantee of the land use rights in the secondary market

“leasable gross floor area”	comprises the gross floor area designated by us for lease to occupants, including, with respect to our trade center units, the gross floor area sold by us to purchasers of trade center units and leased by us to third parties pursuant to cooperation and lease agreements with the purchasers of these trade center units
“Phase One,” “Phase Two,” or “Phase Three”	phases of development, as provided in the master agreements, the corresponding supplementary agreements or the Group’s development plans, for the construction and development of our trade center projects
“rental occupancy rate”	percentage of leaseable gross floor area: (1) owned and leased out by us; and (2) sold by us to purchasers of trade center units and subsequently leased by us to third party occupants
“saleable GFA”	comprises the area of our trade centers designated by us for sale to purchasers of trade center units
“sq.km.”	square kilometers
“sq.m.”	square meters
“total occupancy rate”	percentage of total gross floor area: (1) owned and leased out by us; and (2) sold by us to purchasers of trade center units, excluding vacant units

## SUMMARY

### Overview

We are a leading developer and operator of large-scale, integrated logistics and trade centers in the PRC, based on GFA, industry coverage and range of ancillary services and facilities offered. Leveraging our experience and brand reputation, we currently have eight projects in different stages of development located in regional economic hubs in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, China, with a total planned GFA of approximately 81.8 million sq.m., out of which we have acquired land use rights of approximately 34.7 million sq.m. attributable GFA as of March 31, 2016, of which approximately 12.3 million sq.m. has been completed and approximately 6.5 million sq.m. is under development as of March 31, 2016.

Our business model is built on the premise of “One Body with Two Wings,” with the “One Body” represented by our large-scale integrated logistics and trade centers, designed to serve as key commercial hubs to satisfy the economic and industrial needs of the regions in which we operate, and the “Two Wings” represented by the ancillary residential and commercial facilities, designed to facilitate the operations of our trade center occupants and their customers. We serve wholesale markets for multiple industries at our trade centers, which are complemented by residential developments and comprehensive ancillary commercial facilities including hotel, office, warehouse, exhibition and conference facilities as well as E-commerce services. Our residential facilities further complement our trade center operations by providing convenient, high-quality accommodations for our trade center occupants, as well as generating cash flows to cover a portion of project-related capital expenditures. Our business model is further augmented by the on-site presence of PRC government agencies, banks and securities firms, which offer a diverse range of services to trade center occupants and other customers.

Our “One Body with Two Wings” business model is supported by five pillars of ancillary services, namely our logistics and warehousing services, E-commerce services, outlet and furnishing centers services, property management services and exhibition and conference facilities, that complement our core business of developing and operating trade centers. We provide one-stop logistics services such as warehousing, integrated inbound/outbound services, on-site delivery and freight forwarding to our customers. We provide an E-commerce platform, namely CSC86.com, which combines the advantages of physical and online stores, through which our clients can promote their businesses and products online. Following the success of trade fairs at our various projects, we established a one-stop exhibition platform for organizing convention and exhibition at our projects, through which we have hosted a number of significant events which has enhanced our reputation and facilitated traffic flow through our trade centers. In addition, our outlet and furnishing center operations have also boosted overall traffic at our related projects and expanded our operations. We plan to further boost overall traffic by building upon our successful outlet centers, expanding and replicating this further at our other projects. Our property management services help maintain a safe and comfortable business environment at our trade centers and ancillary facilities. We believe that this expansion of the scope of services provided will enable us to build a self-sustaining business strategy that will strengthen our overall business model.

Our first project, China South City Shenzhen, has a planned GFA of approximately 2.6 million sq.m.. As of March 31, 2016, it had approximately 2.3 million sq.m. of GFA of trade centers and ancillary facilities completed and in operation, with approximately 242,200 sq.m. of GFA under development and planned for future development. China South City Shenzhen is strategically located in the Pearl River Delta and centered within an extensive transportation network of airports, railways, port facilities and highways that facilitate trade in the region.

Leveraging our success, experience and brand recognition from our China South City Shenzhen project, we have added seven additional projects:

- China South City Nanchang, with a planned GFA of approximately 7.3 million sq.m., is currently under Phase Two development in Nanchang, the capital of Jiangxi Province. As of March 31, 2016, it had approximately 1.5 million sq.m. of GFA completed and approximately 711,600 sq.m. of GFA under development. As it is strategically located to serve both the Pearl River Delta and Yangtze River Delta regions, we believe that China South City Nanchang is well positioned to develop in line with the expected increase in trade within and among these regions.
- China South City Nanning, with a planned GFA of approximately 4.9 million sq.m., is currently under Phase One development in Nanning, the capital of Guangxi Zhuang Autonomous Region. As of March 31, 2016, it had approximately 1.4 million sq.m. of GFA completed and approximately 558,500 sq.m. of GFA under development. Strategically located in close proximity to Southeast Asia, we believe China South City Nanning will serve as a key hub for cross-border commodity trade with ASEAN countries.
- China South City Xi'an, with a planned GFA of approximately 17.5 million sq.m., is under Phase One development in Xi'an, the capital of Shaanxi Province, at the Xi'an International Trade and Logistics Park with access to a railway container terminal. As of March 31, 2016, it had approximately 1.4 million sq.m. of GFA completed and approximately 456,400 sq.m. of GFA under development. China South City Xi'an is positioned to capitalize on the opportunities arising from China's strategic development of its western regions and the "One Belt, One Road" initiative, catering to the growing development needs in the region.
- China South City Harbin, with a planned GFA of approximately 12.0 million sq.m., is under Phase One development in Harbin, the capital of Heilongjiang Province. As of March 31, 2016, it had approximately 855,600 sq.m. of GFA completed and approximately 1.3 million sq.m. of GFA under development. We believe that the site's location in Northeast China makes it a premier hub for cross-border trade with countries in Northeast Asia, and we intend to capitalize on opportunities arising from the area's emerging development potential due to its proximity to the China-Russia border.
- China South City Zhengzhou, with a planned GFA of approximately 12.0 million sq.m., is under Phase One development in Zhengzhou, the capital of Henan Province. As of March 31, 2016, it had approximately 2.5 million sq.m. of GFA completed and approximately 1.3 million sq.m. under development. Zhengzhou is highly accessible as a primary passenger and freight hub, a convenient trading platform to promote trade among cities in central China.
- China South City Hefei, with a planned GFA of approximately 12.0 million sq.m., is under Phase One development in Hefei, the capital of Anhui Province. As of March 31, 2016, it had approximately 1.2 million sq.m. of GFA completed with approximately 1.8 million sq.m. of GFA under development. Hefei is a transport and economic hub at the heart of Eastern China and China South City Hefei benefits from its strategic location in the Hefei Taohua Industrial Park.
- China South City Chongqing with a planned GFA of approximately 13.5 million sq.m., located in Chongqing Municipality. As of March 31, 2016, it had approximately 1.2 million sq.m. of GFA completed and approximately 151,300 sq.m. of GFA under development. China South City Chongqing is highly accessible from the city center and other regions given its strategic location in the Chongqing Highway Logistics Base.

We expect the aggregate planned GFA of these eight projects will be sufficient to support several years of development.



## **Our Competitive Strengths**

We believe we have the following competitive strengths:

- Our unique “One Body with Two Wings” business model provides an integrated platform for our trade center occupants and their customers to receive a comprehensive range of trade, logistics and ancillary services;
- The provision of ancillary services to complement our trade centers further strengthens our business model;
- We are a solution provider for local governments and enjoy strong municipal and regional government support in the locations in which we currently operate;
- We provide sufficient ancillary residential properties at our projects;
- Our land costs are lower than many other PRC property developers, allowing us to minimize downside risk and providing us with high potential for appreciation in our targeted markets;
- Our integrated logistics and trade centers are strategically located in accessible, fast growing first tier, provincial capital cities and municipalities;
- We have a proven track record of successful development and launch of our projects, which has earned us brand name recognition and diversified our revenue streams;
- We have a strong, experienced management team with a demonstrated record of success; and
- We have a prudent development strategy for each project and for our Group as a whole.

## **Our Strategies**

The principal components of our business strategy are to:

- Differentiate project positioning and functions across our eight projects;
- Develop each of our projects in phases and optimize property mix to balance timely cost recovery;
- Continue to grow our recurring businesses for sustainable development and enhance cost control;
- Optimize occupancy rates, rental rates and traffic flow in our existing and planned trade centers;
- Further develop our five pillars of ancillary services to support and enhance our projects; and
- Continue to expand our operations by broadening our industry coverage.

## **Our Corporate Information**

We were incorporated in Hong Kong on May 8, 2002, as a company with limited liability under the Hong Kong Companies Ordinance. Our registered office and headquarters is located at Suite 2205, 22nd Floor, Sun Life Tower, The Gateway, 15 Canton Road, Tsimshatsui, Kowloon, Hong Kong. Our website is [www.chinasouthcity.com](http://www.chinasouthcity.com). Information contained on our website does not constitute any part of this offering memorandum.

We are listed on The Stock Exchange of Hong Kong Limited and completed our initial public offering in September 2009.

## THE OFFERING

The following is a brief summary of the terms of the offering and is qualified in its entirety by the remainder of this offering memorandum. Capitalized terms used in this summary and not defined herein shall have the meanings given to them in “Description of the Notes.”

Issuer .....	China South City Holdings Limited (the “Company”).
Notes Offered .....	US\$150,000,000 aggregate principal amount of 6.75% Senior Notes due 2021 (the “New Notes”) to be consolidated and form a single series with the US\$200,000,000 6.75% Senior Notes due 2021 of the Company issued on September 13, 2016 (the “Original Notes” and, together with the New Notes, the “Notes”).
Offering Price .....	98.964% of the principal amount of the Notes plus accrued interest from and including September 13, 2016 to, but excluding, the issue date.
Maturity Date .....	September 13, 2021.
Interest .....	The Notes bear interest from and including September 13, 2016 at the rate of 6.75% per annum, payable semi-annually in arrear.
Interest Payment Dates .....	March 13 and September 13 of each year, commencing March 13, 2017.
Ranking of the Notes .....	The Notes: <ul style="list-style-type: none"><li>• are general obligations of the Company;</li><li>• are senior in right of payment to any existing and future obligations of the Company expressly subordinated in right of payment to the Notes;</li><li>• rank at least <i>pari passu</i> in right of payment with our US\$400,000,000 8.25% Senior Notes due 2019 (the “2014 Notes”) and with all other unsecured, unsubordinated Indebtedness of the Company (subject to any priority rights pursuant to applicable law);</li><li>• are guaranteed by the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any) on a senior basis, subject to certain limitations described under the caption “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral” and “Description of the Notes — The Subsidiary Guarantees;”</li><li>• are effectively subordinated to the other secured obligations, if any (other than Permitted Pari Passu Secured Indebtedness) of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors, other than the 2014 Notes, to the extent of the value of the assets serving as security therefor; and</li><li>• are effectively subordinated to all existing and future obligations of the Non-Guarantor Subsidiaries.</li></ul>

As a result of the pledge of the Collateral by the Company and the Subsidiary Guarantor Pledgors and the entry by the Trustee, on behalf of the Holders of the Notes, into the Intercreditor Agreement and subject to certain limitations described under “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and Collateral,” the Notes:

- are entitled to a first priority lien on the Collateral pledged by the Company and the Subsidiary Guarantor Pledgors (subject to any Permitted Liens and the Intercreditor Agreement) shared on a *pari passu* basis among (i) the holders of the 2014 Notes and (ii) any other creditors with respect to Permitted Pari Passu Secured Indebtedness;
- rank effectively senior in right of payment to unsecured obligations of the Company with respect to the value of the Collateral pledged by the Company (subject to any priority rights of such unsecured obligations pursuant to applicable law); and
- rank effectively senior in right of payment to unsecured obligations of the Subsidiary Guarantor Pledgors with respect to the value of the Collateral pledged by each Subsidiary Guarantor Pledgor (subject to priority rights of such unsecured obligations pursuant to applicable law).

Subsidiary Guarantees ..... Each of the Subsidiary Guarantors, jointly and severally, guarantees the due and punctual payment of the principal of, premium, if any, and interest on, and all other amounts payable under, the Notes.

Subsidiary Guarantor may be released in certain circumstances. See “Description of the Notes — The Subsidiary Guarantees — Release of the Subsidiary Guarantees and JV Subsidiary Guarantees.”

The initial Subsidiary Guarantors consist of all of the Restricted Subsidiaries other than the Non-Guarantor Subsidiaries.

The Company may elect to have (i) any existing or future Restricted Subsidiary organized outside the PRC, or (ii) upon an Exempted Subsidiary ceasing to be an Exempted Subsidiary, such Exempted Subsidiary, or (iii) upon a Listed Subsidiary ceasing to be a Listed Subsidiary, such Listed Subsidiary, not provide a Subsidiary Guarantee or JV Subsidiary Guarantee (each a “Designated Non-Guarantor Subsidiary,” together with any Restricted Subsidiary organized under the laws of the PRC, any Exempted Subsidiary and any Listed Subsidiary, the “Non-Guarantor Subsidiaries”), subject to the limitations described below under “Non-Guarantor Subsidiaries.”

None of the Restricted Subsidiaries organized under the laws of the PRC, the Exempted Subsidiaries (so long as they continue to be Exempted Subsidiaries) or any Listed Subsidiary (so long as it continues to be a Listed Subsidiary) will at any time in the future provide a Subsidiary Guarantee or a JV Subsidiary Guarantee.

All of the Subsidiary Guarantors are holding companies that do not have significant operations or real property assets. See “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral — Our Subsidiary Guarantors do not currently have significant operations and certain Subsidiary Guarantees may in some cases be replaced by limited-recourse guarantees.”

Any future Restricted Subsidiary, other than any Non-Guarantor Subsidiary, will provide a guarantee of the Notes as either a Subsidiary Guarantor or a JV Subsidiary Guarantor as soon as practicable after becoming a Restricted Subsidiary.

Ranking of Subsidiary

Guarantees .....

The Subsidiary Guarantee of each Subsidiary Guarantor:

- is a general obligation of such Subsidiary Guarantor;
- is effectively subordinated to secured obligations of such Subsidiary Guarantor, to the extent of the value of the assets serving as security therefor;
- is senior in right of payment to all future obligations of such Subsidiary Guarantor expressly subordinated in right of payment to such Subsidiary Guarantee; and
- ranks at least *pari passu* with all other unsecured, unsubordinated Indebtedness of such Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

As a result of the pledge of the Collateral (as described below) by the Company and the Subsidiary Guarantor Pledgors and the entry into the Intercreditor Agreement by the Trustee, on behalf of the Holders of the Notes, the Subsidiary Guarantee of each Subsidiary Guarantor Pledgor:

- is entitled to a first ranking security interest in the Collateral pledged by such Subsidiary Guarantor Pledgor (subject to any Permitted Liens and the Intercreditor Agreement) shared on a *pari passu* basis among (i) the holders of the 2014 Notes and (ii) any other creditors with respect to Permitted *Pari Passu* Secured Indebtedness; and
- ranks effectively senior in right of payment to the unsecured obligations of such Subsidiary Guarantor Pledgor with respect to the value of the Collateral securing such Subsidiary Guarantee.

See “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and Collateral.”

JV Subsidiary Guarantees ....

A JV Subsidiary Guarantee instead of a Subsidiary Guarantee may be provided by a Subsidiary Guarantor following a sale by the Company or any of its Restricted Subsidiaries of Capital Stock In such Subsidiary Guarantor, where such sale is for no less than 20% and no more than 49.9% of the issued Capital Stock of such Subsidiary Guarantor. No JV Subsidiary Guarantee exists as of the date of this offering memorandum.

If any is provided, the JV Subsidiary Guarantee of each JV Subsidiary Guarantor:

- will be a general obligation of such JV Subsidiary Guarantor;
- will be limited to the JV Entitlement Amount;
- will be effectively subordinated to secured obligations of such JV Subsidiary Guarantor, to the extent of the value of the assets serving as security therefore;
- will be senior in right of payment to all future obligations of such JV Subsidiary Guarantor expressly subordinated in right of payment to such JV Subsidiary Guarantee; and
- will rank at least *pari passu* with all other unsecured, unsubordinated Indebtedness of such JV Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

Non-Guarantor Subsidiaries .

A Restricted Subsidiary that is organized outside the PRC (other than Exempted Subsidiaries or any Listed Subsidiary) need not provide a Subsidiary Guarantee or JV Subsidiary Guarantee if it is designated by the Board of Directors as a Designated Non-Guarantor Subsidiary. The Board of Directors may designate any such Restricted Subsidiary to be a Designated Non-Guarantor Subsidiary if at the time of determination, the total consolidated assets of all Restricted Subsidiaries organized outside the PRC that are not Subsidiary Guarantors or JV Subsidiary Guarantors (other than Exempted Subsidiaries and any Listed Subsidiary) do not account for more than 20.0% of the Total Assets of the Company.

Security Granted .....

The Company has, for the benefit of (among others) the holders of the Notes, pledged, or caused the Subsidiary Guarantor Pledgors to pledge, as the case may be, the Capital Stock of all of the Subsidiary Guarantors (collectively, the “Collateral”) owned by the Company or the Subsidiary Guarantor Pledgors on a first priority basis (subject to Permitted Liens and *pari passu* sharing as described below) in order to secure the obligations of the Company under, *inter alia*, the Notes and of such Subsidiary Guarantor Pledgor under, *inter alia*, its Subsidiary Guarantee.

Subject to the Intercreditor Agreement, the Collateral securing the Notes and the Subsidiary Guarantees may be released or reduced in the event of certain asset sales and certain other circumstances. In addition, the Collateral is shared on a *pari passu* basis by the holders of the Notes and the holders of the 2014 Notes and any other creditors with respect to Permitted Pari Passu Secured Indebtedness. See “Description of the Notes — Security.”

Intercreditor Agreement ..... The Company, the Subsidiary Guarantor Pledgors, the Trustee, on behalf of the Holders of the Notes, the 2014 Notes Trustee, on behalf of the holders of the Company’s 2014 Notes, and the Shared Security Agent entered into an amended and restated intercreditor agreement dated September 13, 2016 (the “Intercreditor Agreement”) which amended and restated the intercreditor agreement dated as of October 17, 2012 and supplemented from time to time (the “Original Intercreditor Agreement”), pursuant to which they agreed to (1) share the Collateral on an equal and ratable basis (the parties thereto and any future Permitted Pari Passu Secured Indebtedness sharing equal priority and pro rata entitlement in and to the Collateral); (2) the conditions that are applicable to the release of or granting of any Lien on such Collateral; and (3) the conditions under which their rights with respect to such Collateral and the Indebtedness secured thereby will be enforced.

The Trustee, as representative of the Holders, entered into Intercreditor Agreement on September 13, 2016.

By accepting the Notes, each Holder shall be deemed to have consented to the Trustee taking any action (including delivering written notice in accordance with the terms of the Intercreditor Agreement) to effect (a) the removal of The Hongkong and Shanghai Banking Corporation Limited as the Shared Security Agent under the Intercreditor Agreement and (b) the appointment of Citicorp International Limited (or the Trustee’s successor appointed in accordance with the terms of the Indenture) as the successor Shared Security Agent (subject to certain conditions), in each case in accordance with the terms of the Intercreditor Agreement, upon receipt by the Trustee at any time after October 17, 2015 of an Officers’ Certificate from the Company containing information as further specified herein.

Use of Proceeds ..... The Company intends to use the net proceeds from this offering primarily to refinance existing indebtedness and for general corporate purposes. See “Use of Proceeds.”

Optional Redemption ..... At any time and from time to time on or after September 13, 2019, the Company at its option may redeem the Notes, in whole or in part, at the redemption prices set forth in “Description of the Notes — Optional Redemption” plus accrued and unpaid interest, if any, to (but not including) the redemption date.

At any time prior to September 13, 2019, the Company may at its option redeem the Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the Notes plus the Applicable Premium as of, and accrued and unpaid interest, if any, to (but not including) the redemption date.

At any time and from time to time prior to September 13, 2019, the Company may redeem up to 35% of the aggregate principal amount of the Notes at a redemption price of 106.75% of the principal amount of the Notes, plus accrued and unpaid interest, if any, to (but not including) the redemption date, with the proceeds from sales of certain kinds of its capital stock, subject to certain conditions.

Repurchase of Notes Upon  
a Change of Control  
Triggering Event .....

Upon the occurrence of a Change of Control Triggering Event, the Company will make an offer to repurchase all outstanding Notes at a purchase price equal to 101% of their principal amount plus accrued and unpaid interest, if any, to (but not including) the repurchase date. See “Description of the Notes — Repurchase of Notes Upon a Change of Control Triggering Event.”

Redemption for Taxation  
Reasons .....

Subject to certain exceptions and as more fully described herein, the Company may redeem the Notes, as a whole but not in part, at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest, if any, to the date fixed by the Company for redemption, if the Company or a Subsidiary Guarantor would become obligated to pay certain additional amounts as a result of certain changes in specified tax laws. See “Description of the Notes — Redemption for Taxation Reasons.”

Covenants .....

The Notes and the Indenture governing the Notes limit the Company’s ability and the ability of its Restricted Subsidiaries to, among other things:

- incur or guarantee additional indebtedness or issued is qualified or preferred stock;
- declare dividends on capital stock or purchase or redeem capital stock;
- make investments or other specified restricted payments;
- issue or sell capital stock of Restricted Subsidiaries;
- guarantee indebtedness of Restricted Subsidiaries;
- sell assets;
- create liens;
- enter into sale and leaseback transactions;

- enter into agreements that restrict the Restricted Subsidiaries' ability to pay dividends, transfer assets or make intercompany loans;
- enter into transactions with shareholders or affiliates; and
- effect a consolidation or merger.

These covenants are subject to a number of important qualifications and exceptions described in "Description of the Notes."

Transfer Restrictions .....	The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been and will not be registered under the Securities Act or under any state securities laws of the United States and will be subject to customary restrictions on transfer and resale. See "Plan of Distribution."
Form, Denomination and Registration .....	The New Notes will be issued only in fully registered form, without coupons, in minimum denominations of US\$200,000 of principal amount and integral multiples of US\$1,000 in excess thereof and will be initially represented by one or more global notes registered in the name of a nominee of a common depository for Euroclear and Clearstream.
Book-Entry Only .....	The New Notes will be issued in book-entry form through the facilities of Euroclear and Clearstream for the accounts of its participants. Beneficial interests in the New Notes represented by the global note will be shown on, and transfers thereof will be effected only through, records maintained by Euroclear and Clearstream. For a description of certain factors relating to clearance and settlement, see "Description of the Notes — Book-Entry; Delivery and Form."
Delivery of the Notes .....	The Company expects to make delivery of the New Notes, against payment in same-day funds, on or about October 3, 2016, which the Company expects will be the sixth business day following the date of this offering memorandum, referred to as "T+6". See "Plan of Distribution."
Trustee.....	Citicorp International Limited.
2014 Notes Trustee .....	Citicorp International Limited.
Paying Agent and Transfer Agent .....	Citibank, N.A., London Branch.
Note Registrar .....	Citigroup Global Markets Deutschland AG
Shared Security Agent.....	The Hongkong and Shanghai Banking Corporation Limited.



Listings.....	The Original Notes are listed and quoted on the Official List of the Singapore Exchange Securities Trading Limited (the “SGX-ST”). Application will be made for the listing and quotation of the New Notes on the Official List of the SGX-ST. The New Notes will be traded on the SGX-ST in a minimum board lot size of US\$200,000 (or its equivalent in other currencies) for as long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require.	
Ratings .....	The Notes are rated “B-” by S&P Global Ratings and “B” by Fitch Inc. Additionally, we have been assigned a long-term corporate credit rating of “B” by S&P Global Ratings, a corporate family rating of “B2” by Moody’s Investors Service, and a long-term foreign currency issuer default rating of “B” by Fitch Inc. We cannot assure investors that these ratings will not be adversely revised or withdrawn either before or after delivery of the New Notes.	
Governing Law .....	The Notes and the Indenture are governed by and will be construed in accordance with the laws of the State of New York. The Intercreeitor Agreement is also governed by, and will be construed in accordance with, the laws of the State of New York. The share pledge documents are governed by the laws of Hong Kong.	
Risk Factors.....	For a discussion of certain factors that should be considered in evaluating an investment in the Notes, see “Risk Factors.”	
Security Codes .....	<b>ISIN</b>	<b>Common Code</b>
	XS1488049740	148804974

## SUMMARY CONSOLIDATED FINANCIAL DATA

The following tables present our summary consolidated financial data. The summary consolidated financial data as of and for each of the years ended March 31, 2014, 2015 and 2016 (except for EBITDA data) have been derived from our audited consolidated financial statements as of such dates and for such years included elsewhere in this offering memorandum.

Our financial statements have been prepared and presented in accordance with HKFRS. The summary consolidated financial data below should be read in conjunction with the section entitled “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” our consolidated financial statements and the notes to those statements included elsewhere in this offering memorandum.

	Fiscal Year Ended March 31,		
	2014	2015	2016
	(HK\$ in thousands, except per share data)		
<b>Consolidated Income Statement Data:</b>			
<b>Revenue</b> . . . . .	13,468,322	9,757,767	6,136,262
Cost of sales . . . . .	(6,921,158)	(4,582,237)	(3,177,209)
<b>Gross Profit</b> . . . . .	6,547,164	5,175,530	2,959,053
Other income and gains/(losses). . . . .	187,823	334,096	1,066,242
Fair value gains on investment properties . . . . .	1,266,287	2,398,531	3,232,699
Selling and distribution expenses . . . . .	(581,229)	(721,991)	(864,670)
Administrative expenses . . . . .	(862,968)	(1,083,587)	(1,177,180)
Other expenses . . . . .	(234,779)	(70,285)	(152,525)
Finance costs . . . . .	(152,852)	(165,595)	(159,386)
Share of profits and losses of:			
A joint venture . . . . .	244	—	—
Associates . . . . .	(862)	(7,210)	—
<b>Profit before tax</b> . . . . .	6,168,828	5,859,489	4,904,233
Income tax expenses . . . . .	(2,472,478)	(2,144,709)	(1,370,457)
<b>Profit for the year</b> . . . . .	3,696,350	3,714,780	3,533,776
<b>Attributable to:</b>			
Owners of the parent . . . . .	3,494,481	3,727,872	3,537,012
Non-controlling interests . . . . .	201,869	(13,092)	(3,236)
	3,696,350	3,714,780	3,533,776
Dividends per share . . . . .	HK\$0.14	HK\$0.14	HK\$0.05
Earnings per share — Basic . . . . .	HK\$0.56	HK\$0.49	HK\$0.44
<b>Other financial data</b>			
Core net profit attributable to owners of the parent <sup>(1)</sup> . . . . .	2,677,696	1,854,273	1,205,782
EBITDA <sup>(2)</sup> . . . . .	6,348,433	6,064,176	5,152,175
Adjusted EBITDA <sup>(3)</sup> . . . . .	5,269,126	3,574,921	2,122,432
Net cash inflow from operating activities . . . . .	2,702,900	1,386,810	1,187,337

	As of March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
<b>Consolidated Statement of Financial Position Data:</b>			
Non-current assets . . . . .	29,918,774	38,990,032	44,393,168
Current assets:			
Cash and cash equivalents and restricted cash . . . . .	12,777,108	8,672,722	11,686,695
Other current assets . . . . .	17,265,060	25,591,217	27,305,468
Total current assets . . . . .	30,042,168	34,263,939	38,992,163
Total assets . . . . .	59,960,942	73,253,971	83,385,331
Current liabilities:			
Short-term interest-bearing bank and other borrowings . . . . .	5,841,720	6,824,949	7,656,878
Other current liabilities . . . . .	18,401,709	21,520,675	20,364,295
Total current liabilities . . . . .	24,243,429	28,345,624	28,021,173
Non-current liabilities:			
Long-term interest-bearing bank and other borrowings . . . . .	6,610,675	8,640,398	8,965,863
Other non-current liabilities . . . . .	8,962,693	11,246,133	20,029,830
Total non-current liabilities . . . . .	15,573,368	19,886,531	28,995,693
Total liabilities . . . . .	39,816,797	48,232,155	57,016,866
Total equity . . . . .	20,144,145	25,021,816	26,368,465
Total equity and liabilities . . . . .	59,960,942	73,253,971	83,385,331

- (1) Represents the net profit attributable to owners of the parent excluding fair value gains on investment properties and related tax effects, fair value gain on derivative financial instrument and loss on redemption of senior notes.
- (2) EBITDA consists of profit before interest income, income tax expenses, depreciation and amortization and finance costs (excluding capitalized interest). EBITDA is not a standard measure under HKFRS. EBITDA is a widely used financial indicator of a company's ability to service and incur debt. EBITDA should not be considered in isolation or construed as an alternative to cash flows, net income or any other measure of financial performance or as an indicator of our operating performance, liquidity, profitability or cash flows generated by operating, investing or financing activities. In evaluating EBITDA, we believe that investors should consider, among other things, the components of EBITDA such as sales and operating expenses and the amount by which EBITDA exceeds capital expenditures and other charges. We have included EBITDA because we believe it is a useful supplement to cash flow data as a measure of our performance and our ability to generate cash flow from operations to cover debt service and taxes. EBITDA presented herein may not be comparable to similarly titled measures presented by other companies. Investors should not compare our EBITDA to EBITDA presented by other companies because not all companies use the same definition. See "Management's Discussion and Analysis of Financial Condition and Results of Operations — Non-GAAP Financial Measures" for a reconciliation of our profit for the year or period under HKFRS to our definition of EBITDA. Investors should also note that EBITDA as presented above is calculated differently from Consolidated EBITDA as defined and used in the Indenture governing the Notes. See "Description of the Notes — Definitions" for a description of the manner in which Consolidated EBITDA is defined for purposes of the Indenture governing the Notes.
- (3) Adjusted EBITDA consists of profit before interest income, income tax expenses, depreciation and amortization, finance costs (excluding capitalized interest) and non-operating income and expenses (including fair value gains and losses on investment properties, foreign exchange differences, net, and gain and loss on redemption of senior notes).

## RISK FACTORS

*You should carefully consider the risks described below and other information contained in this offering memorandum before making an investment decision. The risks and uncertainties described below may not be the only ones that we face. Additional risks and uncertainties that we are not aware of or that we currently believe are immaterial may also adversely affect our business, prospects, cash flows, financial condition and results of operations. If any of the events described below occur, our business, prospects, cash flows, financial condition and results of operations could be materially and adversely affected. In such case, we may not be able to satisfy our obligations under the Notes, and you could lose all or part of your investment. For more information concerning the PRC and related regulatory matters discussed below, see “Regulation.”*

### **Risks Relating to our Business and our Industry**

***Our results of operations substantially depend on PRC economic growth and development and our ability to execute our business strategy.***

Our results of operations substantially depend on the successful execution of our business strategy to attract and retain high-quality occupants, achieve market rental rates and improve the surrounding infrastructure. Our success will also depend upon the economic growth and development in the PRC, especially in the Greater Pearl River Delta region, as well as the regions surrounding Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, the locations of our properties under development and planned for future developments, and our ability to compete with other similar businesses. We may face challenges in implementing our strategy, and our ability to achieve our goals may be adversely affected by various factors, many of which are beyond our control. If we are not able to execute our business strategy or successfully compete with other similar businesses, our business, prospects, cash flows, financial condition and results of operations will be materially and adversely affected.

***Our revenues and revenue mix vary significantly based upon the completion dates of our projects and prevailing market conditions.***

Our business depends on the success of a small number of large-scale, multi-phase, mixed-use projects developed over the course of several years. Our strategy is to achieve an optimal mix between trade center units for sale and trade center units held as investment properties. We generally sell certain trade center units in the initial stages following completion of a project subject to prevailing market conditions and restrictions. The number of trade centers that we are able to complete during any given period is limited due to the substantial capital requirements for land acquisition and construction, as well as the lengthy development periods required before positive cash flows may be generated.

Our revenues, and our mix of sales revenues versus recurring incomes (which mainly include rental incomes, property management service income, E-commerce income and income from outlet operations and warehouse and logistics services), vary significantly based upon the completion dates of our projects, among other factors. For instance, we recognized sales of approximately 1,617,000 sq.m., 999,900 sq.m., and 599,400 sq.m. of properties for the fiscal years ended March 31, 2014, 2015 and 2016, respectively, resulting in a 34.7% decrease in revenues from sales of properties from HK\$12,535.0 million to HK\$8,190.8 million from the fiscal year ended March 31, 2014 to the fiscal year ended March 31, 2015 and a further 49.2% decrease to HK\$4,164.1 million for the fiscal year ended March 31, 2016, which was primarily due to the slow down in the general PRC economy and the decrease in Contracted Sales and delivery of completed properties. For the fiscal years ended March 31, 2014, 2015 and 2016, sales of properties accounted for 93.1%, 83.9% and 67.9%, respectively, of our total revenues. If the slow down in the general PRC economy and the decrease in Contracted Sales and delivery of completed properties continue, our revenues from sales of properties may continue to decline, which may result in an adverse effect on our existing businesses and business prospects.

The revenues from sales of properties may increase sharply during periods when we complete a significant project or project phase and offer it for sale, whereas revenues from the same may decline

during periods when we offer less new saleable GFA. The sale revenues we are able to achieve in a given period vary significantly based upon the GFA and type of properties, the proportion of GFA we allocate to sales versus rental properties, prevailing sales prices, market demand, interest rates, inflation, the availability of attractive mortgage terms to our buyers, the prevailing regulatory environment for property sales, regional economic growth, competition and other factors, which may be beyond our control. Accordingly, our past performance in any given period and in relation to any given project may not be indicative of our future performance. Furthermore, the market prices of trade center units may not be in line with our expectations.

Part of our strategy is to increase our recurring income, as well as recurring income as a proportion of total revenue, as we complete and lease out more properties over time. Recurring incomes are subject to cyclical changes in market demand and economic developments. We may not be able to implement this strategy successfully if we cannot complete the development of adequate GFA of new rental and self-operated properties, achieve adequate rental and operating occupancy rates and achieve adequate recurring incomes. Furthermore, maximizing yields from properties held for investment also depends to a large extent on active ongoing management and maintenance of the properties.

Our recurring incomes attributable to the leasing of trade center units and other properties under operating lease as well as incomes from other operations like outlets, warehouse and logistics services, E-commerce services and property management during the fiscal years ended March 31, 2014, 2015 and 2016 were approximately HK\$655.7 million, HK\$1,103.6 million and HK\$1,420.6 million, respectively, accounting for 4.9%, 11.3% and 23.2% respectively, of our total revenues.

Recurring incomes vary among projects according to maturity of projects, market demand, date of completion and other factors. Occupants generally prefer to operate at a facility with a high occupancy rate, so we offer occupants in newly completed trade center units preferential rental rates or other charges and rent-free periods in order to boost initial occupancy rates. If we fail to achieve a sufficiently high occupancy rate or utilization rate at any of our projects or services provided, we may need to provide additional incentives to attract a core group of clients. Our recurring incomes for future periods may be adversely affected by these and similar incentive plans and may not increase in line with our expectations, or at all.

***We may not be able to replace or renew all of our lease agreements upon their expiration.***

Most of our rental incomes are derived from trade centers in China South City Shenzhen and Shenzhen HOBA Home Furnishing Chain Store Co., Ltd. (“HOBA Furnishing”). The terms of our leases generally range from 12 to 60 months. Since many leases have identical terms and were entered into soon after completion of the relevant project phase, we often must seek to renew or replace a significant portion of our leases at about the same time. When a lease is not renewed, we must sometimes lower our rental rates to attract new occupants.

In exchange for discounts on their purchase price, the buyers of certain trade center units in some of our projects have permitted us to lease these units to third parties while retaining all the rental income from these units. Pursuant to these arrangements, we are able to earn rental income until the expiration of the permitted period, after which we may no longer be entitled to the revenue from such leases.

We cannot assure you that we will be able to renew or replace our existing leases upon expiration or that our occupancy rates and effective rental rates will not decline. Any decline in our occupancy or rental rates could reduce our leasing revenue, which in turn could have a material adverse impact on our business, prospects, cash flows, financial condition and results of operations.

***We incur significant capital expenditures in developing our projects.***

Development of our projects involves significant capital expenditures. For the fiscal years ended March 31, 2014, 2015 and 2016, we incurred capital expenditure of HK\$16,199.0 million, HK\$18,495.9 million and HK\$9,007.4 million, respectively. In the event of a circumstance which adversely affects the

operations or business of our projects, or their attractiveness to occupants, we may not have sufficient income to fully mitigate any ensuing loss or recover our capital expenditures. We are highly susceptible to a downturn in the property market of regions in which our projects are located. In addition, any property damage at these projects, resulting from fire or other causes, or a downturn in the finished and unfinished goods or manufacturing industries in the regions where our projects are located, may have a material adverse effect on our business, prospects, cash flows, financial condition and results of operations. Furthermore, we cannot assure you that these projects will continue to attract occupants and customers and generate recurring income and sales revenue at historical rates, or that they will be successful in the future. We cannot assure you that we will be able to successfully diversify our revenue base, obtain land use rights for all of the land necessary to develop new projects or generate revenue and net income from new projects in amounts that will allow us to recover our capital expenditures.

***We may not be able to complete the development of our projects in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing on time or within budget.***

Completing the development of our projects in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing may involve obtaining additional land use rights for large plots of land, many of which have existing structures and residents, from municipal and provincial governments of the PRC. Other properties we may develop in the future may also involve similar circumstances. Acquiring these development rights, converting them into land use rights and committing the financial and managerial resources to the development of land involves significant risks. Before an integrated logistics and trade center development generates any revenue, we must make a variety of material expenditures, which include acquiring the development rights and constructing the integrated logistics and trade center development infrastructure.

It generally takes several years for a planned development to generate revenue, and we cannot assure you that such developments will achieve positive cash flows. Our integrated logistics and trade center development activities may be exposed to the following risks:

- we engage independent contractors to provide various services, including but not limited to construction, piling and foundation, engineering, interior decoration, mechanical and electrical installation and utilities installation. The services rendered by any of these independent contractors may not meet our quality standards and timing requirements, and negligence or poor work quality by contractors may result in defects in our buildings or trade center units, which could in turn cause us to suffer financial losses, harm our reputation or expose us to third-party claims;
- we may incur construction and other development costs for a development project which exceed our original estimates due to increases in material, labor, leasing or other costs, which could make the completion of the project uneconomical because market rents or sales prices may not increase sufficiently to compensate for the increase in construction and other development costs. In addition, in recent years, construction costs in China have been increasing as a result of economic growth and increased activity in the property industry in China, as well as increases in wages for construction workers and the prices of construction materials and building equipment. Although our construction contracts typically provide for fixed or capped payments, in the long run increases in construction costs may be passed on to us by our construction contractors. Because it normally takes several years for us to complete a project development, we expect that we will be affected by increases in the costs of construction materials, other goods and services or labor. Any cost increases may reduce our profits if we are unable to pass these increased costs on to our customers;
- we may delay, or change our plans for, integrated logistics and trade center development opportunities after we begin to explore them and as a result we may lose deposits paid to participate in the land tender process or fail to recover expenses already incurred;
- we may be unable to complete construction of a property on schedule, or on budget, due to a variety of factors including shortages or increased costs of materials, equipment,

contractors and skilled labor; adverse weather conditions; natural disasters; unforeseen engineering, design, environmental, structural or geological problems; labor disputes; disputes with contractors and subcontractors; construction accidents; changes in government priorities and policies or in applicable laws or regulations; changes in market conditions; delays in or increased costs of relocation of existing residents or demolition of existing structures; delays in obtaining requisite licenses, permits or approvals from the relevant authorities; and other problems and circumstances resulting in increased debt service expense and construction costs;

- we may be unable to obtain, or face delays in obtaining, required zoning, land use, building, occupancy, and other governmental permits, rights and authorizations, which could result in increased costs and could require us to abandon our activities in part or as a whole with respect to a project;
- we may be involved in legal, governmental or administrative proceedings or disagreements with regulatory bodies arising out of our operations and may face significant liabilities as a result;
- we may lease or sell developed properties at below expected rental rates or sales prices, and we may experience delays in the sale or leasing of developed properties; and
- occupancy rates, rents and sales prices at newly completed properties may fluctuate depending on a number of factors, including market and economic conditions, and may result in our investments being less profitable than we expected or not profitable at all.

The occurrence of any of these circumstances, most of which are beyond our control, could delay the completion or affect the profitability of our properties under development in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing or increase our costs, which could adversely affect our business, prospects, cash flows, financial condition and results of operations. In addition, many of the assumptions on which we have based the timetables for our properties under development and planned for future development are also outside of our control. If the actual economic conditions or other facts turn out to be materially different from these assumptions, our actual development timetable could differ materially from that described in this offering memorandum.

***We may not be able to obtain adequate funding to complete our properties under development in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing.***

We will require substantial capital resources to develop our properties in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing. Each of these projects is a large-scale project consisting of multiple phases that: (1) will take several years to complete; (2) do not require full completion of all phases to be operational; (3) will be completed on a phase-by-phase basis; and (4) can be financed from a variety of funding sources, including project financing, other bank borrowings, offerings of debt and equity securities and cash flows from operations, including from pre-sales and recurring income.

We rely on cash flows from operations, bank borrowings and offerings of debt and equity securities to fund our development requirements. In this regard, our cash flows from operations alone may not be sufficient to fund our future development requirements. Due to the nature of our trade center development business, we may from time to time experience periods of net cash outflows, when imbalances may arise between the timing of cash inflows from rentals and sales of trade center units and our cash outflows relating to the construction of properties and purchases of land use rights.

We may require additional bank borrowings and, if necessary, future offerings of debt and/or equity securities for a significant portion of our liquidity requirements to finance the construction costs of our projects, which are expected to be completed in multiple phases. Our ability to secure sufficient funding for project development depends on a number of factors that are beyond our control, including

market conditions in debt and equity markets, investors' perception of our business, lenders' perception of our creditworthiness, the PRC economy and PRC regulations. We cannot assure you that we will be able to obtain additional financing at competitive costs, or at all. In addition, we may not be able to renew our existing loan facilities granted by banks in the PRC on satisfactory terms, or at all. If we are unable to obtain necessary additional financing or renew existing loan facilities, we will not be able to complete our properties under development or planned for future development in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, and our business development could be severely disrupted.

In addition, the People's Bank of China, or the PBOC, regulates the reserve requirement ratio for commercial banks in the PRC, which affects the availability and cost of financing from PRC commercial banks. Although the PBOC decreased the reserve requirement ratio four times in 2015 and 2016, there is no assurance that it will continue to decrease or remain at the current level. In case of any increases of the reserve requirement ratio required by the PBOC, it may negatively impact the amount of funds available for corporate lending, including to us, by commercial banks in China. As a result, we cannot assure you that we will be able to obtain sufficient funding to finance intended purchases of land use rights, develop future projects or meet other capital needs as and when required at a commercially reasonable cost, or at all. Failure to obtain adequate funding at a commercially reasonable cost may limit our ability to acquire land, commence new projects or to continue the development of existing projects. Any such failure may also increase our borrowing costs and have a material adverse effect on our business, prospects, cash flows, financial condition and results of operations.

In previous years, the PRC government had introduced a number of measures and regulations to restrict the ability of property developers to raise capital through external financing and other methods. These PRC regulations include, but are not limited to, the following:

- pre-sale proceeds may only be used to fund the property development costs of the relevant projects to which they relate;
- we cannot pre-sell uncompleted units in a project prior to achieving certain development milestones;
- PRC banks are prohibited from extending loans to real estate companies for the purposes of funding the payment of land premium;
- we cannot borrow from a PRC bank for a particular project unless we fund at least 35% of the estimated total capital required for that project from our own capital;
- we cannot borrow from a PRC bank for a particular project unless we first obtain the land use rights certificate, construction land planning permit, construction works planning permit and construction permit for that project;
- PRC banks are restricted from granting loans for the development of luxury residential properties;
- property developers are strictly prohibited from using the proceeds from a loan obtained from a local bank to fund property developments outside the region where that bank is located, subject to limited exceptions;
- PRC banks are restricted from granting revolving credit facilities to property developers that hold a large amount of idle land and vacant commodity properties;
- PRC banks are prohibited from accepting properties that have been vacant for more than three years as collateral for loans;
- In November 2009, the PRC government raised the minimum down payment of land grant fees to 50% and required the land premium to be fully paid within one year after the signing of a land grant contract, subject to limited exceptions; and



- In March 2010, the Ministry of Land and Resources of the PRC, or the MLR, stipulated that the minimum down payment of land grant fees of 50% must be paid within one month after the signing of a land grant contract and the rest of the land grant fees must be fully paid within one year after the signing of a land grant contract.

Because the local authorities in Shenzhen treat our subsidiary, China South International Industrial Materials City (Shenzhen) Co. Ltd. (“China South International”), as an integrated logistics enterprise, we have not been subject to these measures and regulations with respect to China South City Shenzhen. However, if local regulatory authorities were to change their current approach and treat China South International as a property developer, or if higher level or central government regulatory authorities were to override the decision of the local regulatory authorities, China South International would be subject to these measures and regulations with respect to China South City Shenzhen. We have not received any formal assurance or comfort from any authorities that such a change will not occur. Moreover, these measures may apply to our properties under development or future projects. For further discussion on the restrictions imposed on property developers, see “Regulation — Regulations on Foreign-Invested Real Estate Enterprises” and “Regulation — Regulations on Real Estate Financing.” Any application of these measures to our business could have a material adverse effect on our business, prospects, cash flows, financial condition and results of operations.

***If we are unable to obtain suitable sites or the land use rights for our properties under development and planned for future development, we will not be able to develop these projects.***

We signed master agreements with the local governments where our projects operate, namely Shenzhen, Nanchang, Nanning, Xi’an, Harbin, Zhengzhou, Hefei and Chongqing, and certain supplementary agreements thereto. Pursuant to these master agreements and the corresponding supplementary agreements, the municipal governments have identified land which is suitable for our development strategy in these locations. However, the signing of the master agreements and the corresponding supplementary agreements thereto does not guarantee that we will obtain the land identified therein, which may only be transferred by public tender, auction or listing for sale. Thus, the signing of such agreements does not guarantee that we will be able to obtain land for use in connection with our planned projects. Although as of March 31, 2016 we have obtained the land with attributable GFA of approximately 4.67 million sq.m., or 63.9% of the planned GFA, attributable GFA of approximately 2.48 million sq.m., or 50.8% of the planned GFA, attributable GFA of approximately 4.16 million sq.m., or 23.7% of the planned GFA, attributable GFA of approximately 4.75 million sq.m., or 39.6% of the planned GFA, attributable GFA of approximately 5.17 million sq.m., or 43.1% of the planned GFA, attributable GFA of approximately 5.20 million sq.m., or 43.3% of the planned GFA and attributable GFA of approximately 5.61 million sq.m., or 41.5% of the planned GFA for the identified site area of the Nanchang, Nanning, Xi’an, Harbin, Zhengzhou, Hefei and Chongqing projects, respectively, we cannot assure you that we will be successful in bidding for the remaining parcels of land for these projects or that we will be able to obtain the land use rights at our desired price. If we are not successful in bidding for the remaining parcels of land for our properties under development in Nanchang, Nanning, Xi’an, Harbin, Zhengzhou, Hefei and Chongqing, we will not be able to develop these projects as planned.

Our ability to identify and obtain suitable sites for future development is critical to our strategy but is subject to regulatory constraints and other factors beyond our control. We cannot assure you that we will be able to identify and acquire suitable sites within our budget, or at all. The PRC government controls substantially all new land supply in the PRC and regulates land sales in the secondary market. Our ability to acquire land use rights and the acquisition costs of such land use rights may be adversely affected by the PRC government’s policies towards land supply, development and pricing. The PRC central and local governments regulate the means by which property developers obtain land sites for property developments. In particular, under PRC government regulations, state-owned land use rights for residential and commercial property developments may only be granted by public tender, auction or listing-for-sale. The regulatory climate may constrain our ability to pursue development opportunities in the future and may contribute to an increase in land acquisition costs. In this regard, in the past our land

acquisition costs reflected the relatively lower amounts applicable to the treatment of China South International as an integrated logistics enterprise by local authorities in Shenzhen. As we increase the proportion of our properties that will be residential properties, we will be required to pay the higher costs applicable to residential properties. Furthermore, the PRC government requires property developers to pay the full land-grant fees for the entire parcel under the land grant contract before they can receive a land use rights certificate and commence development on the land. The implementation of the regulation requires property developers to maintain a higher level of working capital. This may have a material adverse effect on our business, cash flows, financial condition and results of operations.

***Our flexibility to sell properties is limited by certain project and land related contracts and documents.***

Pursuant to certain project and land related contracts and documents, some of the land we have acquired or may acquire in the future has or may have sales restrictions on properties built on it. For example, the saleable area of trade centers of China South City Shenzhen is limited to 30% of the total buildable GFA of properties built on the relevant parcels of land. The saleable area of trade centers and logistics facilities built on certain parcels of land acquired by China South City Nanchang and China South City Nanning in 2010 are limited to 60% of the relevant total buildable GFA. The saleable area of trade centers built by China South City Hefei and China South City Chongqing are limited to 50% of their relevant total buildable GFA. The saleable area of trade centers of Phase One and future phases of China South City Zhengzhou are limited to 60% and 50% respectively of its relevant total buildable GFA. According to our business plan, we intend to hold not less than 50% of trade centers and commercial facilities for leasing and self-use, therefore we do not believe the related sales restrictions will have a significant impact on our business operations. Nevertheless, our flexibility to sell the properties in the future to generate additional revenue or to take advantage of rising sales prices of those properties is limited, which will in turn have an adverse effect on our business, prospects, cash flows, financial condition and results of operation. Furthermore, we cannot assure you that land we acquire in the future will not be subject to similar restrictions on sales.

***The treatment of China South International as a foreign-invested real estate enterprise may subject us to restrictions imposed on such enterprises under relevant PRC laws and regulations.***

China South International is treated as an integrated logistics enterprise by local authorities in Shenzhen and, as such, it is not subject to rules and regulations in the PRC applicable to foreign-invested real estate enterprises. The local governmental authorities have the discretion as to whether to treat China South International as a foreign-invested real estate enterprise, as opposed to an integrated logistics enterprise, we would become subject to these rules and regulations. Our project company in Harbin is a domestic real estate developer and our project companies in Nanning, Zhengzhou, Nanchang, Hefei Chongqing and Xi'an have also obtained real estate developer certificates. If the regulatory authorities were to treat any of our project companies as a foreign-invested real estate enterprise, it would need to be recorded as such with the local commerce authorities and be subject to regulations and restrictions applicable to foreign-invested real estate enterprises, including, but not limited to, restrictions on our ability to obtain loans within and outside of the PRC, as well as restrictions on the conversion and sale of foreign exchange into the capital account.

Because China South International is not treated as a foreign-invested real estate enterprise, we are able to downstream funds to China South International in the form of shareholders' loans rather than capital contributions and China South International is not subject to certain approval and registered capital requirements applicable to foreign-invested real estate enterprises. If there is a change of policy resulting in our treatment as a foreign-invested real estate enterprise, it will become subject to registered capital ratio restrictions requiring us to maintain registered capital levels at 50% or more of our total investment. In addition, according to the regulation issued by the General Affairs Department of the State Administration of Foreign Exchange ("SAFE"), SAFE will no longer process foreign exchange or debt registrations or applications for the sale and purchase of foreign exchange submitted by real estate enterprises with foreign investment that fails to meet certain requirements. This regulation effectively prohibits foreign-invested real estate companies from raising funds through an offshore parent for the purpose of injecting such funds into the companies by way of shareholder loans but does not restrict property developers from receiving foreign capital through approved transactions that increase the

registered capital of existing foreign-invested companies or through the establishment of new foreign-invested real estate companies. As such, we may be subject to this notice if China South International is treated as a foreign-invested real estate enterprise.

Any capital contributions made to our operating subsidiaries in China are also subject to the foreign-invested regulations and foreign exchange regulations in the PRC. Unless otherwise permitted by PRC laws or regulations, Renminbi capital converted from foreign exchange capital contribution can only be applied to the activities within the approved business scope of such foreign-invested enterprise and cannot be used for domestic equity investment or acquisition. We may encounter difficulties in increasing capital contributions to our project companies and subsequently converting such capital contributions into Renminbi for equity investment or acquisition in China. However, we cannot assure you that we will be able to obtain all requisite approvals on a timely basis, or at all. If we fail to obtain such approvals, our ability to make capital contributions to our project companies as their general working capital or to fund their operations may be negatively affected, which could materially and adversely affect our business, prospects, cash flows, financial condition and results of operations.

***The cyclical nature of the real estate and logistics industries could adversely affect our results of operations.***

Our results of operations are and will continue to be affected by the cyclical nature of the real estate industry in the PRC. Property values and rents are affected by, among other factors, supply and demand of comparable properties, interest rates, inflation, the rate of economic growth, tax laws and political and economic developments in the PRC. We cannot assure you that property values and rents will not decline. In addition, additional trade center and logistics properties are scheduled for completion over the next few years in China. Increased competition brought by this additional supply could adversely affect trade center rents and occupancy rates as well as sales prices for new trade center units. Our trade centers depend upon the growing demand for such developments in China. A downturn in the PRC economy could materially and adversely affect such demand. For further information on how recent market developments have affected the real estate and logistics industries, see “Industry Overview — Real Estate Market in the PRC.”

***The illiquid nature of, and the lack of alternative uses for, investment properties could limit our ability to respond to adverse changes in the performance of our properties.***

Investment properties in general are relatively illiquid compared to other types of investments, such as securities. As such, our ability to promptly sell one or more of our investment properties in response to changing economic, financial and investment conditions is limited. The property market is affected by many factors that are beyond our control, including general economic conditions, the availability of mortgage financing and interest rates. We cannot predict whether we will be able to sell any of our investment properties at the price or on the terms set by us, or whether any price or other terms offered by a prospective purchaser would be acceptable to us.

In addition, investment properties may not be readily convertible for alternative uses without substantial capital expenditure if the original function of such investment property became unprofitable due to competition, age, decreased demand, increased supply or other factors. Similarly, substantial capital expenditure may be required to correct defects or to make improvements before an investment property can be sold. These factors and any others that would impede our ability to respond to adverse changes in the performance of our investment properties may materially and adversely affect our business, prospects, cash flows, financial condition and results of operations.

***Our results of operations fluctuate from period to period due to the fair value of our investment properties.***

Our results of operations fluctuate due to changes in the fair value of our trade center units and other facilities retained for rental income and capital appreciation. Fair value gains on our investment properties include gains recognized upon project completion as applicable properties under development

and completed properties for sale on our statement of financial position are transferred to investment properties when there is a change in use with sufficient evidence. We reassess the fair value of our investment properties every year. Property valuation typically requires the use of certain bases and assumptions with respect to a variety of factors, including supply and demand of comparable properties, the rate of economic growth in the location of the property, interest rates, inflation and political and economic developments in the PRC. For the fiscal years ended March 31, 2014, 2015 and 2016, we had fair value gains on our investment properties of HK\$1,266.3 million, HK\$2,398.5 million and HK\$3,232.7 million, respectively, representing 34.3%, 64.6% and 91.5%, respectively, of the profit for the respective periods after taking into account deferred income tax on such gains. These fair value gains reflect unrealized capital gains on our investment properties at the relevant reporting dates, as well as the reclassification of properties under development to investment properties. These fair value gains were not profit generated from day-to-day rental income from our investment properties, were largely dependent on prevailing property market conditions, and did not generate cash inflow which could contribute to the payments of interest, principal or other amounts under the Notes unless such investment properties can be disposed of and the capital gains are realized. Excluding the effect of gains on changes in fair value of investment properties and the deferred tax expenses in connection with the investment properties, we would have had a profit of HK\$2,806.8 million, HK\$1,993.1 million and HK\$1,187.9 million for fiscal years ended March 31, 2014, 2015 and 2016, respectively. During these same periods, we had a net cash inflow from operating activities of HK\$2,702.9 million, HK\$1,386.8 million and HK\$1,187.3 million, respectively. The change in fair value of our investment properties has been, and will continue to be, significantly affected by the prevailing property market prices and is subject to market fluctuations. We cannot assure you that we will continue to record similar levels of revaluation gains or that the fair value of our investment properties will not decrease in the future, in which case, we may incur a fair value loss. In addition, we cannot assure you that we will be able to realize all or any of these fair value gains. In the event there is a material negative change in the value of our investment properties in the future, our results of operations and financial condition will be materially and adversely affected.

***We are exposed to contractual and legal risks relating to pre-sales.***

We make certain undertakings in our pre-sale contracts. Our pre-sale contracts and the PRC laws and regulations provide for remedies for breach of these undertakings. For example, if we pre-sell units in a property development and we fail to complete that development, we will be liable to the purchasers for their losses. If we fail to complete a pre-sold property on time, we may be liable to the relevant purchasers for late delivery under the relevant pre-sale contracts or pursuant to relevant PRC laws and regulations. If delays extend beyond a specified period, the purchasers may terminate their pre-sale contracts and claim for damages. A purchaser may also terminate a contract with us if the GFA of the relevant unit, as set out in the individual property ownership certificate, deviates by more than 3% from the GFA of that unit set out in his or her contract. If a substantial number of purchasers claim against us for breach of contract or terminate their pre-sale contracts with us, our business, prospects, cash flows, financial condition and results of operations may be materially and adversely affected.

***The customers of our trade centers and residential properties may not be able to obtain mortgages on favorable terms, or at all, which could reduce our sales.***

Many of the purchasers of our trade centers and residential properties rely on mortgages to fund their purchases. An increase in interest rates may significantly increase the cost of mortgage financing, thus reducing the attractiveness of mortgages as a source of financing for property purchases and adversely affecting the affordability of trade centers and residential properties. In addition, the PRC government and commercial banks may also increase down payment requirements, impose other conditions or otherwise change the regulatory framework in a manner that would make mortgage financing unattractive or unavailable to potential property purchasers. In this regard, in recent years the PRC government has issued laws and regulations to raise minimum down payments for property purchases, and impose other requirements. In the event that mortgages become more difficult to obtain or that the costs of such financing increases, many of our prospective customers who rely on mortgages may not be able to purchase our properties. In addition, in line with industry practice, we provide guarantees to banks for mortgage loans that they offer to purchasers of our properties. For these mortgage loans, our

guarantee terminates when purchasers obtain the building ownership certificate and pledge it to the relevant banks. If there are changes in laws, regulations, policies or practices that would prohibit property developers from providing such guarantees and these banks do not accept alternative guarantees from third parties, if available, it may become more difficult for property purchasers to obtain mortgages from banks in connection with pre-sales. Such difficulties may inhibit pre-sales, which could materially and adversely affect our business, prospects, cash flows, financial condition and results of operations.

***We may become liable if our customers default on mortgage or bank loans we have guaranteed.***

We guarantee mortgage and bank loans entered into by certain of our purchasers, including purchasers of trade center units and residential properties and purchasers under finance leases of residential and supporting commercial units. For these mortgage loans, our guarantee terminates when purchasers obtain the building ownership certificate and pledge it to the relevant banks. We do not conduct independent credit checks on our customers. Although the mortgages we guarantee typically finance no more than 50% to 70% of the purchase price of our trade center units and residential properties or 50% of the finance lease price of our residential and supporting commercial units, if a purchaser defaults on its mortgage or bank loan, we may be required to repay the outstanding amount together with accrued interest thereon and any penalty owed by the defaulting purchaser to the relevant bank. In the event of a purchaser default, we are entitled to take over the legal title and usage rights of the related properties. As of March 31, 2016, our outstanding guarantees in respect of mortgage loans amounted to approximately HK\$5,805.4 million. If we are called upon to honor a material portion of our guarantees, our business, prospects, cash flows, financial condition and results of operations may be materially and adversely affected.

In addition, we make entrusted loans in connection with the sales and finance leases of certain units by advancing an amount, typically no more than one-half of the purchase price or the finance lease price, to the purchaser's lending bank. These advances appear as loan receivables and finance lease receivables on our consolidated balance sheet. In the event of a purchaser default, we write off the receivable and are entitled to take over the legal title and usage rights of the related properties.

***Changes in laws and regulations in relation to pre-sale of properties may adversely affect our business, prospects, cash flows, financial condition and results of operations.***

Proceeds from the pre-sales of our properties may be an important source of funds for our property developments and may have a significant impact on our cash flows and liquidity position. In August 2005, the PBOC proposed in a report that the practice of pre-selling uncompleted properties be discontinued, on the grounds that pre-sales create significant market risks and generate transactional irregularities. Since the PBOC proposal, various cities in China, including Shenzhen, have issued supervision measures regarding the pre-sale payment requirements and restrictions. However, there are no central level regulations adopted by PRC government authorities. We cannot assure you that the PRC government will not ban or impose material limitations on presales of uncompleted properties in the future. Future implementation of any restrictions on our ability to pre-sell our properties, including any requirements to increase the amount of up-front expenditure we must incur prior to obtaining the pre-sale permit, would extend the time required for recovery of our capital outlay and would force us to seek alternative means to finance a portion of our property developments, which could have a material adverse effect on our business, prospects, cash flows, financial condition and results of operations.

***Our operations are subject to extensive governmental regulation, and we are susceptible to changes in policies related to the real estate and logistics markets in China.***

In order to develop and operate a trade center or residential development, we must obtain various permits, licenses, certificates and other approvals from the relevant administrative authorities at various stages of our trade center or residential development, including land use rights documents, planning permits, construction permits, and certificates or confirmation of completion and acceptance. Each approval is dependent on the satisfaction of certain conditions.

We cannot assure you that we will be able to fulfill the pre-conditions necessary to obtain required governmental approvals, or that we will be able to adapt to new laws, regulations or policies that may come into effect from time to time with respect to the real estate or logistics industries in general or the particular processes with respect to the grant of approvals in China. There may be delays on the part of relevant administrative bodies in reviewing our applications and granting approvals. We cannot assure you that our projects will not be subject to delays or fines in relation to the development of such land parcels in the future. In addition, property developers are typically required to deliver to purchasers the relevant individual property ownership certificates within one to two years after delivery of the property or within a time frame set out in the relevant sale and purchase agreement. Under current regulations, property developers are required to submit requisite governmental approvals in connection with their property developments, including various approval certificates and a property survey report, to the local bureau of land resources and housing administration after the receipt of the certificate of completion for the relevant properties and to apply for the general property ownership certificate in respect of these properties. Property developers are then required to submit, within regulated periods after delivery of the properties, various documents in respect of the properties purchased by the respective purchasers. Delays by the various administrative authorities in reviewing the application and granting approval, as well as other factors, may affect timely delivery of the general and/or individual property ownership certificates. We may also be subject to periodic delays in our trade center and residential development projects due to building moratoria in the areas in which we operate or plan to operate. If we are unable to obtain, or experience material delays in obtaining, the requisite governmental approvals, or if a building moratorium is implemented at one or more of our project sites, the development and sale of our projects could be substantially disrupted, which would have a material adverse effect on our business, prospects, cash flows, financial condition and results of operations.

We may also be liable for monetary penalties to purchasers for late delivery of the individual property ownership certificates due to delays in the administrative approval processes, or for other reasons beyond our control. Furthermore, we cannot assure you that the implementation of laws and regulations by relevant authorities, or the interpretation or enforcement of such laws and regulations, will not cause us to incur additional costs. For example, the majority of our land used for China South City Shenzhen is designated by the local government in Shenzhen for integrated logistics uses. Under applicable PRC laws and regulations, however, “integrated logistics” is not a designated category for land use. Therefore, the land use rights certificates and building ownership certificates for China South City Shenzhen’s trade centers (which are combined into one certificate) indicate that our land and buildings are for “warehousing (integrated logistics)” purposes. Relevant government agencies of the Shenzhen Municipal Government have concluded that our use of land primarily for the wholesale business is consistent with regulations of the Shenzhen government governing the “integrated logistics” industry. Because there are not national laws, regulations or policies governing the “integrated logistics” industry in the PRC, we rely on regulations and policies in Shenzhen for the legality of our current land use. However, we cannot assure you that PRC governmental authorities will not issue regulations on the integrated logistics industry that restrict our current and planned activities or that we will not be required to change our land uses.

The PRC government exerts considerable direct and indirect influence on the growth and development of the PRC property market, particularly the supply of land, through industry policies and other economic measures such as adjustments in interest rates, controlling the supply of credit by adjusting the reserve requirement ratios of the banks and implementing lending restrictions, increasing tax and duties on property transfers, imposing property transfer restrictions, imposing foreign investment and currency exchange restrictions. We cannot assure you that the PRC government will not adopt more stringent industry policies, regulations and measures in the future. If we fail to adapt our operations to new policies, regulations and measures that may come into effect from time to time with respect to the real property industry, or such policy changes disrupt our business or cause us to incur additional costs, our business, prospects, cash flows and results of operations may be materially and adversely affected.

***We face competition from other trade centers and other property developers.***

We face competition from other trade centers in China, particularly in Guangdong Province with regard to China South City Shenzhen. The greatest concentration of similar trade centers in China is in the Greater Pearl River Delta, the Yangtze River Delta and the Bohai-Ring region near Beijing. The finished and unfinished goods featured at these competing trade centers include textile and clothing, leather and accessories, electronic accessories, printing and finished goods, paper and packaging and metals, chemicals and plastics that compete with the finished and unfinished goods featured at our projects. In addition, there may be an increase in supply of trade centers in the Greater Pearl River Delta and elsewhere in China, such as Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing in the future. Each of Jiangxi Province, Guangxi Zhuang Autonomous Region, Shaanxi Province, Heilongjiang Province, Henan Province, Anhui Province and Chongqing Municipality also has numerous trade centers varying in size and type of industries represented. The competition may limit our ability to attract and retain occupants and buyers and may reduce the rents or prices we are able to charge. We cannot assure you that we will compete effectively against other trade center operators.

In addition, we expect to increase the proportion of residential properties in our properties under development or planned for future development in Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing. As a result, we will face increasing competition in the future from residential and other property developers. We expect competition among property developers for land reserves that are suitable for property development to remain intense. In addition, PRC governmental land supply policies and implementation measures may further intensify competition for land in China among property developers. The increasing number of property developers and the intensity of competition among property developers for land, financing, raw materials, skilled management and labor resources may result in increased costs for land acquisition, an over-supply of properties for sale, a decrease in property prices and a slowdown in the rate at which new property developments are approved by governmental authorities. Our inability to compete effectively could materially and adversely affect our business, prospects, cash flows, financial condition and results of operations.

***Our business may be sensitive to global economic conditions.***

The global financial markets are highly turbulent recently. There is considerable uncertainty over the long-term effects of the expansionary monetary and fiscal policies that have been adopted by the central banks and financial authorities of some of the world's leading economies, including China's. There have also been concerns over unrest in the Middle East and Africa, which have resulted in significant market volatility. In addition, on June 23, 2016, the United Kingdom voted to exit the European Union. This has caused significant volatility in the global financial markets, which would negatively affect financial conditions and global economy. A decline in the economic prospects of our current and potential clients and occupants and the economy in general could reduce the demand for our trade centers and residential properties and the needs for our services to the occupants. Therefore, any prolonged slowdown in the global economy may materially and adversely affect our financial condition and results of operations. In addition, the weak economy could weaken investor confidence, which constitutes the basis of the credit markets. Renewed financial turmoil affecting the financial markets, banking systems and currency exchange rates may significantly restrict the ability of our clients to obtain mortgages to finance the purchase of our trade centers and residential properties, which could materially and adversely affect the demand of our properties, as well as our ability to obtain financing in the capital markets or from financial institutions on commercially reasonable terms, or at all, which could also materially and adversely affect our business, results of operations and prospects.

***We may not be able to obtain qualification certificates, or extend or renew qualification certificates, for real estate development.***

Because our subsidiary, China South International, is not treated as a domestic real estate developer, it does not require a long-term (two or more years) qualification certificate, which is normally granted to domestic real estate developers. The Shenzhen Municipal Bureau of Land Resources and Housing Management has, in the past, granted a short-term qualification certificate to China South

International confirming that China South International is allowed to undertake the development of properties necessary for its integrated logistics and trade center operations, provided that such property development operations occur within the site area of China South City Shenzhen. In August 2016, China South International obtained a new short-term qualification certificate which allows China South International to undertake development of properties within the whole area of Shenzhen.

Although we have successfully renewed this qualification certificate in the past, the final decision with respect to future applications is at the discretion of the local authorities. As a result, we cannot assure you that China South International will be able to renew the qualification certificate in a timely manner, or at all. If our project companies are unable to obtain or renew qualification certificates, they may not be permitted by the PRC government to continue to engage in property development activities associated with the development of their integrated logistics and trade center businesses, which would materially and adversely affect our business, prospects, cash flows, results of operations and financial condition.

***We face risks associated with the use of debt to fund developments and working capital, including refinancing risk and foreclosure risk.***

We rely on debt financing, including bank and other borrowings secured by buildings, investment properties, properties under development and rental properties to finance our development activities and for general working capital purposes. We are subject to the risks normally associated with debt financing. If principal payments due at maturity cannot be refinanced, extended or paid with proceeds of other capital transactions, such as new equity or debt capital, our cash flows may not be sufficient to repay all maturing debt. If prevailing interest rates or other factors at the time of any refinancing result in higher interest rates, increased interest expense would adversely affect our ability to service our debt and our financial condition and results of operations. If we are unable to obtain or refinance our debt, our business, prospects, cash flows, financial condition and results of operations could be adversely affected.

***Our business may be adversely affected by increases in interest rates and reserve requirement ratios.***

We rely on borrowings, in the form of bank loans and bond and note offerings, to finance a substantial part of our project developments. Many of our customers also finance their purchases of trade center units and residential properties through loans. Increases in bank reserve requirement ratios may reduce the amount of funds available to commercial banks in the PRC to lend to businesses, including us, or to consumers to finance property purchases. Increases in interest rates increase our finance costs. Moreover, interest rate volatility can make it difficult for us to make plans and implement our strategies and can deter potential trade center unit buyers. Any of these factors may have a material and adverse effect on our business, prospects, cash flows, financial condition and results of operations.

***The increasing popularity of E-commerce may have a competitive impact on our occupants.***

As E-commerce has become increasingly popular in recent years, many retailers and wholesalers have started to launch online shopping and online-to-offline (“O2O”) functions. Our occupants may face increasing competition from operators of E-commerce businesses as well as other online retail businesses. Manufacturers and distributors may choose to focus increasingly on Internet sales instead of traditional distribution channels. Competition may also intensify if the competitors of our occupants set up their own Internet platforms and begin to sell products via the Internet. As a result, traffic to our projects and our occupancy rates may be affected. If our occupants are unable to compete effectively against operators of these types of retail channels, our business, financial condition, results of operation and prospects may be materially and adversely affected.

***Historical increases in our other income and gain attributable to government grants may not be sustainable.***

For the fiscal years ended March 31, 2014, 2015 and 2016, we had other income and gain attributable to government grants in the aggregate amount of HK\$10.3 million, HK\$56.5 million and



HK\$1,001.1 million, respectively, which were provided by local government authorities to foster and support the development of our projects. Our other income and gains increased by 219.1% to HK\$1,066.2 million for the fiscal year ended March 31, 2016, and such increase was mainly attributable to the government grants. We cannot assure you that the relevant local government authorities will continue to give us government grants in connection with the development of our projects. If such government grants are withdrawn or no longer given, our income may decrease and our net profit may be adversely affected.

***Our profit margin varies with each property development and changes in product mix, and we may not be able to sustain our existing profit margin.***

Factors that may affect our gross profit margin, or gross profit as a percentage of total revenue, include: (i) product mix, (ii) selling price, and (iii) cost of development. The prices and gross profit margins of our products vary by location, classification and the end use of certain facilities on the properties that we develop to sell or rent. Our trade centers usually afford us higher profit margins than residential and commercial facilities because they typically have higher sales prices per sq.m. Our gross profit margin decreased from 53.0% for the fiscal year ended March 31, 2015 to 48.2% for the fiscal year ended March 31, 2016, due to the change in our product mix whereby the sale of residential properties accounted for a higher percentage of our total sales than in previous years.

In addition, properties in larger-scale projects will typically command a higher selling price as the overall development approaches completion due to the attractiveness of a more established development, thereby increasing our sales profit margin during the relevant period. Our product mix varies from period to period due to a number of factors, including project locations, land cost, market conditions and our development planning. While trade centers remain our primary focus, we expect our other projects will include more residential properties. Therefore, we cannot assure you that we can always maintain or increase our gross profit margin. If we are unable to maintain our gross profit margin, our profitability may be materially and adversely affected.

***Our founding shareholders have substantial influence over us and their interests may not be aligned with the interests of our creditors, including the holders of the Notes.***

Our founding shareholders have substantial influence over our business, including decisions regarding mergers, consolidations and the sale of all or substantially all of our assets, election of directors and other significant corporate actions. The interests of our founding shareholders may not be consistent with our interests or those of our creditors, including the holders of the Notes, and our founding shareholders may cause us to enter into transactions or take, or fail to take, other actions or make decisions that conflict with the best interests of our creditors, including holders of the Notes.

***We depend on our senior management and other important staff members, as well as on our ability to attract and retain qualified management personnel.***

We depend on the efforts and skill of our senior management and other important staff members. For a description of our senior management and other important staff members, see “Management.” As a result, our future success depends to a significant extent on the continuing service and coordination of these individuals, who are not obligated to remain employed with us.

Our success also depends on our ability to identify, hire, train and retain suitably skilled and qualified employees with requisite industry expertise. The loss of any member of our senior management team or our other key employees could have a material adverse effect on our business if we are unable to find suitable replacements in a timely manner. Competition for such personnel is intense, and any failure to recruit and retain the necessary personnel or the loss of a significant number of employees at any time could harm our business and prospects.

***We may suffer losses caused by natural disasters, acts of war or terrorist attacks, and these losses may not be fully covered by insurance.***

Our business may be adversely affected due to the occurrence of typhoons, severe storms, earthquakes, floods, wildfires or other natural disasters or similar events in the areas where we develop

and operate our trade centers. Although we carry insurance on our properties with respect to specified catastrophic events of types and in amounts and with deductibles that we believe are in line with coverage customarily obtained by owners of similar properties, we cannot guarantee you that our insurance coverage is sufficient to cover potential losses, and there are other types of losses, such as from war, nuclear contamination, tsunami, pollution and acts of terrorism, for which we cannot obtain insurance at a reasonable cost or at all. Should an uninsured loss or a loss in excess of insured limits occur, we could lose all or a portion of the capital invested in a property, as well as the anticipated future revenues from the property. Nevertheless, we would remain obligated for any bank borrowings or other financial obligations related to the property. It is also possible that third-party insurance carriers will not be able to maintain reinsurance sufficient to cover any losses that may be incurred. Any material uninsured loss could materially and adversely affect our business, prospects, cash flows, financial condition and results of operations.

In addition, we usually have to renew our insurance policies every year and negotiate acceptable terms for coverage, exposing us to the volatility of the insurance markets, including the possibility of rate increases. We regularly monitor the state of the insurance market, but we cannot anticipate what coverage will be available on commercially reasonable terms in future policy years. Any material increase in insurance premiums or decrease in available coverage in the future could adversely affect our business, prospects, cash flows, financial condition and results of operations.

***Potential liability for environmental problems could result in substantial costs.***

We are subject to a variety of environmental laws and regulations during the construction of our development projects. The particular environmental laws and regulations which apply to any given project development site vary greatly according to the site's location, the site's environmental condition, the present and former uses of the site, as well as adjoining properties. Environmental laws and conditions may result in project delays, may cause us to incur substantial compliance and other costs and can prohibit or severely restrict project development activity in environmentally sensitive regions or areas. In addition, we cannot predict the impact that unforeseeable environmental contingencies or new or changed laws or regulations may have on us or our trade center projects.

As required by PRC law, independent environmental consultants have conducted environmental impact assessments at all of our construction projects. Although the environmental investigations conducted to date have not revealed any material environmental liability, it is possible that these investigations did not reveal all environmental liabilities or their extent, and there may be material environmental liabilities of which we are unaware. Upon completion of each project, the relevant environmental authorities will inspect the site to ensure compliance with all applicable environmental standards and prepare a report to confirm such compliance. In the past, we experienced delays in completing environmental inspections for our hotel and restaurant at China South City Shenzhen. For further information, see "Business — Environmental Matters." In order to comply with applicable environmental laws, rules and regulations, we have adopted certain measures to improve our internal control procedures. However, we cannot assure you that such internal control procedures will be effective in preventing noncompliance. If any portion of our projects is found to be non-compliant with relevant environmental standards or if we are unable to obtain necessary licenses for releasing contaminants, we may be subject to suspension of a portion of our operations as well as fines and penalties.

***Any failure to protect our brand and trademarks could have a negative impact on our business.***

We have registered the trademark  “华南城” (China South City) and its logo  with the Trade Marks Registry in Hong Kong and the PRC Trademark Office under various categories relating to metals, textiles, machines, electronics and many other categories. Any unauthorized use of our brands, trademarks, trade names and other intellectual property rights could harm our business. We cannot assure you that our trade names or trademarks will not be subject to infringement in the future. Any unauthorized or inappropriate use of our trade names or trademarks could harm our market image and reputation. If we are unable to adequately protect our brand, trademarks, trade names and other intellectual property rights, we may lose these rights and our business, prospects, cash flows, financial condition and results of operations may be materially and adversely affected.

***The discovery of cultural relics at a construction site could result in the delay or abandonment of a property development project.***

Xi'an and Zhengzhou were ancient, political, economic and cultural centers in China, and Xi'an and Zhengzhou are home to a large quantity of valuable cultural relics and historic sites. Under PRC law, if any cultural relics are discovered beneath our development sites during our construction process, such discovery must be immediately reported to the local department of cultural relics administration and construction must be immediately suspended or partly suspended for archaeological surveying. If an underground discovery is classified as "highly valuable" by archaeologists and a parcel of land is considered to be of public interest by reason of its historical or archaeological significance, the parcel of land has to be returned to the government and the entire project has to be relocated. Although the government is required to compensate a property developer for a parcel of land returned to it for archaeological purposes, we cannot assure you that such compensation will be sufficient to cover the full amount of the land grant fees paid, any other expenses incurred by the developer in connection with the relevant site or consequential damages. If any historic relics are discovered under any of the construction sites in the future at the Xi'an project or Zhengzhou project, the completion of the projects may be delayed or we may even be required to return the relevant parcels of land to the government, which may materially and adversely affect our business, prospects, cash flows, financial condition and results of operations.

***Sales of our properties are subject to land appreciation tax and income tax.***

Our sales of trade center units and residential properties are subject to land appreciation tax in the PRC. Land appreciation tax is payable on the gain, representing the balance of the proceeds received on such sale, after deducting various prescribed items, including sums paid for acquisition of land use rights, the direct costs and expenses of the development of the land and construction of buildings and supplementary facilities or the appraised price of any previous buildings and structures existing on the land and taxes related to the assignment of the real property. Under applicable PRC laws and regulations, land appreciation tax is chargeable on the gain at progressive rates ranging from 30% to 60%. Property developers enjoy a deduction which is equal to 20% of the sums paid for acquisition of land use rights and the direct costs of land development and construction of new buildings and supplementary facilities. On May 25, 2010, Notice of the State Administration of Taxation on Strengthening the Collection of Land Appreciation Tax (關於加強土地增值稅徵管工作的通知) was issued by the State Administration of Taxation. The notice requires that, except for affordable residential housing, the land appreciation prepayment tax rate in the eastern provinces shall not be lower than 2%, while such prepayment tax rate shall not be lower than 1.5% in central and northeast provinces and 1% in western provinces.

The Shenzhen municipal tax authority started to impose the land appreciation tax in November 2005. The land appreciation prepayment tax rate in Shenzhen has been adjusted several times by the Shenzhen municipal tax authority. On August 1, 2010, according to the most recent adjustment, the land appreciation prepayment tax rates in Shenzhen have been raised to 2%, 4% and 3% for each of "ordinary standard housing facilities," "villas" and "other types of property," respectively. For the fiscal years ended March 31, 2014 and 2015, we made provisions for land appreciation tax in the amount of HK\$1,270.3 million and HK\$1,213.7 million, respectively. For the fiscal year ended March 31, 2016, we had a reversal of provision of HK\$23.9 million. Likewise, we are required under local regulations to pay provisional land appreciation tax in other regions or cities when we start to pre-sell or sell our property developments in these regions or cities. Generally, the provisional land appreciation tax rates in these cities range from 1.0% to 5.0% of the pre-sale proceeds, depending on the type and location of the pre-sold properties. Our cash flows and financial condition will be affected if the PRC tax authorities proceed to collect the land appreciation tax for which we have made provisions. In addition, provisioning for land appreciation tax requires our management to use a significant amount of judgment with respect to the appreciation of land value and the allowability of deductible items for income tax purposes. If the land appreciation tax provisions we have made are substantially lower than the actual land appreciation tax amounts assessed by the tax authorities, our results of operations, financial condition and cash flows will be materially and adversely affected.

***Any occurrence or recurrence of severe acute respiratory syndrome, or SARS, or outbreak of any other epidemics could adversely affect our business, prospects, cash flows, financial condition and results of operations.***

In 2003, there was an outbreak of SARS in Hong Kong, China, other Asian countries and Canada. The SARS outbreak had a significant adverse impact on the economies of many of the countries affected. There have been reports regarding the spread of the H5N1 virus, H1N1 influenza, H7N9 influenza and Middle East Respiratory Syndrome. The outbreak of severe contagious diseases could result in widespread public health crises that could have a material adverse effect on the PRC economy and its property market generally, and on our business, prospects, cash flows, financial condition and results of operations.

***We may be subject to delays, fines or forfeitures of land if we do not develop such land in compliance with the terms of the underlying land grant contract.***

Under PRC law, if a developer fails to develop land according to the terms of the underlying land grant contract (including terms relating to land use, payment of fees or the time for commencement and completion of development), the relevant land administration authorities may issue a warning to or impose a penalty on the developer or require the developer to forfeit the land. In addition, development not in accordance with land grant contracts may result in the breach of applicable PRC laws or regulations, orders to cease work, delays in completion, delays in the commencement of pre-sales or sales or orders to demolish non-conforming structures, among other consequences. Furthermore, the amendment of land grant contracts may result in payments of additional land grant fees. We cannot assure you that circumstances leading to delays, fines or possible forfeiture of land will not occur in the future.

***The construction business and the property development business are subject to claims under statutory quality warranties.***

Under the relevant regulation of construction quality in PRC, all property development companies in the PRC must provide certain quality warranties for the properties they develop or sell. We are required to provide these warranties to our customers. We may sometimes receive quality warranties from our third-party contractors with respect to our development projects. If a significant number of claims are brought against us under our warranties and if we are unable to obtain indemnities for such claims from third-party contractors in a timely manner or at all, we could incur significant expenses to resolve such claims or face delays in correcting the related defects, which could in turn harm our reputation and have a material and adverse effect on our business, prospects, financial condition and results of operations.

***We may be involved in disputes arising out of our operations and may face significant liability as a result.***

We may be involved in disputes with various parties in connection with our operations including contractors, suppliers, construction workers, occupants of our projects, business partners and purchasers. These disputes may lead to protests and legal or other proceedings and may result in damage to our reputation, substantial costs, delay in our development schedule and diversion of resources and management's attention. These disputes may have a material adverse effect on our business, financial position and operating results. See the section entitled "Business — Legal Proceedings" in this offering memorandum for further details.

#### **Risks Relating to Doing Business in the PRC**

***Economic, political and social conditions, as well as government policies in China could have a material adverse effect on our business, prospects, cash flows, results of operations and financial condition.***

All of our business is conducted in, and all of our revenues are derived from, China. Accordingly, our business, prospects, cash flows, financial condition and results of operations are, to a significant degree, subject to economic, political and social developments in China.

The economy of China differs from the economies of most developed countries in many respects, including, but not limited to: structure; governmental involvement; level of development; growth rate of GDP; capital re-investment; allocation of resources; control of foreign currency; and rate of inflation.

The economy of China has been transitioning from a planned economy to a market-oriented economy. Although in recent years the PRC government has implemented measures emphasizing the utilization of market forces for economic reform, a substantial portion of productive assets in China is still owned by the PRC government. In addition, the PRC government continues to play a significant role in regulating industries by imposing industrial policies. It also exercises significant control over China's economic growth through allocating resources, controlling payment of foreign currency-denominated obligations, setting monetary policy and providing preferential treatment to particular industries or companies.

Policies and measures taken by the PRC government to regulate the economy and guide the allocation of resources may benefit the overall economy of China but could have a significant negative impact on our business. For example, our business, prospects, cash flows, results of operations and financial condition may be materially and adversely affected by:

- government control over capital investment;
- new laws and regulations and the interpretations of those laws and regulations;
- the introduction of measures to control inflation or regulate growth;
- changes in interest rates and statutory reserve rates for banks and government control of bank lending activities;
- changes in the rate or method of taxation and tax regulations that are applicable to us; and
- the imposition of additional restrictions on currency conversions and remittances abroad.

***The PRC legal system has inherent uncertainties that could negatively impact our business.***

Our business is operated through, and our revenues are generated by, our operating subsidiaries in the PRC. Substantially all of our assets are located in the PRC. The PRC legal system is a civil law system based on written statutes. Prior court decisions may be cited for reference but have limited precedential value. Since 1979, the PRC government has issued laws and regulations dealing with economic matters such as foreign investment, corporate organization and governance, commerce, taxation and trade. However, because these laws and regulations are relatively new, and because of the limited volume of published cases and their nonbinding nature, the interpretation and enforcement of these laws and regulations may involve uncertainties and may not be as consistent or predictable as in other more developed jurisdictions. Furthermore, the legal protections available to us under these laws and regulations may be limited. Any litigation or regulatory enforcement action in China may be protracted and could result in substantial costs and diversion of resources and management attention.

***Fluctuation in the exchange rates of the Renminbi may have a material adverse effect on us and on your investment.***

The exchange rates between the Renminbi, the U.S. dollar and other foreign currencies is affected by, among other things, changes in China's political and economic conditions. On July 21, 2005, the PRC government changed its decade-old policy of pegging the value of the Renminbi to the U.S. dollar. Under the new policy, the Renminbi is pegged against a basket of currencies, determined by the PBOC, against which it can fluctuate within a narrow and managed band based on market supply and demand and by reference to a basket of currencies. On May 21, 2007, the PBOC enlarged the floating band for the trading prices in the inter-bank spot exchange market of Renminbi against the U.S. dollar from 0.3 per cent. to 0.5 per cent. around the central parity rate. This allowed the Renminbi to fluctuate against the U.S. dollar

by up to 0.5 per cent. above or below the central parity rate published by the PBOC. The floating band was further widened to 1.0 per cent. on April 16, 2012. These changes in currency policy resulted in the Renminbi appreciating against the U.S. dollar by approximately 26.9 per cent. from July 21, 2005 to December 31, 2013. On March 14, 2014, the PBOC further widened the floating band against the U.S. dollar to 2.0 per cent. On August 11, 2015, to improve the central parity quotations of Renminbi against the U.S. dollar, the PBOC authorized market-makers to provide central parity quotations to the China Foreign Exchange Trading Centre daily before the opening of the interbank foreign exchange market with reference to the interbank foreign exchange market closing rate of the previous day, the supply and demand for foreign exchange as well as changes in major international currency exchange rates. Following the announcement by the PBOC on August 11, 2015, Renminbi depreciated significantly against the U.S. dollar. In January and February 2016, Renminbi experienced further fluctuation in value against the U.S. dollar. The PRC Government may adopt further reforms of its exchange rate system, including making the Renminbi freely convertible in the future. These changes in policy have resulted in fluctuations of the Renminbi against the U.S. dollar. There can be no assurance that the RMB exchange rate will remain stable against the U.S. dollar or other foreign currencies in the market. While the international reaction of the Renminbi revaluation has generally been positive, there remains significant international pressure on the PRC Government to adopt an even more flexible currency policy, which could result in a further and more significant appreciation of the Renminbi against the U.S. dollar or other foreign currencies.

Substantially all of our revenues are generated by our PRC operating subsidiaries and are denominated in Renminbi. We rely on dividends paid by our operating subsidiaries, which in turn will be used by us to pay interest on the Notes. To the extent that we need to convert the proceeds from this offering and future financing into the Renminbi for our operations, appreciation of the Renminbi against the U.S. dollar would reduce the Renminbi amount we would receive from the conversion. Conversely, if we decide to convert our Renminbi into U.S. dollars for the purpose of making payments of interest and certain other amounts on the Notes or for other business purposes, appreciation of the U.S. dollar against the Renminbi would reduce the U.S. dollar amount available to us. Fluctuations in exchange rates may also adversely affect the value, translated or converted into Hong Kong dollars, of our net assets, earnings and any declared dividends.

***Governmental control over currency conversion may limit our ability to utilize our cash effectively and potentially affect our ability to pay interest to Noteholders.***

We currently receive substantially all of our revenues in Renminbi through our ownership and operation of China South City Shenzhen. However, certain of our expenses, including labor costs for our employees in Hong Kong, rental expenses for our office space in Hong Kong and advertising expenses for advertising in Hong Kong and overseas media are denominated in foreign currencies, mostly Hong Kong dollars and U.S. dollars. The PRC government imposes controls on the convertibility of Renminbi into foreign currencies and, in certain cases, the remittance of currency out of China. Under existing PRC foreign exchange regulations, payments of current account items, including profit distributions, interest payments and expenditures from trade related transactions, can be made in foreign currencies without prior approval from SAFE by complying with certain procedural requirements. However, approval from SAFE or its local branch is required where Renminbi is to be converted into foreign currency and remitted out of China to pay capital expenses such as the repayment of loans denominated in foreign currencies. The PRC government may also at its discretion restrict access in the future to foreign currencies for current account transactions.

Under our current corporate structure, our Company's income is derived from dividend payments from our PRC subsidiaries. Shortages in the availability of foreign currency may restrict the ability of our PRC subsidiaries to remit sufficient foreign currency to pay dividends or other payments to us, or otherwise satisfy their foreign currency-denominated obligations. If the foreign exchange control system prevents us from obtaining sufficient foreign currency to satisfy our currency demands, we may not be able to pay interest to Noteholders. In addition, because a significant amount of our future cash flows from operations will be denominated in Renminbi, any existing and future restrictions on currency exchange may limit our ability to purchase goods and services outside of China or otherwise fund our business activities that are conducted in foreign currencies.

***We may be deemed a PRC resident enterprise under the Enterprise Income Tax Law and thus be subject to PRC taxation on our worldwide income and be obligated to withhold PRC income tax on payment of interest and certain other amounts on Notes.***

Under the EIT Law enacted by the National People's Congress in March 2007, enterprises established under the laws of foreign countries or regions whose "de facto management bodies" are located within the PRC are considered "resident enterprises" for PRC tax purposes and will generally be subject to the EIT at the rate of 25% on their global income. The implementation rules of the EIT Law define the term "de facto management body" as a management body that exercises full and substantial control and management over the business, personnel, accounts and properties of an enterprise. The State Administration of Taxation promulgated a circular in April 2009 which specifies certain criteria for the determination of the "de facto management bodies" for foreign enterprises that are controlled by PRC enterprises or PRC enterprise groups. However, there have been no official implementation rules regarding the determination of the "de facto management bodies" for enterprises established offshore by private individuals or foreign enterprises like us. Substantially all of our management is currently located in the PRC. If we are treated as a PRC resident enterprise for income tax purposes, we will be subject to income tax at the rate of 25% on our global income. Furthermore, we would be obligated to withhold PRC income tax of up to 7%, subject to approval by the relevant tax authorities, on payments of interest and certain other amounts on the Notes to investors that are non-resident enterprises located in Hong Kong or 10% on payments of interest and other amounts on the Notes to investors that are non-resident enterprises located outside Hong Kong, because the interest and other amounts would be regarded as being derived from sources within the PRC. If we fail to make proper withholdings, we may be subject to fines and other penalties. Similarly, any gain realized by such nonresident enterprise investor from the transfer of the Notes would be regarded as being derived from sources within the PRC and accordingly would be subject to a 10% PRC tax.

***The full-fledged levy of value added tax on revenues from a comprehensive list of service sectors, may subject our revenues to an average higher tax rate***

Effective from May 1, 2016, PRC tax authorities have started imposing value added tax ("VAT") on revenues from various service sectors, including real estate, construction, financial services and insurance, as well as other lifestyle service sectors, replacing the business tax ("BT") that co-existed with VAT for over 20 years. Since the issuance of Circular Caishui [2016] No. 36 ("Circular 36") on March 23, 2016, the PRC Ministry of Finance and State Administration of Taxation have subsequently issued a series of tax circulars in March and April 2016 to implement the collection of VAT on revenues from construction, real estate, financial services and lifestyle services. The VAT rates applicable to us may be generally higher than the BT rate we were subject to prior to the implementation of Circular 36. For example, the VAT rate for construction services will generally be increased from 3% (current BT rate) to 11%; the VAT rate for real estate services will be increased from 5% (current BT rate) to 11%. Unlike the BT, the VAT will only be imposed on added value, which means the input tax incurred from our construction, real estate, and financial services will be able to be offset in the output tax. However, details of concrete measures are still being formulated in accordance with Circular 36. We are still in the process of assessing the comprehensive impact of the new VAT regime on our tax burden, our revenues and results of operations, which remains uncertain.

***We will be able to redeem the Notes in whole at a redemption price equal to 100% of their principal amount plus accrued and unpaid interest in the event we are required to pay additional amounts because we are treated as a PRC "resident enterprise."***

In the event we are treated as a PRC "resident enterprise" under the EIT Law, we may be required to withhold PRC tax on interest payable to certain of our non-resident investors. In such case, we will, subject to certain exceptions, be required to pay such additional amounts as will result in receipt by a holder of a Note of such amounts as would have been received by the holder had no such withholding been required. As described under "Description of the Notes — Redemption for Taxation Reasons," in the event we are required to pay additional amounts as a result of certain changes in or interpretations of tax law, including any change or interpretation that results in our being required to withhold tax on interest

payments as a result of our being treated as a PRC “resident enterprise,” we may redeem the Notes at a redemption price equal to 100% of their principal amount plus accrued and unpaid interest.

***We may face PRC regulatory risks relating to our Share Option Scheme.***

On February 15, 2012, SAFE issued the Circular on Relevant Issues Regarding the Foreign Exchange Administration for Domestic Individuals Participating in Stock Option Plan of Overseas-Listed Company, or the Stock Option Rules.

Under the Stock Option Rules, PRC domestic individuals who are granted stock options and other types of stock-based awards by an overseas publicly listed company are required, through an agent of the overseas publicly listed company, generally its PRC subsidiary or a financial institution, to obtain approval from the local SAFE branch.

If we are unable to comply with these rules, we may be subject to the relevant penalties and may become subject to more stringent review and approval processes with respect to our foreign exchange activities, such as our PRC subsidiaries’ payment of dividends to us or borrowing of foreign currency loans, which would adversely affect our business and financial condition. We may face regulatory risks relating to our Share Option Scheme, however, if we grant share options to PRC domestic individuals in the future.

***It may be difficult to effect service of process upon us or our directors or senior officers who reside in China or to enforce against them in China any judgments obtained from non-PRC courts.***

A significant portion of our assets and our subsidiaries are located in the PRC. In addition, most of our directors and officers reside in the PRC, and the assets of our directors and officers may also be located in the PRC. As a result, it may not be possible to effect service of process outside the PRC upon most of our directors and officers, including with respect to matters arising under applicable securities laws. A judgment of a court of another jurisdiction may be reciprocally recognized or enforced in the PRC if that jurisdiction has a treaty with the PRC or if judgments of the PRC courts have been recognized before in that jurisdiction, subject to the satisfaction of any other requirements. Our PRC legal advisor has advised us that the PRC does not have treaties providing for the reciprocal acknowledgement and enforcement of judgments of courts with the United States and most other western countries. In addition, Hong Kong has no arrangement for the reciprocal enforcement of judgments with the United States. As a result, recognition and enforcement in the PRC or Hong Kong of judgments of a court in any of these jurisdictions may be difficult.

**Risks Relating to the Notes**

***We are a holding company and payments with respect to the Notes are structurally subordinated to liabilities, contingent liabilities and obligations of our subsidiaries.***

We are a holding company with no material operations. We conduct our operations through our PRC subsidiaries as well as our joint ventures and associates in the PRC. The Notes will not be guaranteed by any current or future PRC subsidiaries. Moreover, the Notes will not be guaranteed by certain existing offshore subsidiaries and under the terms of the Indenture, subject to certain conditions, we may designate any such subsidiary (including a Subsidiary Guarantor) as a Designated Non-Guarantor Subsidiary which would allow, in the case of a Subsidiary Guarantor, for the Subsidiary Guarantee to be released, or in the case of a new offshore Restricted Subsidiary, such Restricted Subsidiary not to provide a Subsidiary Guarantee or JV Subsidiary Guarantee. Our primary assets are loans to and our direct and indirect ownership interests in our PRC subsidiaries. The Subsidiary Guarantors do not, and the JV Subsidiary Guarantors (if any) may not, have material operations. Accordingly, our ability to pay principal and interest on the Notes and the ability of the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any) to satisfy their obligations under the Subsidiary Guarantees or the JV Subsidiary Guarantees (as the case may be) will depend upon our receipt of principal and interest payments on the intercompany loans and distributions of dividends from our subsidiaries.



Creditors, including trade creditors of our Non-Guarantor Subsidiaries and any holders of preferred shares in such entities, would have a claim on our Non-Guarantor Subsidiaries' assets that would rank higher than the claims of holders of the Notes. As a result, our payment obligations under the Notes will be effectively subordinated to all existing and future obligations of our Non-Guarantor Subsidiaries (including their obligations under guarantees issued in connection with our business), and all claims of creditors of our Non-Guarantor Subsidiaries will have priority as to the assets of such entities over our claims and those of our creditors, including holders of the Notes. The Notes and the Indenture do not restrict the ability of our subsidiaries to incur certain categories of indebtedness. In addition, our secured creditors or those of any Subsidiary Guarantor, or JV Subsidiary Guarantor (if any) would have priority as to our assets or the assets of such Subsidiary Guarantor or JV Subsidiary Guarantor (if any) securing the related obligations over claims of holders of the Notes.

Under the terms of the Notes, a Subsidiary Guarantee required to be provided by a subsidiary of the Company under the terms of the Notes may be replaced by a limited-recourse guarantee, or JV Subsidiary Guarantee, following the sale or issuance to a third party of a 20% to 49.9% equity interest in such subsidiary by its direct or indirect majority shareholders (subject to the satisfaction of certain conditions, including a cap on the non-guaranteed portion of the assets of all JV Subsidiary Guarantors in aggregate). Recovery under a JV Subsidiary Guarantee is limited to an amount equal to our proportional interest in the issued share capital of such Subsidiary Guarantor, or JV Subsidiary Guarantor, multiplied by the fair market value of the total assets in such JV Subsidiary Guarantor and its subsidiaries, on a consolidated basis, as of the date of the last fiscal year end of the Company. As a result, the amount that may be recovered by the Trustee pursuant to a JV Subsidiary Guarantee (compared to a Subsidiary Guarantee) is reduced, which in turn may affect your ability to recover any amounts due under the Notes.

***We have incurred significant indebtedness and may incur substantial additional indebtedness in the future, which could adversely affect our financial condition and could further intensify the risks associated with our leverage.***

We have significant indebtedness outstanding. As of March 31, 2016, our consolidated current interest-bearing bank and other borrowings and our consolidated non-current interest-bearing bank and other borrowings amounted to HK\$7,656.9 million and HK\$8,965.9 million, respectively. As of March 31, 2016, we had a principal amount of US\$125 million of 2012 Notes, US\$400 million of 2014 Notes, RMB2.1 billion of short-term notes, RMB4.0 billion of medium-term notes, RMB1.5 billion of corporate bonds and RMB3.0 billion domestic company bonds outstanding. In addition, as of March 31, 2016, we had consolidated capital commitments of HK\$7,350.5 million and contingent liabilities arising from guarantees of HK\$5,805.4 million. See "Management's Discussion and Analysis of Financial Condition and Results of Operations Indebtedness and Contingent Liabilities — Commitments and Contingent Liabilities — Capital Commitments."

In addition, we and our subsidiaries may from time to time incur substantial additional indebtedness and contingent liabilities. Although the indentures governing the Notes and the 2014 Notes restrict us and our Restricted Subsidiaries from incurring additional debt and contingent liabilities, these restrictions are subject to important exceptions and qualifications. If we or our subsidiaries incur additional debt, the risks that we face as a result of such indebtedness and leverage could intensify. The amount of our indebtedness could have important consequences to the Noteholders. For example, it could:

- limit our ability to satisfy our obligations under the Notes, the 2014 Notes and other debt;
- increase our vulnerability to adverse general economic and industry condition;
- require us to dedicate a substantial portion of our cash flows from operations to servicing and repaying indebtedness, thereby reducing the availability of our cash flows to fund working capital, capital expenditures and other general corporate purposes;
- limit our flexibility in planning for or reacting to changes in the businesses and the industry in which we operate;

- place us at a competitive disadvantage compared to our competitors that have less debt;
- limit, along with the financial and other restrictive covenants of our indebtedness, our ability to borrow additional funds; and
- increase the cost of additional financing.

Our ability to generate sufficient cash to satisfy our outstanding and future debt obligations will depend upon our future operating performance, which will be affected by prevailing economic conditions and financial, business and other factors, many of which are beyond our control. If we are unable to service our indebtedness, we will be forced to adopt an alternative strategy that may include actions such as reducing or delaying capital expenditures, selling assets, restructuring or refinancing existing indebtedness or seeking equity capital. These strategies may not be instituted on satisfactory terms.

In addition, the terms of the indentures governing the Notes and the 2014 Notes prohibit us from incurring additional indebtedness unless (i) we are able to satisfy certain financial ratios or (ii) we are able to incur such additional indebtedness pursuant to any of the exceptions to the financial ratios requirements, and meet any other applicable restrictions. Our ability to meet our financial ratios may be affected by events beyond our control. We cannot assure you that we will be able to meet these ratios during the life of the Notes and the 2014 Notes. Certain of our other financing arrangements also impose operating and financial restrictions on our business. See “Description of Other Material Indebtedness.” Such restrictions in the Indenture, the indentures governing the 2014 Notes and our other financing arrangements may negatively affect our ability to react to changes in market conditions, take advantage of business opportunities, obtain future financing, fund required capital expenditures, or withstand a continuing or future downturn in our business. Any of these factors could materially and adversely affect our ability to satisfy our obligations under the Notes and other debt.

***Our operations are restricted by the terms of the Notes, which could limit our ability to plan for or to react to market conditions or meet our capital needs, which could increase your credit risk.***

The Indenture includes a number of significant restrictive covenants. These covenants restrict, among other things, our ability, and the ability of our Restricted Subsidiaries, to:

- incur or guarantee additional indebtedness and issue disqualified or preferred stock;
- declare dividends on capital stock or purchase or redeem capital stock;
- make investments or other specified restricted payments;
- issue or sell capital stock of Restricted Subsidiaries;
- guarantee indebtedness of Restricted Subsidiaries;
- sell assets;
- create liens;
- enter into sale and leaseback transactions;
- engage in any business other than permitted business;
- enter into agreements that restrict the Restricted Subsidiaries’ ability to pay dividends, transfer assets or make intercompany loans;
- enter into transactions with shareholders or affiliates; and
- effect a consolidation or merger.

These covenants could limit our ability to plan for or react to market conditions or to meet our capital needs. Our ability to comply with these covenants may be affected by events beyond our control, and we may have to curtail some of our operations and growth plans to maintain compliance.

***If we are unable to comply with the restrictions and covenants in our current or future debt agreements or the indentures governing the Notes or the 2014 Notes, there could be an event of default under the terms of these agreements or such indentures, which could cause repayment of our debt to be accelerated.***

If we are unable to comply with the restrictions and covenants in the indentures governing the Notes or the 2014 Note or our current or future debt obligations and other agreements, there could be an event of default under the terms of these agreements. In the event of a default under these agreements, the holders of the debt could terminate their commitments to lend to us, accelerate repayment of the debt and declare all outstanding amounts due and payable or terminate the agreements, as the case may be. Furthermore, some of our debt agreements, including the indentures governing the Notes and the 2014 Notes, contain cross-acceleration or cross-default provisions. As a result, our default under one debt agreement may cause the acceleration of repayment of not only such debt but also other debt, including the Notes and the 2014 Notes, or result in a default under our other debt agreements, including the indentures governing the Notes and the 2014 Notes. If any of these events occur, we cannot assure you that our assets and cash flows would be sufficient to repay in full all of our indebtedness, or that we would be able to find alternative financing. Even if we could obtain alternative financing, we cannot assure you that it would be on terms that are favorable or acceptable to us.

***Our subsidiaries are subject to restrictions on the payment of dividends and the repayment of intercompany loans or advances to us and our subsidiaries.***

As a holding company, we depend on the receipt of dividends and the interest and principal payments on intercompany loans or advances from our subsidiaries, including our PRC subsidiaries and associates in the PRC, to satisfy our obligations, including our obligations under the Notes and the 2014 Notes. The ability of our subsidiaries to pay dividends and make payments on intercompany loans or advances to their shareholders is subject to, among other things, distributable earnings, cash flow conditions, restrictions contained in the articles of association of our subsidiaries, applicable laws and restrictions contained in the debt instruments or agreements of such subsidiaries. For example, certain loan agreements of our subsidiaries contain covenants that limit their ability to pay dividends to us until the loans are repaid, or unless certain profit thresholds are satisfied, or, in certain cases, limit their ability to pay dividends to us if the amount of the dividends exceed 30% of their after-tax profits. In addition, if any of our subsidiaries raises capital by issuing equity securities to third parties, dividends declared and paid with respect to such equity securities would not be available to us to make payments on the Notes. These restrictions could reduce the amounts that we receive from our subsidiaries, which would restrict our ability to meet our payment obligations under the Notes and the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees (as the case may be).

The ability of our subsidiaries in the PRC to pay dividends to their shareholders is also subject to the requirements of PRC law. PRC laws and regulations permit payment of dividends only out of accumulated profits as determined in accordance with PRC accounting standards and regulations. Such profits differ from profits determined in accordance with HKFRS in certain significant respects, including the use of different bases of recognition of revenue and expenses. Our PRC subsidiaries are also required to set aside a portion of their after-tax profits according to PRC accounting standards and regulations to fund certain reserves that are not distributable as cash dividends. In addition, starting from January 1, 2008, dividends paid by our PRC subsidiaries to their non-PRC parent companies have been subject to a 10% withholding tax, unless there is an avoidance of double taxation arrangement between the PRC and the jurisdiction in which the overseas parent company is incorporated, which specifically exempts or reduces such withholding tax. Pursuant to an avoidance of double taxation arrangement between Hong Kong and the PRC, if the non-PRC parent company is a Hong Kong resident and directly holds a 25% or more interest in the PRC enterprise, such tax rate may be lowered to 5%. However,

according to a circular issued by the State Administration of Taxation in October 2009, tax treaty benefits will be denied to “conduit” or shell companies without business substance. As a result of such restrictions, there could be timing limitations on payments from our PRC subsidiaries to meet payments required by the Notes or satisfy the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees (as the case may be), and there could be restrictions on payments required to redeem the Notes at maturity or as required for any early redemption.

At present, our PRC subsidiaries are also required to pay a 7% withholding tax on the interest paid under any shareholder loans and to provide evidence of this and other documents before they can make payments of interest and principal on shareholder loans in foreign currency. See “— Risks Relating to Doing Business in the PRC — Governmental control over currency conversion may limit our ability to utilize our cash effectively and potentially affect our ability to pay interest to Noteholders.”

As a result of the foregoing, we cannot assure you that we will have sufficient cash flows from dividends from our subsidiaries to satisfy our obligations under the Notes or the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees (as the case may be).

***The terms of the Notes permit us to make investments in Unrestricted Subsidiaries and minority owned joint ventures.***

In light of land prices, sizes of projects, the competitive landscape and other factors, we may from time to time consider developing property developments jointly with other property developers. As a result, we may need to make investments in joint ventures (including joint ventures in which we may own less than a 50% equity interest) and such joint ventures may or may not be Restricted Subsidiaries under the indenture governing the Notes. Although the indenture governing the Notes restricts us and our Restricted Subsidiaries from making investments in Unrestricted Subsidiaries or minority joint ventures, these restrictions are subject to important exceptions and qualifications. See the definition of “Permitted Investment” in “Description of the Notes.”

***We may not be able to repurchase the Notes or the 2014 Notes upon a Change of Control Triggering Event.***

We must offer to purchase the Notes and the 2014 Notes upon the occurrence of a Change of Control Triggering Event, at a purchase price equal to 101% of the principal amount plus accrued and unpaid interest. See “Description of the Notes” and “Description of Other Material Indebtedness.”

The source of funds for any such purchase would be our available cash or third-party financing. However, we may not have sufficient available funds at the time of the occurrence of any Change of Control Triggering Event to make purchases of outstanding Notes or the outstanding 2014 Notes. Our failure to make the offer to purchase or to purchase the outstanding Notes or the outstanding 2014 Notes would constitute an Event of Default under the indentures governing the Notes and the 2014 Notes. Such an Event of Default may, in turn, constitute an event of default under other indebtedness, any of which could cause the related debt to be accelerated after any applicable notice or grace periods. If our other debt were to be accelerated, we may not have sufficient funds to purchase the Notes and the 2014 Notes and repay the debt.

In addition, the definitions of Change of Control Triggering Event for purposes of the indentures governing the Notes and the 2014 Notes do not necessarily afford protection for the holders of the Notes in the event of some highly leveraged transactions, including certain acquisitions, mergers, refinancing, restructurings or other recapitalizations. These types of transactions could, however, increase our indebtedness or otherwise affect our capital structure or credit ratings. The definitions of Change of Control Triggering Event for purposes of the indentures governing the Notes and the 2014 Notes also include a phrase relating to the sale of “all or substantially all” of our assets. Although there is a limited body of case law interpreting the phrase “substantially all,” there is no precise established definition

under applicable law. Accordingly, our obligation to make an offer to purchase the Notes and the 2014 Notes, as a result of a highly-leveraged transaction or a sale of less than all of our assets may be uncertain.

***The insolvency laws of Hong Kong, the British Virgin Islands and the Cayman Islands differ from U.S. bankruptcy law and the laws of other jurisdictions with which holders of the Notes are familiar.***

Because our Company is incorporated in Hong Kong, an insolvency proceeding relating to us, even if brought in the United States, would likely involve Hong Kong insolvency laws, the procedural and substantive provisions of which may differ from comparable provisions of United States federal bankruptcy law. In addition, our Subsidiary Guarantors and JV Subsidiary Guarantors (if any) are incorporated or may be incorporated in the British Virgin Islands, the Cayman Islands or Hong Kong, and the insolvency laws of the British Virgin Islands and the Cayman Islands may also differ from the laws of the United States or other jurisdictions with which the holders of the Notes are familiar.

We conduct substantially all of our business operations through PRC-incorporated subsidiaries in China. The Subsidiary Guarantors, as equity holders in our PRC subsidiaries, are necessarily subject to the bankruptcy and insolvency laws of China in a bankruptcy or insolvency proceeding involving any of such PRC subsidiaries. Any JV Subsidiary Guarantors which become equity holders of our PRC Subsidiaries would also be subject to such laws. The PRC laws and regulations relating to bankruptcy and insolvency and the legal proceedings in that regard may significantly differ from those of the United States and other jurisdictions with which the holders of the Notes are familiar. You should analyze the risks and uncertainties carefully before you invest in our Notes.

***There may not be a trading market for the Notes, and there are restrictions on resale of the Notes.***

Although we will make an application for the listing and quotation of the New Notes on the Official List of the SGX-ST, we cannot assure you that we will obtain or be able to maintain a listing and quotation of the Notes on the SGX-ST, or that, if listed, a liquid trading market will develop. We have been advised that the Initial Purchasers intend to make a market in the Notes, but the Initial Purchasers are not obligated to do so and may discontinue such market making activity at any time without notice. In addition, the New Notes are being offered pursuant to exemptions from registration under the Securities Act and, as a result, you will only be able to resell your New Notes in transactions that have been registered under the Securities Act or in transactions not subject to or exempt from registration under the Securities Act. See “Plan of Distribution.” We cannot predict whether there will be an active trading market for the Notes.

***The ratings assigned to the Notes may be lowered or withdrawn in the future.***

The Notes are rated “B-” by S&P Global Ratings and “B” by Fitch Inc. The ratings address our ability to perform our obligations under the terms of the Notes and credit risks in determining the likelihood that payments will be made when due under the Notes. A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time. We cannot assure you that a rating will remain unchanged for any given period of time or that a rating will not be lowered or withdrawn entirely by the relevant rating agency if in its judgment circumstances in the future so warrant. We have no obligation to inform holders of the Notes of any such revision, downgrade or withdrawal. A suspension, reduction or withdrawal at any time of any rating assigned to the Notes may adversely affect the market price of the Notes.

***Certain transactions that constitute “connected transactions” under the Listing Rules will not be subject to the “Limitation on Transactions with Shareholders and Affiliates” covenant.***

Our shares are listed on the Hong Kong Stock Exchange and we are required to comply with the Listing Rules, which provide, among other things, that any transaction between a listed company or any of its subsidiaries, on the one hand, and a “connected person” of such listed company, on the other hand, is a “connected transaction” that, if the value of such transaction exceeds the applicable de minimis thresholds, will require the prior approval of the independent shareholders of such listed company. The

definition of “connected person” to a listed company includes, among others, any 10% or more shareholder of (i) such listed company or (ii) any subsidiary of such listed company. The concept of “connected person” also captures “associates,” which include, among others, (a) any subsidiary of such “connected person,” (b) any holding company of such “connected person” and any subsidiary of such holding company, and (c) any company in which such entity or entities mentioned in (a) and (b) above taken together has/have the power to exercise control, directly or indirectly, of 30% or more of the voting power of such company.

The “Limitation on Transactions with Shareholders and Affiliates” covenant in the Notes only applies to transactions between the Company or any Restricted Subsidiary, on the one hand, and (x) any holder (or any Affiliate of such holder) of 10.0% or more of the shares of the Company or (y) any Affiliate of the Company, on the other hand. As such, transactions between the Company or any Restricted Subsidiary, on the one hand, and an Affiliate of any Restricted Subsidiary, on the other hand, will not be captured by such covenant, even though they may be connected transactions under the Listing Rules and subject to any requirements under the Listing Rules to obtain approval from independent shareholders. As a result, we are not required by the terms of the Notes to ensure that any such transactions are on terms that are fair and reasonable, and we will not need to deliver officers’ certificates or procure the delivery of fairness opinions of accounting, appraisal or investment banking firms to the trustee of the Notes for any such transactions.

***The liquidity and price of the Notes following the offering may be volatile.***

The price and trading volume of the Notes may be highly volatile. Factors such as variations in our revenue, profit and cash flows, proposals for new investments, strategic alliances and/or acquisitions, changes in interest rates, fluctuations in price of debt securities for comparable companies, government regulations and changes thereof applicable to our industry and general economic conditions in the PRC or internationally could cause the price of the Notes to change. Any such developments may result in large and sudden changes in the trading volume and price of the Notes. We cannot assure you that these developments will not occur in the future.

***There may be less publicly available information about us than is available in certain other jurisdictions.***

There may be less publicly available information about companies listed in Hong Kong than is regularly made available by public companies in certain other countries. In addition, our financial statements and the financial information in this Offering Memorandum are prepared and presented in accordance with HKFRS, which differ in certain significant respects from generally accepted accounting principles in other jurisdictions.

***We follow the applicable corporate disclosure standards for debt securities listed on the SGX-ST, which standards may be different from those applicable to debt securities listed in certain other countries.***

We are subject to reporting obligations in respect of the Notes listed on the Official List of the SGX-ST. The disclosure standards imposed by the SGX-ST may be different than those imposed by securities exchanges in other countries or regions such as the United States or Hong Kong. As a result, the level of information that is available may not correspond to what investors in the Notes are accustomed to.

***The New Notes will initially be held in book entry form, and therefore you must rely on the procedures of the relevant clearing systems to exercise any rights and remedies.***

The New Notes will initially only be issued in global certificate form and held through Euroclear and Clearstream. Interests in the Notes represented by the global certificate will trade in book entry form only, and notes in definitive registered form, or definitive registered notes, will be issued in exchange for book-entry interests only in very limited circumstances. Owners of book entry interests will not be considered owners or holders of the Notes. The nominee of the common depository for Euroclear and

Clearstream will be the sole registered holder of the global certificate representing the Notes. Payments of principal, interest and other amounts owing on or in respect of the global certificate representing the Notes will be made to the Paying Agent, which will make payments to Euroclear and Clearstream. Thereafter, these payments will be credited to accounts of participants that hold book-entry interests in the global certificate representing the Notes and credited by such participants to indirect participants. After payment to the nominee of the common depository for Euroclear and Clearstream, we will have no responsibility or liability for the payment of interest, principal or other amounts to the owners of book entry interests. Accordingly, if you own a book entry interest, you must rely on the procedures of Euroclear and Clearstream or, if you are not a participant in Euroclear and Clearstream, on the procedures of the participant through which you own your interest, to exercise any rights and obligations of Noteholder under the Indenture.

Unlike the holders of the Notes themselves, owners of book entry interests will not have the direct right to act upon our solicitations for consents, requests for waivers or other actions from Noteholders. Instead, if you own a book entry interest, you will be permitted to act only to the extent you have received appropriate proxies to do so from Euroclear and Clearstream. The procedures implemented for the granting of such proxies may not be sufficient to enable you to vote on a timely basis.

Similarly, upon the occurrence of an Event of Default under the Indenture, unless and until definitive registered notes are issued in respect of all book entry interests, if you own a book entry interest, you will be restricted to acting through Euroclear and Clearstream. The procedures to be implemented through Euroclear and Clearstream may not be adequate to ensure the timely exercise of rights under the Notes.

#### **Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral**

*Our initial Subsidiary Guarantors do not currently have significant operations and certain Subsidiary Guarantees may in some cases be replaced by limited-recourse guarantees.*

We conduct substantially all of our business operations through our PRC subsidiaries, but none of our current PRC subsidiaries will at any time provide a Subsidiary Guarantee or a JV Subsidiary Guarantee. No future subsidiaries that are organized under the laws of the PRC will provide a Subsidiary Guarantee or a JV Subsidiary Guarantee at any time in the future. Moreover, the Notes are not guaranteed by certain existing offshore subsidiaries and under the terms of the Indenture, subject to certain conditions, we may designate any offshore subsidiary (including a Subsidiary Guarantor) as a Designated Non-Guarantor Subsidiary, which would allow, in the case of a Subsidiary Guarantor, for the Subsidiary Guarantee to be released, or in the case of a new offshore Restricted Subsidiary, for such Restricted Subsidiary not to provide a Subsidiary Guarantee or JV Subsidiary Guarantee, subject to certain conditions. As a result, the Notes will be effectively subordinated to all the debt and other obligations, including contingent obligations and trade payables, of our PRC subsidiaries and all Non-Guarantor Subsidiaries. Moreover, the charge over the shares of the offshore subsidiaries of the Company (the “Collateral”) does not include the capital stock of our existing or future Non-Guarantor Subsidiaries.

The Subsidiary Guarantors that have guaranteed the Notes do not have significant operations. In addition, the Subsidiary Guarantors also guarantee our obligations under the Notes and the 2014 Notes. We cannot assure you that the Subsidiary Guarantors or any subsidiaries that may become Subsidiary Guarantors or JV Subsidiary Guarantors in the future will have the funds necessary to satisfy our financial obligations under the Notes or the 2014 Notes if we are unable to do so. See “— Risks Relating to the Notes — We are a holding company and payments with respect to the Notes are structurally subordinated to liabilities, contingent liabilities and obligations of our subsidiaries.”

Under the terms of the Notes, we may designate any offshore subsidiary (including a Subsidiary Guarantor) as a Designated Non-Guarantor Subsidiary which would allow, in the case of a Subsidiary Guarantor, for the Subsidiary Guarantee to be released, or in the case of a new offshore Restricted Subsidiary, such Restricted Subsidiary not to provide a Subsidiary Guarantee or JV Subsidiary Guarantee, if at any time of determination, the total consolidated assets of all offshore Non-Guarantor Subsidiaries (other than Exempted Subsidiaries and any Listed Subsidiary) would not exceed 20.0% of Total Assets.

Moreover, under the terms of the Notes, a Subsidiary Guarantee required to be provided by one of our subsidiaries may be replaced by a limited recourse JV Subsidiary Guarantee following the sale or issuance to a third party of a 20% to 49.9% equity interest in such subsidiary or its direct or indirect majority shareholders (subject to the satisfaction of certain conditions). Recovery under a JV Subsidiary Guarantee is limited to an amount equal to our proportional interest in the issued share capital of such Subsidiary Guarantor multiplied by the fair market value of the total assets in such JV Subsidiary Guarantor and its subsidiaries, on a consolidated basis, as of the date of our last fiscal year end. As a result, the amount that may be recovered by the Trustee pursuant to a JV Subsidiary Guarantee (compared to a Subsidiary Guarantee) is reduced, which in turn may affect your ability to recover any amounts due under the Notes.

***The Intercreditor Agreement may impair our ability and the ability of the Subsidiary Guarantors and the JV Subsidiary Guarantors to pay amounts due under the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees, and the Intercreditor Agreement may limit the rights of the Noteholders to the Collateral.***

Provided the Shared Security Agent is, to the extent requested, indemnified in respect of actions to be taken, it is required to take action to enforce the Collateral in accordance with the instructions of the secured creditors given under the Intercreditor Agreement. Any enforcement action taken by the Shared Security Agent will adversely affect our entitlement to receive proceeds from the Collateral, which will, in turn, have an adverse impact on our ability to fulfill our payment obligations under the Notes. Furthermore, the Subsidiary Guarantors' ability to pay under the Subsidiary Guarantees will be adversely affected.

The ability of the Noteholders to enforce the Collateral is restricted under the Intercreditor Agreement, as only the Shared Security Agent is permitted to take enforcement actions. If an event of default occurs under the Notes, any secured party under the Intercreditor Agreement, including, the 2014 Notes Trustee, the Trustee or the holders of any Permitted Pari Passu Secured Indebtedness, may decide whether to take any enforcement action and thereafter, through the Trustee and/or the 2014 Notes Trustee (as the case may be), subject to the satisfaction of the conditions under the Intercreditor Agreement, may instruct the Shared Security Agent to take such enforcement action. In addition, by virtue of the instructions given to the Shared Security Agent described above, actions may be taken in respect of the Collateral that may be adverse to you. In such event, the only remedy available to the Noteholders would be to sue for payment on the Notes, the Subsidiary Guarantees, the JV Guarantees (if any) and the Collateral. For a description on the Intercreditor Agreement, see "Description of the Notes — Security — Intercreditor Agreement" and "— The value of the Collateral is unlikely to be sufficient to satisfy our obligations under the Notes and other pari passu secured indebtedness."

The Shared Security Agent, acting in its capacity as such, only has such duties with respect to the Collateral pledged, charged, assigned or granted pursuant to the Intercreditor Agreement and the Security Documents as are expressly set forth in the Intercreditor Agreement, and as Trustee in respect of the Notes and as 2014 Notes Trustee in respect of the 2014 Notes. Under certain circumstances, the Shared Security Agent may have obligations under the Security Documents or the Intercreditor Agreement and the underlying indentures that are in conflict with the interests of the holders of the Notes. The Shared Security Agent will not be under any obligation to exercise any rights or powers conferred under the Intercreditor Agreement or any of the Security Documents for the benefit of the holders of the Notes, unless the Shared Security Agent has received written instructions and to the extent requested, appropriate indemnification in respect of actions to be taken.

***The Subsidiary Guarantees or JV Subsidiary Guarantees (if any) may be challenged under applicable insolvency or fraudulent transfer laws or similar laws, which could impair the enforceability of the Subsidiary Guarantees or any JV Subsidiary Guarantees.***

Under bankruptcy laws, fraudulent transfer laws, insolvency or unfair preference or similar laws in the British Virgin Islands, the Cayman Islands, Hong Kong and other jurisdictions where existing and future Subsidiary Guarantors or JV Subsidiary Guarantors (if any) are or may be established, a guarantee



could be voided, or claims in respect of a guarantee could be subordinated to all other debts of that guarantor if, among other things, the guarantor, at the time it incurred the indebtedness evidenced by, or when it gives, its guarantee:

- incurred the debt with the intent to hinder, delay or defraud creditors or was influenced by a desire to put the beneficiary of the guarantee in a position which, in the event of the guarantor's insolvency, would be better than the position the beneficiary would have been in had the guarantee not been given;
- received less than reasonably equivalent value or fair consideration for the incurrence of such guarantee;
- was insolvent or rendered insolvent by reason of the incurrence of such guarantee;
- was engaged in a business or transaction for which the guarantor's remaining assets constituted unreasonably small capital; or
- intended to incur, or believed that it would incur, debts beyond its ability to pay such debts as they mature.

The measure of insolvency for purposes of the foregoing will vary depending on the laws of the applicable jurisdiction. Generally, however, a guarantor would be considered insolvent at a particular time if it were unable to pay its debts as they fell due or if the sum of its debts was then greater than all of its properties at a fair valuation or if the present fair saleable value of its assets was then less than the amount that would be required to pay its probable liabilities in respect of its existing debts as they became absolute and matured.

In addition, a guarantee may be subject to review under applicable insolvency or fraudulent transfer laws in certain jurisdictions or subject to a lawsuit by or on behalf of creditors of the guarantor. In such case, the analysis set forth above would generally apply, except that the guarantee could also be subject to the claim that, since the guarantee was not incurred for the benefit of the guarantor, the obligations of the guarantor thereunder were incurred for less than reasonably equivalent value or fair consideration.

In an attempt to limit the applicability of insolvency and fraudulent transfer laws in certain jurisdictions, the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees (as the case may be) will be limited to the maximum amount that can be guaranteed by the applicable Subsidiary Guarantor or JV Subsidiary Guarantor without rendering the guarantee, as it relates to such Subsidiary Guarantor or JV Subsidiary Guarantees (as the case may be), voidable under such applicable insolvency or fraudulent transfer laws.

If a court voids a Subsidiary Guarantee or JV Subsidiary Guarantee (as the case may be), subordinates such guarantee to other indebtedness of the Subsidiary Guarantor or JV Subsidiary Guarantor, or holds the Subsidiary Guarantee or JV Subsidiary Guarantee (as the case may be) unenforceable for any other reason, holders of the Notes would cease to have a claim against that Subsidiary Guarantor or JV Subsidiary Guarantor based upon such guarantee, would be subject to the prior payment of all liabilities (including trade payables) of such Subsidiary Guarantor or JV Subsidiary Guarantor, and would solely be creditors of us and any Subsidiary Guarantors or JV Subsidiary Guarantors (if any) whose guarantees have not been voided or held unenforceable. We cannot assure you that, in such an event, after providing for all prior claims, there would be sufficient assets to satisfy the claims of the holders of the Notes.

***The pledge of certain Collateral may in some circumstances be voidable.***

The pledge of the Collateral may be voidable as a preference under insolvency or fraudulent transfer or similar laws of Hong Kong, the Cayman Islands, and the British Virgin Islands at any time within six months of the perfection of the pledge or, under some circumstances, within a longer period. Pledges of capital stock of future Subsidiary Guarantors may also be voidable as a preference under relevant insolvency or fraudulent transfer or similar laws. In addition, the pledge of certain Collateral may be voided based on the analysis set forth above under “— The Subsidiary Guarantees or JV Subsidiary Guarantees (if any) may be challenged under applicable insolvency or fraudulent transfer laws, which could impair the enforceability of the Subsidiary Guarantees or any JV Subsidiary Guarantees.” If the pledges of the Collateral were to be voided for any reason, holders of the Notes would have only an unsecured claim against us and the Subsidiary Guarantor Pledgors.

***The value of the Collateral is unlikely to be sufficient to satisfy our obligations under the Notes and other pari passu secured indebtedness.***

The Collateral consists only of the capital stock of the Subsidiary Guarantors and may in the future include our proportional interest in the JV Subsidiary Guarantors (if any). The security interest in respect of certain Collateral may be released upon the disposition of such Collateral, and any proceeds from such disposition may be applied, prior to repaying any amounts due under the Notes, to repay other debt or to make investments in properties and assets that will not be pledged as additional Collateral.

The ability of the Shared Security Agent, on behalf of the Trustee, to foreclose on the Collateral upon the occurrence of an Event of Default or otherwise will be subject in certain instances to perfection and priority status. Although procedures will be undertaken to support the validity and enforceability of the security interests, we cannot assure you that the Shared Security Agent, the Trustee or holders of the Notes will be able to enforce the security interest in the Collateral. In addition, although the Trustee may instruct the Shared Security Agent to foreclose the Collateral upon the occurrence of an event of default that is continuing, such instruction may be overruled by a contrary instruction to the Shared Security Agent from holders of more than 50% of the indebtedness that is subject to the Intercreditor Agreement.

The value of the Collateral in the event of liquidation will depend upon market and economic conditions, the availability of buyers and similar factors. No independent appraisals of any of the Collateral have been prepared by or on behalf of us in connection with this offering of the Notes. Accordingly, we cannot assure you that the proceeds of any sale of the Collateral following an acceleration of the Notes would be sufficient to satisfy, or would not be substantially less than, amounts due and payable on the Notes. By its nature, the Collateral, which consists solely of the capital stock of any existing or future Subsidiary Guarantor, is likely to be illiquid and is unlikely to have a readily ascertainable market value. Likewise, we cannot assure you that the Collateral will be saleable or, if saleable, that there will not be substantial delays in its liquidation. The Collateral consists of shares of our non-PRC subsidiaries. With one exception, our non-PRC subsidiaries do not currently hold shares of any of our PRC subsidiaries. Our PRC subsidiaries hold substantially all of our consolidated assets and generate substantially all of our consolidated revenue. Accordingly, holders of the Notes should not expect to be able, directly or indirectly, to direct the management or policies of, or otherwise exert control over, our PRC subsidiaries or gain access to our key assets by foreclosing upon the Collateral, which may further limit the value of the Collateral.

The Collateral is shared on a pari passu basis by the holders of the Notes, the holders of the 2014 Notes and any other creditors with respect to Permitted Pari Passu Secured Indebtedness. Accordingly, in the event of a default on the Notes, the 2014 Notes or other secured indebtedness and a foreclosure on the Collateral, any foreclosure proceeds would be shared by the holders of secured indebtedness in proportion to the outstanding amounts of each class of such secured indebtedness. The value of the Collateral securing the Notes, the 2014 Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors is unlikely to be sufficient to satisfy the obligations of the Company and each of the Subsidiary Guarantor Pledgors under the Notes, the 2014 Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors, and the Collateral securing the Notes, the 2014 Notes and such Subsidiary

Guarantees may be reduced or diluted under certain circumstances, including the issuance of Additional Notes, additional 2014 Notes or of other Permitted Pari Passu Secured Indebtedness and the disposition of assets comprising the Collateral, subject to the terms of the Indenture and the indenture governing the 2014 Notes. The Indenture also permits us to enter into certain future financings, and creditors under those future financings may share the Collateral pari passu with the holders of the Notes. See “Description of the Notes — Security — Permitted Pari Passu Secured Indebtedness” for a further discussion of the sharing of the Collateral with future financings. If creditors under future financings opt to share the Collateral under the Intercreditor Agreement, a smaller portion of the proceeds from the Collateral will be available to satisfy the Noteholders’ claims, which could have a material adverse effect on the ability of the Noteholders to recover sufficient proceeds to satisfy their claims under the Notes.

Furthermore, the security over the Collateral for our obligations under the Notes and the Indenture has not been granted directly to the holders of the Notes but has been granted only in favor of the Shared Security Agent on behalf of the Trustee and the other secured parties under the Intercreditor Agreement. As a consequence, holders of the Notes do not have direct security and are not entitled to take enforcement action in respect of the security for the Notes, except through the Shared Security Agent, which has agreed to apply any proceeds of enforcement on such security towards such obligations.

***The pledge of certain Collateral may be released under certain circumstances.***

In the event the conditions applicable to the replacement of a Subsidiary Guarantee with a JV Subsidiary Guarantee are satisfied, we are permitted to release the pledge of the shares granted by such Subsidiary Guarantor, as well as the pledge of the shares granted by the subsidiaries of such Subsidiary Guarantor. We are only required to deliver a replacement share pledge for the shares that we continue to hold in such JV Subsidiary Guarantor (but not the subsidiaries of such JV Subsidiary Guarantor) following the sale of the equity interests in such Subsidiary Guarantor. As a result, in the event we sell minority equity interests in our Subsidiary Guarantors or otherwise create JV Subsidiary Guarantors in accordance with the terms of the Indenture, the Collateral will be reduced in value and scope, and holders of the Notes would be subject to increased risks.

## **USE OF PROCEEDS**

We estimate that the net proceeds from this offering, after deducting the underwriting discount and other estimated expenses payable in connection with this offering, will be approximately US\$145.7 million. We intend to use the net proceeds from this offering primarily to refinance existing indebtedness and for general corporate purposes.

We may adjust the foregoing plans in response to changing market conditions, change in government policies and other factors, and thus, we may reallocate the use of the proceeds for different uses.

## EXCHANGE RATE INFORMATION

### Hong Kong

The Hong Kong dollar is freely convertible into other currencies, including the U.S. dollar. Since October 17, 1983, the Hong Kong dollar has been generally linked to the U.S. dollar at the rate of HK\$7.80 to US\$1.00. The Basic Law of Hong Kong, or the Basic Law, which came into effect on July 1, 1997, provides that no foreign exchange control policies shall be applied in Hong Kong.

The market exchange rate of the Hong Kong dollar against the U.S. dollar continues to be determined by supply and demand in the foreign exchange market. However, against the background of the fixed rate system which applies to the issuance and withdrawal of Hong Kong currency in circulation, the market exchange rate has not deviated significantly from the level of HK\$7.80 to US\$1.00. The Hong Kong government has indicated its intention to maintain the link at that rate. Under the Basic Law, the Hong Kong dollar will continue to circulate and remain freely convertible. The Hong Kong government has also stated that it has no intention of imposing exchange controls in Hong Kong and that the Hong Kong dollar will remain freely convertible into other currencies, including the U.S. dollar.

On May 18, 2005, the Hong Kong Monetary Authority announced the introduction of certain refinements to the operation of the linked exchange rate system. These refinements effectively set the market exchange rate of the Hong Kong dollar against the U.S. dollar within a fixed trading range from HK\$7.75 to HK\$7.85 against US\$1.00. However, we cannot assure you that the Hong Kong government will maintain the link within the range of HK\$7.75 to HK\$7.85, or at all.

The following table sets forth information concerning exchange rates between the Hong Kong dollar and the U.S. dollar for the periods indicated.

	Exchange Rate			
	Period End	Low	Average <sup>(1)</sup>	High
	(HK\$ per US\$)			
2011 . . . . .	7.7663	7.7634	7.7793	7.8087
2012 . . . . .	7.7507	7.7493	7.7556	7.7699
2013 . . . . .	7.7548	7.7503	7.7565	7.7654
2014 . . . . .	7.7531	7.7495	7.7554	7.7669
2015 . . . . .	7.7507	7.7495	7.7519	7.7686
2016				
September (through September 16) . .	7.7585	7.7505	7.7639	7.8270

Source: Federal Reserve H.10 Statistical Release

(1) Determined by averaging the rates on the last business day of each month during the relevant year, except for the average rate of the relevant periods in 2016, which is determined by averaging the daily rates during the period.

On September 16, 2016, the noon buying rate for U.S. dollars in New York City for cable transfers in Hong Kong dollars was US\$1.00 = HK\$7.7585 as certified for customs purposes by the Federal Reserve Bank of New York.

## China

Since January 1, 1994, the PBOC has set and published daily a base exchange rate with reference primarily to the supply and demand of Renminbi against the U.S. dollar in the market during the prior day. On July 21, 2005, the PBOC announced a reform of its exchange rate system and revalued the Renminbi to RMB8.11 to US\$1.00. Under the reform, the Renminbi is no longer effectively linked to the U.S. dollar but instead is allowed to fluctuate within a narrow and managed band against a basket of foreign currencies, according to market demand and supply conditions. The PBOC announces the Renminbi's closing price each day, and that rate serves as the midpoint of the next day's trading band. On May 18, 2007, the PBOC enlarged, effective on May 21, 2007, the floating band for the trading prices in the interbank spot exchange market of Renminbi against the U.S. dollar from 0.3% to 0.5% around the central parity rate. On June 19, 2010, the PBOC announced that in view of the recent economic situation and financial market developments in China and abroad, and the balance of payments situation in China, it has decided to proceed further with reform of the Renminbi exchange rate regime and to enhance the Renminbi exchange rate flexibility. On April 12, 2012, the PBOC announced that effective on April 16, 2012, the floating band for the trading prices in the inter-bank spot exchange market of Renminbi against the U.S. dollar is enlarged from 0.5 per cent. to 1.0 per cent. around the central parity rate, which allows the Renminbi to fluctuate against the U.S. dollar by up to 1.0 per cent. above or below the central parity rate published by the PBOC. On August 11, 2015, the PBOC adopted a more market-oriented approach and announced that the midpoint for the value of the Renminbi against the U.S. dollar would be quoted by the market makers with reference to the closing rate of the previous trading session. More adjustments may be made to the exchange rate system by the PRC government in the future. Currently, the PBOC announces the closing price of a foreign currency traded against Renminbi in the inter-bank foreign exchange spot market after the closing of the market on each business day, and makes it the central parity for the following business day. The PRC government may in the future make further adjustments to the exchange rate system.

The following table sets forth information concerning exchange rates between the Renminbi and the U.S. dollar for each of the periods indicated.

	Exchange Rate			
	Period End	Low	Average <sup>(1)</sup>	High
		(RMB per US\$)		
2011 . . . . .	6.2939	6.2939	6.4475	6.6364
2012 . . . . .	6.2301	6.2221	6.2990	6.3879
2013 . . . . .	6.0684	6.0643	6.1425	6.2438
2014 . . . . .	6.2046	6.0402	6.1704	6.2591
2015 . . . . .	6.4778	6.1870	6.2869	6.4896
2016				
September (through September 16) . .	6.6707	6.4480	6.5736	6.7013

Source: Federal Reserve H.10 Statistical Release

Note: (1) Determined by averaging the rates on the last business day of each month during the relevant year, except for the average rate of the relevant periods in 2016, which is determined by averaging the daily rates during the period.

On September 16, 2016, the noon buying rate for U.S. dollars in New York City for cable transfers in Renminbi was US\$1.00 = RMB6.6707 as certified for customs purposes by the Federal Reserve Bank of New York.

## CAPITALIZATION AND INDEBTEDNESS

The following table sets forth on an actual basis our consolidated capitalization and indebtedness as of March 31, 2016, as adjusted to give effect to the issuance of the Notes and receipt of the net proceeds from this offering by us. The following table should be read in conjunction with our audited consolidated financial statements and related notes included elsewhere in this offering memorandum.

	As of March 31, 2016			
	Actual		As adjusted <sup>(1)</sup>	
	HK\$ (in thousands)	US\$ <sup>(5)</sup> (in thousands)	HK\$ (in thousands)	US\$ <sup>(5)</sup> (in thousands)
<b>Cash and cash equivalents and restricted cash</b> . . . . .	11,686,695	1,506,736	14,321,820	1,846,476
<b>Short-term debt<sup>(2)</sup></b>				
Interest-bearing bank and other borrowings . . . . .	7,656,878	987,182	7,656,878	987,182
Short-term notes . . . . .	2,525,460	325,601	2,525,460	325,601
<b>Total short-term debt</b> . . . . .	10,182,338	1,312,783	10,182,338	1,312,783
<b>Long-term debt<sup>(3)</sup></b>				
Interest-bearing bank and other borrowings . . . . .	8,965,863	1,155,946	8,965,863	1,155,946
2012 Notes . . . . .	1,013,163	130,625	1,013,163	130,625
2014 Notes . . . . .	3,100,200	399,701	3,100,200	399,701
Medium-term notes . . . . .	5,026,696	648,079	5,026,696	648,079
Corporate bonds . . . . .	1,891,219	243,830	1,891,219	243,830
Domestic company bonds . . . . .	3,629,086	467,889	3,629,086	467,889
Original Notes . . . . .	–	–	1,551,260	200,000
New Notes to be issued . . . . .	–	–	1,163,445	150,000
<b>Total long-term debt</b> . . . . .	23,626,227	3,046,070	26,340,932	3,396,070
<b>Equity</b>				
Equity attributable to owners of the parent				
Share capital . . . . .	7,043,784	908,137	7,043,784	908,137
Other reserves . . . . .	19,134,733	2,466,992	19,134,733	2,466,992
	26,178,517	3,375,129	26,178,517	3,375,129
Non-controlling interests . . . . .	189,948	24,490	189,948	24,490
<b>Total equity</b> . . . . .	26,368,465	3,399,619	26,368,465	3,399,619
<b>Total capitalization<sup>(4)</sup></b> . . . . .	49,994,692	6,445,689	52,709,397	6,795,689

- (1) “As adjusted” refers to adjustments which give effect to the issuance of the Notes and receipt of the net proceeds from such offerings by the Company.
- (2) Includes the current portion of long-term debt.
- (3) Excludes the current portion of long-term debt.
- (4) Total long-term debt plus total equity.
- (5) Translated at the rate of US\$1.00 = HK\$7.7563, which is the noon buying rate for U.S. dollars in New York City on March 31, 2016 for cable transfers in Hong Kong dollars as certified for customs purposes by the Federal Reserve Bank of New York.

Subsequent to March 31, 2016, we have incurred approximately HK\$6,068.2 million of new debts (including the Original Notes, 2016 Second Tranche DCB and 2016 First Tranche STN) and repaid approximately HK\$6,438.7 million of our existing debts (including the redemption in full of our 2012 Notes and repayment of 2015 First Tranche STN). See “Description of Other Material Indebtedness”.

Except as disclosed above, there has been no material change in our consolidated capitalization or indebtedness since March 31, 2016.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

*The following discussion should be read in conjunction with our consolidated financial statements, including the notes thereto, included elsewhere in this offering memorandum. Our consolidated financial statements were prepared in accordance with HKFRS. This discussion contains forward-looking statements. There may be future events that we are unable to accurately predict or control and that may cause our actual results to differ materially from the expectations we describe in our forward-looking statements.*

### Overview

We are a leading developer and operator of large-scale, integrated logistics and trade centers in the PRC, based on GFA, industry coverage and range of ancillary services and facilities offered. Leveraging our experience and brand reputation, we currently have eight projects in different stages of development located in regional economic hubs in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, China, with a total planned GFA of approximately 81.8 million sq.m., out of which we have acquired land use rights of approximately 34.7 million sq.m. attributable GFA as of March 31, 2016, of which approximately 12.3 million sq.m. has been completed and approximately 6.5 million sq.m. is under development as of March 31, 2016.

Our business model is built on the premise of “One Body with Two Wings,” with the “One Body” represented by our large-scale integrated logistics and trade centers, designed to serve as key commercial hubs to satisfy the economic and industrial needs of the regions in which we operate, and the “Two Wings” represented by the ancillary residential and commercial facilities, designed to facilitate the operations of our trade center occupants and their customers. We serve wholesale markets for multiple industries at our trade centers, which are complemented by residential developments and comprehensive ancillary commercial facilities including hotel, office, warehouse, exhibition and conference facilities as well as E-commerce services. Our residential facilities further complement our trade center operations by providing convenient, high-quality accommodations for our trade center occupants, as well as generating cash flows to cover a portion of project-related capital expenditures. Our business model is further augmented by the on-site presence of PRC government agencies, banks and securities firms, which offer a diverse range of services to trade center occupants and other customers.

Our “One Body with Two Wings” business model is supported by five pillars of ancillary services, namely our logistics and warehousing services, E-commerce services, outlet and furnishing centers operations, property management services and exhibition and conference facilities, that complement our core business of developing and operating trade centers. We provide one-stop logistics services such as warehousing, integrated inbound/outbound services, on-site delivery and freight forwarding to our customers. We provide an E-commerce platform, namely CSC86.com, which combines the advantages of physical and online stores, through which our clients can promote their businesses and products online. Following the success of trade fairs at our various projects, we established a one-stop exhibition platform for organizing convention and exhibition at our projects, through which we have hosted a number of significant events which has enhanced our reputation and facilitated traffic flow through our trade centers. In addition, our outlet and furnishing center operations have also boosted overall traffic at our related projects and expanded our operations. We plan to further boost overall traffic by building upon our successful outlets, expanding and replicating this further at our other projects. Our property management services help maintain a safe and comfortable business environment at our trade centers and ancillary facilities. We believe that this expansion of the scope of services provided will enable us to build a self-sustaining business strategy that will strengthen our overall business model.

We generate revenue at our logistics and trade centers primarily from sales, rental and other operating income from our trade center units and ancillary facilities. We generally sell a portion of our trade center units and ancillary facilities, and thereby generate revenues and cash flows, in the initial stages following completion of a trade center development to finance the development of our projects.



The amount of revenue from recurring income has increased historically in line with the development of our projects, and we expect the amount and proportion of our revenues from recurring income to increase in the future as we gradually complete our existing projects.

## **Factors Affecting Our Results of Operations**

We have identified the following important factors (as well as uncertainties associated with such factors) that could impact our future results of operations and financial condition.

### ***Stages of development of our projects***

The GFA of the properties we sell or lease depends on the progress we make on the construction of our development projects. We tend to experience sharp increases in revenues during periods when we complete a significant project or project phase and offer it for sale, followed by declines in revenue during periods when we have less new GFA available for sale. For example, historically, periods in which we had a larger percentage of trade center units sold to buyers generated greater revenues and cash flows than periods in which we had a larger percentage of trade center units completed and retained for investment and rented out to occupants. Such sale revenues also vary significantly based upon the GFA and quality of new saleable GFA, the proportion of GFA we allocate to sales versus rental properties, prevailing sales prices, market demand, interest rates, inflation, the availability of attractive mortgage terms to our buyers, the prevailing regulatory environment for property sales, regional economic growth, competition and other factors.

### ***Changes in Product Mix***

Our policy is to maintain a balanced mix between properties for sale and properties held as investment properties. The prices and gross profit margins of our products vary by the location and the classification and end use of certain facilities on the properties that we develop and sell or rent. Our trade center and commercial facilities usually afford us higher sales profit margins than residential and commercial facilities, because they typically have higher sales prices per sq.m. As a result, our gross profit margin is affected by the proportion of sales revenue attributable to trade centers, which have higher gross margins compared to sales revenue attributable to residential properties, which have lower gross margins. In addition, properties in larger-scale projects will typically command a higher selling price as the overall development approaches completion due to the attractiveness of a more established development, thereby increasing our sales profit margin during the relevant period. Our product mix varies from period to period due to a number of reasons, including project locations, land cost, market conditions and our development planning. While trade centers remain our primary focus, we expect our projects will include an increasing proportion of residential units in the near future to capitalize on recent positive developments in the residential property market due to measures implemented by the PRC government to reduce the housing inventory and promote rational consumption.

### ***Growth in recurring income***

As a project matures, our strategy is to increase revenue contribution from recurring income, which consists of rental income, property management services income, E-commerce income and income from the provision of logistics and warehousing services, outlet operations and other services. For the fiscal years ended March 31, 2014, 2015 and 2016, our recurring income was HK\$655.7 million, HK\$1,103.6 million and HK\$1,420.6 million, respectively. As a percentage of revenue, our recurring income has increased steadily from 4.9% to 11.3% and 23.2% for the fiscal years ended March 31, 2014, 2015 and 2016, respectively. This increase in our recurring income is mainly attributable to (1) the competitive advantages of our fourth generation integrated logistics and trading platform, (2) the brand reputation and local awareness of our outlets, (3) the positioning of our projects as the potential logistics and distribution hubs in their respective regions, which enables the small and medium enterprises (“SME”) operating within our projects to reduce their logistics and distribution costs and create key cost advantages and (4) increasing area managed by our property management companies. We expect that the revenue contribution from our sales of properties and recurring income may change as our projects mature.

### ***Valuation of Our Investment Properties***

Our investment properties consist of trade centers, commercial and other ancillary facilities that are held for rental income and capital appreciation. We state our investment properties at their fair value on our statement of financial position as non-current assets as at the end of each reporting period based on valuations by Savills Valuation and Professional Services Limited, a qualified independent professional valuer. With respect to properties newly classified as investment properties, the properties are measured initially at cost and, subsequently, at fair value. The change in fair value of a new investment property is calculated as the difference between the property's fair market value and its construction costs. Thereafter, the fair market value of the property for the most recent reporting period end is compared to the fair market value as of the previous reporting period end. As we have new investment properties in the future, we expect the addition of these new properties will positively contribute to changes in fair values of investment properties, especially in the years in which properties are newly classified as investment properties.

Net increases or decreases in the fair market value of investment properties are reflected as an income or expense item, as appropriate, in the income statement as "change in fair value of investment properties." In addition, the fair value gains on our investment properties include gains recognized when the fair value of applicable investment properties under development can be reliably measured. Revaluation of completed investment properties has in the past resulted in, and may in the future result in, significant fluctuations in our results of operations.

### ***Costs Associated with Land Acquisition and Construction***

Land acquisition costs, construction costs and capitalized finance costs are the principal components of our cost of properties sold. Land acquisition costs, which primarily consist of land grant fees, have increased in recent years due to a greater demand for properties as a result of the PRC's economic growth. PRC governmental land supply policies and implementation measures may further intensify competition among developers for available land.

Construction costs, which comprise all costs related to the design and construction of a project, can vary widely based on GFA, type of development, building design, types of construction materials, height of the buildings, and geology of the construction site. Changes in the market price for construction materials can cause fluctuations in construction costs. The increase in construction costs during each of the fiscal years ended March 31, 2014, 2015 and 2016 was primarily due to the variances in the design and architecture of our trade centers and a general increase in the cost of construction materials and labor. Each of our projects is a large-scale project consisting of multiple phases that: (1) will take several years to complete; (2) do not require full completion of all phases to be operational; (3) will be completed on a phase-by-phase basis; and (4) can be financed from a variety of funding sources, including project financing, other bank borrowings, pre-sales, recurring income and other cash flow from operations. In this regard, as a result of the continued growth and development of the PRC economy and the property development industry, wages for construction workers and the prices of construction materials and building equipment, we have experienced an increase in recent years, and we expect continued increases in the future.

Our capitalized expenses include all costs relating to the acquisition of land parcels, construction and development of our projects, including interest expense, to the extent that such costs are directly attributable to the costs of the construction and development of the projects. Finance costs we incur after we complete construction are not capitalized.

Land use rights costs and construction costs may fluctuate from period to period depending upon the timing of our acquisitions of land, our ability to fix our construction costs and the construction schedules of our properties under development.

### ***Land Appreciation Tax***

Under PRC laws and regulations, our PRC subsidiaries that engage in integrated logistics and trade center development activities are subject to land appreciation tax (“LAT”) which is levied on us by the relevant local tax authorities.

We are required under local regulations to pay provisional land appreciation tax in cities when we start to pre-sell or sell our property developments. Generally, the provisional land appreciation tax rates in these cities range from 1.0% to 5.0% of the pre-sale or sale proceeds, depending on the type and location of the pre-sold or sold properties. For the fiscal years ended March 31, 2014 and 2015, we made provisions for LAT in the amount of HK\$1,270.3 million and HK\$1,213.7 million, respectively. For the fiscal year ended March 31, 2016, we had a reversal of provision of HK\$23.9 million.

The method of calculating LAT liability may differ for a subsidiary from year to year depending on the application made by such subsidiary and approvals granted by the relevant government authorities. See “Risk Factors — Risks Relating to Our Business and Our Industry — Sales of our properties are subject to land appreciation tax and income tax.”

### ***Economic and Other Conditions in the PRC***

The trade center market is sensitive to broader economic developments. The economic growth China has experienced over the past two decades has led to growth in both wholesale trade aimed at large-scale industrial and commercial purchasers and retail trade aimed at individual consumers, which has facilitated the development of trade centers where merchant wholesalers and retailers can sell goods to purchasers. Over the last two years, China’s economy experienced a slowdown in GDP growth rate, affecting consumer and business spending generally, including trade among domestic and international suppliers, manufacturers and distributors of raw materials and finished goods, which form our primary customer base, as well as the demand for, and prices of, real estate properties. During the fiscal year ended March 31, 2016, the PRC government introduced measures to reduce the housing inventory and promote rational consumption, along with easing monetary policies. These measures have led to positive development in the residential property market.

Our continued growth will, to a certain extent, depend on the continued development of trade among industrial and commercial purchasers and the growth in size and purchasing power of the middle class in China. China South City Shenzhen is located in Guangdong Province and our other trade centers under development are located in the provinces of Jiangxi, Shaanxi, Heilongjiang, Henan and Anhui, the Guangxi Zhuang Autonomous Region and Chongqing municipality. The real estate and logistics markets in these regions are also affected by a number of other macroeconomic factors, including the level of interest rates, the exchange rate of the Renminbi and the PRC political, economic and regulatory environment.

## ***Regulatory Environment***

Our results of operations have been, and will continue to be, affected by the regulatory environment in the PRC, including:

- any changes in the PRC with respect to land acquisition, property development and property developer policies, tax policies, planning, zoning and land use rights policies and building design and construction regulations; and
- the availability of project and mortgage financing, interest rates and regulations affecting the transfer of completed properties.

For further information on the regulatory environment in the PRC, see “Regulation.”

In response to concerns over the increase in property investment and the overheating of the property sector in the PRC, the PRC government has introduced policies to restrict development in the property sector. From time to time, the PRC government adjusts or introduces macroeconomic control policies to encourage or restrict development in the private property sector by regulating land grants, land utilization, pre-sales of properties, bank financing and taxation. Measures taken by the PRC government to control money supply and credit availability also have a direct impact on our business and results of operations. The PRC government may introduce initiatives which may affect our and our customers’ access to capital and the means by which we may finance property development. See “Risk Factors - Risks Relating to Our Business and Our Industry — Our operations are subject to extensive governmental regulation, and we are susceptible to changes in policies related to the real estate and logistics markets in China.”

### ***Pre-sales***

Proceeds from pre-sales of properties under development constitute a source of our operating cash inflow during our project development process. PRC law allows us to pre-sell properties before their completion upon satisfaction of certain conditions and requires us to use the specific pre-sale proceeds to develop the project that has been pre-sold. The amount and timing of cash received from pre-sales are affected by a number of factors, including any restrictions and conditions in our pre-sale permits issued by, and land use contracts entered into with, local government authorities. Pursuant to certain project and land related contracts and documents, some of the land we have acquired or may acquire in the future has or may have sales restrictions on properties built on it. For example, the saleable area of trade centers of China South City Shenzhen is limited to 30% of the total buildable GFA of properties built on the relevant parcels of land. The saleable area of trade centers and logistics facilities built on certain parcels of land acquired by China South City Nanchang and China South City Nanning in 2010 are limited to 60% of the relevant total buildable GFA. The saleable area of trade centers built by China South City Hefei and China South City Chongqing are limited to 50% of their relevant total buildable GFA. The saleable area of trade centers of Phase One and future phases of China South City Zhengzhou are limited to 60% and 50% respectively of its relevant total buildable GFA. According to our business plan, we intend to hold not less than 50% of trade centers and commercial facilities for leasing and self-use, therefore we do not believe the relevant sales restrictions will have a significant impact to the Group. Other factors include the permitted timing and other restrictions on pre-sales imposed by relevant PRC laws and regulations, market demand, and the number of our properties that are available for pre-sale. Any modification of the relevant pre-sale permits and land use contracts, or any restriction on our ability to engage in the pre-sales of our properties, could result in a reduced cash inflow, which could increase our reliance on external financing and increase our finance costs, and accordingly, could have an adverse effect on our ability to finance our continuing property developments and our results of operations. See “Risk Factors — Risks Relating to Our Business and Our Industry — Our revenues and revenue mix vary significantly based upon the completion dates of our projects and prevailing market conditions.”

### ***Demand for Properties in China***

Our results of operations and cash flows also vary depending on the market demand at the time we sell or rent our completed properties, the rental and occupancy rates of our investment properties and the

sales prices for sold properties. The rental rates, sales prices and occupancy levels of our property developments are dependent on market prices in the local market, which depend on local demand and supply conditions, competitive conditions and general macroeconomic conditions in the PRC, including GDP growth rates, interest rates, inflation rates and unemployment rates.

### **Critical Accounting Policies**

We have identified accounting policies which involve subjective assumptions and estimates as well as complex judgments relating to certain accounting items. We set forth below those accounting policies that we believe involve the most significant estimates and judgments used in the preparation of our financial statements.

Our significant accounting policies, which are important for an understanding of our financial condition and results of operations, are set forth in detail in our audited consolidated financial statements included in this offering memorandum.

### ***Revenue Recognition***

We recognize revenue from the sale of properties in our income statement when the significant risks and rewards of ownership have been transferred to the buyer. We consider the significant risks and rewards of ownership to have been transferred when the construction of properties is completed, the properties are delivered to the buyers pursuant to the sales agreement and the collectibility of the related receivables is reasonably assured. We include deposits received on properties sold prior to the date of revenue recognition, including pre-sale proceeds, in the statement of financial position as trade and other payables.

We recognize rental income in the period in which the properties are leased on a straight-line basis over the lease term. Any rent-free period offered as an incentive to our trade center occupants is amortized over the term of the related lease agreements.

Because the building ownership certificates granted to us for certain residential and office buildings in China South City Shenzhen restrict the transfer of the underlying property, we have entered into lease agreements with occupants of these units. However, because the lease terms will last in duration for the major part of the economic life of the units and the lease agreements with occupants of these units transfer to the occupants substantially all the risks and rewards incidental to ownership, we treat the leases for accounting purposes as finance leases in accordance with the current accounting standards in Hong Kong. We recognize revenue from these units once the following criteria are satisfied: (1) construction is completed; (2) construction completion registration procedures are completed; (3) delivery is made to the occupants pursuant to the finance lease agreement; and (4) the collectibility of the related receivables is reasonably assured. See “Business — Purchaser and Tenant Financing.”

### ***Deferred Tax***

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax basis. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized for deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that taxable profit will be available against which these deductible temporary differences can be utilized. Deferred tax assets and liabilities are determined at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled.

### ***Land Appreciation Tax***

Under PRC tax laws and regulations, our properties developed for sale are subject to LAT. We have calculated and accrued all LAT payable on our property sales in accordance with the progressive rates specified in relevant tax laws, including the LAT Notice. All income from the sale or transfer of state-owned land use rights, buildings and their attached facilities in the PRC is subject to land appreciation tax at progressive rates ranging from 30% to 60% of the appreciation value as defined in the relevant tax laws. LAT provisions represent provisions for the estimated LAT payable in relation to our properties sold during a period. We estimate and make provisions for the amount of LAT payable based on our own calculations in accordance with our understanding of the relevant laws and regulations. Our estimate of LAT provisions requires us to exercise significant judgment with respect to the appreciation of land value, total proceeds derived from the sale of projects and the allowability of deductible items for income tax purposes. Our profit in the relevant periods will be affected if the ultimate tax determination differs from the amounts that were initially recorded. In addition, any disagreements with the tax authorities could result in additional taxes, and possibly, penalties.

### ***Valuation of Properties***

In accordance with Hong Kong Accounting Standard 40 “Investment Properties” issued by the Hong Kong Institute of Certified Public Accountants, investment properties may be recognized by using either the fair value model or the cost model. We state our investment properties at their fair value as non-current assets in our statement of financial position on the basis of valuations by a qualified independent professional valuer. We provide the independent professional valuer with various information including relevant data pertaining to the leases existing on our investment properties for the valuer to use as a basis for valuation purposes. See “— Factors Affecting Our Results of Operations - Valuation of Our Investment Properties” for more information on the valuation of our investment properties.

### ***Properties held for sale and held for finance lease***

Properties held for sale includes completed properties held for sale and properties under development expected to be completed within normal operating cycle. Properties held for sale and held for finance lease are stated at the lower of cost and net realisable value. Cost includes land cost, all development expenditure, applicable borrowing costs and other direct costs attributable to such properties. Net realisable value is determined by reference to the prevailing market prices, on an individual property basis.

Properties under development are stated at the lower of cost and net realisable value. Cost comprises the land costs, construction costs, capitalised borrowing costs and other cost directly attributed to such properties during the period of construction.

Properties under development are initially classified as non-current assets and transferred to current assets under the category of properties held for sale when the construction of the relevant properties commences and the construction period of the relevant property development project is expected to complete within normal operating cycle.

## Description of Components of Results of Operations

### Revenue

We generate revenue from: (1) sales of our trade center units and residential properties; (2) leasing of residential units and office units, which we characterize as finance lease income; and (3) recurring income which consists of (a) rental income from leases of trade center units, commercial and other facilities; (b) property management services; (c) E-commerce services and (d) other revenue which consist of income from the provision of logistics and warehousing services, outlet operations and other services.

The following table sets forth a breakdown of our revenue for the periods indicated.

	Fiscal Year Ended March 31,					
	2014		2015		2016	
	HK\$	%	HK\$	%	HK\$	%
	(in thousands, except for percentages)					
Sale of properties . . . . .	12,534,980	93.1	8,190,793	83.9	4,164,135	67.9
Sales of trade center units . . . . .	11,778,160	87.5	6,836,963	70.1	2,998,814	48.9
Sales of residential properties . . . . .	756,820	5.6	1,353,830	13.9	1,165,321	19.0
Finance lease income . . . . .	277,603	2.1	463,378	4.7	551,568	9.0
Rental income . . . . .	304,866	2.3	573,895	5.9	681,314	11.1
Property management service income . . . . .	67,074	0.5	133,321	1.4	247,721	4.0
E-commerce income . . . . .	189,128	1.4	201,806	2.1	202,184	3.3
Other revenue . . . . .	94,671	0.6	194,574	2.0	289,340	4.7
Total . . . . .	<u>13,468,322</u>	<u>100.0</u>	<u>9,757,767</u>	<u>100.0</u>	<u>6,136,262</u>	<u>100.0</u>

### Sale of Properties

Sale of properties represents revenue from the sales of our trade center units in China South City Shenzhen, Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing and sales of residential properties in China South City Nanchang, Nanning and Hefei.

The following tables set forth a breakdown of our revenues from sale of properties by project for the periods indicated.

	Average Selling Price <sup>(1)</sup>			GFA sold			Sales Revenue <sup>(2)</sup>		
				Fiscal Year ended March 31,					
	2014	2015	2016	2014	2015	2016	2014	2015	2016
	(HK\$/sq.m.)			(sq.m.)			(HK\$ in millions)		
China South City Shenzhen . . . . .	24,700	24,400	24,600	8,000	5,900	4,900	187.8	135.5	113.8
China South City Nanchang . . . . .									
Trade center units . . . . .	15,900	17,300	21,600	24,200	63,400	100	361.8	1,034.5	2.9
Residential properties . . . . .	7,800	8,200	8,000	2,000	104,600	26,500	14.2	805.7	197.4
China South City Nanning . . . . .									
Trade center units . . . . .	17,700	21,000	24,300	13,300	8,600	1,800	220.9	169.6	34.5
Residential properties . . . . .	7,100	7,400	6,800	110,300	78,500	57,200	742.6	548.1	364.8
China South City Xi'an . . . . .	9,300	8,600	6,400	286,700	43,200	94,600	2,512.7	351.0	568.3
China South City Harbin . . . . .	-	7,700	10,600	-	225,400	4,900	-	1,648.4	49.3
China South City Zhengzhou . . . . .	8,500	7,700	9,400	534,500	368,000	131,400	4,298.5	2,669.9	1,168.3
China South City Hefei . . . . .									
Trade center units . . . . .	7,000	9,300	6,500	638,000	53,100	7,600	4,196.5	468.8	47.2
Residential properties . . . . .	-	-	5,600	-	-	113,300	-	-	603.1
China South City Chongqing . . . . .	-	7,700	6,800	-	49,200	157,100	-	359.3	1,014.5
Total . . . . .	<u>N/A</u>	<u>N/A</u>	<u>N/A</u>	<u>1,617,000</u>	<u>999,900</u>	<u>599,400</u>	<u>12,535.0</u>	<u>8,190.8</u>	<u>4,164.1</u>

(1) Prior to deduction of business tax

(2) Net of business tax

### *Finance Lease Income*

Finance lease income represents revenue from the lease arrangements for our residential units and office units. Occupants make their rental payments for the residential units and office units at the beginning of the lease term, either in the form of a lump-sum payment or with an initial deposit followed by payment of the outstanding balance within two months of the payment of the initial deposit. We include the revenue from our residential and office units in the income statement and the related construction costs are accounted for as cost of properties under finance lease in the income statement.

### *Recurring Income*

#### Rental Income

Rental income mainly represents revenue from the rental of our trade center units and supporting commercial facilities in China South City Shenzhen and HOBA Furnishing. These properties also include trade center units sold and subsequently leased by us to third parties under agreements with the purchasers of these units. Under these arrangements, we provide purchase price discounts to buyers of trade center units who choose not to occupy their units but, instead, allow us to lease out their units to third parties for an agreed term, while we keep the rental income generated thereby. We calculate rental income based on the effective rental rate multiplied by leased GFA. We amortize rental income on a straight-line basis over the term of the lease. We expect our rental income to gradually increase in the coming years as we launch trial operations for each completed phase of our projects.

#### Property Management Service Income

Property management service income represents revenue from the provision of property management services, such as security, cleaning, repair and maintenance services, through our wholly owned subsidiary Shenzhen First Asia Pacific, to our occupants. We expect our property management income to further increase in coming years as we launch trial operations for each completed phase of our projects.

#### E-commerce Income

E-commerce income represents revenue from the provision of our E-commerce services to the occupants at our projects. Through our online platform, available at CSC86.com, we provide trade center shop operators and SMEs in the related industries a platform to facilitate trading. Our online platforms enable our trade center shops to benefit from the combined advantages of physical stores and virtual shops for both business-to-business and business-to-customer trading.

#### Other Revenue

Other revenue represents income from the provision of logistics and warehousing services, outlet operations and other services. Our logistics services and facilities consist of a network of warehouses and one-stop integrated inbound and outbound logistics facilities. We aim to extend our warehouse and freight forward services to online management platforms and supply chain management services in order to build a logistics management platform that spans across our projects. We build and operate outlets featuring global brands and products to attract visitors.

### *Cost of Sales*

Cost of sales primarily represents the costs of properties sold and properties held for finance lease, costs of services provided and unallocated cost of sales, which includes rental expenses. The principal component of cost of sales is the cost of properties sold.



The following table sets forth a breakdown of our cost of sales for the periods indicated.

	Fiscal Year Ended March 31,					
	2014		2015		2016	
	HK\$	%	HK\$	%	HK\$	%
	(in thousands, except for percentages)					
Cost of properties sold <sup>(1)</sup> . . . . .	6,409,079	92.6	3,563,495	77.8	1,984,613	62.5
Cost of properties held for finance lease . . . . .	110,171	1.6	215,251	4.7	242,887	7.6
Cost of services provided and unallocated cost of sales . . . . .	401,908	5.8	803,491	17.5	949,709	29.9
Total . . . . .	<u>6,921,158</u>	<u>100.0</u>	<u>4,582,237</u>	<u>100.0</u>	<u>3,177,209</u>	<u>100.0</u>

(1) Includes construction costs and related costs, such as land use rights costs and capitalized expenses.

### *Cost of Properties Sold*

Cost of properties sold includes costs we have incurred directly in the course of our property development activities. These consist primarily of: (1) construction costs; and (2) related costs, such as land use rights costs and capitalized expenses.

*Construction Costs.* We outsource the construction of all of our projects to third party contractors, whom we select through a competitive tender process. Our construction contracts provide for payments which cover substantially all labor, materials, fittings and equipment costs, subject to re-negotiation for design changes requested by our occupants during construction or changes in government-regulated steel prices. Our construction costs consist primarily of payments to our third party contractors, which are paid over the construction period based on specified milestones. Our construction costs also include land leveling expenses, surveying expenses and design fees.

*Related Costs.* Land use rights costs include the land grant fees we pay to acquire land use rights for our property development site. Land grant fees are the payments to the relevant land bureau or the relevant provincial or local government for the right to occupy, use and develop a particular parcel of land and to market the units or other projects developed on such land. We acquired our land for China South City Shenzhen through negotiations with local government authorities in accordance with local regulations. Our land use rights costs for China South City Shenzhen are fixed under our master agreement and the corresponding supplementary agreements with the local government authorities. We have acquired a portion of the land for our properties under development in Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing. Our master agreements and the corresponding supplementary agreements with local government authorities for these projects require that the land use right costs for these properties be determined through competitive bidding at public tender, auction or listing for sale.

### *Cost of Properties Held for Finance Lease*

Cost of properties held for finance lease includes costs we have incurred directly in the course of our property development activities related to our residential units and office units. These consist of land use rights costs, construction costs and capitalized expenses.

### *Cost of Services Provided and Unallocated Cost of Sales*

Cost of services provided and unallocated cost of sales include costs associated with property management services, logistics and warehousing services, outlet operations, rental costs that we incurred in leasing trade center units and other services.

### *Other Income and Gains/(Losses)*

Other income and gains/(losses) consists primarily of interest income from banks, loan and finance lease receivables, government development grants and gains or losses on held for trading investments at

fair value through profit or loss. We have received government development grants from the relevant government authorities to foster and support the development of our projects in China. These government development grants amounted to HK\$10.3 million, HK\$56.5 million and HK\$1,001.1 million for the fiscal years ended March 31, 2014, 2015 and 2016, respectively.

### ***Change in Fair Value of Investment Properties***

We engage a qualified independent property valuer on an annual basis to conduct a valuation of our investment properties. See “— Factors Affecting Our Results of Operations — Valuation of Our Investment Properties.”

### ***Selling and Distribution Expenses***

Our selling and distribution expenses include:

- staff salaries (including commissions), employee benefit expenses and office expenses for sales and marketing personnel;
- advertising fees associated with advertisements placed in various mass media outlets, and design and promotion expenses, which include print advertisement costs, marketing materials, billboard and other display advertising costs;
- depreciation and amortization of facilities used by marketing personnel; and
- miscellaneous expenses, including fees associated with sponsoring conferences, business related travel expenses, referral fees paid to occupants who introduce new occupants to our trade centers and organizational membership fees for our selling and marketing staff.

### ***Administrative Expenses***

Administrative expenses principally include:

- staff salaries and employee benefit expenses for our management, administrative, finance and accounting staff, employee share option benefits and directors fees;
- depreciation of fixed assets, including office buildings and self-use properties, but excluding investment properties and properties under development;
- consultancy fees paid in relation to corporate strategy, marketing and promotion, property management and property development and legal and professional fees;
- office expenses;
- water and electricity fees;
- business development expenses and promotional activities; and
- miscellaneous expenses, such as rental of residential quarters, motor vehicles and shuttle buses for administrative staff, utilities expenses, property insurance expenses and travel expenses.

### ***Other Expenses***

Other expenses consist primarily of provisions for/(reversal of provision for) trade receivables and loss on redemption of senior notes.

## Finance Costs

Our finance costs consist primarily of interest paid on bank and other borrowings. Interest rates on our bank borrowings, most of which are granted by PRC commercial banks and denominated in Renminbi, are typically linked to PBOC rates. Interest rates on our other borrowings, including the issuances of various notes and bonds, are determined by market conditions at the time of such borrowing and issuance.

We capitalize certain of our interest expenses based on the purposes for which the underlying borrowings or proceeds from offerings of debt securities are used. Under HKFRS, we are permitted to capitalize interest expenses related to debt incurred for construction costs directly attributable to the acquisition, construction or production of qualifying assets, and we are required to cease capitalization of such costs when the assets are substantially ready for their intended use or sale. Because all or a portion of our proceeds from the medium-term notes, the corporate bonds, the domestic company bonds, the convertible notes, the 2012 Notes and the 2014 Notes were used for the development and construction of our properties, we capitalized all related interest expenses. For the fiscal years ended March 31, 2014, 2015 and 2016, bank borrowings used for general working capital purposes were recorded as interest expenses in our income statement.

## Share of Results of Joint Ventures

Share of results of joint ventures consist primarily of profit or loss, as applicable, from China South Royal Restaurant (Shenzhen) in which we held 50.5% interest until June 16, 2015.

## Share of Results of Associates

Share of results of associates primarily includes profit or loss, as applicable, of China South Intimex and Harbin Huayilong Fur Market, which we hold a 30% interest and a 25% interest, respectively. China South Intimex engages in website development, the maintenance and development of software, the provision of consultancy services and trading of E-commerce hardware and software. Harbin Huayilong Fur Market engages in property leasing.

## Taxation

We and our subsidiaries are incorporated in different jurisdictions, with different taxation requirements.

The following table sets forth the major components of income taxes for the periods indicated.

	Fiscal Year Ended March 31,					
	2014		2015		2016	
	HK\$	%	HK\$	%	HK\$	%
	(in thousands, except for percentages)					
Enterprise income tax . . . . .	1,239,428	50.1	819,254	38.2	1,011,480	73.8
Land appreciation tax . . . . .	1,270,280	51.4	1,213,663	56.6	(23,865)	(1.7)
Deferred PRC tax . . . . .	(37,230)	(1.5)	111,792	5.2	382,842	27.9
Total income tax . . . . .	<u>2,472,478</u>	<u>100.0</u>	<u>2,144,709</u>	<u>100.0</u>	<u>1,370,457</u>	<u>100.0</u>

## Enterprise Income Tax

*PRC.* Our subsidiaries incorporated in the PRC are subject to PRC Enterprise Income Tax (“EIT”) on their taxable income as reported in the PRC statutory accounts adjusted in accordance with relevant PRC income tax laws. Prior to the effectiveness of the EIT law, on January 1, 2008, domestic companies were generally subject to EIT at a statutory rate of 33%.

The new EIT law imposes a uniform EIT rate of 25% on all domestic enterprises and foreign invested enterprises unless they qualify under certain exceptions. The new EIT law and related

regulations provide a five-year transition period for certain entities which were established before March 16, 2007 and enjoyed a preferential EIT rate of less than 25% under the old EIT law to gradually increase their rates to 25%. Enterprises that were entitled to tax holidays for a fixed term may continue to enjoy such treatment until the tax holidays expire.

*British Virgin Islands, the Cayman Islands and Hong Kong.* We are incorporated in Hong Kong, and we have subsidiaries incorporated in the British Virgin Islands, the Cayman Islands and Hong Kong as investment holding companies, certain of which hold interests in our PRC operating entities. We are not subject to tax in the British Virgin Islands or the Cayman Islands on income or capital gains, and dividend payments are not subject to withholding tax in the British Virgin Islands or the Cayman Islands. Our subsidiaries incorporated in Hong Kong are not subject to Hong Kong corporate income tax because we have no assessable profits in Hong Kong.

#### *Land Appreciation Tax*

LAT in the amount of HK\$1,270.3 million and HK\$1,213.7 million for the fiscal years ended March 31, 2014 and 2015, respectively, were charged to our consolidated income statements. LAT in the amount of HK\$23.9 million for the fiscal year ended March 31, 2016 was credited to our consolidated income statements. See “— Factors Affecting Our Results of Operations — Land Appreciation Tax” and “— Critical Accounting Policies — Land Appreciation Tax.”

#### *Deferred Tax*

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in our financial statements and the corresponding tax basis. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized for deductible temporary differences, carry-forward of unused tax credits and unused tax losses. Deferred tax assets and liabilities are determined at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled.

A reconciliation of deferred tax liabilities and tax assets to deferred PRC EIT is provided in the table below for the periods indicated.

	<b>Fiscal Year Ended March 31,</b>		
	<b>2014</b>	<b>2015</b>	<b>2016</b>
	<b>(HK\$ in thousands)</b>		
Deferred PRC corporate income tax <sup>(1)</sup> . . . . .	(37,230)	111,792	382,842
Deferred tax charged/(credited) to the income statement during the year <sup>(1)</sup>			
Deferred tax liabilities . . . . .	417,805	549,373	1,119,694
Deferred tax assets . . . . .	(455,035)	(437,581)	(736,852)
	<u>(37,230)</u>	<u>111,792</u>	<u>382,842</u>

(1) For more information, please refer to related notes in the audited consolidated financial statements for the fiscal years ended March 31, 2014, 2015 and 2016 included in this offering memorandum.

#### ***Non-controlling Interests***

Non-controlling interests represent our profit or loss after taxation that is attributable to the other shareholders of our non-wholly owned subsidiaries.

#### **Consolidated Results of Operations**

The following is a discussion of our consolidated results of operations for the fiscal years ended March 31, 2014, 2015 and 2016.

## *Fiscal Year Ended March 31, 2016 Compared with Fiscal Year Ended March 31, 2015*

### *Revenue*

Revenue decreased by HK\$3,621.5 million, or 37.1%, from HK\$9,757.8 million for the fiscal year ended March 31, 2015 to HK\$6,136.3 million for the fiscal year ended March 31, 2016. This decrease was mainly attributable to the continued general slow down in the PRC economy and our decrease in Contracted Sales and delivery of completed properties during the fiscal year ended March 31, 2016, partially offset by the increase in our recurring income from approximately HK\$1,103.6 million for the fiscal year ended March 31, 2015 to approximately HK\$1,420.6 million for the fiscal year ended March 31, 2016.

*Sale of properties.* Revenue from sale of properties decreased by HK\$4,026.7 million, or 49.2%, from HK\$8,190.8 million for the fiscal year ended March 31, 2015 to HK\$4,164.1 million for the fiscal year ended March 31, 2016. This decrease was mainly attributable to the slow down in the general PRC economy and our decrease in Contracted Sales and delivery of completed properties during the fiscal year ended March 31, 2016.

*Finance lease income.* Finance lease income increased by HK\$88.2 million, or 19.0%, from HK\$463.4 million for the fiscal year ended March 31, 2015 to HK\$551.6 million for the fiscal year ended March 31, 2016. This increase was primarily due to the increase in finance leases for offices in China South City Shenzhen during the fiscal year ended March 31, 2016. We entered into finance lease arrangements with occupants at those properties for approximately 49,400 sq.m. for the fiscal year ended March 31, 2016, compared to approximately 43,500 sq.m. for the fiscal year ended March 31, 2015, at an average price of approximately HK\$11,800 per sq.m. for the fiscal year ended March 31, 2016, compared to approximately HK\$11,300 per sq.m. for the fiscal year ended March 31, 2015.

*Rental income.* Rental income increased by HK\$107.4 million, or 18.7%, from HK\$573.9 million for the fiscal year ended March 31, 2015 to HK\$681.3 million for the fiscal year ended March 31, 2016. This increase was primarily due to the continued increase in rental income contribution from our trade center units at China South City Shenzhen, rental income contribution from HOBA Furnishing and the commencement of certain rental units at other projects.

*Property management service income.* Property management service income increased by HK\$114.4 million, or 85.8%, from HK\$133.3 million for the fiscal year ended March 31, 2015 to HK\$247.7 million for the fiscal year ended March 31, 2016. This increase was primarily due to an increase in areas of properties under management.

*E-commerce income.* E-commerce income remained relatively stable and increased slightly from HK\$201.8 million for the fiscal year ended March 31, 2015 to HK\$202.2 million for the fiscal year ended March 31, 2016.

*Other revenue.* Other revenue increased by HK\$94.7 million, or 48.7% from HK\$194.6 million for the fiscal year ended March 31, 2015 to HK\$289.3 million for the fiscal year ended March 31, 2016. This increase was mainly attributable to the continued growth of our outlet operations and logistics and warehousing services. As a result, income from our outlet operations increased by HK\$44.4 million, or 48.1%, from HK\$92.5 million for the fiscal year ended March 31, 2015 to HK\$136.9 million for the fiscal year ended March 31, 2016. This increase was mainly due to the growth of our outlet center business and the increase in operating areas in both our established outlets as well as new outlets during the fiscal year ended March 31, 2016. Income from our logistics and warehousing services increased by HK\$47.6 million, or 49.7%, from HK\$95.8 million for the fiscal year ended March 31, 2015 to HK\$143.4 million for the fiscal year ended March 31, 2016. This increase was mainly due to the increasing occupancy rate of our existing warehouse facilities and the addition of new warehouse facilities.

### *Cost of Sales*

Cost of sales decreased by HK\$1,405.0 million, or 30.7%, from HK\$4,582.2 million for the fiscal year ended March 31, 2015 to HK\$3,177.2 million for the fiscal year ended March 31, 2016, in line with the decrease in GFA of properties sold.

### *Gross Profit*

As a result of the foregoing, gross profit decreased by HK\$2,216.5 million, or 42.8%, from HK\$5,175.6 million for the fiscal year ended March 31, 2015 to HK\$2,959.1 million for the fiscal year ended March 31, 2016. Gross profit margin, or gross profit as a percentage of total revenue, decreased from 53.0% for the fiscal year ended March 31, 2015 to 48.2% for the fiscal year ended March 31, 2016, due to our change in product mix with a higher percentage of sale of residential properties which had a relatively lower profit margin compared to our trade center units.

### *Other Income and Gains*

Other income and gains increased by HK\$732.1 million, or 219.1%, from HK\$334.1 million for the fiscal year ended March 31, 2015 to HK\$1,066.2 million for the fiscal year ended March 31, 2016. This increase was mainly due to the government grants of HK\$1,001.1 million for certain projects during the fiscal year ended March 31, 2016.

### *Change in Fair Value of Investment Properties*

The change in fair value of investment properties was HK\$2,398.5 million for the fiscal year ended March 31, 2015 compared to HK\$3,232.7 million for the fiscal year ended March 31, 2016. The fair value gain was mainly contributed by the addition of new investment properties at our existing projects.

### *Selling and Distribution Expenses*

Selling and distribution expenses increased by HK\$142.7 million, or 19.8%, from HK\$722.0 million for the fiscal year ended March 31, 2015 to HK\$864.7 million for the fiscal year ended March 31, 2016. This increase was primarily due to (1) our increased advertising and promotion expenses related to the sale of properties and our outlet operations and HOBA Furnishing and (2) an increase in the incentive package for our sales and marketing team.

### *Administrative Expenses*

Administrative expenses increased by HK\$93.6 million, or 8.6%, from HK\$1,083.6 million for the fiscal year ended March 31, 2015 to HK\$1,177.2 million for the fiscal year ended March 31, 2016. This increase was primarily due to an increase in business activities as a result of trial operations in various projects.

### *Finance Costs*

Finance costs decreased slightly by HK\$6.2 million, or 3.7%, from HK\$165.6 million for the fiscal year ended March 31, 2015 to HK\$159.4 million for the fiscal year ended March 31, 2016, primarily due to a decrease in bank and other loans for general business purposes, with interest expenses recorded on our income statement, and a decrease in our weighted average financing cost from approximately 6.8% to 6.3% over the same period.

### *Profit Before Tax*

As a result of the foregoing, profit before tax decreased by HK\$955.3 million, or 16.3%, from HK\$5,859.5 million for the fiscal year ended March 31, 2015 to HK\$4,904.2 million for the fiscal year ended March 31, 2016.

### *Income Tax Expenses*

Income tax expenses decreased by HK\$774.2 million, or 36.1%, from HK\$2,144.7 million for the fiscal year ended March 31, 2015 to HK\$1,370.5 million for the fiscal year ended March 31, 2016. This decrease was in line with the decrease in our revenue for the fiscal year ended March 31, 2016.

### *Profit for the Year*

As a result of the foregoing, profit for the year decreased by HK\$181.0 million, or 4.9%, from HK\$3,714.8 million for the fiscal year ended March 31, 2015 to HK\$3,533.8 million for the fiscal year ended March 31, 2016.

## ***Fiscal Year Ended March 31, 2015 Compared with Fiscal Year Ended March 31, 2014***

### *Revenue*

Revenue decreased by HK\$3,710.5 million, or 27.6%, from HK\$13,468.3 million for the fiscal year ended March 31, 2014 to HK\$9,757.8 million for the fiscal year ended March 31, 2015. This decrease was primarily due to the general slow down in the PRC economy and a decrease in GFA sold during the fiscal year ended March 31, 2015.

*Sale of properties.* Revenue from sale of properties decreased by HK\$4,344.2 million, or 34.7%, from HK\$12,535.0 million for the fiscal year ended March 31, 2014 to HK\$8,190.8 million for the fiscal year ended March 31, 2015. This decrease was primarily due to the general slow down in the PRC economy and a decrease in GFA sold during the fiscal year ended March 31, 2015.

*Finance lease income.* Finance lease income increased by HK\$185.8 million, or 66.9%, from HK\$277.6 million for the fiscal year ended March 31, 2014 to HK\$463.4 million for the fiscal year ended March 31, 2015, primarily attributable to an increase in finance lease contracts for office and residential units. We entered into finance lease arrangements with occupants for approximately 43,500 sq.m. for the fiscal year ended March 31, 2015, compared to approximately 26,200 sq.m. for the fiscal year ended March 31, 2014, at an average price of approximately HK\$11,300 per sq.m. for the fiscal year ended March 31, 2015, compared to approximately HK\$11,200 per sq.m. for the fiscal year ended March 31, 2014.

*Rental income.* Rental income increased by HK\$269.0 million, or 88.2%, from HK\$304.9 million for the fiscal year ended March 31, 2014 to HK\$573.9 million for the fiscal year ended March 31, 2015. This increase was primarily due to the continued increase in rental income contribution from our trade center units, rental income contribution from HOBA Furnishing and the commencement of certain trade center units for rent at certain projects.

*Property management service income.* Property management service income increased by HK\$66.2 million, or 98.8%, from HK\$67.1 million for the fiscal year ended March 31, 2014 to HK\$133.3 million for the fiscal year ended March 31, 2015. This increase was primarily due to an increase in properties under management as a result of the higher occupancy rate of the trade center units and ancillary facilities and new occupancy at China South City Nanning, Nanchang, Xi'an and Zhengzhou which commenced trial operations in the fiscal year ended March 31, 2015.

*E-commerce income.* E-commerce income increased by HK\$12.7 million, or 6.7%, from HK\$189.1 million for the fiscal year ended March 31, 2014 to HK\$201.8 million for the fiscal year ended March 31, 2015. This increase was primarily due to the commencement of our online membership program at China South City Zhengzhou. By joining the service, the occupants of China South City Zhengzhou enjoy a full range E-commerce services offered by our E-commerce platform, CSC86.com.

*Other revenue.* Other revenue increased by HK\$99.9 million, or 105.5%, from HK\$94.7 million for the fiscal year ended March 31, 2014 to HK\$194.6 million for the fiscal year ended March 31, 2015. This increase was mainly attributable to the continued growth of our outlet operations and logistics and warehousing services. Income from our outlet operations increased by HK\$23.8 million, or 34.6%, from HK\$68.7 million for the fiscal year ended March 31, 2014 to HK\$92.5 million for the fiscal year ended March 31, 2015. This increase was mainly due to the growth of our outlet center business and the increase in operating areas in both our established outlets as well as new outlets during the fiscal year ended March 31, 2015. Income from our logistics and warehousing services increased by HK\$71.0 million, or 286.3%, from HK\$24.8 million for the fiscal year ended March 31, 2014 to HK\$95.8 million for the fiscal year ended March 31, 2015. This increase was mainly due to the increasing occupancy rate of our existing warehouse facilities and the addition of new warehouse facilities.

#### *Cost of Sales*

Cost of sales decreased by HK\$2,339.0 million, or 33.8%, from HK\$6,921.2 million for the fiscal year ended March 31, 2014 to HK\$4,582.2 million for the fiscal year ended March 31, 2015, in line with the decrease in GFA of properties sold.

#### *Gross Profit*

As a result of the foregoing, gross profit decreased by HK\$1,371.6 million, or 21.0%, from HK\$6,547.2 million for the fiscal year ended March 31, 2014 to HK\$5,175.6 million for the fiscal year ended March 31, 2015. Gross profit margin, or gross profit as a percentage of total revenue, increased from 48.6% for the fiscal year ended March 31, 2014 to 53.0% for the fiscal year ended March 31, 2015. This increase was primarily due to (1) our recurring income, which has a higher profit margin, accounting for a higher percentage of our revenue and (2) the receipt of government development grants for certain projects.

#### *Other Income and Gains*

Other income and gains increased by HK\$146.3 million, or 77.9%, from HK\$187.8 million for the fiscal year ended March 31, 2014 to HK\$334.1 million for the fiscal year ended March 31, 2015. This increase was mainly due to the fair value gain of the option granted to Tencent to subscribe for our shares, which was treated as a derivative financial instrument, amounting to HK\$151.9 million, as compared to HK\$103.3 million in the prior fiscal year, and the increase in bank interest income for the fiscal year ended March 31, 2015.

#### *Change in Fair Value of Investment Properties*

The change in fair value of investment properties was HK\$1,266.3 million for the fiscal year ended March 31, 2014 compared to HK\$2,398.5 million for the fiscal year ended March 31, 2015. The fair value gain was mainly contributed by the addition of new investment properties at China South City Shenzhen and the stable growth in value of our existing properties at China South City Shenzhen and Harbin.



### *Selling and Distribution Expenses*

Selling and distribution expenses increased by HK\$140.8 million, or 24.2% from HK\$581.2 million for the fiscal year ended March 31, 2014 to HK\$722.0 million for the fiscal year ended March 31, 2015. This increase was mainly attributable to the increase in marketing and advertising expenses for China South City Zhengzhou, Hefei and Chongqing, which launched more sales and marketing activities, and the increase in staff costs as a result of the expansion of our sales and marketing team during the fiscal year ended March 31, 2015.

### *Administrative Expenses*

Administrative expenses increased by HK\$220.6 million, or 25.6%, from HK\$863.0 million for the fiscal year ended March 31, 2014 to HK\$1,083.6 million for the fiscal year ended March 31, 2015. This increase was primarily due to an increase in business activities as a result of trial operations in various projects which caused us to expand our management team and increase our employee headcount.

### *Finance Costs*

Finance costs increased by HK\$12.7 million, or 8.3%, from HK\$152.9 million for the fiscal year ended March 31, 2014 to HK\$165.6 million for the fiscal year ended March 31, 2015, primarily due to an increase in new bank and other borrowings for general business purposes, with interest expenses recorded on our income statement.

### *Profit Before Tax*

As a result of the foregoing, profit before tax decreased by HK\$309.3 million, or 5.0%, from HK\$6,168.8 million for the fiscal year ended March 31, 2014 to HK\$5,859.5 million for the fiscal year ended March 31, 2015.

### *Income Tax Expenses*

Income tax expenses decreased by HK\$327.8 million, or 13.3%, from HK\$2,472.5 million for the fiscal year ended March 31, 2014 to HK\$2,144.7 million for the fiscal year ended March 31, 2015. This decrease was attributable to the decrease in current income tax expenses and land appreciation tax as a result of less income generated during the fiscal year ended March 31, 2015, offset by the increase in tax related to fair value gain on investment properties.

### *Profit for the Year*

As a result of the foregoing, profit for the year increased by HK\$18.4 million, or 0.5%, from HK\$3,696.4 million for the fiscal year ended March 31, 2014 to HK\$3,714.8 million for the fiscal year ended March 31, 2015.

## **Liquidity and Capital Resources**

Our primary uses of cash are to pay for construction costs, land costs (principally the payment of land grant fees), infrastructure costs, and consulting fees paid to architects and designers, as well as to service our indebtedness and fund working capital and normal recurring expenses. For the fiscal years ended March 31, 2014, 2015 and 2016, we financed our operations primarily through internally generated funds, bank borrowings, proceeds from the offerings of the short-term notes, the medium-term notes, the corporate bonds, the domestic company bonds, convertible notes, the 2012 Notes and the 2014 Notes.

As of March 31, 2016, we had HK\$11,686.7 million in cash and cash equivalents and restricted cash and had unused bank facilities available in the amount of approximately HK\$5,956.3 million. We believe that our current levels of cash and cash equivalents, cash flows from operations and available bank facilities, combined with the net proceeds from this offering, will be sufficient to meet our anticipated cash needs for at least the next 12 months. However, we may need additional resources in the future if we experience changed business conditions or other developments. We may also need additional cash resources in the future if we find and wish to pursue opportunities for investment, acquisition, strategic cooperation or other similar actions, beyond our currently budgeted intentions with respect to the continued development of our projects. If we determine that our cash requirements exceed our amounts of cash and cash equivalents on hand, we may seek to issue additional debt or equity securities or obtain a bank facility. It is possible that, when we need additional cash resources, financing will only be available to us in amounts or on terms that would not be acceptable to us or financing will not be available at all.

### **Cash Flows**

The following table sets forth selected cash flow data from our consolidated cash flow statements for the periods indicated.

	Fiscal Year Ended March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Cash flows provided by operating activities . . . . .	2,702,900	1,386,810	1,187,337
Cash flows used in investing activities . . . . .	(2,728,561)	(12,344,370)	(5,468,437)
Cash flows provided by financing activities . . . . .	5,182,181	6,812,648	6,558,757
Net increase/(decrease) in cash and cash equivalents . . . . .	5,156,520	(4,144,912)	2,277,657
Cash and cash equivalents at beginning of period . . . . .	6,264,714	11,303,044	7,253,469
Effect of foreign exchange rate changes on cash and cash equivalents . . . . .	(118,190)	95,337	(203,319)
Cash and cash equivalents at end of period . . . . .	11,303,044	7,253,469	9,327,807

### **Restriction on Cash Transfers from our Subsidiaries**

We conduct all of our business through our subsidiaries, as well as our joint ventures and associates, incorporated in the PRC. We rely on dividends paid by our subsidiaries and our joint ventures and associates for our liquidity requirements, including the funds necessary to service any debt we may incur, including the short-term notes, the medium-term notes, the corporate bonds, the domestic company bonds, the 2012 Notes, the 2014 Notes, the convertible notes and to pay our operating expenses. PRC law restricts the ability of our subsidiaries, joint ventures and associates to transfer funds to us in the form of cash dividends, loans or advances.

For more information on our bank borrowings and other indebtedness, see “Description of Other Material Indebtedness.” For a discussion of legal restrictions on the ability of our subsidiaries, joint ventures and associates to transfer funds to us in the form of cash dividends, loans or advances, see “Regulation — Regulation of Foreign Currency Exchange and Dividend Distribution” and “Description of Other Material Indebtedness.”

Furthermore, under regulations of SAFE, the Renminbi is not convertible into foreign currencies for capital account items, such as loans, repatriation of investments and investment outside of the PRC, unless the prior approval of SAFE is obtained and prior registration with SAFE is made. These restrictions have not historically had, and are not expected in the future to have, a material adverse impact on our ability to meet our financial requirements.

### *Cash Flows Provided By Operating Activities*

We derive cash from operating activities principally from the sale of trade center units and ancillary facilities, finance lease income of leasing residential and commercial properties, and rental income received from trade center units retained as investment properties, warehouses and supporting commercial facilities. We use cash generated from operating activities principally for investments in properties under development.

For the fiscal year ended March 31, 2016, net cash provided by operating activities was HK\$1,187.3 million, which consisted of operating cash inflow before working capital of HK\$2,055.4 million and working capital cash outflow of HK\$868.1 million. Net working capital cash outflow consisted of overseas taxes paid of HK\$1,481.9 million, an increase in restricted cash of HK\$993.9 million, a decrease in trade and other payables of HK\$599.3 million and an increase in prepayments, deposits and other receivables of HK\$152.5 million, partially offset by a decrease in properties held for sale of HK\$1,793.1 million, a decrease in properties held for finance lease of HK\$234.0 million and a decrease in trade receivables of HK\$328.1 million.

For the fiscal year ended March 31, 2015, net cash provided by operating activities was HK\$1,386.8 million, which consisted of operating cash inflow before working capital of HK\$3,591.4 million and working capital cash outflow of HK\$2,204.6 million. Net working capital cash outflow primarily consisted of an increase in properties held for sale of HK\$2,841.9 million and overseas taxes paid of HK\$1,217.4 million, partially offset by a decrease in trade receivables of HK\$1,192.4 million and an increase in trade and other payables of HK\$708.1 million.

For the fiscal year ended March 31, 2014, net cash provided by operating activities was HK\$2,702.9 million, which consisted of operating cash inflow before working capital of HK\$5,276.1 million and working capital cash outflow of HK\$2,573.2 million. Net working capital cash outflow consisted of an increase in properties held for sale of HK\$3,730.0 million, an increase in trade receivables of HK\$1,927.8 million, an increase in prepayments, deposits and other receivables of HK\$303.7 million, an increase in restricted cash of HK\$962.0 million and overseas tax paid of HK\$837.6 million, partially offset by an increase in trade and other payables of HK\$5,040.8 million.

### *Cash Flow Used in Investing Activities*

For the fiscal year ended March 31, 2016, net cash used in investing activities was HK\$5,468.4 million, which primarily consisted of cash outflows of HK\$5,423.9 million for the development of Phase Three of China South City Shenzhen, and Phase One of China South City Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing.

For the fiscal year ended March 31, 2015, net cash used in investing activities was HK\$12,344.4 million, which primarily consisted of cash outflows of HK\$12,022.9 million for the development of China South City Shenzhen, Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, HK\$175.5 million relating to the investment of a 19.05% equity interest in Makepolo Inc. in September 2014, and HK\$239.3 million related to the acquisition of non-controlling interests of China South City Xi'an as partially offset by a cash inflow of HK\$139.3 million relating to proceeds from the disposal of the remainder of China South City Heyuan.

For the fiscal year ended March 31, 2014, net cash used in investing activities was HK\$2,728.6 million, which primarily consisted of cash outflows of HK\$3,255.4 million for the development of China South City Shenzhen, Nanchang, Nanning, Xi'an, Harbin, Zhengzhou and Hefei and HK\$221.2 million relating to the acquisition of HOBA Furnishing as partially offset by cash inflows of HK\$249.5 million relating to proceeds from a disposal of part of China South City Heyuan.

## *Cash Flow From Financing Activities*

Our cash from financing activities since April 1, 2013 have primarily consisted of the proceeds from the 2014 Notes, the convertible notes, the short-term notes, the medium-term notes, the corporate bonds, the domestic company bonds and bank and other borrowings. Our cash used in financing activities has historically been used primarily for repayment of principal of and interest on our bank and other borrowings.

For the fiscal year ended March 31, 2016, net cash provided by financing activities was HK\$6,558.8 million, which primarily consisted of new bank borrowings of HK\$10,800.5 million, proceeds from the issue of medium-term notes of HK\$2,415.7 million, proceeds from the issue of corporate bonds of HK\$1,788.0 million, proceeds from the issue of short-term notes of HK\$2,559.5 million and proceeds from issue of domestic company bonds of HK\$3,582.5 million, partially offset by repayment of bank and other borrowings of HK\$9,051.9 million, repayment of short-term notes of HK\$2,698.7 million, dividend distributions of HK\$1,120.7 million, interest paid of HK\$990.4 million, payment of interest on 2012 Notes and 2014 Notes of HK\$389.0 million, payment of interest on medium-term notes of HK\$197.0 million and payment of interest on short-term notes of HK\$136.0 million.

For the fiscal year ended March 31, 2015, net cash provided by financing activities was HK\$6,812.6 million, which primarily consisted of new bank borrowings of HK\$9,346.2 million, proceeds from the issue of medium-term notes of HK\$2,483.6 million, proceeds from the issue of short-term notes of HK\$2,750.9 million, proceeds from the exercise of Tencent call options of HK\$822.5 million and proceeds from the exercise of share options of HK\$390.2 million, partially offset by repayment of bank and other borrowings of HK\$6,371.0 million, dividend distributions of HK\$1,086.3 million, interest paid of HK\$961.0 million, payment of interest on 2012 Notes and 2014 Notes of HK\$389.0 million and payment for shares repurchased of HK\$150.6 million.

For the fiscal year ended March 31, 2014, net cash provided by financing activities was HK\$5,182.2 million, which primarily consisted of new bank borrowings of HK\$8,025.9 million, proceeds from the issue of the 2014 Notes of HK\$3,012.6 million, proceeds from the issue of the convertible notes of HK\$972.1 million and proceeds from the issue of shares of HK\$1,496.7 million to Tencent, partially offset by repayment of bank and other borrowings of HK\$4,512.2 million, payment for the redemption of the 2011 Notes of HK\$2,032.1 million, interest paid of HK\$698.6 million, dividend distributions of HK\$902.8 million and payment of interest on the 2011 Notes, the 2012 Notes and the 2014 Notes of HK\$378.3 million.

## **Indebtedness and Contingent Liabilities**

### ***Overview***

As of March 31, 2016, the total outstanding balance of the consolidated interest-bearing bank and other borrowings of the Company and its subsidiaries, including the short-term notes, the medium-term notes, the 2012 Notes, the 2014 Notes, the corporate bonds and the domestic company bonds, amounted to HK\$33,808.6 million, of which HK\$13,654.2 million was secured.

We also have certain commitments and contingent liabilities, consisting of commitments in respect of properties under development and guarantees provided to banks in respect of mortgage loans entered into by purchasers of our trade center units and residential properties, and bank loans entered into by occupants of our residential and commercial properties. The aggregate amount of these capital commitments and contingent liabilities was approximately HK\$13,155.9 million as of March 31, 2016.

### ***Short-Term Notes***

On October 17, 2014, China South International completed the issuance of the first tranche of the short-term notes of 2014 in the national interbank market in the PRC (“2014 First Tranche STN”) with a total principal amount of RMB2.2 billion with a maturity period of 1 year and at an interest rate of 5.4% per annum. The proceeds were to be used for repaying part of the bank loans of our Group. The 2014 First Tranche STN have been repaid in October 2015.

On September 9, 2015, China South International completed the issuance of the first tranche of short-term notes of 2015 (“2015 First Tranche STN”) with a total principal amount of RMB2.1 billion with a maturity period of 1 year and at an interest rate of 4.3% per annum. The proceeds were to be used for replacement of bank borrowings of our Group. The 2015 First Tranche STN have been repaid in September 2016.

On September 13, 2016, China South International completed the issuance of the first tranche of short-term notes of 2016 (“2016 First Tranche STN”) with a total principal amount of RMB1.2 billion with a maturity period of 1 year and at an interest rate of 4.9% per annum. The proceeds were to be used for replacement of bank borrowings of our Group.

### ***Medium Term Notes***

In April 2014, China South International obtained the relevant approval for issuing medium-term notes in the national inter-bank market in the PRC with a maximum principal amount of RMB4 billion.

On May 9, 2014, China South International completed the issuance of the first tranche of medium-term notes of 2014 (the “2014 First tranche MTN”) with a total principal amount of RMB1 billion in the national inter-bank market of the PRC. The 2014 First tranche MTN carry interest at the rate of 7.5% per annum and with a maturity period of 5 years, payable annually on May 9 in arrears, and will mature on May 9, 2019. The proceeds were to be used for repaying part of the short-term bank loans of our Group.

On September 12, 2014, China South International completed the issuance of the second tranche of medium-term notes of 2014 (the “2014 Second tranche MTN”) with a total principal amount of RMB1 billion in the national interbank market of the PRC. The 2014 Second tranche MTN carry interest at the rate of 8.4% per annum and with a maturity period of 5 years, payable annually on September 12 in arrears, and will mature on September 12, 2019. The proceeds were to be used for repaying part of bank loans of our Group.

On July 13, 2015, China South International completed the issuance of the first tranche of medium-term notes of 2015 (the “2015 First tranche MTN”) with a total principal amount of RMB2 billion in the national inter-bank market of the PRC. The 2015 First tranche MTN carry interest at the rate of 7.0% per annum and with a maturity period of 3 years, payable annually on July 13 in arrears, and will mature on July 13, 2018. The proceeds were to be used for replacement of bank loans of our Group and the development of China South City Nanning project.

### ***Corporate Bonds***

On April 13, 2015, China South International completed the issuance of the corporate bonds with a total principal amount of RMB1.5 billion and with a term of up to 6 years in maximum on the Shanghai Stock Exchange of the PRC. The corporate bonds carry interest at the rate of 7.0% per annum, payable annually on April 13 in arrears, and will mature on April 13, 2021. The proceeds were to be used for funding the development of China South City Zhengzhou project.

### ***Domestic Company Bonds***

In December 2015, China South International obtained the relevant approval for issuing the domestic company bonds in a maximum principal amount of RMB4.4 billion in the PRC.

On January 14, 2016, China South International issued the first tranche of domestic company bonds of 2016 (“2016 First Tranche DCB”) with the total principal amount of RMB3 billion with a term of 3 years and at an interest rate of 5.98% per annum. The proceeds were to be used for repaying part of bank loans of the Group and for general corporate purposes.

On May 4, 2016, China South International issued the second tranche of domestic company bonds of 2016 (“2016 Second Tranche DCB”) with the total principal amount of RMB1.4 billion with a term of 3 years and at an interest rate of 6.85% per annum. The proceeds were to be used for repaying part of bank loans of the Group and general working capital.

### **2012 Notes**

On October 17, 2012, we entered into an indenture (as supplemented by a supplemental indenture dated February 27, 2013) pursuant to which we issued US\$125 million principal amount of 13.5% senior notes due 2017. We used the net proceeds to fund our properties under development and properties planned for future development (including land grant fees), refinance a portion of our existing debt and for general corporate purposes. On April 15, 2016, we fully redeemed all of the 2012 Notes. For a detailed description of the 2012 Notes, see “Description of Other Material Indebtedness.”

### **2014 Notes**

On January 29, 2014, we issued 8.25% senior notes due 2019 in an aggregate principal amount of US\$400 million pursuant to an indenture. As of March 31, 2016, we had a principal amount of US\$400 million of the 2014 Notes outstanding. We used the net proceeds to fund our properties under development and properties planned for future development (including land grant fees), refinance a portion of our existing debt and for general corporate purposes. For a detailed description of the 2014 Notes, see “Description of Other Material Indebtedness.”

### **Original Notes**

On September 13, 2016, we issued the Original Notes in the aggregate principal amount of US\$200 million. As of the date of this offering memorandum, we had a principal amount of US\$200,000,000 of the Original Notes outstanding. We intend to use the net proceeds primarily to refinance existing indebtedness and for general corporate purposes. For a detailed description of the Original Notes, see “Description of the Notes.”

### **Bank and Other Borrowings**

Bank and other borrowings are important sources of funding for our operations. As at March 31, 2016, we had unused banking facilities of approximately HK\$5,956.3 million. These facilities included both short-term working capital loans and long-term project construction loans.

The following table sets forth a breakdown of our short-term bank and other borrowings and long-term bank and other borrowings as of the dates indicated.

	As of March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Short-term bank and other borrowings . . . . .	5,841,720	6,824,949	7,656,878
Long-term bank and other borrowings . . . . .	6,610,675	8,640,398	8,965,863
Total . . . . .	<u>12,452,395</u>	<u>15,465,347</u>	<u>16,622,741</u>

As of March 31, 2016, except for a bank loan in the aggregate principal amount of HK\$300 million bearing interest at HIBOR plus 2.65% per annum, all of our other bank and other borrowings bore interest rates ranging from 3.3% to 7.5% per annum.

The following table sets forth a breakdown of our secured and unsecured bank and other borrowings as of the dates indicated.

	As of March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Unsecured bank and other borrowings . . . . .	3,961,161	5,105,124	2,968,569
Secured bank and other borrowings . . . . .	8,491,234	10,360,223	13,654,172
Total . . . . .	<u>12,452,395</u>	<u>15,465,347</u>	<u>16,622,741</u>

Most of our secured loans are project construction loans, which are generally secured by mortgages over a portion of our land use rights and a portion of our properties.

The following table sets forth the maturity profile of our interest-bearing bank and other borrowings as of the dates indicated.

	As of March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Within one year . . . . .	5,841,720	6,824,949	7,656,878
Between 1–5 years . . . . .	6,016,314	8,106,077	8,659,801
Over 5 years . . . . .	594,361	534,321	306,062
Total . . . . .	<u>12,452,395</u>	<u>15,465,347</u>	<u>16,622,741</u>

The agreements under our banking facilities contain certain customary covenants, including to maintain certain financial ratios and to abide by certain restrictive and affirmative covenants. We were in compliance with all relevant covenants and financial ratios in our loan agreements as of March 31, 2016.

### ***Commitments and Contingent Liabilities***

#### ***Capital Commitments***

The following table sets forth our capital commitments as of the dates indicated.

	As of March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
<b>Properties under development</b>			
Contracted but not provided for . . . . .	5,763,592	9,253,942	7,350,506

#### ***Guarantees***

We guarantee mortgage and bank loans entered into by certain of our purchasers, including purchasers of trade center units and residential properties, and bank loans entered into by occupants of our residential and commercial properties. For mortgage loans, our guarantee terminates when the purchasers obtain the building ownership certificate and pledge it to the relevant banks. Although the mortgages we guarantee typically finance no more than 50% to 70% of the purchase price of our trade center units and residential properties or no more than 50% of the finance lease price of our residential and supporting commercial units, if a purchaser or tenant defaults on its mortgage or bank loan, we may be required to repay the outstanding amount together with accrued interest thereon and any penalty owed by the defaulting purchaser or tenant to the relevant bank. We are then entitled to take over the legal title and usage rights of the related properties.

For the fiscal years ended March 31, 2014, 2015 and 2016, we provided guarantees for mortgage loans for purchasers of trade centers and residential properties in the amount of approximately HK\$3,741.0 million, HK\$6,049.3 million and HK\$5,805.4 million, respectively.

In addition, we make entrusted loans in connection with the sales and finance leases of certain units by advancing an amount, typically no more than one-half of the purchase price or the finance lease price, to the purchaser's lending bank. These advances appear as loan receivables and finance lease receivables on our consolidated statement of financial position. In the event of a purchaser default, we write off the receivable and are entitled to take over the legal title and usage rights of the related properties.

### Capital Expenditures

For the fiscal years ended March 31, 2014, 2015 and 2016, we incurred capital expenditures in the amounts of HK\$16,199.0 million, HK\$18,495.9 million and HK\$9,007.4 million, respectively. Our capital expenditures were mainly used for property development.

The following table sets forth our capital expenditures for the periods indicated.

	As of March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Property, plant and equipment . . . . .	76,206	84,127	38,390
Property under development and others . . . . .	16,122,799	18,411,736	8,968,980
Total . . . . .	<u>16,199,005</u>	<u>18,495,863</u>	<u>9,007,370</u>

We cannot assure you that our capital expenditures can be financed on commercially acceptable terms, or at all. Our ability to obtain adequate financing to satisfy our capital expenditures, contractual obligations and debt service requirements may be limited by our financial condition and results of operations and the liquidity of domestic and international financial markets.

### Off-Balance Sheet Arrangements

As of March 31, 2016, we did not have any off-balance sheet arrangements with unconsolidated entities. However, from time to time we do guarantee mortgage and bank loans entered into by purchasers of our trade center, residential and supporting commercial units. For further information on these arrangements, see “— Indebtedness and Contingent Liabilities — Commitments and Contingent Liabilities.”

### Qualitative and Quantitative Disclosures About Market Risk

We are exposed to various types of market risks in the normal course of business, including foreign exchange risk and interest rate risk. We have not in the past used derivatives to manage our exposure to interest rate risk or foreign exchange risk. The following discussion and analysis, which constitute “forward-looking statements” that involve risk and uncertainties, summarizes our exposure to different market risks.

#### *Foreign Exchange Risk*

We conduct our business primarily in Renminbi. In addition, our expenses are also primarily denominated in Renminbi, although a small portion of expenses are denominated in foreign currencies, such as salaries in Hong Kong dollars paid to staff in Hong Kong, advertising expenses for advertising in Hong Kong and overseas media, rental expenses for our office space in Hong Kong and other general office expenses. However, our reporting currency is the Hong Kong dollar because we are incorporated in Hong Kong and the reporting currency of our major shareholders is also the Hong Kong dollar. During the



fiscal year ended March 31, 2016, substantially all of our revenues were denominated in Renminbi. During the same period, substantially all of our expenses were denominated in Renminbi. As of March 31, 2016, all of our indebtedness was denominated in Renminbi except for our 2012 Notes and 2014 Notes, which are denominated in U.S. dollars, and a bank loan in the aggregated principal amount of HK\$300 million. Our cash and bank balances are mainly held in bank deposits and primarily denominated in Renminbi and Hong Kong dollars. We believe the impact of foreign currency risk is not material to our operations and we have not hedged our foreign currency exposures or entered into any other derivative financial instruments. But see “Risk Factors — Risks Relating to Doing Business in the PRC — Fluctuation in the exchange rates of the Renminbi may have a material adverse effect on us and on your investment.”

### ***Interest Rate Risk***

We are exposed to interest rate risk due to fluctuations in interest rates on our debt and deposits. Our indebtedness consists primarily of bank and other borrowings. As of March 31, 2016, we had HK\$16,622.7 million in total bank and other borrowings. Except for a bank loan in the aggregate amount of HK\$300 million bearing interest at HIBOR plus 2.65% per annum, all of our other bank and other borrowings bore interest rates ranging from 3.3% to 7.5% per annum. We assess interest rate risk on an ongoing basis and will consider hedging against possible risks in that regard as the need arises.

Increases in interest rates could potentially result in an increase in our cost of borrowing, which could negatively affect our business and results of operations. Increases in interest rates could also adversely affect the ability of prospective purchasers to obtain financing for the purchase of units in our trade centers. The PBOC regulates the interest rates of our Renminbi-denominated borrowings. The PBOC-published benchmark one-year lending rates in China as of March 31, 2014, 2015 and 2016 were 6.00%, 5.35% and 4.35%, respectively.

We also make entrusted loans to purchasers of trade center, residential and office units. All of our entrusted loans bear interest at fixed rates, and are denominated in Renminbi. Our entrusted loans are long-term loans, which increases our interest rate risk exposure relating to these loans. Changes in market interest rates could affect the interest rates we charge and receive on our entrusted loans differently from the interest rates that we may be required to pay in relation to our external financings. Any adjustments to benchmark rates or changes in market interest rates may result in an increase in interest expense relative to interest income.

### ***Inflation***

In recent years, China has not experienced significant inflation, and thus inflation has not had a material impact on our results of operations. According to the National Bureau of Statistics of China, the change in Consumer Price Index in China was 2.6%, 2.0% and 1.4% for the calendar years ended 2013, 2014 and 2015, respectively.

### **Non-GAAP Financial Measures**

We use EBITDA and Adjusted EBITDA to provide additional information about our operating performance. EBITDA refers to our earnings before interest income, income tax expense, depreciation and amortization, and finance costs. Adjusted EBITDA refers to profit before interest income, income tax expenses, depreciation and amortization, finance costs (excluding capitalized interest) and non-operating income and expenses (including fair value gains and losses on investment properties).

Neither EBITDA nor Adjusted EBITDA are standard measures under either U.S. GAAP or HKFRS. As our market sector is capital intensive, capital expenditure requirements and levels of debt and interest expenses may have a significant impact on the profit for the year of companies with similar operating results. Therefore, we believe these types of financial measures may be useful to assess the operating performance of companies in our market sector.

As measure of our operating performance, we believe that the most directly comparable HKFRS and U.S. GAAP measure to EBITDA or Adjusted EBITDA is profit for the year or period. We use EBITDA in addition to profit for the year or period because profit for the year includes many accounting items associated with capital expenditures, such as depreciation, as well as non-operating items, such as amortization of intangible assets and interest income and interest expense. These accounting items may vary between companies depending on the method of accounting adopted by the company. By minimizing differences in capital expenditures and the associated depreciation expenses as well as reported tax positions, intangible assets amortization and interest income and expense, EBITDA provides further information about our operating performance and an additional measure for comparing our operating performance with other companies' results. Funds depicted by this measure may not be available for debt service due to covenant restrictions, capital expenditure requirements and other commitments. We believe Adjusted EBITDA provides a more accurate presentation of our core earnings because it excludes non-operating income and expenses (including fair value gains and losses on investment properties, foreign exchange differences, net, and gain and loss on redemption of senior notes).

The table below reconciles our profit for the year or period under HKFRS to our definitions of EBITDA and Adjusted EBITDA for the periods indicated.

	Fiscal Year Ended March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Profit before taxation . . . . .	6,168,828	5,859,489	4,904,233
Adjustments for			
Interest income . . . . .	(42,935)	(68,996)	(85,947)
Depreciation and amortization . . . . .	69,688	108,088	174,503
Finance costs . . . . .	152,852	165,595	159,386
<b>EBITDA . . . . .</b>	<b>6,348,433</b>	<b>6,064,176</b>	<b>5,152,175</b>
Adjustments for			
Fair value gains on investment properties . . . . .	(1,266,287)	(2,398,531)	(3,232,699)
Loss on redemption of senior notes . . . . .	176,082	-	-
Fair value gain on derivative financial instrument . .	(103,348)	(151,915)	-
Fair value (gains)/losses on held for trading investments at fair value through profit or loss . .	2,625	(3,770)	5,525
Equity settled share option expense . . . . .	63,357	90,742	29,341
Foreign exchange differences, net . . . . .	(6,318)	(9,381)	71,430
Provision/(reversal of provision) for impairment of trade receivables . . . . .	58,697	(16,400)	96,660
<b>Adjusted EBITDA . . . . .</b>	<b>5,269,126</b>	<b>3,574,921</b>	<b>2,122,432</b>

You should not consider our definitions of EBITDA and Adjusted EBITDA in isolation or construe such definitions as an alternative to profit for the year or period or any other standard measure under HKFRS or U.S. GAAP or as an indicator of operating performance. Our definitions of EBITDA and Adjusted EBITDA do not account for taxes, interest income, depreciation and amortization and finance costs. Our EBITDA and Adjusted EBITDA measures may not be comparable to similarly titled measures used by other companies.

## INDUSTRY OVERVIEW

*The information in the section below has been derived, in part, from official government sources unless otherwise indicated. This information has not been independently verified by us or the Initial Purchasers or any of our or its respective affiliates or advisors. The information may not be consistent with other information compiled within or outside the PRC.*

### Overview of the PRC Economy

Over the last decade, China has experienced significant economic growth, largely as a result of the government's post-1978 economic reforms. China's accession to the World Trade Organization (the "WTO"), in 2001 has further accelerated the reform of the PRC economy. China's economic growth has primarily been driven by increased consumer spending as well as increased government spending on infrastructure and private sector investments in land developments. Real estate investment increased to RMB9.6 trillion in 2015 from RMB6.2 trillion in 2011, representing a CAGR of approximately 11.6%. Retail sales of consumer goods have reached RMB30.1 trillion in 2015 as compared to RMB18.7 trillion in 2011, a more than 60% increase in the past five years. In addition, China is one of the fastest growing economies in the world, with a nominal GDP CAGR of 8.8% from 2011 to 2015, reaching approximately RMB68.6 trillion in 2015.

The table below sets forth selected annual data relating to the PRC economy for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	48,930.1	54,036.7	59,524.4	84,397.6	68,550.6
Per capita GDP (RMB) . . . . .	36,403	40,007	43,852	47,203	49,992
Foreign direct investment (US\$ in billions) . . . . .	124.0	121.1	123.9	128.5	126.3
Fixed asset investment (RMB billion) . . . . .	31,148.5	37,469.5	44,629.4	51,202.1	56,200.0
Consumer price index . . . . .	105.4	102.6	102.6	102.0	102.2
Real estate investment (RMB trillion)	6.2	7.2	8.6	9.5	9.6
Retail sales of consumer goods (RMB trillion) . . . . .	18.7	21.4	24.3	27.2	30.1
Urban disposable income per capita (RMB) . . . . .	21,810	24,565	26,467	28,844	31,195

*Source:* National Bureau of Statistics of China.

### Regional Growth in the PRC Economy

#### *Guangdong Province*

Guangdong Province is located in the heart of the Pearl River Delta, adjacent to Hong Kong to its south. It covers a total area of approximately 179,813 sq.km., and had a population of approximately 107.9 million as of December 31, 2015. The Pearl River Delta has been an important economic region in China with significant development and growth over the past decades. In line with the economic growth in Guangdong Province, the purchasing power of Guangdong residents has increased significantly over the years, which has supported the growth of the real estate market in Guangdong Province. In 2015, the per capita GDP of Guangdong Province increased by approximately 6.4% as compared to 2014.

The table below sets forth selected economic statistics for Guangdong Province for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	5,321.0	5,706.8	6,247.5	6,781.0	7,281.3
As % of PRC GDP . . . . .	10.9%	10.6%	10.5%	10.5%	10.6%
Per capita GDP (RMB) . . . . .	50,807	54,095	58,833	63,469	67,503
Per capita GDP growth rate . . . . .	13.6%	6.5%	8.89%	7.9%	6.4%
Consumer price index . . . . .	104.5	102.9	102.7	101.1	102.1
Fixed asset investment (RMB billion)	1,706.9	1,875.1	2,280.8	2,629.4	3,034.3
Retail sales of consumer goods (RMB billion) . . . . .	2.0	2.3	2.5	2.8	3.2

Source: Statistics Bureau of Guangdong Province, National Bureau of Statistics of China.

### ***Jiangxi Province***

Jiangxi Province, located in the southern part of China with the Yangtze River as its northern border, comprises approximately 166,900 sq.km. in area. According to the Statistics Bureau of Jiangxi Province, as of December 31, 2015, Jiangxi Province had a population of approximately 45.6 million. In 2015, the per capita GDP of Jiangxi Province increased by approximately 5.9% as compared to 2014.

The table below sets forth selected economic statistics of Jiangxi Province for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	1,170.3	1,294.8	1,441.0	1,571.5	1,672.4
As % of PRC GDP . . . . .	2.4%	2.4%	2.4%	2.4%	2.4%
Per capita GDP (RMB) . . . . .	20,150	28,800	31,930	34,674	36,724
Per capita GDP growth rate . . . . .	23.0%	10.1%	10.9%	8.6%	5.9%
Consumer price index . . . . .	103.9	102.7	103.0	101.4	101.5
Fixed asset investment (RMB billion)	908.8	1,077.4	1,285.0	1,507.9	1,738.8
Retail sales of consumer goods (RMB trillion) . . . . .	0.3	0.4	0.5	0.5	0.6

Source: Statistics Bureau of Jiangxi Province, National Bureau of Statistics of China.

### ***Guangxi Zhuang Autonomous Region***

Guangxi Zhuang Autonomous Region, located in Southwest China, comprises approximately 236,700 sq.km. in area. Because of its shared border with Vietnam and its proximity to Guangzhou and Hong Kong, Guangxi Zhuang Autonomous Region is an important commercial center that provides China strategic access to Southeast Asia. According to the Statistics Bureau of Guangxi Zhuang Autonomous Region, as of December 31, 2015, Guangxi Zhuang Autonomous Region had a population of approximately 47.7 million. In 2015, the per capita GDP of Guangxi Zhuang Autonomous Region increased by approximately 6.3%.

The table below sets forth selected economic statistics of Guangxi Zhuang Autonomous Region for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	1,171.4	1,303.1	1,445.0	1,567.3	1,680.3
As % of PRC GDP . . . . .	2.4%	2.5%	2.4%	2.4%	2.5%
Per capita GDP (RMB) . . . . .	25,315	27,943	30,741	33,090	35,190
Per capita GDP growth rate . . . . .	25.3%	10.4%	10.0%	7.6%	6.3%
Consumer price index . . . . .	101.9	104.1	103.2	101.4	101.9
Fixed asset investment (RMB billion)	799.1	980.9	1,190.8	11,384.3	1,622.8
Retail sales of consumer goods (RMB trillion) . . . . .	0.4	0.5	0.6	0.6	0.6

Source: Statistics Bureau of Guangxi Province, National Bureau of Statistics of China.

## ***Shaanxi Province***

Shaanxi Province, located at the east side of Northwest China, comprises approximately 205,800 sq.km. in area. According to the Statistics Bureau of Shaanxi Province, as of December 31, 2015, Shaanxi Province had a population of approximately 37.8 million. In 2015, the per capita GDP of Shaanxi Province increased by approximately 2.3% as compared to 2014.

The table below sets forth selected economic statistics of Shaanxi Province for the years indicated.

	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Nominal GDP (RMB billion) . . . . .	1,251.2	1,445.1	1,620.5	1,769.0	1,817.2
As % of PRC GDP . . . . .	2.6%	2.8%	2.7%	2.7%	2.7%
Per capita GDP (RMB) . . . . .	33,464	38,564	43,117	46,929	48,023
Per capita GDP growth rate . . . . .	23.3%	15.2%	11.8%	8.3%	2.3%
Consumer price index . . . . .	104.6	102.4	102.6	101.0	101.4
Fixed asset investment (RMB billion)	943.1	1,264.5	1,488.4	1,719.2	1,858.2
Retail sales of consumer goods (RMB trillion) . . . . .	0.4	0.5	0.5	0.6	0.7

*Source:* Statistics Bureau of Shaanxi Province, National Bureau of Statistics of China.

## ***Henan Province***

Henan Province, located in the central part of China, comprises approximately 167,000 sq.km. in area. According to the Statistics Bureau of Henan Province, as of December 31, 2015, Henan Province had a population of approximately 94.6 million. In 2015, the per capita GDP of Henan Province increased by approximately 5.6% as compared to 2014.

The table below sets forth selected economic statistics of Henan Province for the years indicated.

	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Nominal GDP (RMB in billion) . . . . .	2,693.1	2,959.9	3,219.1	3,493.8	3,701.0
As % of PRC GDP . . . . .	5.5%	5.5%	5.4%	5.4%	5.4%
Per capita GDP (RMB). . . . .	28,661	31,499	34,211	37,072	39,131
Per capita GDP growth rate . . . . .	17.2%	9.9%	8.0%	8.4%	5.6%
Consumer price index . . . . .	104.1	102.2	102.4	102.0	101.1
Fixed asset investment (RMB billion)	1,778.9	2,145.0	2,608.7	3,078.2	3,566.0
Retail sales of consumer goods (RMB trillion) . . . . .	0.9	1.1	1.2	1.4	1.6

*Source:* Statistics Bureau of Henan Province, National Bureau of Statistics of China.

## ***Heilongjiang Province***

Heilongjiang Province, located in the northeastern part of China, comprises approximately 460,000 sq.km. in area. According to the Statistics Bureau of Heilongjiang Province, as of December 31, 2015, Heilongjiang Province had a population of approximately 38.2 million. In 2015, the per capita GDP growth rate of Heilongjiang Province increased by approximately 0.6% as compared to 2014.

The table below sets forth selected economic statistics of Heilongjiang Province for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	1,258.2	1,369.2	1,445.5	1,503.9	1,508.4
As % of PRC GDP . . . . .	2.6%	2.5%	2.4%	2.3%	2.2%
Per capita GDP (RMB). . . . .	32,819	35,711	37,697	39,226	39,462
Per capita GDP growth rate . . . . .	21.2%	8.8%	5.6%	4.1%	0.6%
Consumer price index . . . . .	103.7	103.2	101.6	101.4	101.1
Fixed asset investment (RMB billion)	747.5	969.5	1,145.3	982.9	1,018.3
Retail sales of consumer goods (RMB trillion) . . . . .	0.5	0.5	0.6	0.7	0.8

Source: Statistics Bureau of Heilongjiang Province, National Bureau of Statistics of China.

### **Anhui Province**

Anhui Province, located in the Yangtze River Delta, comprises approximately 140,126 sq.km. in area. According to Statistics Bureau of Anhui Province, as of December 31, 2015, Anhui Province had a population of approximately 61.1 million. In 2015, the per capita GDP of Anhui Province increased by approximately 4.6% as compared to 2014.

The table below sets forth selected economic statistics of Anhui Province for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	1,530.1	1,721.2	1,922.9	2,084.9	2,200.6
As % of PRC GDP . . . . .	3.1%	3.2%	3.2%	3.2%	3.2%
Per capita GDP (RMB) . . . . .	25,659	28,792	32,001	34,425	35,997
Per capita GDP growth rate . . . . .	22.8%	12.2%	11.1%	7.6%	4.6%
Consumer price index . . . . .	103.9	102.1	102.1	101.2	101.4
Fixed asset Investment (RMB billion)	1,245.6	1,542.6	1,862.2	2,187.6	2,438.6
Retail sales of consumer goods (RMB trillion) . . . . .	0.5	0.6	0.7	0.8	0.9

Source: Statistics Bureau of Anhui Province, National Bureau of Statistics of China.

### **Chongqing**

Chongqing, located at the confluence of the Jialing River and Yangtze River in central China, comprises approximately 82,000 sq.km. in area. According to the Chongqing Municipal Statistics Bureau, as of December 31, 2015, Chongqing had a population of approximately 30.2 million. In 2015, the per capita GDP of Chongqing increased by approximately 9.4% as compared to 2014.

Chongqing is a transportation hub and an industrial powerhouse which has benefitted from the central government's "Go West Policy" promoted in 2000, a central initiative that aims to narrow the development gap between China's coastal areas and its other regions. China's western provinces have witnessed accelerated investment as a result of the central government's efforts, such as lower corporate income tax rate across the western region. Chongqing, at the heart of these policies, has grown significantly with the increased capital injection.

The table below sets forth selected economic statistics for Chongqing for the years indicated.

<b>Chongqing</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Nominal GDP (RMB billion) . . . . .	1,001	1,141	1,278	1,426	1,572
As % of PRC GDP . . . . .	2.0%	2.1%	2.1%	2.2%	2.3%
Per capita GDP (RMB) . . . . .	34,500	38,914	43,223	47,850	52,330
Per capita GDP growth rate (%) . . . . .	25.0%	12.8%	11.1%	10.7%	9.4%
Consumer price index . . . . .	105.3	102.6	102.7	101.8	101.3
Fixed asset investment (RMB billion)	747	874	1,044	1,229	1,435
Retail sales of consumer goods (RMB billion) . . . . .	378	440	506	571	642

*Source:* Chongqing Municipal Statistics Bureau, National Bureau of Statistics of China.

## **The Trade Center Market in the PRC**

### *Overview*

Trade centers are wholesale markets in which groups of merchants can display and sell their goods. The trade center market within China is highly fragmented, with a large number of trade centers that vary widely in GFA and on industry focus. Many trade centers in China tend to specialize in one industry sector, such as textile and clothing, leather and accessories, electronics, printing and metals products and hardware. There are a limited number of trade centers in China with a GFA in excess of 400,000 sq.m. that offer products in more than one industry sector and have a comprehensive range of supporting services and facilities. In the last five years, many wholesale trade centers have been built in China. Most of these trade centers are clustered in industrial centers such as the Pearl River Delta, the Yangtze River Delta and the Bohai-Ring surrounding the Beijing region, as well as in regional transportation hubs throughout the country, for easy access to transportation systems. As a developer and operator of large integrated logistics and trade centers, we sell and lease units in our trade centers, which is consistent with the industry practice of other trade center developers and operators.

According to Colliers International, there is growing demand in China for trade centers that are owned and operated by a single entity and are well-managed, large-scale and integrated. Due to reduced efficiencies and competition that could arise in trade centers operated by several operators, trade centers with one operator tend to achieve relatively better operational results and higher occupancy rates, leading to higher rental rates in the market. Trade centers in China are also expected to increase in size and scope and may expand to include upstream and/or downstream facilities and supporting services. In addition, due to increased competition in the market, with many trade centers planned for development in the near future, small, randomly scattered specialized markets in downtown areas are combining and moving to suburban areas with good transportation networks and opportunities for expansion.

So far, one of the significant changes in the trade center market in China is the rapid development of integrated trade centers, which play an important role in driving economic growth, as many city governments are increasingly developing urban planning schemes for the development of retail facilities. To better integrate scattered specialized trade centers within a particular industry around cities or regions, integrated trade centers often contain several industries and can realize value from a variety of services and facilities like exhibition, trade, logistics, electronic businesses, and export. Integrated trade centers are with very competitive, considering that they can attract both retailers and purchasers with large scale, industrial agglomeration, one-stop purchasing, and modern operations, and management, among other advantages. Therefore, growth in large-scale integrated trade centers, in conjunction with China's increasing presence as a global manufacturing and export center, has increased demand for trade centers with logistics services, because logistics services increase efficiency in, and decrease transportation and logistical costs for, business transactions.

In 2016, China adopted its 13th Five-Year Plan which outlines China's goals, principles and targets for its development through to 2020. The plan sets an annual GDP growth target of 6.5% over the next 5

years, reflecting the central government's long-term goal of doubling China GDP and household income in the decade from 2010 to 2020. In line with China's "One Belt, One Road" strategy, urbanization and infrastructure investment remain high priorities with plans to coordinate regional development and road, rail and port infrastructure to tie the country together. Such policies are favorable to the development of the Chinese logistics and E-commerce sectors.

### **The Trade Center Industry in Guangdong Province**

Guangdong Province has become a major center of manufacturing in China. Guangdong Province had a GDP of approximately RMB7,281.3 billion and exports with a value of US\$643.6 billion, which accounted for 10.6% and 28.2%, respectively, of China's total GDP and exports, respectively.

Many industries, including the textile and clothing, leather manufacturing, hardware and construction materials, home appliances, electronics and furniture industries are located in the Greater Pearl River Delta. Within Guangdong Province, Dongguan, Shenzhen and Huizhou are centers of electronics and telecommunications equipment manufacturing. Zhuhai, Zhongshan, Shunde and Jiangmen are centers for home appliances and other household consumer durables, non-durable products and hardware products. Guangzhou, Foshan, Nanhai and Zhaoqing are centers for electricity, machinery, steel, shipbuilding, textiles and construction materials. In addition, Guangzhou is an emerging area for automobile manufacturing, software development and chemical manufacturing.

The Shenzhen Government issued a Notice to Optimize the Allotment of City Space Resources and to Promote the Industrial Transformation and Upgrades in 2013. According to the notice, the government will continue to push forward the marketization of industrial properties, including expanding the approval scale of industrial properties for sale.

The Twelfth-Five Year Plan of Shenzhen Commercial and Trading Circulation Industry (深圳市商貿流通業發展十二五規劃) also indicates that Shenzhen will speed up the construction of international trade centers and logistics distribution centers, and will strengthen the land allocation and infrastructure construction for sub-urban shopping centers, large trade centers or wholesale centers.

### **The Trade Center Industry in Jiangxi Province**

In 2015, Jiangxi Province had a GDP of RMB1,672.4 billion, which accounted for approximately 2.4% of China's total GDP.

Jiangxi Province issued a notice on Strong Development and Construction of Core Growth Industries in Nanchang in 2012 (江西省人民政府關於全力支持南昌發展打造核心增長極的若干意見).

According to the above notice, the Government will speed up the construction of modern services cluster areas, including construction of Longtougang Integrated Logistics Park, China South City, Nanchang Small Commodity City and will continue to build modern logistics areas, which will be allowed to radiate into neighboring regions, including Jiangxi Province.

Jiangxi Province further issued a notice on Stronger Economic and Social Authority for Nanchang in 2016 (江西省人民政府關於賦予南昌市更大經濟社會管理權限的意見). According to the notice, the Government will grant the local government of Nanchang more decision-making authority on various development areas for Nanchang, such as approval for modern infrastructure projects, transportation management and tourism management.

There are a variety of small trade centers located in Nanchang, the capital of Jiangxi Province. Currently, the majority of trade centers in Nanchang are specialized, rather than comprehensive, in their industry focus, and most of the trade centers focus on selling finished goods. According to the Nanchang Municipal Statistical Bureau, as of the end of 2015, there were 31 centers in Nanchang with a total annual transaction volume of RMB100 million.



The Nanchang trade center market is fragmented, with numerous small trade centers. Several trade centers also provide logistics services. Many of the trade centers in Nanchang are often limited to one industry sector. There are currently no large-scale integrated trade centers in Nanchang.

### **The Trade Center Industry in Guangxi Zhuang Autonomous Region**

Guangxi Zhuang Autonomous Region is developing into a regional trade center due to its proximity to ASEAN countries, such as Vietnam, Laos and Myanmar. In 2015, Guangxi Zhuang Autonomous Region had a GDP of RMB1,680.3 billion and exports with a value of US\$28.0 billion, which accounted for 2.5% and 1.2%, respectively, of China's total GDP and exports.

According to Colliers International, the manufacturing industries in Guangxi are focused on light finished goods, such as clothing, footwear, furniture, and household appliances while the heavy manufacturing and raw materials industries are less developed in the region. The automobile parts and the decoration materials industries in Guangxi are also growing due to increased rates of real estate development and urbanization.

Nanning, the capital of Guangxi Zhuang Autonomous Region, has traditionally not been a manufacturing center but has instead focused on the service industry as a result of the rapid economic development of the region. According to Guangxi Provincial Planning Regarding the North Bay Economic Development (廣西北部灣經濟區發展規劃), Nanning will be developed to be an international trade and business, logistics base, and the large trade centers will be one of the mainstays of the city's economy.

The existing trade centers in Nanning mostly cover the souvenirs, construction materials and automobile markets. However, as the permanent host of the annual China-ASEAN Expo, the city is exposed to greater economic opportunities, and has started to develop and promote other industry sectors such as textiles and Chinese medicine, according to Colliers International.

The Nanning trade center market is currently fragmented with a range of trade centers varying in size and type of industries represented.

Logistics services are also available on-site at many of the trade centers. Most of the trade centers in Nanning are focused on one industry, with a lack of integrated, multi-industry trade centers with supporting logistics and auxiliary services.

### **The Trade Center Industry in Shaanxi Province**

In 2015, Shaanxi Province had a GDP of RMB1,817.2 billion, which accounted for approximately 2.7% of China's total GDP.

There are more than 10 major trade centers located in Xi'an, the capital of Shaanxi Province. Currently, most of the trade centers focus on selling finished goods.

The Xi'an trade center market is fragmented, with numerous small trade centers. Several trade centers also provide logistics services. Many of the trade centers in Xi'an are often limited to one industry sector.

### **The Trade Center Industry in Henan Province**

In 2015, Henan Province had a GDP of RMB3,701.0 billion, which accounted for approximately 5.4% of China's total GDP.

Zhengzhou, the capital of Henan Province, is a traditional wholesale market center in north China. There are a variety of small to medium-sized trade centers in Zhengzhou, the majority of which are specialized in their industry focus, rather than integrated, and most which are selling finished goods. The main trade sectors include construction and decoration products, food, small commodities, and others.

As of the end of 2015, more than twenty large trade centers with total GFA of 80,000 sq.m. and an occupancy rate of approximately 90% operated in Zhengzhou. Several of these trade centers also provide logistics services.

### **The Trade Center Industry in Heilongjiang Province**

In 2015, Heilongjiang Province had a GDP of RMB1,508.3 billion, which accounted for approximately 2.2% of China's total GDP.

Harbin, the capital of Heilongjiang Province, is a major city in Northeast China and is also a key national base for green food production, equipment manufacturing and the high-tech industry.

The Harbin Municipal Government issued Plans for Construction of a Commodity Market System (Commercial Network) in Harbin (哈爾濱市商品市場體系(商業網點)建設規劃) in April 2013, which plans for certain supermarkets and wholesale markets to be relocated to alleviate traffic congestion in order to promote urbanization, which includes China South City's trade centers in Harbin.

In addition, Harbin will accelerate the construction of the East Harbin Modern Logistics Industry Region (哈東現代物流產業帶), which consists of the logistics industry region and 2 associated industrial zones, covering an aggregate site area of 114.6 sq.km. including 32.3 sq.km. in the Daowai District, 25.2 sq.km. in the Xiangfang District, and 5.2 sq.km. in the A Cheng District. Daowai Logistics Industry Zone (道外物流產業園區) was selected to be the core area to start (核心起步區), which is led by the China South City Project, the largest trade center investment in Heilongjiang Province.

### **The Trade Center Industry in Anhui Province**

In 2015, Anhui Province had a GDP of RMB2,200.5 billion, which accounted for approximately 3.2% of China's total GDP.

Hefei, the capital of Anhui Province, is a traditional manufacturing city, and output of manufacturing of automobile, household appliances, etc., increased significantly in recent years.

There are a variety of small trade centers in Hefei, the majority of which are specialized, in their industry focus, rather than integrated, and most are selling finished goods.

The Hefei trade center market is fragmented, with numerous small trade centers. Several of these trade centers also provide logistics services. Many of the trade centers in Hefei are limited to one industry sector like clothing or construction and decoration products. There are currently no large scale integrated trade center in Hefei.

### **The Trade Center Industry in Chongqing**

Chongqing is a transportation hub and an industrial powerhouse in China. In 2015, Chongqing had a GDP of RMB1,572.0 billion, which accounted for approximately 2.3% of China's total GDP.

Chongqing is located at the start point of Silk Road Economic Belt, in accordance with the "One Belt, One Road" economic initiative proposed by President Xi Jinping in 2013. Chongqing has daily direct train services to Europe, the Yuxinou Railway, which cuts time and costs to compete with

maritime shipments. Chongqing has been approved as one of China's four first-tier port terminal open to international trade. These initiatives are favorable to the logistics and trade center business activities in Chongqing.

According to the "Opinion on Increasing Pace to Establish Trade Centers in Upper Yangtze River Region (關於加快建設長江上游地區商貿物流中心的意見)" issued by Chongqing Municipal Government in 2013, the government will continue to launch various initiatives to speed up the trade centers industry in Upper Yangtze River Region, and, in particular, will build core trade center regions in Chongqing by 2017-2020.

## **The Logistics Industry in China**

### ***Overview***

The logistics industry comprises the procurement, purchasing, inventory, warehousing, distribution and transportation of goods and services from point of origin to point of consumption by the ultimate consumer. Third-party logistics is a relatively new industry in China. Traditionally, independent trucking companies, warehouse operators, railway agencies, freight forwarders and carriers have provided logistics services to enterprises in China. Of the enterprises registered as logistics services providers in China in 2006, the majority were confined to a segment of the supply chain, such as warehousing or point-to-point transportation, without the capability of providing comprehensive logistics services encompassing all segments of their customers' supply chain.

As foreign trade is more concentrated in China's coastal regions, the main locations in China for transportation and logistics services, including warehousing and distribution of goods, have traditionally been the Greater Pearl River Delta and the Yangtze River Delta. These regions are in proximity to the primary ports in China of Hong Kong, Shenzhen and Shanghai. However, as domestic trade in China continues to grow and the number of trade centers increase at regional hubs of transportation to cater to local markets, the need for transportation and logistics services will also increase in areas away from China's coastal regions.

Since its accession to the WTO in 2001, the PRC has adopted new liberalization policies in the logistics industry, which is expected to have a significant positive impact on China's transportation and logistics industry. Foreign logistics providers are now permitted to operate transportation and logistics services in China without geographic restrictions. The activities in China permitted of foreign logistics providers include: (1) freight forwarding operations; (2) storage and warehousing operations; (3) road freight transportation; (4) maritime transportation (subject to a limitation of 49% foreign equity ownership for certain types of activities); (5) air transportation (subject to a maximum 35% foreign equity ownership); and (6) wholesale and retail distribution of general goods.

### ***Drivers for Growth***

The major factors contributing to the growth in the logistics industry in China have been China's growing importance as a manufacturing and export center, as well as the overall growth in global trade, which has been driven by growth in both domestic and foreign trade of the PRC.

China has taken advantage of its lower production costs and a plentiful supply of inexpensive labor compared with more developed countries, and an increasingly sophisticated transportation infrastructure, to become a manufacturing and export center. As exports from China grow as a result of increased outsourcing of manufacturing to China, the number of manufacturing facilities in China and the amount of foreign direct investment, particularly in the manufacturing industry, in China will continue to grow. In 2015, the PRC was one of the major foreign trading nations in terms of trade volume, with total foreign trade volume of approximately US\$3,963.2 billion, representing a 8.0% decrease compared to 2014.

Between 2011 and 2015, China's exports volumes grew at compounded annual growth rates of 4.7%. China's exports in 2015 increased to US\$2,282.4 billion, representing decrease of 2.6%, compared to 2014.

The table below presents information relating to China's foreign trade for the years indicated.

	2011	2012	2013	2014	2015
	(in billions of US\$, except for percentages)				
Exports . . . . .	1,899.3	2,050.1	2,210.7	2,343.2	2,282.4
Imports . . . . .	1,741.4	1,817.3	1,949.3	1,963.1	1,680.8
Balance of trade . . . . .	157.9	232.8	261.4	380.1	601.7
Exports as percentage of imports . . . .	109.1%	112.8%	113.4%	119.4%	135.8%

*Source:* National Bureau of Statistics of China, General Administration of Customs.

The trend towards outsourcing logistics is another growth factor in the logistics industry in China. The major factor for increased outsourced logistics activity is a desire to reduce logistics costs. Although labor costs are low in China, processes are not streamlined, and information systems and automated processes are undeveloped. The PRC government is taking steps to improve the logistics infrastructure. Since 2007, the PRC spent a substantial amount on logistics assets and infrastructure. A substantial portion of the expenses was for transportation improvements, particularly for the rail and roadway infrastructure.

Furthermore, the recent WTO accession agreement has allowed the logistics industry in the PRC to be fully opened to foreign companies, which should increase demand for warehouses and logistics facilities throughout China. Also driving demand for warehouses and logistics facilities is the increase in trade and exports between China and Hong Kong resulting from the Closer Economic Partnership Arrangement, or CEPA, signed in 2003. Under CEPA, all goods made in Hong Kong (except certain prohibited articles) can be exported to China and enjoy zero tariffs, and all goods made in China can be exported to Hong Kong and enjoy zero tariffs. According to the China Statistical Yearbook, exports from Hong Kong to China increased 4.1% in 2015 compared to 2010, and exports from China to Hong Kong increased 51.5% in 2015 compared to 2010.

## **Real Estate Market in the PRC**

### ***Overview***

In 1990, the State Council issued the Provisional Regulations of the PRC Concerning the Grant and Assignment of the Right to Use State Land in Urban Areas (中華人民共和國城鎮國有土地使用權出讓和轉讓暫行條例) (the "Urban Land Regulations"). These rules, together with other land regulations and general economic growth in the PRC, have contributed to the significant growth experienced by the PRC property market since 1995.

The PRC property market continues to grow as evidenced by the increase in prices for property in China from 2011 to 2015. The average price per sq.m. for the overall property market, including residential and commercial property, was approximately RMB6,793 in 2015, compared to approximately RMB6,324 in 2014. The increase in land prices in the PRC is due to a number of factors, including the limited supply of land in favorable locations and competition among developers for the land. In response to the global economic downturn since 2009, the PRC government has adopted increasingly flexible macroeconomic policies to ease the economic downturn pressure.

The table below sets forth selected data relating to the PRC real estate market for the years indicated.

	2011	2012	2013	2014	2015
<b>Supply indicators:</b>					
Investment in real estate (RMB billion) . . . . .	6,179.7	7,180.4	8,601.3	9,503.6	9,597.9
GFA of commercial properties sold (sq.m. in millions) . . . . .	1,093.7	1,113.0	1,305.5	1,206.5	1,285.0
GFA of properties under construction (sq.m. in millions) . . . . .	5,067.8	5,734.2	6,655.7	7,264.8	7,356.9
GFA of new developments (sq.m. in millions) . . . . .	1,912.4	1,773.3	2,012.1	1,795.9	1,544.5
<b>Demand indicators:</b>					
Average sales price of residential commodity properties (RMB per sq.m.) . . . . .	4,993	5,429	5,850	5,933	6,472
Average sales price of all properties, including residential, commercial, office and other properties (RMB per sq.m.) . . . . .	5,377	5,791	6,237	6,324	6,793

Source: National Bureau of Statistics of China.

The PRC government has implemented a series of measures to tighten control of the property market since 2003. In March 2005, the PRC government instituted eight measures to rein in speculation in the residential property market, slow the growth of residential property prices and regulate the real estate industry. These measures included increasing the minimum required down payment to 30% of the total purchase price, eliminating the preferential mortgage interest rate for residential housing, imposing a business tax of 5% for sales within two years of purchase, and prohibiting reselling unfinished properties before they are completed. In 2006, the PRC government implemented additional land supply, bank financing and other measures to curtail fast increases in property prices, to encourage the development of middle- to low-end housing and promote healthy development of the PRC real estate industry. In 2007, the PRC government continued to institute measures to manage the rapid growth of the property market and provide a further regulatory framework to the property market. These measures included limiting access to capital by foreign-invested enterprises in various aspects, such as, limitations on the ability of foreign-invested enterprises to raise funds offshore and restrictions on the conversion and sale of foreign exchange into the capital account. In addition, the PRC government also imposed new requirements which must be satisfied prior to commencing the development of real estate investment projects and created further restrictions on obtaining loans from commercial banks. For further information on these measures, see “Regulation — Regulations on Foreign-Invested Real Estate Enterprises.”

During 2007 to 2008, in response to the current global economic downturn and corresponding decline in the rate of growth of the PRC economy, the PRC government reversed certain policies with respect to the domestic property market, including the announcement and adoption of new measures specifically designed to encourage development of the domestic property market.

From 2009 to 2011, on the basis of global economic recovery and steady increase in the rate of growth of the PRC economy, the PRC government instituted several policies in attempt to curb overheating land and housing prices. Policies and measures instituted include adjustments to the rate of the savings deposit reserve fund, interest rate, taxes related to real estate, land supply and affordable housing construction. Furthermore, several first-tier cities in China have promulgated policies to further curb increasing housing prices and restrain speculation in the real estate market.

## Real Estate Market in Guangdong Province and Shenzhen

### Guangdong Province

According to the National Bureau of Statistics of China, a total GFA of approximately 60.4 million sq.m. of commodity properties was completed in Guangdong Province in 2015, representing a decrease of approximately 17.5% compared to 2014, and a total GFA of approximately 116.8 million sq.m. of commodity properties was sold in Guangdong Province in 2015, an increase of approximately 25.4% from 93.2 million sq.m. sold in 2014.

The table below sets forth certain information relating to the property market in Guangdong Province for the years indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . . .	61.4	63.6	62.7	73.3	60.4
GFA sold (sq.m. in millions) . . . . .	74.3	79.0	98.4	93.2	116.8
% of total GFA sold in the PRC . . . . .	6.8%	7.1%	7.5%	7.7%	9.1%

Source: National Bureau of Statistics of China.

### Shenzhen

Shenzhen, which is the second largest city in Guangdong Province by developed land area, is located in the southern region of Guangdong Province. Highways, railways and waterways connect Shenzhen to nearby Hong Kong and Macau. According to the Statistics Bureau of Shenzhen, as of December 31, 2015, Shenzhen had a population of approximately 11.4 million. In 2015, Shenzhen's GDP reached approximately RMB1,750.3 billion, representing a per capita GDP of approximately RMB157,985.

The table below sets forth selected economic statistics of Shenzhen for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	1,150,277.7	1,295.0	1,450.0	1,600.2	1,750.3
Per capita GDP (in RMB) . . . . .	110,421	123,247	136,948	149,495	157,985
Consumer price index . . . . .	104.0	103.0	103.2	101.0	102.4

Source: Statistics Bureau of Shenzhen, National Bureau of Statistics of China.

According to Colliers International, as of December 31, 2012, there was a GFA of approximately 110.5 million sq.m. of industrial factories and a GFA of approximately 1.7 million sq.m. of warehouses under management in Shenzhen. The number of industrial properties has decreased significantly in core areas because most of them are undergoing upgrades and reconstruction, while the number in suburban areas has increased significantly. The industrial land and property market are both active in Shenzhen, and demand for land from manufacturing enterprises, trade enterprises and other exporters has resulted in a shortage of available land for industrial factories and warehouses in recent years.

According to Colliers International, the rental rates are expected to remain on a stable increasing trend in the future. The growth rate of the rental of quality warehouses will be even greater because of the active consumption demand both online and offline.

The table below sets forth certain information relating to the property market in Shenzhen for the years indicated.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	5.15	73.7	87.7	100.9	133.1
GFA of new developments (sq.m. in millions) . . . . .	5.4	9.1	13.7	9.3	12.1
Average sales price of commodity properties (RMB per sq.m.) . . . . .	21,350	19,590	24,402	24,703	33,942

Source: Statistics Bureau of Shenzhen, National Bureau of Statistics.

## Real Estate Market in Other Provinces

### Jiangxi Province

According to National Bureau of Statistics of China, a total GFA of approximately 19.1 million sq.m. of commodity properties was completed in Jiangxi Province in 2015, and a total GFA of approximately 34.8 million sq.m. of commodity properties was sold in Jiangxi Province in 2015, an increase of approximately 13.4% from 30.7 million sq.m. sold in 2014.

The table below sets forth certain information relating to the property market in Jiangxi Province for the years indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . . . . .	19.1	17.5	17.9	18.7	19.1
GFA sold (sq.m. in millions) . . . . .	24.2	24.0	31.7	30.7	34.8

Source: Statistics Bureau of Jiangxi Province, National Bureau of Statistics of China.

### Nanchang

Nanchang, the capital of Jiangxi Province, is located in the northern region of Jiangxi Province. Located on the Gan River and near the intersection of the Jingjiu and Zhegan Railways, Nanchang serves as an important transportation hub for Southern China. According to the Statistics Bureau of Nanchang, as of December 31, 2015, Nanchang had a population of approximately 5.3 million. In 2015, Nanchang's GDP reached approximately RMB400.0 billion, representing a per capita GDP of approximately RMB75,879.

The table below sets forth selected economic statistics of Nanchang for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	268.9	300.1	333.6	366.8	400.0
Per capita (in RMB) . . . . .	53,023	58,715	64,678	70,373	75,879
Consumer price index . . . . .	103.0	103.0	103.1	101.1	101.7

Source: Statistics Bureau of Nanchang, National Bureau of Statistics of China.

The table below sets forth certain information relating to the property market in Nanchang for the years indicated.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	28.0	34.4	40.6	41.4	48.5
GFA of new developments (sq.m. in millions) . . . . .	8.6	10.1	11.2	6.4	8.5
Average sales price of commodity properties (RMB per sq.m.) . . . . .	5,939	6,419	7,100	6,589	7,126

Source: Statistics Bureau of Nanchang, National Bureau of Statistics.

### ***Guangxi Zhuang Autonomous Region***

According to the Statistics of Guangxi Zhuang Autonomous Region, a total GFA of approximately 16.8 million sq.m. of commodity properties was completed in Guangxi Zhuang Autonomous Region in 2015, and a total GFA of approximately 35.2 million sq.m. of commodity properties was sold in Guangxi Zhuang Autonomous Region in 2015, an increase of approximately 11.6% from 31.6 million sq.m. sold in 2014.

The table below sets forth certain information relating to the property market in Guangxi Zhuang Autonomous Region for the years indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . .	23.0	23.3	17.1	18.7	16.8
GFA sold (sq.m. in millions) . . . . .	29.6	27.6	30.0	31.6	35.2
% of total GFA sold in the PRC . . . . .	2.7%	2.5%	2.3%	2.6%	2.7%

Source: Statistics of Guangxi Zhuang Autonomous Region, National Bureau of Statistics of China.

### ***Nanning***

Nanning, the capital of Guangxi Zhuang Autonomous Region, is located in the southern region of Guangxi Zhuang Autonomous Region. According to the Nanning Municipal Bureau of Statistics, as of December 31, 2015, Nanning had a population of approximately 7.0 million. In 2015, Nanning's GDP reached approximately RMB341.0 billion, representing a per capita GDP of RMB49,066.

The table below sets forth selected economic statistics of Nanning for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	221.1	250.3	280.4	314.8	341.0
Per capita (in RMB) . . . . .	33,017	37,016	41,094	43,303	49,066
Consumer price index . . . . .	101.4	103.3	103.3	100.8	102.4

Source: Nanning Municipal Bureau of Statistics.



The table below sets forth certain information relating to the property market in Nanning for the years indicated.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	39.2	36.3	41.6	55.2	65.7
GFA of new developments (sq.m. in millions) . . . . .	8.7	6.9	7.2	10.5	11.2
Average sales price of commodity properties (RMB per sq.m.) . . . . .	5,196	6,003	6,959	6,627	6,646

Source: China Statistics Yearbook, Nanning Municipal Bureau of Statistics, National Bureau of Statistics.

### ***Shaanxi Province***

According to the Statistics Bureau of Shaanxi Province, a total GFA of approximately 16.8 million sq.m. of commodity properties was completed in Shaanxi Province in 2015, and a total GFA of approximately 29.8 million sq.m. of commodity properties was sold in Shaanxi Province in 2015, a decrease of approximately 3.7% from 30.9 million sq.m. sold in 2014.

The table below sets forth certain information relating to the property market in Jiangxi Province for the periods indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . . . . .	11.3	16.5	15.1	21.9	16.8
GFA sold (sq.m. in millions) . . . . .	30.5	27.6	30.5	30.9	29.8

Source: Statistics Bureau of Shaanxi Province, National Bureau of Statistics.

### ***Xi'an***

Xi'an, the capital of Shaanxi Province, is located in the central region of Shaanxi Province. Located in the center of Northwest China, Xi'an is the key area of the West Development and the key stop for Eurasia Land Bridge with a long history. According to the Statistics Bureau of Xi'an, as of December 31, 2015, Xi'an had a population of approximately 8.7 million. In 2015, Xi'an's GDP reached approximately RMB581.0 billion, compared to approximately RMB549.3 billion in 2014.

The table below sets forth selected economic statistics of Xi'an for the periods indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	386.4	436.9	488.4	549.3	581.0
Per capita (in RMB) . . . . .	45,475	51,166	56,988	63,794	N/A <sup>(1)</sup>
Consumer price index . . . . .	104.9	102.0	102.4	100.5	101.8

Source: Statistics Bureau of Xi'an, National Bureau of Statistics

The table below sets forth certain information relating to the property market in Xi'an for the periods indicated.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	99.7	128.2	159.6	176.2	183.2
GFA of new developments (sq.m. in millions) . . . . .	29.2	28.0	25.2	24.4	25.1
Average sales price of commodity properties (RMB per sq.m.) . . . . .	6,156	6,634	6,716	6,465	6,501

Source: Statistics Bureau of Xi'an, National Bureau of Statistics.

### ***Henan Province***

According to the Statistics Bureau of Henan Province, a total GFA of approximately 53.9 million sq.m. of commodity properties was completed in Henan Province in 2015, and a total GFA of approximately 85.6 million sq.m. of commodity properties was sold in Henan Province in 2015, an increase of approximately 8.6% from 78.8 million sq.m. sold in 2014.

The table below sets forth certain information relating to the property market in Henan Province for the periods indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . . . . .	55.3	58.7	59.7	73.2	53.9
GFA sold (sq.m. in millions) . . . . .	62.8	59.7	73.1	78.8	85.6

Source: Statistics Bureau of Henan Province, National Bureau of Statistics of China.

### ***Zhengzhou***

Zhengzhou, the capital of Henan Province, is located in the central region of Henan Province. According to the Statistics Bureau of Zhengzhou, as of December 31, 2015, Zhengzhou had a population of approximately 9.6 million. In 2015, Zhengzhou's GDP reached approximately RMB731.5 billion, representing a per capita GDP of RMB77,217.

The table below sets forth selected economic statistics of Zhengzhou for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	491.3	554.7	620.2	677.7	731.5
Per capita (in RMB) . . . . .	56,086	63,328	68,073	72,991	77,217
Consumer price index . . . . .	104.2	102.2	102.5	101.8	101.2

Source: Statistics Bureau of Zhengzhou.

The table below sets forth certain information relating to the property market in Zhengzhou for the years indicated.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	92.4	109.5	144.5	174.4	200.0
GFA of new developments (sq.m. in millions) . . . . .	18.6	21.7	28.1	27.5	28.3
Average sales price of commodity properties (RMB per sq.m.) . . . . .	5,696	6,253	7,162	7,571	7,357

Source: National Bureau of Statistics.

### ***Heilongjiang Province***

According to National Bureau of Statistics of China, a total GFA of approximately 29.2 million sq.m. of commodity properties was completed in Heilongjiang Province in 2015, and a total GFA of approximately 20.0 million sq.m. of commodity properties was sold in Heilongjiang Province in 2015, a decrease of approximately 19.4% from 24.8 million sq.m. sold in 2014.

The table below sets forth certain information relating to the property market in Heilongjiang Province for the periods indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . . . . .	32.3	32.5	29.3	30.0	29.2
GFA sold (sq.m. in millions) . . . . .	34.3	38.1	33.4	24.8	20.0

Source: National Bureau of Statistics of China.

### ***Harbin***

Harbin, the capital of Heilongjiang Province, is located in the southwest region of Heilongjiang Province. According to the Statistics Bureau of Harbin, as of December 31, 2012, Harbin had a population of approximately 10.6 million. In 2015, Harbin's GDP reached approximately RMB575.1 billion, representing a per capita GDP of RMB59,027.

The table below sets forth selected economic statistics of Harbin for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	424.2	455.0	501.7	534.0	575.1
Per capita (in RMB) . . . . .	42,736	45,810	50,435	53,872	59,027
Consumer price index . . . . .	103.4	103.2	102.4	102.1	101.4

Source: Statistics Bureau of Harbin.

The table below sets forth certain information relating to the property market in Harbin for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	56.2	77.2	85.0	67.4	58.2
GFA of new developments (sq.m. in millions) . . . . .	25.3	18.3	15.5	10.7	11.6
Average sales price of commodity properties (RMB per sq.m.) . . . . .	5,398	5,518	6,194	6,182	6,419

Source: Harbin Statistical Yearbook, National Bureau of Statistics.

### **Anhui Province**

According to the National Bureau of Statistics of China, a total GFA of approximately 55.4 million sq.m. of commodity properties was completed in Anhui Province in 2015, representing an increase of approximately 6.6% compared to 2014, and a total GFA of approximately 61.7 million sq.m. of commodity properties was sold in Anhui Province in 2015, representing a decrease of approximately 0.5% compared to 2014.

The table below sets forth certain information relating to the property market in Anhui Province for the years indicated.

	2011	2012	2013	2014	2015
GFA completed (sq.m. in millions) . . . . .	36.3	39.7	51.8	52.0	55.4
GFA sold (sq.m. in millions) . . . . .	46.1	48.3	62.7	62.0	61.7

Source: National Bureau of Statistics of China.

### **Hefei**

Hefei, the capital of Anhui Province, is located in the center of Anhui Province. According to the Statistics Bureau of Hefei, as of December 31, 2015, Hefei had a population of approximately 7.8 million. In 2015, Hefei's GDP reached approximately RMB566.0 billion, representing a per capita GDP of approximately RMB73,102.

The table below sets forth selected economic statistics of Hefei for the years indicated.

	2011	2012	2013	2014	2015
Nominal GDP (RMB billion) . . . . .	363.7	416.4	467.3	518.1	566.0
Per capita GDP (RMB) . . . . .	48,540	55,182	61,555	67,689	73,102
Consumer price index . . . . .	103.8	102.1	102.5	101.5	101.9

Source: Statistics Bureau of Hefei.

The table below sets forth certain information relating to the property market in Hefei for the years indicated.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	89.0	91.4	110.6	112.7	125.9
GFA of new developments (sq.m. in millions) . . . . .	19.0	14.9	22.1	20.5	19.8
Average sales price of commodity properties (RMB per sq.m.) . . . . .	6,326	6,156	6,284	7,157	7,095

Source: National Bureau of Statistics.

### Real estate market in Chongqing

According to National Bureau of Statistics of China, a total GFA of approximately 46.3 million sq.m. of commodity properties was completed in Chongqing in 2015, and a total GFA of approximately 53.8 million sq.m. of commodity properties was sold in Chongqing in 2015, an increase of approximately 5.5% from the approximately 51.0 million sq.m. sold in 2014.

The tables below set forth certain information relating to the property market in Chongqing for the years indicated.

	2011	2012	2013	2014	2015
GFA completed (million sq.m.) . . . . .	34.2	39.9	38.0	37.2	46.3
GFA sold (million sq.m.) . . . . .	45.3	45.2	48.2	51.0	53.8
% of total GFA sold in the PRC . . . . .	4.1%	4.1%	3.7%	4.2%	4.2%

Source: Chongqing Municipal Statistics Bureau, National Bureau of Statistics of China.

	2011	2012	2013	2014	2015
Investment in real estate (RMB billion) . . . . .	202	251	301	363	375
GFA of new developments (million sq.m.) . . . . .	68.2	58.1	76.4	62.5	58.1
Average sales price of commodity properties (RMB per sq.m.) . . . . .	4,734	5,080	5,569	5,519	5,486

Source: Chongqing Municipal Statistics Bureau, National Bureau of Statistics of China.

## HISTORY AND CORPORATE STRUCTURE

### History

Our business model and concept was initially developed by Messrs. Cheng Chung Hing and Leung Moon Lam. Following various discussions among Messrs. Cheng Chung Hing, Ma Kai Cheung, Leung Moon Lam, Sun Kai Lit and Ma Wai Mo (who we collectively refer to as our founding shareholders), our founding shareholders formalized and carried out our business plan. Our five founding shareholders are either chairman or executive directors of leading manufacturing and industrial companies based in Hong Kong with operations in the Greater China Pearl River Delta region, and have extensive experience and a well-developed network of contacts in their respective industries.

Our Company was incorporated on May 8, 2002. We are listed on the Hong Kong Stock Exchange and completed our initial public offering in September 2009.

We conduct our business primarily through our subsidiaries and associated entities established in the PRC.



## BUSINESS

### Overview

We are a leading developer and operator of large-scale, integrated logistics and trade centers in the PRC, based on GFA, industry coverage and range of ancillary services and facilities offered. Leveraging our experience and brand reputation, we currently have eight projects in different stages of development located in regional economic hubs in Shenzhen, Nanning, Nanchang, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, China, with a total planned GFA of approximately 81.8 million sq.m., out of which we have acquired land use rights of approximately 34.7 million sq.m. attributable GFA as of March 31, 2016, of which approximately 12.3 million sq.m. has been completed and approximately 6.5 million sq.m. is under development as of March 31, 2016.

Our business model is built on the premise of “One Body with Two Wings,” with the “One Body” represented by our large-scale integrated logistics and trade centers, designed to serve as key commercial hubs to satisfy the economic and industrial needs of the regions in which we operate, and the “Two Wings” represented by the ancillary residential and commercial facilities, designed to facilitate the operations of our trade center occupants and their customers. We serve wholesale markets for multiple industries at our trade centers, which are complemented by residential developments and comprehensive ancillary commercial facilities including hotel, office, warehouse, exhibition and conference facilities as well as E-commerce services. Our residential facilities further complement our trade center operations by providing convenient, high-quality accommodations for our trade center occupants, as well as generating cash flows to cover a portion of project-related capital expenditures. Our business model is further augmented by the on-site presence of PRC government agencies, banks and securities firms, which offer a diverse range of services to trade center occupants and other customers.

Our “One Body with Two Wings” business model is supported by five pillars of ancillary services, namely our logistics and warehousing services, E-commerce services, outlet and furnishing centers operations, property management services and exhibition and conference facilities, that complement our core business of developing and operating trade centers. We provide one-stop logistics services such as warehousing, integrated inbound/outbound services, on-site delivery and freight forwarding to our customers. We provide an E-commerce platform, namely CSC86.com, which combines the advantages of physical and online stores, through which our clients can promote their businesses and products online. Following the success of trade fairs at our various projects, we established a one-stop exhibition platform for organizing convention and exhibition at our projects, through which we have hosted a number of significant events which has enhanced our reputation and facilitated traffic flow through our trade centers. In addition, our outlet and furnishing center operations have also boosted overall traffic at our related projects and expanded our operations. We plan to further boost overall traffic by building upon our successful outlets, expanding and replicating this further at our other projects. Our property management services help maintain a safe and comfortable business environment at our trade centers and ancillary facilities. We believe that this expansion of the scope of services provided will enable us to build a self-sustaining business strategy that will strengthen our overall business model.

Our first project, China South City Shenzhen, has a planned GFA of approximately 2.6 million sq.m.. As of March 31, 2016, it had approximately 2.3 million sq.m. of GFA of trade centers and ancillary facilities completed and in operation, with approximately 242,200 sq.m. of GFA under development and planned for future development. China South City Shenzhen is strategically located in the Pearl River Delta and centered within an extensive transportation network of airports, railways, port facilities and highways that facilitate trade in the region.



Leveraging our success, experience and brand recognition from our China South City Shenzhen project, we have added seven additional projects:

- China South City Nanchang, with a planned GFA of approximately 7.3 million sq.m., is currently under Phase Two development in Nanchang, the capital of Jiangxi Province. As of March 31, 2016, it had approximately 1.5 million sq.m. of GFA completed and approximately 711,600 sq.m. of GFA under development. As it is strategically located to serve both the Pearl River Delta and Yangtze River Delta regions, we believe that China South City Nanchang is well positioned to develop in line with the expected increase in trade within and among these regions.
- China South City Nanning, with a planned GFA of approximately 4.9 million sq.m., is currently under Phase One development in Nanning, the capital of Guangxi Zhuang Autonomous Region. As of March 31, 2016, it had approximately 1.4 million sq.m. of GFA completed and approximately 558,500 sq.m. of GFA under development. Strategically located in close proximity to Southeast Asia, we believe China South City Nanning will serve as a key hub for cross-border commodity trade with ASEAN countries.
- China South City Xi'an, with a planned GFA of approximately 17.5 million sq.m., is under Phase One development in Xi'an, the capital of Shaanxi Province, at the Xi'an International Trade and Logistics Park with access to a railway container terminal. As of March 31, 2016, it had approximately 1.4 million sq.m. of GFA completed and approximately 456,400 sq.m. of GFA under development. China South City Xi'an is positioned to capitalize on the opportunities arising from China's strategic development of its western regions and the "One Belt, One Road" initiative, catering to the growing development needs in the region.
- China South City Harbin, with a planned GFA of approximately 12.0 million sq.m., is under Phase One development in Harbin, the capital of Heilongjiang Province. As of March 31, 2016, it had approximately 855,600 sq.m. of GFA completed and approximately 1.3 million sq.m. of GFA under development. We believe that the site's location in Northeast China makes it a premier hub for cross-border trade with countries in Northeast Asia, and we intend to capitalize on opportunities arising from the area's emerging development potential due to its proximity to the China-Russia border.
- China South City Zhengzhou, with a planned GFA of approximately 12.0 million sq.m., is under Phase One development in Zhengzhou, the capital of Henan Province. As of March 31, 2016, it had approximately 2.5 million sq.m. of GFA completed and approximately 1.3 million sq.m. under development. Zhengzhou is highly accessible as a primary passenger and freight hub, a convenient trading platform to promote trade among cities in central China.
- China South City Hefei, with a planned GFA of approximately 12.0 million sq.m., is under Phase One development in Hefei, the capital of Anhui Province. As of March 31, 2016, it had approximately 1.2 million sq.m. of GFA completed with approximately 1.8 million sq.m. of GFA under development. Hefei is a transport and economic hub at the heart of Eastern China and China South City Hefei benefits from its strategic location in the Hefei Taohua Industrial Park.
- China South City Chongqing with a planned GFA of approximately 13.5 million sq.m., located in Chongqing Municipality. As of March 31, 2016, it had approximately 1.2 million sq.m. of GFA completed and approximately 151,300 sq.m. of GFA under development. China South City Chongqing is highly accessible from the city center and other regions given its strategic location in the Chongqing Highway Logistics Base.

We expect the aggregate planned GFA of these eight projects will be sufficient to support several years of development.

## **Our Competitive Strengths**

We believe that we are well-positioned to take advantage of the continuing modernization of the domestic trade and logistics facilities in China as a result of China's call for a more efficient and consumption driven economy. Our flexible business model enables us to mitigate the impact arising from the cyclical fluctuations in the market and keep pace with market changes. We believe that we have the following competitive strengths:

***Our unique “One Body with Two Wings” business model provides an integrated platform for our trade center occupants and their customers to receive a comprehensive range of trade, logistics and ancillary services***

Our business model is built on a premise of “One Body with Two Wings,” with the “One Body” represented by our large-scale integrated logistics and trade centers, designed to serve as key commercial hubs to satisfy the economic and industrial needs of the regions in which we operate, and the “Two Wings” represented by our residential and commercial facilities, designed to facilitate the operations and accommodation of our trade center occupants and their customers. The scale and scope of our projects attract buyers and sellers seeking to take advantage of the synergies within our integrated logistics and trade centers. Buyers are able to meet their purchasing needs for a wide range of finished and unfinished goods in multiple industries as well as effectively diversify and tailor their sourcing needs. Sellers are able to streamline their business operations by taking advantage of the full range of on-site logistics and trade solutions available at our integrated logistics and trade centers.

We believe the comprehensive range of trade, logistics and residential and commercial facilities and services offered at our trade center projects provides us with diverse revenue streams and differentiates our business model from that of traditional property developers. Furthermore, we expect sales of our residential properties to provide us with an effective means to generate cash flows to cover a portion of the capital expenditures of our projects. We have replicated the success of our China South City Shenzhen business model in Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing.

***The provision of ancillary services to complement our trade centers further strengthens our business model***

We have implemented our strategy to extend our “One Body with Two Wings” business model to include five pillars of ancillary services that complement our core business of developing and operating trade centers. These ancillary services include:

- one-stop logistics services such as warehousing, integrated inbound/outbound services, on-site delivery and freight forwarding, which provide various services to customers;
- an E-commerce platform, combining the advantages of physical and online stores, which has allowed our clients to promote their businesses and products online;
- outlet and furnishing center operations which we believe have boosted overall traffic and expanded our operations;
- property management services that have enabled us to maintain a safe and comfortable business environment at our projects, which differentiates us from traditional wholesale markets and other trade centers; and
- a one-stop exhibition platform for organizing convention and exhibition services, through which we have hosted a number of significant events which enhanced our reputation and facilitated traffic flow through our trade centers.

We believe that these five pillars of ancillary services will enhance our self-sustaining business strategy and strengthen our overall business model by providing value-added services to our customers and increasing traffic flow throughout our projects. Through these services, we are able to generate a stable source of recurring income. See “— Five Pillars of Ancillary Services.”

***We are a solution provider for local governments and enjoy strong municipal and regional government support in the locations in which we currently operate***

When selecting new sites for our projects, we strategically seek out locations in which local and regional governments have proactively expressed a desire to develop integrated logistics and trade centers in their long-term plans. We believe that our development of trade centers will help bring employment opportunities and contribute to GDP growth by generating traffic and business through our trade centers. We assist local governments with the implementation of their urbanization plans by relocating and consolidating traditional wholesale markets in the region as we develop our new trade centers. In doing so, we are able to better align our business operations with the long-term economic development plans and urbanization of the regions in which we develop and operate our projects. For example, we have been working with the local government in Zhengzhou to relocate old style trade centers and wholesale markets as they carry out their urban planning. Such consolidation and relocation are intended to improve the efficiency of the infrastructure and transportation in the region, as well as to improve health and safety conditions such as pollution or fire safety.

As part of the relocation initiative, we are also re-grouping trade centers by industry as the old style trade centers are relocated. As we relocate traditional wholesale markets, which typically only cover a single industry with limited management and less value-added services to suburban areas, we expect to promote our services by serving a broader range of industries and adding value by providing ancillary services for our customers. We promote our fully integrated procurement and logistics services for manufacturers, wholesalers and distributors, which we believe will attract them to our trade centers by allowing them to reduce their trading and logistic costs.

With local administrative support, we have been able to secure large plots of land under master agreements by leveraging our demonstrated strong track record. Pursuant to the terms of our master agreements and corresponding supplementary agreements, representatives of the local governments undertake responsibility for relocating all prior occupants of the land as well as improving or establishing roads, subways, railways, bus stations and other infrastructure within the project area. For example, as part of a broader effort to improve local transportation infrastructure, government authorities have undertaken construction of new roads and other supporting infrastructure surrounding our projects as well as underground subway connection to our projects. Several PRC government agencies also maintain an on-site presence at certain of our projects to assist trade center occupants and other visitors.

***We provide sufficient ancillary residential properties at our projects***

At each of our projects, we allocated approximately 50% of the total buildable GFA for the development of trade center units and the remaining 50% for the development of ancillary residential and commercial facilities, of which approximately 20% is allocated for the development of residential properties, approximately 15% for logistics and warehousing facilities and the remaining 15% for other commercial facilities. This diversified and flexible business model enables us to mitigate the impact of, and capitalize on, changes in consumer demand for commercial and residential properties as well as changes in governmental policies. For example, during the fiscal year ended March 31, 2016, the PRC government introduced measures to reduce housing inventory and promote rational consumption, which led to positive developments in the residential property market. We were able to adjust our product mix to keep pace with market changes and launched more residential properties during that year. As a result, sales of our residential properties as a percentage of total Contracted Sales increased from 22.6% for the fiscal year ended March 31, 2015 to 35.0% for the fiscal year ended March 31, 2016, partially offsetting our decline in sales of trade center units due to the downturn in the overall PRC economy that year.

***Our land costs are lower than many other PRC property developers, allowing us to minimize downside risk and providing us with high potential for appreciation in our targeted markets***

Our trade center projects are strategically located in fast growing first tier, provincial capital cities and municipalities. Due to the nature of our business and the site of our projects, whereby we build our trade center projects to become primary hubs for trade of raw materials and finished goods, we are able to acquire large parcels of land for relatively low cost. The low cost of land provides us with significant potential for profitability, allows us to minimize downside risk, helps increase the appreciation potential

of our land reserves and allows us to offer more attractive sales and leasing terms than those offered by our competitors. We were able to maintain a high gross profit margin of 48.6%, 53.0%, 48.2%, and net profit margin (excluding fair value gains on investment properties, gain on disposal of subsidiaries and their related tax effects, fair value gain on derivative financial instrument and loss on redemption of the senior notes) of 19.7%, 19.0% and 19.9%, respectively, for the fiscal years ended March 31, 2014, 2015 and 2016, respectively.

The following table sets forth the cost of our land acquired by project as of March 31, 2016.

Project	Land Cost (per GFA)  (RMB/sq.m. of GFA)
China South City Shenzhen . . . . .	119
China South City Nanning . . . . .	397
China South City Nanchang . . . . .	327
China South City Xi'an . . . . .	546
China South City Harbin . . . . .	438
China South City Zhengzhou . . . . .	141
China South City Hefei . . . . .	254
China South City Chongqing . . . . .	175
Weighted average . . . . .	295

***Our integrated logistics and trade centers are strategically located in accessible, fast growing first tier, provincial capital cities and municipalities***

Our integrated logistics and trade centers are situated in first tier, provincial capital cities and municipalities near well-developed transportation networks with increasing trade and economic activities. The Pearl River Delta, where China South City Shenzhen is located, represents one of the leading manufacturing and export regions in China. Similarly, China South City Nanchang, Nanning, Harbin, Xi'an, Zhengzhou, Hefei and Chongqing are located in first tier, provincial capital cities and municipalities which have sizeable populations and are centers of economic activities and industries in their respective province.

Within the Pearl River Delta, China South City Shenzhen is situated within 35 to 180 kilometers of four international airports as well as five container ports, including Kwai Chung Container Terminal in Hong Kong and Yantian Port in Shenzhen. In addition, China South City Shenzhen is connected to each of the major railway arteries in Southern China as well as at least 10 major highways linking each of the major cities in the Greater Pearl River Delta region. China South City Nanchang, which is currently under development, is located in Nanchang, which is one of China's important transportation hubs, and is situated at the intersection of two of China's major railway arteries, the Jingjiu and Zhegan Railways, with ready access to major highways, airports and the largest port on the Gan River. There is a complete freight network including a cargo marshall yard, a container terminus and an international airport, together with Nanchang West Railway Station, a principal high-speed rail station located just 1.2 km away from our project site. China South City Nanning, which is also under development, is located in Nanning. Nanning is located in close proximity to the Fangchenggang heavy port facility as well as other Southern Chinese sea ports and is emerging as a core regional trade center between Southeast and Southwest China and neighboring countries in Southeast Asia. China South City Xi'an is located in the Xi'an International Trade and Logistics Park in Shaanxi Province, which is well-equipped with a railway container terminal and the largest bonded area in the northwestern regions of China. The subway line 3 is planned to pass through this area with one of the subway stations next to our planned Phase One buildings. China South City Harbin is strategically located in Harbin, a premier hub for cross-border trade with countries in Northeast Asia; China South City Zhengzhou is located in Zhengzhou, which is highly accessible with extensive land and air networks as it is a main passenger and freight hub via the extensive highway and railway networks in China and its international airport; China South City Hefei is located in Hefei, near the city's railway and highway; and China South City Chongqing is our first project in China's municipalities.

***We have a proven track record of successful development and launch of our projects, which has earned us brand name recognition and diversified our revenue streams***

China South City Shenzhen is in its third phase of development, with a total of 2.3 million sq.m. of GFA completed, including trade centers, office, residential and warehouse facilities as well as a number of hotels, restaurants and other ancillary facilities as of March 31, 2016. Over the years, we have grown from one project in Shenzhen to an industry leader with eight projects across China. We believe that this diversification of our revenue streams allows us to minimize our operational and financial risks.

We have adopted international practices and applied stringent quality control procedures with respect to the design and quality of the construction of our trade centers, which are well supported by conveniently located transportation and infrastructure. Furthermore, our complementary five pillars of ancillary services ensure that our trade centers offer a comprehensive range of convenient and value-added services for our occupants and customers. We believe that due to the size and scale of our projects, we are able to boost employment and tax revenue and contribute to GDP growth in each region in which we operate. We believe these successes have garnered us brand name recognition as an operator and developer of integrated logistics and trade centers and earned us the support of local governments. This in turn has given us leverage in negotiating the key contractual terms applicable to our projects. We believe that our continued participation in the China-ASEAN Expo and Light Industrial Exhibitions and other trade fairs have helped us in our efforts to solidify our brand as the leading developer and operator of large-scale, integrated logistics and trade centers in the PRC.

***We have a strong, experienced management team with a demonstrated record of success***

We consider our strong and experienced senior management team to be key to the success of our integrated logistics and trade center development projects. We rely on our senior management's experience and insight regarding important factors that contribute to the success of our projects, such as careful site selection, detailed project planning and management, stringent cost control and effective quality control. Our senior management team also has extensive experience in operational and financial management, which we believe provides us with a key competitive advantage. Our team of executive directors has extensive experience in the wholesale and manufacturing management business as well as having a strong representative presence in various Hong Kong and PRC industrial and commercial associations and PRC consultative bodies, including both national and local Committees of the Chinese People's Political Consultative Conference. The members of our financial team are all qualified accountants with experience in financial management, mergers and acquisitions, capital markets financing and corporate restructuring. Furthermore, we have developed a strong construction and sales team with specialized experience in each of the different trade and logistics services industries represented at our projects. We believe our management team's comprehensive industry background has helped us to achieve our past success and will enable us to successfully implement our growth strategies in the future.

***We have a prudent development strategy for each project and for our Group as a whole***

We carefully select our project locations, targeting first tier, provincial capital cities and municipalities with growth potential, supported by a sufficient population base, favorable government plans and strong regional demand. Each of our projects is developed in phases in order to maintain sustainable growth and development from site selection and land acquisition to planning and development. We sell approximately 30% to 50% of our completed GFA of trade center units and all of our completed GFA of our residential units and commercial facilities in order to recover our capital expenditures, while generating recurring income from the unsold portions to ensure sustainable long term revenue. We also employ a prudent development strategy on an overall basis. Since our first project in Shenzhen began to provide sustainable cash flow and revenues, we have raised funds for our expansion through our initial public offering in 2009 and various debt offerings to finance investment in our other projects in Nanchang, Nanning, Xian, Zhengzhou, Harbin, Hefei and Chongqing. As such, we tried to ensure that we have sufficient funding, experience and resources prior to expanding the phases or locations of our investments and operations.

## **Our Strategies**

Our objective is to strengthen our position as one of the leading developers and operators of large-scale, integrated logistics and trade centers in the PRC. We intend to implement the following strategies:

### ***Differentiate project positioning and functions across our eight projects***

Subject to the economic status of surrounding regions, the industry basis of the respective cities, the demand for our products and services and supportive government policies, we have adopted a custom tailored approach of differentiating product functions, business offerings and project layouts across our eight projects. Economic development in China showed disparities across regions in 2016. As such, local governments took varying development approaches and extended their support to industries with comparative advantages in their respective regions. As an influential market player in the regions in which we operate, we took full advantage of their respective local strengths and implemented differentiated strategies in different projects. For example:

- *China South City Shenzhen* — Due to the rapid growth of cross-border E-commerce business in China in recent years, we have successfully positioned China South City Shenzhen as a cross-border E-commerce hub, attracting a number of leading domestic cross-border E-commerce enterprises to our project. Its outlet has also become an influential outlet player in Southern China, with increasing visitor traffic and enhanced market position.
- *China South City Zhengzhou* — Located at the heart of an intricate network of transportation in Zhengzhou, which has long been a major logistics hub in Central China, it has become our largest project, in terms of the number of SME occupants and GFA completed. We intend to capitalize on our competitive advantages in location, facilities and scale to strengthen its core market position for trading in Central China for industries such as automobile and parts, machinery and hardware and building materials.
- *China South City Nanning* — Strategically located in the economic and political center of ASEAN, China South City Nanning is poised to capitalize on the increasing importance of cross-border trading between China and ASEAN countries. The China-ASEAN Expo and Light Industrial Exhibition has been held at China South City Nanning for six consecutive years and attracted numerous visitors and a number of local government bodies, reflecting its importance in the local economic and political life.
- *China South City Xi'an and Harbin* — Based on their respective locations, we aim to further expand their reach to cover Western and Northern China, respectively.
- *China South City Nanchang* — With support from the local government, it has strived to become an important platform embodying the provincial initiative of “Go Global”.

### ***Develop each of our projects in phases and optimize property mix to balance timely cost recovery***

Although each of our projects has a sizeable planned GFA, we develop each of them in phases in respect of acquiring land and developing and constructing the facilities. This allows us to lower the capital expenditures incurred in any given period and lowers our execution risk. We intend to achieve an optimal mix of properties generating long-term recurring income and capital appreciation with properties generating profit from sales. In view of the large scale of our projects, we intend to continue to develop our projects in phases, and to vary our property mix, so as to cater to local market conditions and demand as well as to generate cash flows for project development. We expect to sell no more than half of our trade center units, and all of our residential properties.

### ***Continue to grow our recurring businesses for sustainable development and enhance cost control***

Recurring businesses, which include rental, property management, E-commerce, logistics and warehousing services, outlet operations and other services, have been part of our key initiatives

contributing to our sustainable and long term development. We plan to continue to grow our recurring businesses to provide a more stable and diversified mix of revenue stream in the future. As our recurring businesses mature, we may seek to unlock their latent value by seeking independent listing of the shares or fund raising platform of such businesses to support their development strategies. For example, in November 2015, the shares of HOBA Furnishing, one of our recurring businesses, were quoted on the National Equities Exchange and Quotation System in China.

In addition, we also plan to continue to implement cost control measures such as more stringent cash collection control and reduction in our sale and administrative staff to improve our overall profitability in the long term.

***Optimize occupancy rates, rental rates and traffic flow in our existing and planned trade centers***

We plan to optimize occupancy rates, rental rates and traffic flow in our existing and planned integrated logistics and trade centers by implementing the following initiatives:

- *Provide preferential rental terms to optimize occupancy rates and increase rental rates as occupancy rates increase.* Our operating strategy at our integrated logistics and trade centers is to achieve high occupancy rates and attract a high-quality tenant base first and then increase rental rates steadily as occupancy rates increase. We attract quality occupants to our trade centers by offering preferential rental rates and other more attractive leasing terms than those offered by our competitors, such as rent-free periods based on advance rental payments made by occupants. We generally increase rental rates after the expiration of the initial lease agreement, by which time we believe our occupants who have established their business in our trade centers and are benefiting from the full range of integrated logistics, trade and ancillary facilities will have strong incentives to renew their leases.
- *Leverage our outlets to promote traffic flow.* We expect that we will be able to increase our occupancy rates and facilitate more traffic through our trade centers by leveraging our outlet operations. Upon completion of the acquisition of HOBA Furnishing, we also expect to leverage their customer base and operational networks to promote traffic flow and increase occupancy rates at our trade centers. See — “Five Pillars of Ancillary Services — Outlet Center Operations and Furnishing Centers — Acquisition of Shenzhen HOBA Home Furnishings Chain Store Co., Ltd..”
- *Consolidate existing wholesale markets.* Several of our projects are located in cities where local governments have plans to relocate and upgrade traditional wholesale markets. We expect this will help us boost our occupancy rates at a faster pace in those cities as we will be able to provide improved facilities in response to existing demand by local occupants.
- *Continue to offer integrated logistics services to increase customers’ access to the global market place.* We intend to optimize our offerings of integrated logistics services, including warehouse, liaison and on-site logistics services and transportation providers, in order to facilitate the individual needs and order requirements of trade center occupants and their customers. By integrating logistics and trade functions and providing ready access to necessary services for trade center occupants and their customers, we believe we are able to outperform our competitors in advancing and expediting the business interests of trade center occupants.
- *Attract and secure high quality long-term occupants.* We plan to continue to use our strong relationships with industry trade associations and manufacturers, as well as our own in-depth knowledge of the industries represented at our trade centers, to secure high-quality, domestic and international suppliers of finished and unfinished goods as part of our tenant base. We believe that securing such high-quality occupants will increase the stability of our tenant base and help raise the profile and reputation of our trade centers, as well as increase the flow of trade within these centers, thereby enhancing our projects’ status as centers of trade and ultimately allowing us to augment rental rates and sales prices for our trade center units.

- *Leverage and improve supporting infrastructure.* We will seek to enhance the market demand for our trade center units by leveraging and improving the auxiliary services available to our trade center occupants and their customers. In developing supporting infrastructure at our eight trade center projects, we have entered into strategic alliances and arrangements with local governments. Under the terms of our master agreements and the corresponding supplementary agreements, we have secured government support in the development of the transportation infrastructure surrounding our trade centers. For example, China South City Nanchang is located approximately 1.2 kilometers from the Nanchang West railway station, and China South City Zhengzhou is located approximately 16 kilometers from the nearest airport. We will continue to cooperate with the local government to continue improving the transportation infrastructure surrounding our trade centers.

***Further develop our five pillars of ancillary services to support and enhance our projects***

Our trade centers, ancillary residential properties and commercial facilities are supported by our five pillars of ancillary services. By providing an E-commerce platform, logistics services, property management services, outlet and furnishing center operations and exhibition and conference services, we expect to continue to distinguish ourselves from traditional wholesale markets and other trade centers. These businesses not only add value to our facilities, but provide sources of revenue. We expect to further develop services to increase visitor traffic flow through our projects and provide conveniences for our customers.

- We plan to enhance our E-commerce platform, namely CSC86.com, to give our customers an online platform for promoting their products and businesses beyond the limitation and geographical reach of their physical stores.
- We plan to continue to enhance our property management services to help maintain a safe, efficient and comfortable business environment for occupants of our projects.
- We plan to continue to expand our logistics and warehousing network to help those SMEs operating within our projects to reduce their logistics and distribution costs and create key cost advantages.
- We plan to continue to develop and enhance our Logistics Information Exchange Platform (“LIEP”), which helps cargo owners match their freight plans more effectively and cut logistics costs by utilizing empty trucks of Heavy Goods Vehicles (“HGV”) on their return journeys. With the increasing maturity of the nationwide network of our projects, the demand for our LIEP services from SMEs and HGV drivers has gradually increased.
- We plan to continue to grow our outlet and HOBA Furnishing operations to continue to attract and increase traffic at our projects.
- We plan to continue to strengthen our one-stop exhibition platform for organizing exhibitions and conferences to enhance our reputation and facilitated traffic flow through our trade centers.

By expanding these services to each of our locations, we believe we can attract additional customers to our trade centers, strengthen the loyalty of our existing customers and ensure a stable source of recurring income.

***Continue to expand our operations by broadening our industry coverage***

We have expanded our operations at each of our projects by broadening our industry coverage, which ranges from raw materials such as textiles to finished goods such as leather goods and clothing and



themed products. For example, in order to gain access to the home furnishings industry, we acquired a 75% equity interest in HOBA Furnishing, which has ten home furnishings stores in six cities across China. In addition, we also operate outlets and themed trade centers to further enhance our industry coverage.

## Our Projects

The following table summarizes GFA information for our projects as a whole, including trade center, residential and other ancillary facilities, as of March 31, 2016 (except as indicated below).

	Completed Properties <sup>(1)</sup>		Properties Under Development <sup>(2)</sup>	Properties to be Completed by FY2016/17	Properties Planned for Future Development on GFA Aquired <sup>(3)</sup>	Total planned GFA <sup>(4)</sup>	Total planned GFA based on land already acquired <sup>(5)</sup>	(of Total planned GFA)
	Sold	Unsold	Total	Estimated	Estimated			
	(GFA in sq.m.)	(GFA in sq.m.)	(GFA in sq.m.)	(GFA in sq.m.)	(GFA in sq.m.)	(GFA in sq.m.)	(GFA in sq.m.)	
China South City Shenzhen . . . . .	774,600	1,540,000	242,200	77,200	87,200	2,644,000	2,644,000	100%
China South City Nanchang . . . . .	784,200	746,700	711,600	271,700	2,422,700	7,297,000	4,665,200	64%
China South City Nanning . . . . .	334,600	1,053,200	558,500	178,500	533,700	4,880,000	2,480,000	51%
China South City Xi'an . . . . .	601,800	754,200	456,400	199,400	2,343,600	17,500,000	4,156,000	24%
China South City Harbin . . . . .	230,300	625,300	1,340,900	977,200	2,551,500	12,000,000	4,748,000	40%
China South City Zhengzhou . . . . .	1,033,800	1,465,500	1,265,000	243,700	1,405,700	12,000,000	5,170,000	43%
China South City Hefei . . . . .	811,900	428,200	1,822,400	285,900	2,138,500	12,000,000	5,201,000	43%
China South City Chongqing . . . . .	206,400	951,700	151,300	151,300	4,295,700	13,500,000	5,605,100	42%
Total . . . . .	4,777,600	7,564,800	6,548,300	2,384,900	15,778,600	81,821,000	34,669,300	42%

- (1) Represents properties for which construction of all constituent buildings has been completed and which have been sold, leased, or are available for lease or sale.
- (2) Represents properties for which we have obtained land use rights certificates and have planned or commenced construction.
- (3) Represents properties with respect to which we have entered into a master agreement or similar agreement with, or have been awarded a competitive bid by, relevant regulatory authorities and which have been approved in accordance with our internal procedures.
- (4) Based on management estimates and subject to the terms of land grant certificates upon acquisition of the land.
- (5) As of March 31, 2016.

In the year ended March 31, 2016, the Group achieved total Contracted Sales of approximately HK\$6.6 billion.

For the fiscal years ended March 31, 2014, 2015 and 2016, we entered into contracted sales (net of any cancelled contracted sales) for our projects with an aggregate contract value of approximately HK\$14,106.0 million, HK\$11,321.1 million and HK\$6,628.1 million, respectively, which corresponded to an aggregate contracted GFA of approximately 1,747,800 sq.m., 1,253,800 sq.m. and 784,500 sq.m., respectively. The decreased in our Contracted Sales over the period was mainly due to the general slow down in the PRC economy. We generated Contracted Sales of approximately HK\$1,920.0 million for the three months ended June 30, 2016, which accounted for approximately 25% of the mid-range of our sales target of approximately HK\$7,500 million to HK\$8,500 million for the fiscal year ending March 31, 2017.

## **Five Pillars of Ancillary Services**

We will continue to enhance our five pillars of ancillary services, based on experience gained from China South City Shenzhen, in a bid to complement our unique and replicable business model, to better serve our trade center occupants and customers, and to allow such persons to enjoy a mutually-beneficial operation environment.

### ***Logistics and Warehousing Services***

Our logistics services and facilities consist of a network of warehouses and one-stop integrated inbound and outbound logistics facilities. We aim to extend our warehouse and freight forward services to online management platforms and supply chain management services in order to build a logistics management platform that spans across our projects. There are three types of warehouses: bonded, unbonded and export supervised warehouses, which are utilized by trade center occupants and other customers prior to delivering their goods to international or domestic customers. Customs officials are located on-site at bonded warehouses to complete the required customs procedures. Shenzhen Qianlong, our subsidiary, provides logistics liaison services to our trade center occupants and customers, and assists them with third-party logistics services providers that are located on-site.

Logistics and warehousing services formed an important part of our strategic resources. We have continued to expand our logistics and warehousing network, and have successfully positioned our projects as the potential logistics and distribution hubs in their respective regions. By becoming regional logistics hubs, we are able to help those SMEs operating within our projects to reduce their logistics and distribution costs and create key cost advantages. In addition, with the increasing maturity of the nationwide network of China South City projects, the demand for LIEP services from SMEs and HGVs drivers gradually increased. LIEP helps cargo owners match their freight plans more effectively and cut logistics costs by utilizing empty truckloads of HGVs on their return journeys. Income from our logistics and warehousing services has steadily increased from HK\$24.8 million to HK\$95.8 million and HK\$143.4 million for the fiscal years ended March 31, 2014, 2015 and 2016, respectively.

### ***E-Commerce Services***

Through our online platform, available at CSC86.com, we provide trade center shop operators and SMEs in the related industries a platform to facilitate online trading. Our online platforms enable our trade center shops to benefit from the combined advantages of physical stores and virtual shops for both business-to-business and business-to-customer trading.

In addition, we have continued to strengthen the development of our integrated O2O platform. In particular, with a view to enhancing its support for SMEs, we upgraded our E-commerce platform CSC86.com by enriching our online trading and payment services functions. We launched trial online membership program in early 2014 which was well received by our customers.

Furthermore, by integrating internet technology with traditional industries, our “Internet Plus” strategy sets out to fuel China’s economic growth. “Internet Plus” is a core strategy of our fourth-generation integrated logistics and trading platform, with E-commerce services serving as a key tool to help SMEs raise their competitiveness. For the fiscal year ended March 31, 2016, we continued to reinforce this strategy and upgrade our fourth-generation integrated logistics and trading platform, thereby increasing SMEs’ operating efficiency and competitiveness. Leveraging our B2B platform, CSC86.com, and strategic cooperation with Tencent Group, we further strengthened our E-commerce services such as our online payment function to facilitate transactions between buyers and sellers during the fiscal year ended March 31, 2016.

We intend to continue to cooperate with Tencent Group to explore providing certain value-added services to our occupants and Tencent Group’s users, which could include:

- mutually exploring cooperative opportunities with respect to online outlet services for branded goods by leveraging our resources with respect to physical outlet services for branded goods and Tencent Group’s E-commerce platform;

- jointly collaborating to develop our retail business (such as our outlets and HOBA Furnishing) to provide an integrated online and offline retail service experience through Tencent Group’s platform;
- jointly collaborating to provide Tencent Group’s online payment services to our occupants and customers; and
- jointly collaborating on the planning of joint warehousing facilities and logistics arrangements for E-commerce businesses.

In addition, the Tencent Group also provides information technology and consultation support to our E-commerce and other online services which has giving us access to premier IT talent in China.

For further information, please see “Principal Shareholders — Investment by the Tencent Group.”

### *Exhibition and Conference Facilities*

China South City Shenzhen has two exhibition centers as well as exhibition facilities in our Phase Two trade centers which we, along with third-party event organizers and planners, utilize for industry exhibitions, conferences, conventions, meetings and banquets. Third-party event organizers and planners include trade associations for those industries represented within our trade centers. These exhibition facilities are used to showcase the products offered for sale by trade center occupants to potential customers and to attract potential occupants and customers of occupants to visit China South City Shenzhen. We had hosted events such as the Shenzhen Industrial Fair and the Hong Kong, Macau and Taiwan Commodity Fair at these facilities.

### *Events and Exhibitions*

As part of our general marketing efforts, we periodically sponsor and participate in events throughout China, such as trade seminars and exhibitions, in order to enhance our brand name and promote our business. Typically, the events and exhibitions we sponsor have been located in the same area as our projects. In a joint effort with different government bureaus, we organized the 5th Industrial Fair, The Hong Kong, Macau and Taiwan Commodity Fairs and six consecutive China-ASEAN Expo and Light Industrial Exhibitions and a number of trade exhibitions and conventions at our projects.

We have organized trade fairs and events to promote our opening and boost traffic flow. For instance, The Ethnic and Cultural Festival cum Trade Fairs was held in China South City Nanning in April 2015. The 16-day event attracted a large number of participants to the project. Meanwhile, the 8th (Guangxi) Nanning Spring Tea Festival and the 1st International Automobile Exhibition were also held in China South City Nanning. These activities significantly boosted the sales of occupants selling tea and teaware, as well as those automobile exhibitors, and created business opportunities for other occupants in China South City Nanning. The 19th Investment & Trade Forum for Cooperation between East & West China (“ITFCEWC”) cum the Silk Road International Expo were held in Xi’an in May 2015. During the event, a thematic program known as the “Silk Road Commodity Trade Fair” was undertaken by China South City Xi’an to exhibit numerous commodities produced by the countries along the Silk Road. Leveraging its exhibition and conference facilities and easily accessible logistic network, China South City Xi’an draws visitors to the project and raises its brand awareness on the one hand, while contributing efforts to the integration of the resources of the countries along the Silk Road and the promotion of their full cooperation on the other hand, driving development in trade and logistics industry in Xi’an.

By raising our profile among domestic and international trade and industry associations, chambers of commerce, academic institutions, manufacturers and trading companies, we believe that we enhance our brand recognition, display the strengths and advantages of our projects, assist our existing occupants in attracting customers and expand our network with domestic and international businesses.

### ***Outlet Operations and Furnishing Centers***

We have operated our first outlet in Shenzhen since 2011 and have maintained a steady growth with increases in both operating GFA and number of brand names. Building on the successful outlet operation in China South City Shenzhen, we implemented trial runs at our projects in Nanning, Nanchang, Xi'an and Harbin, with encouraging results. We believe the brand awareness of China South City's outlet business will be further strengthened as our projects become more mature. As at March 31, 2016, over 350 domestic and international brands were located in these outlets, occupying an operating GFA of approximately 181,700 sq.m.

During the fiscal year ended March 31, 2016, we generated income from outlet operations of HK\$136.9 million, which was primarily contributed by the outlet in China South City Shenzhen. Other than revenue contribution, the outlet's successful operation has boosted the brand recognition, increased visitors traffic and generated operating cash flow for us.

### ***Acquisition of HOBA Furnishing***

In light of the prospects of the home furnishing business in China and in order to speed up the establishment of this business across our projects, our indirect wholly-owned subsidiary, Nanning China South City Company Limited, entered into a subscription agreement pursuant to which it conditionally agreed to acquire 75% of the issued share capital of HOBA Furnishing, for a consideration of RMB522.2 million on July 29, 2013. HOBA Furnishing is primarily engaged in the operation of ten home furnishing stores in six cities across China for the supply of home furnishing products and accessories as at March 31, 2016.

### ***Property Management Services***

In order to ensure project safety and sustainability, we have established property management teams that are stationed at each of our projects when construction commences to provide professional advice regarding sustainability and specific needs at each project. We also enter into management agreement with our trade center shop occupants for property management services. We provide property management services to occupants of our projects through our subsidiary, Shenzhen First Asia Pacific. Our property management services include security, cleaning, repair and maintenance of equipment and facilities, management of parking lots and transportation within our projects. We believe our additional efforts to improve fire prevention, security, environmental stewardship, maintenance services at our trade centers differentiates us from other wholesale markets. We engage a professional cleaning company and other service providers to perform the cleaning and major repair and maintenance services. Our own employees provide the security, repair and maintenance, management of parking lots and transportation services. For the fiscal year ended March 31, 2016, our revenues from management fees were HK\$247.7 million. We intend to provide similar property management services and to adopt a similar model of operation upon commencing operations at our other projects.

### ***China South City Shenzhen***

China South City Shenzhen is a large-scale, integrated logistics and trade center for domestic and international suppliers, manufacturers and distributors in a comprehensive range of manufacturing industries. China South City Shenzhen is located in the Longgang District, approximately 20 kilometers outside of the city center of Shenzhen in Guangdong Province. When fully completed, China South City Shenzhen is expected to occupy approximately 1.1 million sq.m. of land, supporting a planned GFA of approximately 2.6 million sq.m.

Positioned as a modern large-scale integrated logistics and trading platform to serve the Pearl River Delta region, China South City Shenzhen covers a wide spectrum of products, ranging from raw materials to finished products of various industries and themed products, complemented by comprehensive ancillary facilities and services including offices, residential facilities, factory outlets, conference and exhibition facilities, both bonded and common warehousing, hotels and restaurants, banking and financial services, on-site logistics services in couple of quality testing services, property management, E-commerce platform and on-site government bodies.

China South City Shenzhen is our first project which offers a comprehensive and mature wholesale trading platform for SMEs. The project has become a successful model case for wholesale market transformation and modernization under the process of urbanization. During the fiscal year ended March 31, 2016, China South City Shenzhen further diversified its business operations and enhanced the various functions of its fourth-generation integrated logistics and trading platform. In particular, the outlet in China South City Shenzhen became an influential outlet player in Southern China, with increasing visitor traffic and enhanced market position. Furthermore, the cross-border E-commerce business in China has experienced rapid growth in recent years. Taking advantage of its competitive strengths in logistics facilities and broad customer base, China South City Shenzhen has become a cross-border E-commerce hub and successfully attracted a number of leading domestic cross-border E-commerce enterprises to move into its units.

With the local government further advancing the development of Longgang District as an innovation center in the east of Shenzhen, the district's ancillary facilities such as logistics, healthcare and education will continue to improve and bring more convenience to occupants of China South City Shenzhen. In addition, transportation facilities around the project have been improving as well. According to Shenzhen Metro Planning, the subway line 10 which will pass through China South City Shenzhen has commenced construction in 2015 and is expected to be open for traffic by 2020. Upon completion, this subway line will further improve accessibility, generate more business opportunities and increase visitor traffic for our project. At present, operations of China South City Shenzhen cover industries such as textile and clothing, leather and accessories, electronic parts, printing, paper products and packaging, metals, chemicals and plastics materials, outlets and home furnishing.

For the fiscal year ended March 31, 2016 China South City Shenzhen recorded total Contracted Sales of approximately HK\$695.9 million for a GFA of approximately 54,500 sq.m. as compared to approximately HK\$652.0 million for a GFA of approximately 50,600 sq.m. and HK\$491.3 million for GFA of approximately 34,300 sq.m. for the fiscal years ended March 31, 2015 and 2014, respectively.

### ***Property Developments at China South City Shenzhen***

Phase One and Phase Two of China South City Shenzhen commenced operations in December 2004 and in 2009, respectively and part of Phase Three of China South City commenced operations in 2013. Phase One of China South City Shenzhen primarily serves suppliers of raw materials for five complementary light manufacturing industries: (1) textile and clothing; (2) leather and accessories; (3) electronic accessories; (4) printing, paper and packaging; and (5) metals, chemicals and plastics. Phase Two of China South City Shenzhen primarily houses manufacturers and distributors of finished goods and small commodities, themed products, regional goods, electronics and outlets. Phase Three of China South City Shenzhen includes trade centers, offices, warehouse and other ancillary facilities, which serves the trading of electronic goods, gadgets and accessories. As at March 31, 2016 construction of GFA of approximately 242,200 sq.m. is underway, of which approximately 77,200 sq.m are expected to be completed for the fiscal year ending March 31, 2017.

Our leaseable area consists of trade center units retained by us for rental income and capital appreciation, trade center units that have been sold subject to separate lease agreements with the purchasers of these units and trade center units that have been sold but which we are still able to lease pursuant to sales agreements.

### ***Occupant Mix***

Our occupants include an array of domestic and international manufacturers, suppliers and dealers seeking to display, trade and promote their raw material and finished goods in multiple industries in our

trade centers and outlet. These occupants include both domestic companies and international companies seeking to gain a share of the domestic industrial trade market. We operate outlets to serve the demand for branded products and to promote traffic through our project.

#### *Occupancy Rates*

Total occupancy rates for our completed and launched rentable GFA at Phase One, Phase Two and Phase Three trade centers and shops range from 58% to 92% as of March 31, 2016. We will continue to promote our unleased trade center units and target high-quality occupants to increase our occupancy rates.

#### *Rental Rates*

The monthly average effective rent per sq.m. for our completed and launched Phase One, Phase Two and Phase Three trade centers range from HK\$35/sq.m. to HK\$55/sq.m. as of March 31, 2016.

#### *Ancillary Facilities and Services*

##### *Overview*

China South City Shenzhen has a comprehensive range of supporting infrastructure and services, including on-site warehouse and logistics services as well as liaison services with third-party logistics providers, in order to facilitate access and integration into the global supply chain. Although much of this supporting infrastructure is already in place for the benefit of occupants of China South City Shenzhen, we plan to expand the supporting infrastructure to further support the needs of our occupants.

##### *Hotel, Food and Beverage Facilities*

We have a four-star hotel in China South City Shenzhen, which we have leased to a third party for operation and earned rental income since September 2012. In addition, there are also hotels and restaurants, including McDonald's and KFC, available to serve our customers' and occupants' needs at China South City Shenzhen.

##### *Other Commercial Facilities and Services*

China South City Shenzhen also features: branch offices of government agencies; branches of various PRC banks, including Bank of China, Industrial and Commercial Bank of China, Agricultural Bank of China, Ping An Bank, Postal Savings Bank of China, China Construction Bank and Min Sheng Bank; office facilities; telecommunications companies, such as China Mobile and China Telecom; a quality control services center for the textile industry; and industry associations and other providers of professional services, such as tax consultants and insurance companies.

##### *Residential Services*

We have a residential facility, West Garden, which provides accommodation for our occupants at China South City Shenzhen. The West Garden residential facility is located near the Pinghu Ecotypic Garden, an area with natural greenery and a reservoir. The West Garden is a 1,628-unit residential apartment complex consisting of three residential towers and covering a leaseable GFA of approximately 114,000 sq.m. and underground car parking and ancillary area of approximately 26,500 sq.m.

With the completion of the Phase Three multi-functional trade center complex in March 2013, apartments units with a GFA of 64,000 sq.m. are also available to serve our occupants.

#### *Transportation Network*

China South City Shenzhen is located within the Greater Pearl River Delta's integrated and extensive transportation network of airports, railways, port facilities for ocean shipping and highways.

*Airports.* There are four airports in the Greater Pearl River Delta, including Hong Kong International Airport, Guangzhou Baiyun International Airport, Shenzhen Baoan International Airport and Zhuhai International Airport. China South City Shenzhen is located within 35 kilometers of the nearest of these airports and no more than 180 kilometers from the farthest of these airports.

*Railways.* There are several railway lines in the Greater Pearl River Delta that connect to key railway arteries in China, including the Beijing-Guangzhou Railway and the Beijing-Kowloon Railway. There are also railways that connect cities within the Greater Pearl River Delta, including the Ping Nan Railway, which connects Pinghu and Nanshan, and the Ping Yan Railway, which connects Pinghu and Yantian. China South City Shenzhen is located within 20 kilometers of the Pinghu Railway Station, which connects to each of these railway lines.

*Highways.* All major cities in the Greater Pearl River Delta are linked by major highways, and the highway network is rapidly expanding. Projects in progress, such as the Shenzhen Bay Bridge, a 5.5 kilometer bridge between Shekou and Hong Kong, the Hong Kong-Zhuhai-Macau Link, a 35 kilometer bridge connecting Hong Kong, Zhuhai and Macau, and the Pearl River Bridge project, a 29 kilometer bridge between Hong Kong and Macau, should further connect Hong Kong, Macau, Zhuhai and Shenzhen. In addition, exits for the Jihe expressway and the Qingping expressway near China South City Shenzhen were built with the support of the Shenzhen municipal government.

*Metro.* According to Shenzhen Metro Planning, the subway line 10 which will pass through China South City Shenzhen has started construction in 2015 and is expected to commence operations by 2020. Upon completion, this subway line will further improve accessibility, generate more business opportunities and uplift visitor traffics for our project.

*Port Facilities.* Some of the world's largest, busiest and most efficient container ports are located in the Greater Pearl River Delta, including the Kwai Chung Container Terminal in Hong Kong, which is one of the busiest port in the world in terms of volume, the Yantian Port in Shenzhen, the Shekou Port in Shenzhen, the Huangpu Port in Guangzhou and the Nansha Port in Guangzhou. China South City Shenzhen is located within 30 kilometers of these ports.

## **China South City Nanchang**

We entered into a master agreement with the municipality of Nanchang, the capital of Jiangxi Province, in February 2007 and several supplementary agreements thereto to develop integrated logistics and trade centers in that region. In addition, we expect the office relocation plan of the Jiangxi provincial government to the vicinity of China South City Nanchang will increase the business potential of our trade centers and ancillary facilities in Nanchang.

China South City Nanchang is located at the transportation hub for the Yangtze River Delta and the Pearl River Delta Economic Zone. Situated in Honggutan New District of Nanchang, the capital of Jiangxi Province, the project is readily accessible to suppliers, manufacturers and merchants via major highways, the largest port on the Gan River and a complete freight network which includes a cargo marshal yard, a container terminus and an international airport, coupled with Nanchang West Railway Station — a principal high-speed rail station located just 1.2 kilometers from China South City Nanchang and commenced operation successively since September 2013. As a new business center of Nanchang, Honggutan New District's administrative, commercial and cultural functions are becoming more apparent by the day. In addition, the gradual completion of life-supporting amenities within the new district is driving visitor traffic and generating business opportunities, laying a solid foundation for the development of China South City Nanchang.

China South City Nanchang has a total planned land area of approximately 2.81 million sq.m. and a total planned GFA of approximately 7.30 million sq.m. The trial operations of China South City Nanchang cover industries such as small commodities, textile and clothing, leather and accessories, healthy and green products and outlets. As the first provincial-level E-commerce Model Base in Jiangxi and University Students' E-commerce Business Incubator in Nanchang, China South City Nanchang has successfully attracted numerous E-commerce enterprises to move in since its establishment in 2014 and co-operated with tertiary institutes. Through a profound integration of its resources in wholesale and

E-commerce, it has created a closer co-operation between the E-commerce startups and manufacturing enterprises, thereby helping SMEs within our project to transform and upgrade.

As at March 31, 2016, China South City Nanchang has a total GFA of approximately 1.53 million sq.m. at Phase One completed, including approximately 900,600 sq.m. of trade centers, approximately 585,800 sq.m. of residential ancillaries and approximately 44,500 sq.m. of logistics and warehousing facilities. Construction of Phase Two of China South City Nanchang has commenced.

For the fiscal year ended March 31, 2016, China South City Nanchang recorded total Contracted Sales of approximately HK\$905.3 million as compared to approximately HK\$1,350.3 million and approximately HK\$1,118.2 million for the fiscal years ended March 31, 2015 and 2014, respectively.

### ***Transportation Network***

China South City Nanchang is located within Nanchang's Honggutan New District. Located at the intersection of the Jingjiu and Zhegan Railways, Nanchang is easily accessible via highway and airport and maintains the largest port on the Gan River. As a result of its location, Nanchang today represents one of China's important transportation hubs.

*Airports.* Changbei Airport, which provides access to over 25 destinations including Beijing, Hong Kong, and Guangzhou, is located approximately 30 minutes from China South City Nanchang.

*Railways.* Nanchang is located at the vital intersection of the Jingjiu and Zhegan Railways. Currently, Nanchang is the only capital city situated on the Jingjiu Railway line. The Nanchang West Railway Station, a principal high speed railway station is located only 1.2 kilometers away from our project.

*Highways.* China South City Nanchang is easily accessible via highway and is located next to the Waihuan Way, Changzhang Express Way and 320 National Road.

*Port facilities.* Nanchang is the largest port on the Gan River. With access to the Gan River, Fu River, Xiang Lake, Qingshan Lake and Aixi Lake, Nanchang is also connected to areas such as Poyang, Duchang, Ruihong, Zhouxi, and Lianhu.

### **China South City Nanning**

We entered into a master agreement and several supplementary agreements thereto with the Nanning City Jiangnan District People's Government in Guangxi Zhuang Autonomous Region in December 2007 to develop integrated logistics and trade centers in that region. China South City Nanning is expected to offer a comprehensive logistics and trade center project for various industries to serve local demands, commercial facilities which include an exhibition center, warehouses, offices and a hotel, as well as residential properties, for accommodation needs, upon completion.

China South City Nanning is located at Nanning, the capital of the Guangxi Zhuang Autonomous Region and a critical gateway between China and ASEAN countries. It is easily accessible by railway stations, highways and an international airport. Strategically located in close proximity to Southeast Asia and enjoying the advantage of a tariff waiver on cross-border trade activities within the China-ASEAN Free Trade Area, China South City Nanning endeavors to serve as a key hub for cross-border trade catering to the strong demand from the Northern Bay Region and Southeast Asia. During the fiscal year ended March 31, 2016, the China-ASEAN Expo and Light Industrial Exhibition took place in China South City Nanning for the sixth consecutive year and attracted numerous visitors. Furthermore, a number of local government bodies have moved into China South City Nanning, reflecting its importance in the local economic and political life.

China South City Nanning has a planned net land area of approximately 1.83 million sq.m. and a total planned GFA of approximately 4.88 million sq.m. The project is under trial operations and continues to cultivate the market and strengthen marketing efforts during the fiscal year ended March 31, 2016. Through organizing a series of exhibitions — such as the China-ASEAN Expo and Light Industrial



Exhibition, International Automobile Exhibition, Food Festival and Spring Tea Festival — the project is attracting increasing market popularity and is enhancing its brand recognition locally. During the fiscal year ended March 31, 2016, residential properties launched by China South City Nanning received an overwhelming response from the market. With government bodies, major banks, hotels and cinema moving in, the ancillary facilities and services of the project have been further enhanced. To assist SMEs in resolving business loan difficulties, China South City Nanning launched, on a trial basis, a micro-credit service for SMEs in the project, providing them financial support for the development of businesses during the fiscal year ended March 31, 2016. The trial operations of China South City Nanning cover industries such as textiles and clothing, small commodities, ASEAN products, HOBA Furnishing, tea and teaware and outlets.

As at March 31, 2016, China South City Nanning is currently in Phase One construction and has a total GFA of approximately 1.39 million sq.m. completed, including approximately 894,600 sq.m. of trade centers, approximately 456,400 sq.m. of residential ancillaries and approximately 36,800 sq.m. of logistics and warehousing facilities.

For the fiscal year ended March 31, 2016, China South City Nanning recorded total Contracted Sales of approximately HK\$642.8 million, as compared to approximately HK\$902.2 million and approximately HK\$809.4 million for the fiscal years ended March 31, 2015 and 2014, respectively.

In addition, a supplemental agreement for the change in the nature of land for the residential facilities in China South City Nanning was signed in December 2012 by Nanning Bureau of Land and Resources. On December 31, 2012 and February 28, 2013, we paid land grant fees in the aggregate of RMB533.5 million for the change in the nature of the land, which has a site area of 133,000 sq.m. and a planned GFA of 586,500 sq.m.

Pursuant to land grant contracts governing the use of land at China South City Nanning in 2010, our sales of logistics and trade centers and warehouse facilities is limited to 60% of the GFA of the properties located on the parcels of land on which these logistics and trade centers and warehouse facilities are located. This restriction does not apply to the properties that are built for residential, commercial and other uses. We intend to retain not less than 50% of the aggregate GFA of our trade centers for investment purposes.

### ***Transportation Network***

China South City Nanning is located within the Beibu Gulf Economic Cooperation Zone, with access to a network of airports, railways, port facilities for ocean shipping and highways. Nanning is situated in the south of Guangxi Zhuang Autonomous Region, adjacent to Guangdong Province and Macau, facing Southwest China and Southeast Asia. Nanning's position as a coastal city located between Southeast and Southwest China has fueled its development as a core logistics and trade center in the region and its proximity to the Vietnam border has allowed Nanning to develop strong business networks with the Southeast Asian markets.

*Airports.* Nanning Wu Xu International Airport, with flights from more than 30 local and international airlines, is located approximately 20 kilometers away from China South City Nanning.

*Railways.* Nanning is connected by several railways, including the Nakun Line, the Xiangui Line and the Qiangui Line and serves as an important hub for access to international railways connecting Vietnam, Cambodia, Malaysia and Singapore. In addition, the Nanning Railway Station is among the largest railway distribution stations in Southwest China and is approximately two kilometers south of China South City Nanning.

*Highways.* The network of highways and other thoroughfares within Nanning are linked to the major highways of Southeast China, and also connect to Guangzhou and Hong Kong. In addition, Jiangnan County is the starting point of a number of national roads, including National Roads 320, 105 and 316, as well as major highways, including the Changjiu, Changgan and Xiweiwan Highways.

*Port facilities.* Nanning is located next to the ports of Xijiang, Tingzi and Jinji from which goods are shipped regularly to and from Guangzhou, Zhuhai, Macau and Hong Kong.

### **China South City Xi'an**

In November 2009, China South International entered into a project agreement for the Xi'an project. China South City Xi'an has a total planned land area of approximately 10.0 million sq.m. and a total planned GFA of approximately 17.5 million sq.m. As at March 31, 2016, the project is under Phase One construction and has a total GFA of approximately 1.36 million sq.m. completed, including approximately 1.28 million sq.m. of trade centers, approximately 55,800 sq.m. of logistics and warehousing facilities and approximately 23,300 sq.m. of ancillary facilities.

China South City Xi'an is located at the Xi'an International Trade and Logistics Park in Shaanxi Province. Built as a key project by the local government, the park is an open economic pilot zone and a core function area for modern service industry. Its aim is to become the largest international transit hub port and logistics distribution center along the Silk Road Economic Belt and to act as an important strategic platform for the "One Belt, One Road" initiative. The project is highly accessible and enjoys geographical advantages via the Xi'an City Expressway and Beijing Kunming Expressway, Lianyungang-Khorgos Expressway, Shanghai-Shaanxi Expressway, Baotou-Maoming Expressway and other national highways, forming an intricate spider network which opens to all directions.

Leveraging the strategic location of Xi'an International Trade and Logistics Park, China South City Xi'an enjoys access to an extensive transportation network connected to a railway container terminal and the largest bonded area in the northwestern region of China, along with two planned subway lines that cross the project site.

The trial operations of China South City Xi'an cover industries such as hardware and machinery, textile and clothing, leather and fur, outlets and Central China and ASEAN product exhibition center.

For the fiscal year ended March 31, 2016, China South City Xi'an recorded total Contracted Sales of approximately HK\$380.0 million, as compared to approximately HK\$1,019.1 million and approximately HK\$1,683.3 million for the fiscal years ended March 31, 2015 and 2014, respectively.

### ***Transportation Network***

China South City Xi'an is located in the Xi'an International Trade and Logistics Park in Shaanxi Province. It is supported by a railway container terminal, the only and largest bonded area in northwestern China and the Xi'an Highway Port.

*Airports.* The nearest airport is Xian Xianyang International Airport, which is a major airport in northwestern China.

*Railways.* There are two planned subway lines that will cross the China South City Xi'an site. This will include a station next to our Phase One buildings, which is currently under construction. In addition, we are located near the Xi'an North Station, a high speed railway station that commenced operations in 2011.

*Highways.* Xi'an is a major highway hub which is part of the "7918" network. The Xi'an International Trade and Logistics Park is connected to the 210, 108, 310 and 312 National Roads.

*Metro.* According to Xi'an Metro Planning, the subway line 3, which is expected to commence operation by the end of 2016, will pass through China South City Xi'an. Upon completion, the subway line will generate more business opportunities and increase visitor traffic for the international Trade and Logistic Park and further enhance the value of China South City Xi'an.

### **China South City Harbin**

China South City Harbin has a total planned site area of approximately 10 million sq.m. and a planned GFA of approximately 12.0 million sq.m. We have acquired approximately 4.75 million sq.m. attributable GFA. We believe that China South City Harbin's location in Northeast China will enable it to become a premier hub for cross-border trade with countries in Northeast Asia, and its proximity to the China-Russia border will bridge economic activities within the region.

Leveraging its own geographical location and local industries advantages, China South City Harbin will seize the opportunities arising from the area's emerging development potential and endeavor to become the largest integrated logistics and trade center in Northeast China. During the fiscal year ended March 31, 2016, with the support of the local government, China South City Harbin signed agreements with Russia Khabarovsk City Food Market and other merchants, actively building the core hub for Northeast Asia's green food exhibition and trade. In addition, China South City Harbin actively promoted the development of two major Sino-Russian trading projects, namely Sino-Russian Trading Building and Petersburg Hotel. For ancillary facilities, Phase One of Qianlong Logistics Park was completed and commenced operation during the fiscal year ended March 31, 2016, further catering to the logistics and warehousing demand from China South City Harbin and its surrounding businesses. Currently, the planned operations of China South City Harbin cover industries such as hardware and construction materials, green food, small commodities, hotel commodities and leather and fur outlets.

As at March 31, 2016, China South City Harbin is currently under Phase One construction and has a total GFA of approximately 855,600 sq.m. completed, including approximately 773,100 sq.m. of trade centers, approximately 59,200 sq.m. of logistics and warehousing facilities and approximately 23,300 sq.m. of ancillary facilities.

For the fiscal year ended March 31, 2016, China South City Harbin recorded total Contracted Sales of approximately HK\$365.7 million, as compared to approximately HK\$984.9 million and approximately HK\$1,322.6 million for the fiscal years ended March 31, 2015 and 2014, respectively.

### ***Transportation Network***

China South City Harbin is located in the Daowai district of Harbin, the capital of Heilongjiang Province. This places it in a prime location to benefit from Sino-Russian trade.

*Airports.* The nearest airport is Harbin Taiping International Airport, which is one of the three major gateway airports in northeastern China. In December 2012, ten airlines provided routes to Russia from Harbin Taiping International airport, which accounted 85% of passengers to Russia traveling in the northeastern region of China.

*Railways.* Two planned subway lines cross the China South City Harbin site. Harbin East Station, which is located near to China South City Harbin, is one of the city's major railway stations.

*Highways.* The city's largest bus terminal is located near to China South City Harbin. In addition, Harbin is one of the 45 major highway transportation hubs in Heilongjiang Province.

*Port facilities.* Harbin Port is one of the eight major river ports in China, which provides access to four cities in Russia.

### **China South City Zhengzhou**

China South City Zhengzhou is located in Zhengzhou, the capital of Henan Province. Given the emerging development potential in China's interior regions as well as the government's plans for

urbanization and the relocation of old trade centers, we believe that China South City Zhengzhou will act as a convenient trading platform to promote trade among cities in central China. In April 2012, the Xin Zheng City Government and Shenzhen China South City Investment Holdings Co., Ltd. entered into a cooperative agreement for the development of an integrated logistics and trade center in Zhengzhou. China South City Zhengzhou has a planned total net land area of approximately 7.0 million sq.m. and a total planned GFA of approximately 12.0 million sq.m. As at March 31, 2016, China South City Zhengzhou is currently under Phase One development and has a total GFA of approximately 2.50 million sq.m. completed, including approximately 2.30 million sq.m. of trade centers, approximately 183,900 sq.m. of logistics and warehousing facilities and approximately 19,000 sq.m. of ancillary facilities.

China South City Zhengzhou is highly accessible located at the heart of an intricate network of transportation in Zhengzhou, which has long been a major logistics hub in Central China. China South City Zhengzhou has become our largest project, in terms of the number of SME occupants and GFA completed. Leveraging on our competitive advantages in location, facilities and scale, China South City Zhengzhou is poised to strengthen its core market position in trading in Central China. As a result, China South City Zhengzhou has become a large commercial hub for automobile and parts, machinery and hardware, building materials, small commodities and non-staple food industries in the area.

China South City Zhengzhou has received overwhelming support from the local government since its establishment. With more occupants moving in, China South City Zhengzhou will continue to strengthen its value-added services such as E-commerce, logistics and warehouse services and outlet operations to cater to the strong demand for integrated logistics and trade centers in China's inland regions, and provide a convenient trading platform to promote trade among cities in Central China.

For the fiscal year ended March 31, 2016, China South City Zhengzhou recorded total Contracted Sales of approximately HK\$2,171.8 million, as compared to approximately HK\$4,157.6 million and approximately HK\$4,209.0 million for the fiscal years ended March 31, 2015 and 2014, respectively.

### ***Transportation Network***

China South City Zhengzhou is conveniently located and accessible by way of extensive transportation networks. It is 16 km away from Zhengzhou Xinzheng International Airport and two kilometers away from the Beijing-Guangzhou Railway Freight Station and the Beijing-Hong Kong-Macau Highway. According to Zhengzhou Metro Planning, the south extension of subway line 2, which commenced construction in 2014 and is expected to start trial operation in 2016, will pass through China South City Zhengzhou. Upon completion, this subway line will generate more business opportunities and visitor's traffic for the project.

### **China South City Hefei**

China South City Hefei is located in Hefei, the capital of Anhui Province. In December 2012, China South City Management Company Limited entered into a framework agreement and cooperative agreement with the Hefei Government and Feixi County Government under which the Feixi County Government will provide a planned total net land area of approximately 10.0 million sq.m. with planned total GFA of approximately 12.0 million sq.m. in Hefei for the development of a large-scale integrated logistics and trade center. We have acquired approximately 5.20 million sq.m. attributable GFA by March 31, 2016 through the tendering process of the local government. As at March 31, 2016, China South City Hefei is currently under Phase One construction and has a total GFA of approximately 1.24 million sq.m. completed, including approximately 1.01 million sq.m. of trade centers, approximately 208,500 sq.m. of residential ancillaries and approximately 20,800 sq.m. of ancillary facilities.

Pursuant to land grant contracts governing the use of land at China South City Hefei in 2013, our sales of trade centers are limited to 50% of the total GFA of the properties located on the parcels of land on which these trade centers are located. This restriction does not apply to the properties built for residential, commercial and other uses. We intend to retain approximately 50% of the aggregate GFA of our trade centers for investment purposes.

As Hefei continues its role as the political, economic, cultural and financial center at the heart of East China, China South City Hefei aims to capture opportunities arising from the area and develop into a major large-scale integrated logistics and trade center in the region.

For the fiscal year ended March 31, 2016, China South City Hefei has continued construction of its ancillary facilities in response to rising market. The residential properties of China South City Hefei were well-received by the market and construction of logistics and warehousing facilities, outlets and HOBA Furnishing mall also progressed smoothly. Currently, the planned operations of China South City Hefei cover industries such as automobile and parts, hardware, electric appliances, building and decoration materials, clothing, small commodities, non-staple food and tea.

For the fiscal year ended March 31, 2016, China South City Hefei recorded total Contracted Sales of approximately HK\$819.6 million, as compared to approximately HK\$1,288.3 million and approximately HK\$4,472.2 million for the fiscal years ended March 31, 2015 and 2014, respectively.

### ***Transportation Network***

China South City Hefei is strategically located in the Hefei Taohua Industrial Park, which is easily accessible via Hefei's railways, highways and river transport.

### **China South City Chongqing**

China South City Chongqing is located at Banan District of Chongqing Municipality. On January 17, 2014, we entered into a framework agreement and a cooperative agreement with the Chongqing Municipal Government and the Banan District Government, respectively, pursuant to which we have, in principle, agreed to undertake the construction and development of a large-scale integrated logistics and trade center in Banan District, Chongqing Municipality with an estimated planned total net land area of approximately 6.3 million sq.m. and a planned GFA of approximately 13.5 million sq.m. Subject to the Banan District Government putting up the relevant land for tender, auction and the listing-for-sale process, we intend to bid for the land for our Chongqing project in phases, and accordingly, will develop the project in phases.

China South City Chongqing is currently under construction. The transportation network around the project has been developed rapidly, coupled with the growing maturity of business circles in Banan District, laying a good foundation for the future transportation convenience and commercial environment of the project. The planned operations of China South City Chongqing cover industries such as small commodities, hardware and machinery, non-staple food and tea, building and decoration materials, textiles and clothing and automobile and parts.

As at March 31, 2016, China South City Chongqing is under Phase One development with a total GFA of approximately 1.16 million sq.m. completed, including approximately 1.14 million sq.m. of trade centers and approximately 15,800 sq.m. of ancillary facilities.

For the fiscal year ended March 31, 2016, China South City Chongqing recorded total Contracted Sales of approximately HK\$647.0 million, as compared to approximately HK\$966.7 million for the fiscal year ended March 31, 2015.

## **Master Agreements**

We have signed master agreements and corresponding supplementary agreements with local government agencies in Shenzhen, Nanchang, Nanning, Xi'an, Harbin, Zhengzhou, Hefei and Chongqing, that set out each party's commitments and expectations and a proposed framework for the development of our projects. Under these master agreements and corresponding supplementary agreements, our primary obligations generally include purchasing land and developing certain infrastructure in the amount and manner set forth in the master agreements and commencing and completing project-related construction according to the timeframe set forth in the master agreements and corresponding supplementary agreements. The primary obligations of the local government agencies with whom we enter into master agreements and corresponding supplementary agreements generally include improving the infrastructure surrounding the project development site, obtaining land to be granted under the master agreements and corresponding supplementary agreements as well as relocating the existing residents on the land, compensating us for certain infrastructure costs assumed by us in construction of our projects, bearing certain costs for basic facilities associated with our projects, including facilities for the discharge of pollutants, water and electricity supply, communications lines and piping, and assisting us to obtain favorable treatment and necessary approvals from government authorities.

## **Land Use Rights And Building Ownership Rights**

There are two types of title registrations in the PRC: land registration and building registration. Land registration is evidenced by the issue of a land use rights certificate by the relevant authority. A land use rights certificate is the evidentiary legal document demonstrating that the registered land user has the lawful right to use the land during the term stated therein, including the right to assign, mortgage or lease the land. Building registration is evidenced by the issue of a building ownership certificate. The holder of a land use rights certificate who is issued a building ownership certificate holds land use rights and owns the building erected on the land. All holders of land use rights, and other rights in respect of the land, such as the right to buildings erected on the land, must register their lawful state-owned land use rights, as well as ownership rights to the buildings. Under PRC law, land use rights and building ownership rights which are duly registered are protected by law.

PRC law prescribes different maximum periods for the grant of a land use right by the PRC government to the land user, subject to the payment of the land grant fee by the land user. The maximum period depends upon the use of the land, and varies from 40 years for commercial, tourism and entertainment uses to 70 years for residential uses. The most common term is 50 years, such as for industrial, warehouse, office and other uses. For further information, see "Regulation."

### ***China South City Shenzhen***

We have received land use rights with respect to approximately 2.6 million sq.m. of planned GFA for development for China South City Shenzhen. We have obtained all necessary land title and building ownership certificates to conduct our operations at China South City Shenzhen. The land use rights for Phase One, Phase Two and Phase Three facilities for China South City Shenzhen are for a period of 50 years commencing from 1992-2007 according to the respective land use rights certificates.

### ***China South City Nanchang***

We have received land use rights with respect to approximately 4.7 million sq.m. of planned GFA for development for China South City Nanchang. We have obtained all necessary land title and building ownership certificates to conduct our operations at China South City Nanchang. The land use rights for China South City Nanchang are for a periods of 40 years for trade center use, 50 years for warehouse use and 70 years for residential use, commencing from 2010-2015 according to the respective land use rights certificates.

### ***China South City Nanning***

We have received land use rights with respect to approximately 2.5 million sq.m. of planned GFA for development for China South City Nanning. The land use rights for China South City Nanning are for

a period of 50 years for warehouse use and 70 years of residential use commencing from 2010-2014 according to the respective land use rights certificates.

#### ***China South City Xi'an***

We have received land use rights with respect to approximately 4.2 million sq.m. of planned GFA for our Xi'an project. The land use rights for our Xi'an project are for periods of 40 years for commercial use, commencing from 2011-2014 according to the respective land use rights certificates.

#### ***China South City Harbin***

We have received land use rights with respect to approximately 4.7 million sq.m. of planned GFA for China South City Harbin. The land use rights for China South City Harbin are for periods of 40 years for commercial use and 70 years for residential use commencing from 2012-2015 according to the respective land use rights certificates.

#### ***China South City Zhengzhou***

We have received land use rights with respect to approximately 5.2 million sq.m. of planned GFA for China South City Zhengzhou. The land use rights for China South City Zhengzhou are for periods of 40 years for commercial use and 50 years for warehouse use commencing from 2012-2013 according to the respective land use rights certificates.

#### ***China South City Hefei***

We have received land use rights with respect to approximately 5.2 million sq.m. of planned GFA for China South City Hefei. The land use rights for China South City Hefei are for periods of 40 years for both commercial and trade center use, 70 years for residential use and 50 years for industrial use commencing from 2013-2015 according to the respective land use rights certificates.

#### ***China South City Chongqing***

We have received land use rights with respect to approximately 5.6 million sq.m. of planned GFA for China South City Chongqing. The land use rights for China South City Chongqing are for periods of 40 years for both commercial and trade center use and 50 years for warehouse use commencing from 2014-2016 according to the respective land use rights certificates.

### **Sales and Marketing**

We have a team of sales and marketing and customer services personnel located in each project who are responsible for the overall sales, leasing and marketing strategy for each specific project. We also have specialized functional departments responsible for the management of trade centers and ancillary facilities and marketing at the Group level to oversee the sales and marketing of each specified trade center and the other properties for each relevant project. Market research is conducted at the planning stage of each phase of development. Upon commencement of construction of a project, our sales and marketing staff commence marketing activities to target clients and develop advertising and rental plans for the properties held for rental. Upon obtaining the pre-sale certificates of a project, they develop sales plans for the trade center units for sale to purchasers of the properties. We also engage other independent professionals in the PRC to prepare marketing studies to assist us in developing our advertising and sales and rental plans for our projects. This process also includes a determination of target customers, as well as strategies to maximize usage and revenues from the property. Resources and experience gained from different projects will be shared among the projects to achieve better sales and marketing results.

#### ***Advertising Media***

We use various advertising media, including newspapers, airline magazine, television, direct mail, advertising in buses and trains, outdoor billboards and programs of media to market our trade center and residential properties. We also have our own website which provides a platform for promoting our projects.

## **Lease Agreements**

We generally offer rent-free periods of different lengths to new occupants of our trade center units. We generally do not offer rent-free periods to existing occupants who renew their leases. Occupants are generally required to pay their monthly rent in advance either on a monthly, quarterly, or yearly basis, or in advance of their lease term. In some cases, we offer to decrease the overall lease payment amount if a tenant prepays the amount due for the remainder of the lease term. Rental rates are subject to review and renegotiation upon renewal of leases.

In addition to making rental payments, occupants of trade center units are also required to provide a security deposit upon entering into a tenancy. We have the right to terminate tenancies upon the occurrence of certain events, such as non-payment of rent, carrying on of business other than the allowed purpose or breach of covenants by the occupants.

## **Purchaser and Tenant Financing**

We provide guarantees for mortgage loans to purchasers of trade center and residential units as well as for bank loans extended to occupants of residential units and commercial properties. For further information, see “Management’s Discussion and Analysis of Financial Condition and Results of Operations — Indebtedness and Contingent Liabilities — Guarantees.” The amount of guarantees as of March 31, 2016 was approximately HK\$5,805.4 million.

In order to facilitate the finance lease of units in West Garden, we provide entrusted loans through intermediary banks in the PRC to the occupants and guarantees of loans made to the purchasers of trade centers and residential properties and occupants of residential units and commercial properties by PRC banks. These entrusted loans, which generally cover approximately 50% of the value of the property, are settled through monthly payments according to the terms of the entrusted loan agreements. As of March 31, 2016, the amount of finance lease receivables was HK\$9.7 million.

## **Suppliers and Customers**

Our principal customers are occupants and purchasers of our trade center units. Our five largest customers together accounted for less than 10.0% of our total revenue in the year ended March 31, 2016. Our principal suppliers are contractors.

## **Lease Arrangements with Certain Purchasers of Trade Center Units**

For certain of our projects, a purchaser of a trade center unit may enter into a purchase agreement that provides for self-use or one that provides for a leasing arrangement with us. Under the purchase agreements that provide for self-use, the purchasers agree to open their units for business for a certain period of time during the year, and are required to pay a deposit to secure their compliance with this provision. Under the purchase agreements that provide for leasing arrangements, purchasers grant us the right to lease their trade center units to third parties for a permitted period and to receive all rental income from these leases. In return, we agree to offer these purchasers a discount on the purchase price of the trade center units.

## **Project Development, Design and Financing Policies and Procedures**

### ***Project Identification***

The first stage of our development process involves identifying new opportunities or accepting invitations from government officials to review development prospects in their respective cities. We conduct in-depth research and analysis to determine the development potential of a site and seek factors such as: (1) public demand for large trade centers in the area; (2) well-developed transportation infrastructure; (3) promising economic growth potential in the region; and (4) strong government support for the development of the trade center project. Our analysis will typically include an assessment of the economic environment, market investigation, feasibility studies, cost and profit forecasts and a positioning analysis for the site.



## ***Project Development and Management Procedures***

Once a site is proposed for development, our construction department recommends the appointment of architects and other necessary design consultants, formulates the design brief and controls the design program in consultation with the appointed architects and other consultants. The completed development and construction plan will be submitted to the relevant government authorities for approval.

During the construction phase, a construction team, headed by a project manager, is typically appointed for each development site. These teams, under the direction of our construction department, manage the project development process, seek to ensure the quality and timely completion of each project and control the costs according to the approved budget. Government officials from the relevant construction bureau will generally monitor the quality and safety of the project. We also have our own internal quality surveyors, site engineers and procurement staff to work on the project.

## ***Project Design***

All detailed project and interior design work for our projects are contracted out to PRC and international architectural and interior design firms, which plan the architectural, landscape and interior designs in accordance with our specifications.

The construction department is also responsible for overseeing the various aspects of design and interior design and for selecting the architects and interior design firms responsible for the project. At times we use a tender process in selecting these architects and interior design firms, while at other times we select architects and interior design firms without using a tender process based on our knowledge of the quality of their services and our previous experience working with them. The construction department and our senior management continually monitor the progress and quality of the appointed design firms to ensure that they are meeting our specifications.

## ***Construction Work***

We contract with independent third-party construction contractors to perform the construction work for our projects. Our relationship with each contractor lasts until the completion of their contracted stage of work. Certain of our contractors have worked with us through several stages of our construction projects. As of March 31, 2016, we did not engage any related parties for the construction of development projects or for the supply of materials to our development projects. Sometimes, we use a tender process in selecting contractors, material suppliers and consultants, while at other times we select contractors, material suppliers and consultants without using a tender process based on our knowledge of the quality of their services and our previous experiences working with them. Our contracts with construction companies typically contain warranties for quality and requirement for timely completion of the construction process. Although the agreements with our contractors vary due to the scope of contracted work, the majority of our agreements are generally for a six-month to 24-month period, depending on the scope of construction work involved.

Our construction agreements typically provide for payments based on construction progress until a specified maximum percentage of the total contract price is paid. We typically do not make any prepayments, but instead make payments according to the progress on a monthly basis. We assign project teams consisting of our own internal quality surveyors, site engineers and procurement staff to closely monitor the work of the independent construction companies, including quality and construction progress. In the event a contractor fails to perform its contractual obligations or is otherwise deficient in the performance of its contractual obligations, we may require the contractor to remedy the non-compliance or non-conformity of the performance, or otherwise pay damages or a penalty. Since the beginning of our projects, we have not had any material disputes with any of our contractors and suppliers. In addition, neither we nor any of our contractors have terminated a major contractor agreement.

## ***Monitoring and Supervision***

To monitor the progress of construction, our construction department has a project management team, consisting of qualified engineers led by project managers, that monitors the construction progress of contractors in accordance with our construction agreements and the construction plan progress. To ensure the quality of construction, our project management team monitors the quality of work of construction contractors in accordance with our construction agreements and the construction plan. As required by PRC laws and regulations, we also engage qualified independent quality supervisory companies to conduct quality and safety control checks on building materials and workmanship.

## ***Financing Policies***

To date, we have financed our projects through loans from bank borrowings, the proceeds from the offering of each of the short-term notes, the medium-term notes, the corporate bonds, the domestic company bonds, the 2011 Notes, the 2012 Notes, the 2014 Notes and the convertible notes, the proceeds of our initial public offering and our working capital. We intend to finance our properties under development and planned for future development with bank and other borrowings, internally generated funds and a portion of the net proceeds of the Notes.

## **Quality Control**

We place a strong emphasis on quality control to ensure that our properties comply with relevant laws and regulations and meet market standards. In addition, quality control is crucial to the successful development of our integrated trade center developments and to helping us meet the requirements of our target occupants and customers. We establish and maintain approved registers of design consultants, other consultants, contractors and material suppliers to ensure that only those that are competent are permitted to participate in the tender process. The quality control of our projects is headed by the general manager of the construction department and performed in accordance with our internal procedures and systems as well as the specifications of our projects. We monitor and assess the performance of the design consultants, contractors and material suppliers to ensure that they meet the specified requirements. Appropriate follow-up action and penalties are taken against those that do not meet the required standards. In addition, we also have a project management team consisting of qualified engineers that performs regular quality audits of the project site and reports irregularities or poor workmanship to the general manager of the construction department and to the project managers responsible for the projects. The responsible project construction teams are required to rectify the problem immediately.

## **Legal and Compliance**

The daily responsibilities for the implementation of internal control procedures have been placed on the senior management of our business departments and subsidiaries, and our legal, administration and company secretarial departments, who have responsibility to oversee our compliance with applicable laws, rules and regulations. Our legal department is responsible for upholding our compliance function. Our administration department is responsible for obtaining the licenses, authorizations and other certificates required for our business. Our company secretarial department is responsible for overseeing our compliance with the Listing Rules and Companies Ordinance. Our internal audit department reviews and monitors the implementation of internal control procedures by our various departments and subsidiaries and identifies areas of non-compliance and potential risks to us. As we continue to develop our business, we will continue to review our internal control mechanisms and the adequacy of relevant human resources to ensure compliance with statutory requirements and regulations relevant to our business.

## **Environmental Matters**

As an operator and developer of trade center projects in the PRC, we are subject to various environmental laws and regulations set by the PRC national, provincial and municipal governments. These include regulations on project design and construction, air and noise pollution and discharge of waste and water into the environment.

As required by PRC law, we must, depending on the impact of the project on the environment, submit an environmental impact assessment report, an environmental impact analysis table or environmental impact registration form before the relevant authorities will grant approval for the commencement of construction of the project. See “Risk Factors — Risks Relating to Our Business and Our Industry — Potential liability for environmental problems could result in substantial costs.”

### **Health and Safety Matters**



Under PRC laws and regulations, most of the potential liabilities to the workers on and visitors to our construction sites rest with our contractors. To our knowledge, there have been no material incidents of non-compliance with the relevant health and safety laws and regulations by our main contractors or their subcontractors during the course of their business dealings with us.

### **Competition**

We face competition from other trade centers in China, particularly in Guangdong Province with regard to China South City Shenzhen. The trade center industry in China is fragmented, and consists of a large number of trade centers of varying sizes. The greatest concentrations of similar trade centers in China are in the Greater Pearl River Delta, the Yangtze River Delta and the Bohai-Ring region near Beijing. Many trade centers in China tend to specialize in one industry sector. There are a limited number of trade centers in China with a GFA in excess of 400,000 sq.m. that offer products in more than one industry sector and have a comprehensive range of supporting services and facilities. Our existing and potential competitors include trade centers managed by private domestic operators, trade centers that may have some affiliation with local government entities in China, and to a lesser extent, trade centers jointly developed or managed with international operators. In addition, there may be an increase in supply of trade centers in the Greater Pearl River Delta and elsewhere in China, such as Nanchang, Nanning, Xi’an, Harbin, Zhengzhou, Hefei and Chongqing in the future. Each of Guangxi Zhuang Autonomous Region, Jiangxi Province, Shaanxi Province, Heilongjiang Province, Henan Province, Anhui Province and Chongqing Municipality also has numerous trade centers varying in size and type of industries represented. A number of our competitors have broader name recognition, a longer track record and more established relationships in certain markets.

In addition, we expect to increase the proportion of residential properties in Nanchang, Nanning, Xi’an, Harbin, Zhengzhou, Hefei and Chongqing. As a result, we will face increasing competition in the future from residential and other property developers. We expect competition among property developers for land reserves that are suitable for property development to remain intense. In addition, PRC governmental land supply policies and implementation measures may further intensify competition for land in China among property developers.

### **Intellectual Property Rights**

We have registered the trademark  “华南城” (China South City) and its logo  with the Trade Marks Registry in Hong Kong and the PRC Trademark Office under various categories relating to metals, textiles, machines, electronics and many other categories. We also have registration pending in the Trade Marks Registry in Hong Kong with respect to the trademarks of “China South City” and “华南城” under some additional categories. We are also the owner of the domain name of “www.chinasouthcity.com.”

### **Insurance**

We maintain insurance policies with insurance companies in the PRC, which cover property damage due to natural hazards, including lightening, typhoons and other natural phenomena, and accidents, including fire and explosion, and general liability under property all risk insurance, construction all risk insurance and public liability insurance. There are, however, certain types of risks that are not covered by our insurance policies, including losses resulting from war, nuclear contamination, tsunami, pollution and acts of terrorism. As of March 31, 2016, we had not experienced

any significant loss or damage to our properties. In addition, we maintain employer's liability insurance covering bodily injury, medical treatment and litigation expenses for our employees. We also carry automobile insurance covering collision damage and various types of liability for our vehicles. According to PRC laws, under certain circumstances, the owner or manager of properties under construction may bear civil liability for personal injuries arising out of construction work unless the owner or manager can prove that it is not at fault. We take steps to prevent construction accidents and personal injuries, and as a result, we believe that we will generally be able to demonstrate that we were not at fault as the property owner if a personal injury claim is brought against us.

We believe that we have sufficient insurance coverage in place and that the terms of our insurance policies are in line with industry practice in the PRC. Nonetheless, we cannot guarantee that we have sufficient insurance coverage for all damage and liabilities that may arise from our business operations. See "Risk Factors — Risks Relating to our Business — We may suffer losses caused by natural disasters, and these losses may not be fully covered by insurance.

### **Employees**

As at March 31, 2016, we had a workforce of approximately 6,930 people, including approximately 6,890 people directly employed by us and approximately 40 people employed by our associate. The number of our staff decreased by 8.8% from approximately 7,600 people as at March 31, 2015. We aim to recruit, retain and develop competent individuals who are committed to our long-term success and growth. Remunerations and other benefits of employees are reviewed annually in response to both market conditions and trends, and are based on qualifications, experience, responsibilities and performance. In addition to basic salaries and other staff benefits, discretionary bonuses and share options may be awarded to employees who display outstanding performance and contributions to the Group.

### **Legal Proceedings**

From time to time, we have been involved in legal proceedings or other disputes in the ordinary course of our business which are primarily disputes with our customers, contractors and employees, and we have not incurred significant legal costs and expenses in connection with these legal proceedings. As of the date of this offering memorandum, China South City Nanning has a lease contract dispute in arbitration. The applicant to the arbitration has made a claim in the amount of RMB37,377,665 as well as the interest therein. China South City Nanning has made a counterclaim subsequently in the amount of RMB242,961,801. The arbitration is still pending, but we believe that the counterclaim should not have any material adverse effect on us or any of our relevant subsidiaries. Save as disclosed above, we are not aware of any material legal proceedings, claims or disputes currently existing or pending against us that may have a material adverse impact on our business or our results of operations.

## REGULATION

*The following section sets forth a summary of the most significant PRC laws and regulations that affect us. For a description of the legal risks relating to government regulation of our business, and in particular the land system in China, see “Risk Factors.”*

### Overview

We are subject to extensive government regulation in the PRC. In connection with our integrated logistics and trade center development activities, we are subject to a number of PRC laws and regulations relating to the land system in the PRC, such as those related to land use rights, (including how land use rights may be acquired and transferred), documents of title, property development, real estate loans, mortgages and other financing techniques, property management, leasing and property-specific taxes. In addition, as an owner of warehouses used in the logistics industry, we, and our subsidiary, Shenzhen Qianlong and its subsidiaries, are subject to PRC laws and regulations relating to ownership and operation of warehouses. Furthermore, our customers and logistics providers located on-site at China South City Shenzhen are subject to PRC laws and regulations, and licensing requirements, relating to the import/export industry and the provision of logistics services. In the future, we may also engage in import/export services. We are also subject to regulations relating to foreign currency exchange, dividend distributions and taxation. These provisions are discussed below.

### *Our Treatment as an Integrated Logistics Enterprise*

Because it provides a platform for a variety of integrated logistics and trade services and facilities, including transportation services, bonded, unbonded and export supervised warehouses, logistics liaison services, on-site logistics service providers, and quality testing services, China South International is treated as an integrated logistics enterprise by local authorities in Shenzhen and, in accordance with relevant PRC laws, regulations and policies, is not subject to rules and regulations in the PRC applicable to foreign investment real estate enterprises. See “— Regulations on Foreign-Invested Real Estate Enterprises” for a description of the rules and regulations applicable to foreign investment real estate enterprises.

Although our revenue is primarily generated from the sale and lease of properties, our legal treatment as an integrated logistics enterprise in Shenzhen is consistent with PRC laws and regulations, and necessary approvals related to our integrated logistics operations have been obtained from the appropriate regulatory authorities in the PRC. However, because we develop properties necessary for the integrated logistics activities available at our integrated logistics and trade center operations, we are subject to certain PRC laws, regulations and policies otherwise applicable to property development enterprises. For a description of these rules and regulations, see “— Property Development,” “— Qualifications of a Property Developer,” “— Property Leasing,” “— Property Sales” and “— Regulations on Development of a Real Estate Project.”

China South International was established on December 18, 2002. According to Regulations for Guiding the Direction of Foreign Investment (指導外商投資方向規定), issued by the State Council on February 11, 2002, foreign investment projects should be examined, approved and submitted for record by development planning authorities or foreign trade and economic cooperation authorities depending on the nature of the projects. Upon its establishment, China South International was examined and approved by the Shenzhen Municipal Trade and Industry Bureau.

China South International increased its registered capital on seven occasions, by HK\$100.0 million, HK\$100.0 million, HK\$120.0 million, HK\$600.0 million, HK\$300.0 million, HK\$200.0 million and HK\$700.0 million on July 22, 2005, December 7, 2005, November 14, 2007, February 8, 2010, June 13, 2010, November 2, 2010 and in June 14, 2011, respectively, for a total of HK\$2,200.0 million. According to the Notice of the Ministry of Commerce on Practicing Good Governance in Accordance with the Law When Carrying Out the Work Associated With the Examination and Approval of

Foreign-Invested Enterprises (商務部關於依法行政做好外商投資企業審批工作的通知), issued by the Ministry of Commerce, on January 21, 2005, the MOFCOM is responsible for the approval of capital increases of: (1) US\$100 million or more, in the case of encouraged category or permitted category foreign investment enterprises; and (2) US\$50 million or more, in the case of restricted category foreign investment enterprises. According to a notice of the MOFCOM issued on June 10, 2010, every capital increase of US\$300 million or less (in the case of encouraged or permitted categories) is subject to the examination approval and management of local approval authorities. As China South International is an encouraged category foreign investment enterprise, each of its capital increases fell below the relevant threshold and therefore fell within the authority of the Shenzhen Municipal Trade and Industry Bureau (renamed as Economy, Trade and Information Commission of Shenzhen Municipality).

China South International amended its business scope on March 22, 2004, July 14, 2004, September 17, 2004, November 14, 2007, June 14, 2011, December 30, 2014 and September 1, 2015, respectively. With respect to foreign investment enterprises that apply for a change of business scope, the MOFCOM is responsible for the relevant approval only where such change involves a restricted category foreign investment enterprise requiring a special state prescription. Based on the advice of our PRC legal counsel, we do not believe that: (1) China South International will be treated as a foreign investment real estate enterprise or subject to the requirements imposed on such enterprises; or that (2) China South International's treatment as an integrated logistics enterprise will be affected as a result of its property development activities.

***Logistics Regulations of the PRC***

Under PRC laws and regulations, local government agencies are encouraged to adopt preferential land, investment and tax policies to further promote the construction of infrastructure and logistics facilities. Although China South International is treated as an integrated logistics enterprise, as of the date of this offering memorandum, we have not received any preferential land, investment or tax treatment.

**The Land System of the PRC**

***Overview***

Although all land in the PRC is owned by the State or by collectives, individuals and entities may obtain land use rights and hold such land use rights for development purposes. The State has the right to resume the right to use land in accordance with law if required for the public interest. Individuals and entities may acquire land use rights in different ways, the two most important being land grants from local land authorities and land transfers from land users who have already obtained land use rights.

***Land Grants***

***National and Local Legislation***

On May 19, 1990, the State Council issued the Urban Land Regulations. The Urban Land Regulations prescribe different maximum periods of grant for different uses of land as follows:

<b>Use of Land</b>	<b>Maximum Period (years)</b>
Commercial, tourism, entertainment . . . . .	40
Residential . . . . .	70
Industrial . . . . .	50
Educational, scientific, technological, cultural, public health and sports . . . . .	50
Comprehensive utilization or other purposes . . . . .	50

Under the Urban Land Regulations, domestic and foreign enterprises are permitted to acquire land use rights unless the law provides otherwise. The State may not resume possession of lawfully granted land use rights prior to expiration of the term of grant. If the public interest requires the resumption of

possession by the State under special circumstances during the term of grant, compensation must be paid by the State. Subject to compliance with the terms of the land grant contract, a holder of land use rights may exercise substantially the same rights as a land owner during the grant term, including holding, leasing, transferring, mortgaging and developing the land for sale or lease.

Upon paying in full the land grant fee pursuant to the terms of the contract, the grantee may apply to the relevant land bureau for issuance of the land use rights certificate. Upon expiration of the term of grant, renewal is possible subject to the execution of a new contract for the grant of land use rights and payment of a new land grant fee. If the term of the grant is not renewed, the land use rights and ownership of any buildings on the land will revert to the State without compensation.

The Law of the People's Republic of China on Property Rights (中華人民共和國物權法), or Property Law, adopted by the National's People's Congress on March 16, 2007 and effective as of October 1, 2007, further clarified land use rights in the PRC with the following rules:

- land use rights for residences will be automatically renewed upon expiry;
- car parking spaces and garages within residential buildings must first be used to meet the needs of the owners who live in the building;
- the construction of buildings must comply with relevant laws and regulations and must not affect the ventilation or lighting of neighboring buildings; and
- where the land use rights for construction use are transferred, exchanged, used as a capital contribution, donated to others or mortgaged, an application for modification registration must be filed with the registration department.

In addition to the general framework for transactions relating to land use rights set out in the Urban Land Regulations, local legislation provides for additional requirements, including those applicable to specific transactions within specific areas relating to the grant and transfer of land use rights. These local regulations are numerous and some of them are inconsistent with national legislation. Under PRC law, national laws and regulations prevail to the extent of such inconsistencies.

#### *Methods of Land Grant*

There are two methods by which land use rights may be granted, namely by private agreement or competitive processes (i.e., public tender, auction or listing for sale at a land exchange administered by the local government).

The MLR has required since August 31, 2004, that the grant of land use rights must be made pursuant to public tenders, auctions or listings for sale on a land exchange and that no land use rights for commercial uses could be granted by way of private agreement. PRC laws and regulations specifically provide that land to be used for commercial purposes must be granted by way of competitive processes. A number of measures are provided by PRC laws and regulations to ensure such grant of land use rights for commercial purposes is conducted openly and fairly. For instance, the local land bureau must take into account various social, economic and planning considerations when deciding on the use of a certain piece of land, and its decision regarding land use designation is subject to approval by the city or provincial government. In addition, the announcement of a public tender, auction or listing for sale at a land exchange must be made 20 days prior to the date of beginning such competitive processes. Furthermore, it is also stipulated that for listing at a land exchange, the time period for accepting bids must not be less than 10 days.

When land use rights are granted by way of tender, a bid evaluation committee consisting of not fewer than five members (including a representative of the grantor and other experts) formed by the land bureau is responsible for evaluating the bids and the tenderee is responsible for deciding on the successful bidder. The successful bidder will then sign the land grant contract with the land bureau and pay the

balance of the land-grant fee before obtaining the State land use rights certificate and the land bureau effecting registration of the successful bidder as the holder of land use rights for the land. See “— Documents of Title and Registration of Property Interests.” The land bureau will consider the following factors: if the invitation to tender only requires a bid from the bidder, whoever offers the highest bid will be the successful bidder; or if the invitation to tender requires the bidder to submit planning proposals in addition to the bid, then details of the proposals will be considered. If the relevant land bureau considers that none of the bids is satisfactory, the land bureau has the right to reject all the bids.

Where land use rights are granted by way of auction, a public auction will be held by the relevant local land bureau. The land use rights are granted to the highest bidder. The successful bidder will then be asked to sign the land grant contract with the local land bureau and pay the relevant land grant fee within a prescribed period. Tenders for land use rights can be by way of open tenders or private tenders.

Where land use rights are granted by way of listing at a land exchange administered by the local government, a public notice will be issued by the local land bureau to specify the location, area and purpose of use of land and the initial bidding price, period for receiving bids and terms and conditions upon which the land use rights are proposed to be granted. The land use rights are granted to the bidder with the highest bid who satisfies the terms and conditions. The successful bidder will enter into a land grant contract with the local land bureau and pay the relevant land grant fee within a prescribed period.

The land use rights for China South City Shenzhen have been granted pursuant to local exceptions to these requirements. These are discussed below.

On July 8, 1994, the Shenzhen Municipal People’s Congress issued the Regulations for the Grant of Land Use Rights in the Shenzhen Special Economic Zone (深圳經濟特區土地使用權出讓條例) (the “Shenzhen SEZ Land Use Rights Regulations”). On December 24, 2010, the Standing Committee of Shenzhen People’s Congress issued an amendment to the Shenzhen SEZ Land Use Rights Regulations. In general, the transfer of land use rights must be in compliance with the regulations issued by the MLR. However, the amendment to the Shenzhen SEZ Land Use Rights Regulations allows some exceptions based on the characteristic and practical needs of the Shenzhen Special Economic Zone.

On July 6, 2001, the Shenzhen Municipal People’s Government issued the Decision on Strengthening Administration of the Transformation to a Market System for Land and Further Invigorating and Standardizing the Real Estate Market (關於加強土地市場化管理進一步搞活和規範房地產市場的決定) (the “Shenzhen 2001 Regulations”). Under the Shenzhen 2001 Regulations, designated parcels of land can be sold by agreement at a public market price, although such sale must be announced to the public.

Upon signing the land grant contract the grantee is required to pay the land grant fee pursuant to the terms of the contract and the contract is then submitted to the relevant local bureau for the issue of the land use rights certificate. Upon expiration of the term of grant, the grantee may apply for its renewal. Upon approval by the relevant local land bureau, a new contract is entered into to renew the grant, and a land grant fee shall be paid.

#### *Model Land Grant Contract*

To standardize land grant contracts, in 2008, the MLR and the State Administration for Industry and Commerce, or the SAIC, published the model land grant contract, on the basis of which many local governments have formulated their respective local form land grant contract to suit their special local circumstances. The model land grant contract contains terms such as location of land, use of land, land grant fee and its payment schedule, conditions of land upon delivery, term of grant, land use conditions and restrictions (including GFA, plot ratio and height and density limitations), construction of public facilities, submission of building plans for approval, deadline for commencement of construction, payment of idle fees, deadline for completion of construction, application for extension of the stipulated construction period, restrictions on subsequent transfers, responsibility for obtaining supply of utilities, restrictions against alienation before payment of the land-grant fee and completion of prescribed development, application of renewal, force majeure, breach of contract and dispute resolution.



If the land user fails to develop and invest in the land within the period of time specified in the land grant contract, the land bureau has the right to impose various penalties ranging from fines to withdrawal of the grant without consideration (unless the failure is due to force majeure or the activities of a government authority).

#### *Termination*

A land use right terminates upon the expiry of the term of grant specified in the land grant contract and the resumption by the state of that right.

The State generally will not withdraw a land use right before the expiration of its term of grant and if it does so for special reasons, such as in the public interest, it must offer proper compensation to the land user, having regard to the surrounding circumstances and the period for which the land use right has been enjoyed by the user.

Upon expiry, the land use right and ownership of the related buildings erected on the land and other attachments may be acquired by the State without compensation. The land user will take steps to surrender the land use rights certificate and cancel the registration of the certificate in accordance with relevant regulations.

A land user may apply for renewal of the land use rights and, if the application is granted, the land user is required to enter into a new land grant contract, pay a land grant fee and effect appropriate registration for the renewed grant.

#### **Documents of Title and Registration of Property Interests**

A land use rights certificate is the evidentiary legal document to demonstrate that the registered land user has the lawful right to use the land during the term stated therein. Upon the completion of construction of a building (including passing the acceptance tests by various government departments), a building ownership certificate will be issued to the owner of the building. The holder of a land use right who is issued a building ownership certificate holds the land use rights and owns the building erected on the land. All holders of land use rights, and other rights in respect of the land such as the right to buildings erected on the land, must register all their lawful land use rights, as well as ownership rights to the buildings. In Shenzhen, the land use rights certificate and the building ownership certificate are combined into a single certificate.

#### **Mortgage and Guarantee**

Under PRC laws and regulations, when a mortgage is created on the ownership of a building on State-owned land legally obtained, a mortgage shall be simultaneously created on the land use rights of the land on which the building is erected. Pursuant to PRC laws and regulations, buildings newly erected on a piece of urban land after a mortgage contract has been entered into shall not constitute mortgaged property. If the mortgaged property is auctioned off, the new buildings added on the land may be auctioned together with the mortgaged property, but the mortgagee shall not be entitled to priority compensation from the proceeds of the auction of the new buildings.

Within 30 days after a real estate mortgage contract has been signed, the parties to the mortgage must register the mortgage with the real estate administration authority in the city where the real estate is situated. A real estate mortgage contract becomes effective on the date of registration of the mortgage. When carrying out mortgaged property registration, the loan contract and the mortgage contract as well as the land use rights certificate or the building ownership certificate in respect of the mortgaged property must be submitted to the registration authority.

Under PRC laws and regulations, guarantees may be in one of two forms: (1) general guarantees whereby the guarantor bears the liability when the debtor fails to perform the payment obligation; or (2) guarantees with joint and several liability whereby the guarantor and debtor are jointly and severally liable for the payment obligation. A guarantee contract must be in writing and, unless agreed otherwise, the term of a guarantee shall be six months after the expiration of the term for performance of the principal obligation.

Where indebtedness is secured by both a guarantee and by mortgaged property, the guarantor's liability shall be limited to the extent of the indebtedness that is not secured by the mortgaged property.

## **Property Development**

### ***Overview***

Property development projects in the PRC are generally divided into single projects and large tract development projects. A single project refers to the construction of buildings on a plot of land and the subsequent sale of units. Large tract development projects consist of the comprehensive development of large area and the construction of necessary infrastructure such as water, electricity, road and communications facilities. The developer may either assign the land use rights of the developed area or construct buildings on the land itself and sell or lease the buildings erected on it.

Foreign entities must establish foreign investment enterprises in the PRC as project companies to develop property. The typical scope of business of such project companies includes development, construction, sales, leasing and property management of commodity properties and ancillary facilities on the specific land as approved by the government. The term of the property development company is usually the same as the term of grant of the land use rights in question.

Establishment of a foreign-invested project company is subject to the approval by the relevant departments of the PRC government in accordance with the following procedures. First, a project application report is submitted to the central or local development and reform commission for verification and approval. If the development and reform commission considers the proposed property development project to be consistent with the prevailing national and local economic plans and foreign investment regulations, it will grant an approval to the applicant in respect of the project.

Once the project application report has been verified and approved, a joint feasibility study report is prepared that reflects the investor's assessment of the overall economic viability of the proposed project company. The feasibility study report and/or articles of association may then be submitted to the MOFCOM, or its local counterpart, as the case may be, for approval. If the MOFCOM or its local counterpart finds the application documents to be in compliance with PRC law, it will issue an approval certificate for the establishment of the project company. With this approval certificate, the investor can apply to the local administration for industry and commerce for a foreign investment enterprise business license for the project company.

### ***Development Regulations***

In November 2009, the MLR, issued a circular which restricts the area of land that may be granted by local governments for development of commodity housing to seven hectares for small cities and towns, 14 hectares for medium-sized cities and 20 hectares for large cities.

In November 2009, the Ministry of Finance (the "MOF"), MLR, PBOC, PRC Ministry of Supervision and PRC National Audit Office also jointly promulgated a notice which raised the minimum down-payment for land grant fees to 50% and requires the land grant fees to be fully paid within one year after the signing of a contract for the assignment of land, subject to limited exceptions. Any developer defaulting on any such payment may not participate in any new transactions of land grant.

In March 2010, the MLR promulgated the Notification on Emphasizing Relevant Issues Relating to the Supply and Supervision of Land for Real Estate Development (關於加強房地產用地供應和監管的有關問題的通知), (the “2010 Notice”), which adopted measures to improve the regulation of land for real estate development, and included measures to: (1) improve the preparation and implementation of land supply plans; (2) improve the regime of public tender, auction and listing-for-sale of land use rights; (3) enhance the supervision on the use of land; and (4) disclose to the public information on the supply and assignment of land and the status of the construction project on the land.

In addition, the 2010 Notice stipulates that the administrative authorities for land and resources of cities and counties must establish a regime for developers to report the commencement and completion of construction projects. Under such regime, the developer must adhere to certain timing and application requirements for the commencement and completion of the construction project. A developer who fails to report accordingly must be announced to the public and prohibited from participating in any new land grant transactions for a minimum of one year. The 2010 Notice also stipulates penalties for property development enterprises that default on the payment of the land grant fees, hold idle land, hoard or speculate in land, develop property on the land exceeding their actual development capacity or default on the performance of the contract for the assignment of land.

In September 2010, the MLR and the Ministry of Housing and Urban-Rural Development, or MOHURD, jointly issued a notice, which stipulates, among other things, that the planning and construction conditions and land use standards should be specified when a parcel of land is to be granted, and the restrictions on the area of one parcel of land granted for commodity properties should be strictly implemented. In addition, a property developer and its shareholders will be prohibited from participating in bidding for land before it rectifies any violations of law in which it may have engaged, such as keeping land idle for more than one year.

### **Regulations on Foreign-Invested Real Estate Enterprises**

Once a foreign entity developer has established a project company and secured the land use rights to a piece of land for development, it has to apply for and obtain the requisite planning permits from the planning departments and have its design plan approved by, and apply for and obtain construction permits from, the relevant construction commission for commencement of construction work on the land. When the construction work on the land is completed, the completed buildings and structures must be examined and approved by the government departments before they can be delivered to purchasers or lessors for occupancy.

### ***Foreign Investment Catalog***

PRC law requires that a foreign investment project be approved by government authorities at the appropriate level depending on the amount of the investment by the foreign enterprise and the industries to which the project belongs under the foreign investment catalog. We have obtained approval from the Shenzhen Bureau of Trade and Industry as a foreign investment enterprise and have subsequently received approval on seven occasions to increase the investment capital for China South City Shenzhen.

We expect to inject our future proceeds for China South City Shenzhen in stages, each of which will be subject to the approval by Shenzhen Bureau of Trade and Industry. Under this arrangement, we need not apply for approval from the MOFCOM and the National Development and Reform Commission (the “NDRC”). We believe that if China South International is treated as a foreign-invested real estate enterprise, it will not face any additional restrictions under the Catalog with respect to its operations at China South City Shenzhen nor will such treatment necessitate amending China South International’s business scope.

On May 4, 2010, the NDRC issued a circular, which specified that the power to verify foreign invested projects must be delegated and project verification procedures must be simplified. Except for the projects that are required to be verified and approved by relevant departments of the State Council, foreign invested projects which are within the encouraged or permitted industry categories will be

verified by the NDRC at the provincial level, provided that such projects have a total investment (including capital increase) of no more than US\$300 million.

On June 10, 2010, the MOFCOM released a circular, under which the relevant local branches of the MOFCOM are granted the power to examine, approve and administer the establishment and alterations of foreign investment enterprises which are within the encouraged and permitted categories with a total investment of no more than US\$300 million and foreign investment enterprises which are within the restricted category under the Catalog with a total investment of no more than US\$50 million.

### *Circular No. 171*

Issued in response to increasing foreign investment in the real estate industry in recent years, the Opinions on Regulating the Entry of Foreign Capital into the Real Estate Market and the Administration Thereof (關於規範房地產市場外資准入和管理的意見), or Circular No. 171, issued by the Ministry of Construction, the MOFCOM, the NDRC, the PBOC, SAIC and SAFE, on July 11, 2006, may impact foreign investment in the PRC real estate industry in the following areas:

- Circular No. 171 requires a foreign invested real estate enterprise (“FIREE”), with total investments equating to or exceeding US\$10 million to have a registered capital consisting of no less than 50% of its total amount of investment. FIREEs with total investments below US\$10 million shall have a registered capital in amounts pursuant to and consistent with existing regulations.
- upon payment of the land use rights grant fees, the FIREE can apply to the land administration authority for a land use rights certificate. Upon obtaining the land use rights certificate, a FIREE may then obtain a recertification of its existing foreign investment enterprise approval certificate (“FIEAC”), and the business license, with the same validity period as that of such FIEAC; following which, the FIREE may apply to the tax administration for tax registration purposes.
- when a foreign investor merges with a domestic real estate enterprise, or acquires a FIREE’s equity or project, the investor is required to submit a guarantee which ensures the compliance with the provisions of the land use rights grant contract, construction site planning permit and construction work planning permit, and the land use rights certificate, and the modification certification issued by the construction authorities, and the tax payments certification issued by the relevant tax authorities.
- foreign investors which merge with domestic real estate development enterprises by share transfer or other methods, or which acquire the equity of a PRC party in joint venture enterprises, must allocate their employees appropriately, deal with bank debts and settle the lump sum payment of the transfer price through self-owned funds. However, a foreign investor with an unfavorable record should not be allowed to conduct any of these activities.
- FIREEs which have not paid up their registered capital fully, or failed to obtain a land use rights certificate, or hold under 35% of the total capital required for the project, may not be allowed to obtain a loan in or outside China, and foreign exchange administration departments shall not approve any settlement of foreign loans by such enterprises. Although the MOFCOM has not issued any further opinions on the regulation of entry of foreign capital into the real estate market, however, based on the Capital Ratios Notice, issued by the State Council on May 25, 2009, this capital requirement may be reduced to 30% in the future.
- PRC or foreign investors in a FIREE shall not guarantee fixed profit returns or provide other arrangements to the same effect for any party in any form.

With regard to China South City Shenzhen, the Shenzhen Municipal Administration of Foreign Exchange and the Municipal Trade and Industry Bureau in Shenzhen have treated our subsidiary, China South International, as an integrated logistics enterprise rather than as a real estate enterprise. Because China South International has not been treated as a real estate enterprise, we have been able to distribute funds downstream in the form of shareholders loans rather than capital contributions and have not been subject to certain approval and registered capital requirements applicable to foreign invested real estate enterprises, including those under the Catalog. If the governmental agencies in Shenzhen were to treat us as a real estate developer, this would need to be recorded with the MOFCOM and we would no longer be able to inject capital into China South International in the form of shareholders' loans. Furthermore, we would become subject to a registered capital ratio requiring us to maintain registered capital levels at 50% or more of our total investment.

#### ***Circular No. 50***

The Notice of the Ministry of Commerce and the State Administration of Foreign Exchange on Further Strengthening and Regulating the Examination, Approval and Oversight of Foreign Direct Investment in the Real Estate Sector (商務部、國家外匯管理局關於進一步加強、規範外商直接投資房地產業審批和監管的通知) (“Circular No. 50”) issued by the MOFCOM and SAFE on May 23, 2007 and partly amended by a decision release by the MOFCOM on October 28, 2015 may impact foreign investment in the PRC real estate industry in the following areas:

- the local governments/authorities that approve FIREE establishments are now required to file such approvals with the MOFCOM;
- prior to establishing a foreign invested real estate enterprise, foreign investors are required to obtain land use rights or the ownership of a real estate project, or the investor should have entered into an indicative land grant contract or indicative project purchase agreement with the land administrative department, developer of the land or owner of the property;
- the practice of allowing foreign investors taking over local project companies by way of roundtrip investment is strictly controlled; and
- a foreign investment enterprise that intends to engage in real estate development, or an existing FIREE which intends to undertake a new real estate development project, shall first apply to the relevant authorities for such business scope and scale expansion in accordance with laws and regulations on foreign investments.

#### ***Circular No. 130, Circular No.19 and Circular No.21***

The Notice of the General Affairs Department of the State Administration of Foreign Exchange on Issuance of the List of the First Batch of Foreign-Invested Real Estate Projects Recorded With the Ministry of Commerce (國家外匯管理局綜合司關於下發第一批通過商務部備案的外商投資房地產項目名單的通知) (“Circular No. 130”) issued by the State Administration for Foreign Exchange on July 10, 2007, is a strict embodiment and application of Circular No. 50, under which some notices will have a significant impact on offshore financings of FIREEs. Some of the key developments in this area are as follows:

- an FIREE which has obtained an FIEAC (including new establishment and registered capital increase) and filed with the MOFCOM after June 1, 2007 may not incur foreign debt or convert loans in foreign currency into RMB; and
- an FIREE which obtains an FIEAC after June 1, 2007 but fails to file with the MOFCOM after June 1, 2007, may not conduct a foreign exchange registration nor a foreign exchange conversion of its registered capital.

Though Circular No. 130 has become invalid since the issuance of The Notice of the State Administration of Foreign Exchange on Issuance of the Provisions on the Foreign Exchange Administration of Domestic Direct Investment of Foreign Investors and the Supporting Documents (國家外匯管理局關於印發《外國投資者境內直接投資外匯管理規定》及配套文件的通知) on May 10, 2013 (“Circular No. 21”), The Notice of the State Administration of Foreign Exchange on Issuance of Administrative Measures on Registration of Foreign Debts (國家外匯管理局關於發佈《外債登記管理辦法》的通知) issued on April 28, 2013 (“Circular No. 19”) restates that an FIREE, which has obtained an FIEAC and filed with the MOFCOM after June 1, 2007 may not incur foreign debt.

Because China South International has not been treated as a real estate enterprise in Shenzhen, we have not been subject to the requirements of Circular No. 50, Circular No. 130, Circular No. 171 or Circular No. 19 with regard to China South City Shenzhen.

## **Qualifications of a Property Developer**

### ***Establishment of a Property Development Enterprise***

According to the Law of the People’s Republic of China on the Administration of Urban Property (中華人民共和國城市房地產管理法) (the “Urban Property Law”), a property development enterprise is defined as an enterprise which engages in the development and sale of property for the purpose of making profits. Under the Regulations on Administration of Development of Urban Property (城市房地產開發經營管理條例) (the “Development Regulations”), an enterprise which is to engage in development of property must have a minimum registered capital of RMB1 million and employ at least four full-time professional property/construction technicians and at least two full-time accounting officers, each of whom must hold relevant qualification certificates. Furthermore, a developer who aims to establish a property development enterprise should apply for registration with the Administration for Industry and Commerce. The property development enterprise must also report its establishment to the property development authority in the location of the registration authority, within 30 days upon the receipt of its business license.

On May 25, 2009, the State Council issued the Notice on Adjusting the Minimum Capital Requirement for Fixed Assets Investment (關於調整固定資產投資項目資本金比例的通知), which lowered the minimum capital proportion for non-residential projects to 30%. On September 9, 2015, the State Council issued the Notice on Adjusting and Improving the Capital System of Fixed Asset Investment Projects (國務院關於調整和完善固定資產投資專案資本金制度的通知), which provides that the minimum capital proportion of government-subsidized housing and ordinary commodity housing projects shall remain unchanged at 20%, and that of other real estate development projects shall be adjusted from 30% to 25%.

Under the Regulations for the Administration of the Qualifications of Real Estate Development Enterprises (房地產開發企業資質管理規定), or Qualification Certificate Regulations, issued by the Ministry of Construction on March 29, 2000 and partly amended by a decision issued by the MOHURD on May 4, 2015, a real estate developer shall apply for registration of its qualifications according to the Qualification Certificate Regulations.

According to the Qualification Certificate Regulations, a newly established property developer must first apply for a temporary qualification certificate within 30 days of obtaining its business license. The temporary qualification certificate has a one-year validity and may be extended for not more than two years with the approval of the relevant real estate development administration authority. In addition, an application for a formal qualification certificate must be made one month before the expiration of the interim certificate. All qualification certificates are subject to inspection by the relevant government authorities and to be renewed on an annual basis. Under government regulations, developers must fulfill all statutory requirements before they may obtain or renew their qualification certificates.

In addition, the Qualification Certificate Regulations require the qualifications of a property development enterprise to be classified into five classes: class 1, class 2, class 3, class 4 and the tentative class. Different classes of qualification must be examined and approved by corresponding authorities. The class 1 qualifications must be subject to both preliminary examination by the construction authority under the government of the relevant province, autonomous region or municipality directly under the central government and then final approval of the construction authority under the State Council. Procedures for approval of developers of class 2 or lower must be formulated by the relevant government authorities.

Furthermore, the Qualification Certificate Regulations stipulate that a developer of any qualification classification may only engage in the development and sale of the property within its approved scope of business and may not engage in business which falls outside the approved scope of its qualification classification. A class 1 property development enterprise may undertake property development projects throughout the country without any limit on the scale of the project. A property development enterprise of class 2 or lower may undertake a project with a GFA of less than 250,000 sq.m. and the specific scopes of business must be formulated by the relevant government authorities.

According to documentation provided by the Shenzhen Municipal Bureau of Land Resources and Housing Management, China South International is not treated as a real estate developer and therefore does not require a long-term (two years) qualification certificate normally granted to real estate developers. The Shenzhen Municipal Bureau of Land Resources and Housing Management has granted a short-term (one year) qualification certificate to China South International in order to allow China South International to undertake the development of property necessary for its integrated logistics operations. In June 2013, we obtained an annual renewal of the qualification certificate.

Although we have been classified as an integrated logistics enterprise in Shenzhen, we have the requisite qualification certificates for engaging in our property development activities for China South City Shenzhen.

## **Property Leasing**

Both the Urban Land Regulations and the Property Law permit leasing of granted land use rights and the buildings or homes constructed on the land. Leasing of properties situated in urban areas is governed by the Measures for Administration of the Lease of Commercial Premises (商品房屋租賃管理辦法) (the “Leasing Measures”), issued by the Ministry of Construction on December 1, 2010. The Leasing Measures came into effect on February 1, 2011 in accordance with the Law on the Urban Real Estate Administration (城市房地產管理法) in order to strengthen the administration of the leasing of urban buildings. The Leasing Measures permit property owners to lease their properties to others for residential or commercial property uses except as otherwise prohibited by relevant law. The landlords and occupants who are the parties to a property lease transaction are required to enter into a written lease agreement specifying all of the terms of the lease arrangement as required by statute. Leasing of buildings and the underlying land use rights must not exceed a maximum term of 20 years. The lease agreement becomes effective upon signing; however, it must be registered with the relevant real property administration authority at the municipality or county level within 30 days after its execution for the purpose of protecting the tenant’s interest against claims from third parties. A tenant may, upon obtaining consent from the landlord, assign or sublease the premises to sub-occupants. Local governments may impose rent controls.

## **Property Sales**

### ***Pre-sale of Real Estate***

Under PRC laws and regulations, real estate developers wishing to engage in the pre-sale of real estate in the PRC must first obtain the following permits:

- Certificate of Real Estate Exploitation and Business License of the Developer;

- State-owned Land Use Rights Certificate;
- Construction Project Planning Permit;
- Construction Permit;
- Work Commencement Permit; and
- Commodity Premises Pre-sale Permit.

Under the Measures for the Administration of the Sale of Commodity Premises (商品房銷售管理辦法), or Commodity Premises Sale Measures, issued by the Ministry of Construction on April 4, 2001, the sale of commodity premises, which include residential properties, commercial properties and other buildings that are developed by property developers, can include both pre-completion and post-completion sales.

### *Pre-completion Sales*

A developer intending to sell a commodity property before the completion of construction must attend to the necessary pre-completion sale registration with the real estate administration authority of the relevant city or county to obtain a Permit for Pre-completion Sale of Commodity Properties.

Commodity properties may only be sold before completion provided that:

- the grant premium has been paid in full for the grant of the land use rights involved and a land use rights certificate has been obtained;
- a Permit for Construction Work Planning and a Construction Permit have been obtained;
- the funds invested in the development of the commodity properties put up for pre-completion sale represent 25% or more of the total investment in the project and the progress of works and the completion and delivery dates have been ascertained; and
- the pre-completion sale has been registered and a pre-sale permit has been obtained.

According to Commodity Premises Pre-Sale Measures (商品房預售管理辦法), for the pre-sale of commodity buildings, the developer must sign a contract on the pre-sale of a commodity building with the purchaser. The developer must, within 30 days after signing the contract, apply for registration and filing of the pre-sale commodity building with the relevant property administration authorities.

According to the Development Regulations, a property development enterprise cannot sell a commodity property before the completion of construction without a pre-sale permit. And the serial number of the certifying documents of pre-sale permit of commodity property shall be stated in the advertisements.

On April 13, 2010, the MOHURD issued a Notice, which provides that, without pre-sale approval, pre-sale of commodity properties is not permitted and property developers are not allowed to charge buyers any deposit, pre-payment or payment of similar nature.



## ***Post-completion Sales***

In accordance with the Commodity Premises Sale Measures, issued by the Ministry of Construction on April 4, 2001, commodity properties may be put up for post-completion sale only when the following preconditions for such sale have been satisfied:

- the real estate developer offering to sell the post-completion properties has a valid business license and a qualification classification certificate;
- the real estate developer has obtained a land use rights certificate or other approval documents of land use;
- the real estate developer has the relevant permit for construction project planning and the permit for construction;
- the commodity property has been completed, inspected and accepted as qualified;
- the original residents have been resettled;
- the supplementary and essential facilities for supplying water, electricity, heating, gas, communication and other essentials have been made ready for use, and other supplementary facilities and public facilities have been made ready for use, or the schedule of construction and delivery date of have been specified; and
- the property management plan has been completed.

Prior to a post-completion sale of a commodity property, a real estate developer is also required to submit a Real Estate Development Project Manual and other documents showing that the preconditions for a post-completion sale have been fulfilled to the relevant real estate development authority.

## ***Restrictions on the Sale of Commodity Properties***

Because it provides a platform for a variety of integrated logistics and trade center services and facilities, China South International is treated as an integrated logistics enterprise by local authorities in Shenzhen. However, because we develop properties necessary for the integrated logistics activities available at our integrated logistics and trade center operations, we are subject to certain PRC laws, regulations and policies otherwise applicable to property development enterprises, including the Commodity Premises Sale Measures. For a description of our treatment as an integrated logistics enterprise, see “— Overview — Our Treatment as an Integrated Logistics Enterprise.”

## **Regulations on Real Estate Financing**

### ***Financing Restrictions***

The PRC government has introduced a number of measures and regulations to restrict the ability of property developers to raise capital through external financing and other methods since 2003. For example, the Circular on Further Strengthening the Management of Property Loans (關於進一步加強房地產信貸業務管理的通知) stipulates that commercial banks may not grant loans to property developers for the purposes of paying for land grant fees and land premiums. Loans of any kind must not be granted for projects which do not obtain a land use rights certificate, construction land planning permit, construction works planning permit and construction works commencement permit. In addition, a developer applying for real estate development loans shall have at least 35% of capital funds required for the development. Furthermore, the Opinions of the Ministry of Construction and other Departments on Adjusting the Housing Supply Structure and Stabilizing Housing Prices (關於調整住房供應結構穩定住房價格的意見) and the Notice on Strengthening the Management of Commercial Real Estate Credit and Loans (關於加強商業性房地產信貸管理的通知) (the “2007 Notice”), stipulate that commercial banks

may not grant loans to developers of projects where: (1) the capital funds (owner's equity) constitutes less than 35%; (2) projects without a land use rights certificate, construction land planning permit, construction works planning permit and construction works commencement permit; and (3) property development enterprises that have been classified by the relevant government authorities as hoarding land and housing resources. Furthermore, commercial banks are not permitted to accept commodity buildings with a vacancy exceeding three years as collateral for a loan, and may not grant property development enterprises any loans for the payment of relevant land assignment premiums.

The 2007 Notice further stipulates requirements that strengthen the processes for loan management, including the implementation of credit checks, monitoring of real estate loans and risk management.

Because the local authorities in Shenzhen treat our subsidiary, China South International, as an integrated logistics enterprise rather than a property developer, it has not been subject to these measures and regulations. However, our Nanchang, and our Nanning project company are likely to be, treated as real property development enterprises, and therefore will be subject to these measures and regulations.

### **Additional Loan Policies**

According to a notice promulgated by the PBOC on June 19, 2001, all banks must comply with the certain funding requirements, including the loan amount to actual value of security (mortgage ratio) and timing requirements before granting residential development loans, individual housing mortgage loans and commercial real estate loans. Pursuant to guidance issued by the CBRC on September 2, 2004, any property development enterprise applying for property development loans must have at least 35% of the capital required to fund the development of the property.

### **Regulations on Development of a Real Estate Project**

Under the Urban Real Estate Law, those who have obtained the land use rights through grant must develop the land in accordance with the terms of use and within the period of commencement prescribed in the contract for the land use rights grant.

If construction work has not been commenced within one year upon the commencement date as set forth in the land use rights agreement, a surcharge on idle land equivalent to less than 20% of the land grant fees may be levied. If the construction work has not been commenced within two years, the land can be confiscated without any compensation, unless the delay is caused by force majeure, the acts of government or acts of other relevant departments under the government, or by indispensable preliminary work.

### **Planning of a Real Estate Project**

After signing a land use rights grant contract, a developer shall apply for an Opinion on Construction Project's Site Selection and a Permit for Construction Site Planning with the city planning authority. After obtaining a Permit for Construction Site Planning, a developer may commence planning and design work in accordance with the Permit for Construction Site Planning requirements and proceed to apply for a Permit for Construction Work Planning with the city planning authority.

### ***Relocation***

Upon obtaining approvals for a construction project, a permit for construction site planning, state-owned land use rights and a verification of deposit to compensate parties that are affected by the relocation payable by the developer by a bank, a developer may apply to the local real estate administration authorities where the real estate is located for a permit for housing demolition and removal.

Upon granting a demolition and removal permit, the real estate administration department must issue a demolition and removal notice to the inhabitants of the area.

### ***Construction of a Real Estate Project***

After obtaining the Permit for Construction Work Planning, a developer shall apply for a Construction Permit from the relevant construction authority.

### ***Completion of a Real Estate Project***

A real estate project must comply with the relevant laws and other regulations, requirements on construction quality, safety standards and technical guidance on survey, design and construction work, as well as provisions of the relevant construction contract. After the completion of works for a project, the developer shall apply for an acceptance examination to the construction authority and shall also report details of the acceptance examination to the construction authority. A real estate development project may only be delivered after passing the acceptance examination.

### **Regulations on Environmental Protection in Construction Projects**

The PRC Environmental Protection Law (《中華人民共和國環境保護法》), which was promulgated on December 26, 1989, revised on April 24, 2014 and became effective on January 1, 2015, sets out the legal framework for environmental protection in the PRC. Pursuant to the Environmental Protection Law, developers shall conduct environmental impact assessment for preparation of the relevant development and utilization plans and construction of environment-affected projects. Any development and utilization plan without the environmental impact assessment may not be organized for implementation, and any construction project without the environmental impact assessment may not commence construction work.

The pollution prevention and control facilities in construction projects shall be designed by the developer, built and commissioned along with the principal part of the project at the same time. The pollution prevention and control facilities shall meet the requirements specified in the approved documents regarding the environmental impact assessment and shall not be dismantled or left idle without authorization.

Under the Regulations for Administration of Environmental Protection in Construction Projects (建設項目環境保護管理條例), or Environmental Regulations, issued by the State Council on November 29, 1998 and effective as of the same date, each construction project is subject to an environmental impact assessment by the relevant authorities.

According to the Environmental Regulations, a developer is required to submit an environmental impact report, an environmental impact report form, or an environmental impact registration form (as the case may be) to the relevant environmental protection administration for approval during the project's feasibility analysis stage. In the meantime, if any ancillary environmental protection facilities are necessary in the construction project, such facilities are required to be designed, constructed and used in conjunction with the main project. After completion of the project, the developers are required to apply to the relevant environmental protection administrations for final acceptance examination in respect of any ancillary environmental protection facilities. Construction projects are approved for use after passing the acceptance examination. Acceptance examination for completion of construction of environmental protection facilities shall be conducted simultaneously with the acceptance examination for completion of construction of the main project. The construction project may only formally go into production or be delivered for use when the matching construction of the environmental protection facilities required for the construction project has passed the acceptance examination.

The Law of the People's Republic of China on Environmental Impact Assessments (中華人民共和國環境影響評價法), adopted by the National People's Congress on October 28, 2002 and amended on July 2, 2016, provides that if the environmental impact assessment documents of a construction project have not been examined by the relevant environmental protection administrations or are not approved after examination, and the construction work unit may not commence work.

A notice issued by the State Environmental Protection Administration on July 6, 2006 provides for stringent examination and approval procedures for various real estate development projects. It also stipulates that no approvals may be issued for new residential projects or extensions in industry development zones, areas impacted by industrial enterprises or areas where such development poses potential harm to residents' health.

### **Regulations on Stabilizing Housing Prices**

On May 24, 2006, the General Office of the State Council issued the Opinion of the Ministry of Construction and other Departments on Adjusting Housing Supply Structure and Stabilization of Housing Prices (關於調整住房供應結構穩定住房價格的意見), or MOC Opinion, which provides for: (1) adjustments to the housing supply structure; (2) modifications of tax, credit and land policies; and (3) regulation of the housing and property markets. To implement the MOC Opinion, the MOHURD promulgated opinions, which set forth supplemental requirements on the proportion and allocation of newly-built housing structures.

The General Office of the State Council has issued opinions, which provide relevant credit policies and measures to support the purchase of a home buyer's initial first ordinary home or improved ordinary home and additional consumer loan programs to facilitate real estate purchases. In January 2010, the General Office of the State Council issued a circular, which adopted a series of measures to strengthen and improve the regulation of the property market, stabilize market expectations and facilitate the stable and healthy development of the property market. These include, among others, measures to increase the supply of affordable housing and ordinary commodity housing, provide reasonable guidance for the purchase of property, restrain speculative investment in property, and strengthen risk prevention and market supervision.

On April 17, 2010, the State Council issued a notice pursuant to which the State Council set a minimum 30% down payment on first homes with a GFA of more than 90 sq.m. It also raised the minimum down payment for second home purchases to 50% and provided that the loan interest rate shall not be less than 1.1 times the benchmark lending rate published by the PBOC. The notice also provided that the down payment and interest rate shall significantly increase for the third or further properties bought with mortgage loans. To strengthen property market regulation and enhance the implementation of these existing policies, on September 29, 2010, the PBOC and CBRC jointly issued a notice according to which the minimum down payment has been raised to 30% for all first home purchases, and commercial banks throughout China are required to suspend mortgage loans for purchases of a customer's third parcel of residential property and beyond.

On May 26, 2010, the MOHURD, PBOC and the CBRC jointly issued the Circular on Regulating the Criteria for Identifying the Second Residential Properties in Connection with Commercial Personal Housing Loans, which provides, among others, that the number of residential properties owned by an individual property purchaser who is applying for mortgage loans shall be determined by taking into account the total number of residential properties owned by the family of such purchaser (including the purchaser and his or her spouse and children under the age of 18 years). In addition, the circular depicts a number of circumstances under which different credit policies shall be applied in connection with purchases of the second or further residential property.

In September 2010, PBOC and the CBRC jointly issued the "Notice on Relevant Issues Regarding the improvement of Differential Mortgage Loan Policies," which provides, among other things, that (i) the minimum down payment is increased to 30% for all first home purchases; (ii) commercial banks in China shall suspend mortgage loans to purchasers (including the borrower, spouse and minor children) for their third or further residential property or to non-local residents who can not provide documentation evidencing payment of local tax or social security for longer than a one-year period; and (iii) all property companies with records of violating the terms of the land grant, changing the land usage, postponing the construction commencement or completion date, hoarding or other non-compliance will be restricted from obtaining bank loans for new projects or extension of credit facilities.

On September 29, 2010, the MOF, State Administration of Taxation and the MOHURD jointly issued a notice according to which, as of October 1, 2010, the deed tax for individuals who purchased ordinary residential property with a GFA floor area under 90 sq.m. as his sole family residence will be reduced to 1%, and those who sell their homes and buy new ones within one year would not be eligible for reductions or exemptions on individual income tax on the profits from the sales.

On January 26, 2011, the State Council issued the “Notice on Further Strengthening Regulation and Control of Real Property Markets,” which: (i) imposes a minimum down payment of at least 60% of the total purchase price with a minimum mortgage lending interest rate of 110% of the benchmark rate published by PBOC for the purchase of a second residential property; and (ii) in municipalities directly under the central government, cities listed on state plans, provincial capitals, and cities where the housing prices are excessively high or increasing at an excessively high rate, purchasers (including their spouses and minor children) that are local residents with two or more residential properties, non-local residents with one or more residential properties, or non-local residents that are unable to provide documentation evidencing payment of local tax or social security for longer than a specified time period, are not permitted to acquire any residential properties. In order to implement the Notice on Further Strengthening Regulation and Control of Real Property Markets, certain cities, including Beijing, Shanghai, Chengdu, Qingdao, Hainan, Nanjing, Guangzhou, Tianjin, Shenyang and Jinan, have promulgated measures to restrict the number of residential properties one family is allowed to purchase.

On February 26, 2013, the State Council issued the “Notice on Further Implementing Regulation and Control of Real Property Markets” and required strict implementation of certain on-going restrictive measures with respect to residential properties, including that (i) the restriction area should cover the relevant cities’ entire administrative area; the restrictive measures should apply to all the newly established or second-hand residential properties in such cities; and the qualification review of the purchasers should be conducted before the execution of the purchase agreement or subscription agreement; (ii) the minimum down payment of the total purchase price and the minimum mortgage lending interest rate for a second residential property may be further raised in cities where the housing prices are increasing at an excessively high rate; (iii) the individual income tax rate for selling any self-owned residential properties should strictly be 20%, if the original value of such properties could be verified through taxation or real estate registration records; and (iv) the issuance the pre-sale certificate may be suspended if the pre-sale price is unreasonably high and the developer refuses to accept the direction of the relevant government authority; or the project is not subject to the pre-sale revenue supervision.

On September 29, 2014, the PBOC and the CBRA jointly issued the “Notice on Further Improving Housing Financial Services”, which requires that: (i) For a household that purchases the first ordinary housing unit for its own use with loans, the minimum down payment ratio is 30%, the lower limited for loan rate is 70% of the benchmark loan rate; (ii) Where a household that owns a housing unit and has paid off the relevant housing loans applies for loans to purchase another ordinary commodity housing unit to improve its living conditions, the banking financial institution shall implement the policy for the purchase of the first housing unit with loans.

On March 30, 2015, the MOF and the State Administration of Taxation jointly issued the “Notice on Adjusting the Business Tax Policies on Individual Housing Transfers”, which provides that: (i) where any individual sells a residential property held for less than two years after the day of purchase, the business tax thereon shall be collected in full amount; (ii) where any individual sells a non-ordinary residential property held for two years or more after the date of purchase, the business tax thereon shall be collected on the basis of the balance between the sales income and the purchase price of the house; (iii) where any individual sells an ordinary residential property held for two years or more after the day of purchase, he shall be exempt from the business tax thereon.

On February 1, 2016, the PBOC, MOHURD, and the CBRC jointly issued the “Notice on Issues concerning Individual Housing Loan Policies”, which provides that: (i) where the family of an employee who contributes to the housing provident fund uses an entrusted housing provident fund loan to purchase its first ordinary housing unit for its own use, the minimum down payment ratio shall be 20%. (ii) where

the family of an employee who contributes to the housing provident fund owns the housing unit, and the loan for the purchase of the housing unit has been paid off, if the family applies again for an entrusted housing provident fund loan to purchase an ordinary housing unit for its own living to improve its current living conditions, the minimum down payment ratio shall be 30%.

On February 1, 2016, the PBOC and the CBRA jointly issued the “Notice on Issues concerning Adjusting the Individual Housing Loan Policies”, which provides that : (i) In cities where “housing purchase restriction” measures are not implemented, the minimum down payment ratio for commercial individual housing loans granted to households of residents for purchasing ordinary housing units for the first time shall generally be 25%, and may be lowered by 5% by local governments; and where a household which owns one housing unit but has not paid off the relevant housing loan applies again for a commercial individual housing loan to purchase an ordinary housing unit improve living conditions, the minimum down payment ratio shall not be less than 30%; (ii) In cities where “housing purchase restriction” measures are implemented, the individual housing loan policies shall remain unchanged.

### **Property Management**

A property management enterprise shall apply for assessment of qualifications by the qualification approval authority. An enterprise which passes such a qualification assessment will be issued a qualification certificate evidencing the qualification classification by the authority. No enterprise may engage in property management without undertaking a qualification assessment and obtaining a qualification certificate.

### **Insurance**

There are no mandatory requirements under PRC laws and regulations for a property developer to obtain insurance policies for its property developments. Under standard industry practice in the real estate industry in Guangdong Province, construction companies are generally required to submit insurance proposals in the course of tendering and bidding for construction projects. Construction companies are required to pay for the insurance premium at their own costs and obtain insurance to cover their liabilities, such as third-party’s liability risk, employer’s liability risk, risk of non- performance of contract in the course of construction and risks associated with the construction and installation works during the construction period. The requirement for construction companies to obtain insurance coverage for all of these risks ceases immediately after the completion and acceptance upon inspection of construction.

### **Regulation of Bonded Warehouses and Export Supervised Warehouses**

#### ***Bonded Warehouses***

The operation of bonded warehouses is governed by Rules of Customs of the PRC on Bonded Warehouses and Goods Stored Therein and enforced by the PRC General Administration of Customs, or PRC Customs. Bonded warehouses refer to the warehouses of PRC Customs established to store bonded goods and other goods that have not completed customs procedures.

PRC Customs conducts inspections of the operation of bonded warehouses annually. Persons responsible for operating a bonded warehouse and persons directly involved in the management of the bonded warehouse are required to be familiar with customs laws and regulations, abide by the monitoring authority of PRC Customs, and accept PRC Customs training.

When bonded goods enter into the warehouse, the consignor and the consignee or their agents must go to the Customs authorities to handle the formalities related to customs clearing and entry into the bonded warehouses, and the Customs authorities shall check and verify the type, quantity, and value of goods declared for customs clearing and entry into the warehouses against the scope and type of goods that may be stored in the bonded warehouses, and conduct a registration and verification of the entering goods.

Goods stored in bonded warehouses may undergo simple processing, such as packaging, grading and categorization, marking and unpacking, but not any substantial processing. Goods in bonded warehouses are not allowed to be sold, transferred, pledged, pawned, detained, used for other purposes or undergo other disposal without permission from the Customs authorities.

### ***Export Supervised Warehouse***

“Export supervised warehouse” refers to a warehouse under special Customs supervision, which was established upon approval of PRC Customs, for storage of goods that have already obtained export permits, been settled in foreign exchange with overseas firms and cleared all customs export formalities.

An export supervised warehouse must be used for special purposes, and may not be sub-leased or lent to others for operation, or be subordinated with any branch warehouse. PRC Customs may, at any time, dispatch officers to enter an export supervised warehouse to inspect goods in storage, and all relevant account books and records. PRC Customs may, jointly with the enterprise that operates the export supervised warehouse, lock the warehouse or dispatch staff to the warehouse to administer Customs functions at the warehouse.

Goods stored in warehouses according to regulations must be shipped out of the jurisdiction within a prescribed period and must not be sold in the jurisdiction. The period for storage in a warehouse is six months. Under special circumstances, this period may be extended upon application to the Customs authorities, but for no longer than another six months.

## **Regulation of Foreign Currency Exchange and Dividend Distribution**

### ***Foreign Currency Exchange***

The principal regulation governing foreign currency exchange in the PRC is the Regulations of the People’s Republic of China for the Control of Foreign Exchange (中華人民共和國外匯管理條例) (the “Foreign Exchange Regulations”), which was amended by the State Council on August 1, 2008, and became effective on August 5, 2008. Under these regulations, Renminbi are freely convertible for payments of current account items, such as trade and service-related foreign exchange transactions and dividend payments, but not for expenses of capital, such as direct investment, loans or investments in securities outside the PRC unless the prior approval of SAFE is obtained. In accordance with the Circular of the State Administration of Foreign Exchange on Reforming the Management Approach regarding the Settlement of Foreign Exchange Capital of Foreign-invested Enterprises (Hui Fa [2015] No.19) (國家外匯管理局關於改革外商投資企業外匯資本金結匯管理方式的通知(匯發[2015]19號)), was promulgated on March 30, 2015 by the State Administration of Foreign Exchange, and became effective on June 1, 2015, the foreign exchange capital in the capital account of foreign-invested enterprises for which the confirmation of rights and interests of monetary contribution by the local foreign exchange bureau (or the book-entry registration of monetary contribution by the banks) has been handled can be settled at the banks based on the actual operation needs of the enterprises. The proportion of discretionary settlement of foreign exchange capital of foreign-invested enterprises is temporarily determined as 100%. The SAFE can adjust the aforementioned proportion in due time based on the situation of international balance of payments.

Under the Foreign Exchange Regulations, foreign investment enterprises in the PRC may purchase foreign exchange without SAFE approval for trade and service-related foreign exchange transactions by providing commercial documents evidencing these transactions. They may also remit foreign exchange (subject to a cap approved by SAFE) to satisfy foreign exchange liabilities or to pay dividends.

### ***Dividend Distribution and Remittance***

Under PRC laws and regulations, wholly foreign-owned enterprises in China may only pay dividends out of their accumulated profits, if any, determined in accordance with PRC accounting standards and regulations. In addition, a wholly foreign-owned enterprise in China is required to set aside

at least 10.0% of its after-tax income each year, if any, to fund a reserve fund until the accumulated reserve amounts to 50.0% of its registered capital. It is also required to set aside funds for the employee bonus and welfare fund from its after-tax income each year at percentages determined at its sole discretion. These reserves are not distributable as cash dividends. If the registered capital of a foreign investment enterprise has not been fully paid in accordance with the articles of association, dividends in foreign currency may not be remitted out of the PRC.

### ***Shareholder Loan***

Shareholder loans made to foreign investment enterprises are regarded as foreign debt in China, and are therefore subject to a number of PRC laws and regulations. Under these regulations, our PRC subsidiaries can legally borrow foreign exchange loans up to their borrowing limits, which is the difference between their respective amounts of “total investment” and “registered capital” as approved by the MOFCOM or its local counterparts. “Total investment” is the projected amount of funds necessary for a foreign investment enterprise to attain the production or operational capacity set out in its joint venture contract and/or articles of association, while “registered capital” refers to the equity or capital contributions to be paid in full by the foreign investors. According to the Administrative Measures for Foreign Debt Registration (外債登記管理辦法), issued by SAFE on April 28, 2013, such loans must be registered and recorded with SAFE or its local branch within 15 days from the execution of such foreign loan contract. Interest rates on foreign loans should not exceed rates for similar loans in the international financial markets. Interest payments on such loans, if any, are subject to a 10% withholding tax.

According to the Notice on Promoting the Administrative Reform of the Recordation and Registration System for Enterprises’ Issuance of Foreign Debts (關於推進企業發行外債備案登記制管理改革的通知), issued by NDRC on September 14, 2015, the issuance of foreign debts (including notes, bonds or other debts) with a term of more than one year shall apply for record-filing and registration to the NDRC in advance. An overseas enterprise controlled by a PRC company or PRC residents shall undergo the prescribed record-filing and registration procedures to the NDRC before the issuance of such foreign debts.

If the foreign exchange debts of a foreign investment enterprise exceed an enterprise’s statutory borrowing limits, the foreign investor is required to increase its total investment amount and registered capital as necessary to comply with these limits.

## **Taxation**

### ***Enterprise Income Tax***

The EIT Law imposes a uniform tax rate of 25% (compared to a previous top rate of 33%) for all enterprises incorporated or resident in China, including foreign investment enterprises, and eliminates many tax exemptions, reductions and preferential treatments formerly applicable to foreign investment enterprises. However, the EIT Law grandfathers preferential tax treatments for foreign investment enterprises established before March 16, 2007. For foreign investment enterprises that are currently enjoying the preferential tax rate of 15% or 24%, their applicable tax rate will be gradually phased into the new 25% tax rate during a five-year transitional period. Certain of our PRC subsidiaries enjoyed preferential enterprise income tax rates of 15% on their taxable income for the years prior to 2008. When our currently available tax benefits become unavailable, which we expect will occur in 2012, our financial condition and results of operations could be adversely affected.

Under the EIT Law that has been effective since January 1, 2008, enterprises established under the laws of foreign countries or regions whose “de facto management bodies” are located within the PRC territory are considered as “resident enterprises” and thus will normally be subject to enterprise income tax at the rate of 25% on global income. In particular, non-resident enterprises with an institution or establishment in China must pay enterprise income tax at the rate of 25% on taxable income derived by such institution or establishment within China as well as on taxable income earned outside China which has a “de facto” connection with such institution or establishment. Non-resident enterprises without any



institution or establishment within China, or non-resident enterprises whose income has no connection to its institution or establishment inside China must pay a withholding income tax at the rate of 10% on taxable income derived from inside China, unless otherwise exempted pursuant to applicable tax treaties or tax arrangements between the PRC government and the government of other jurisdictions. Under the EIT Law, dividends, bonuses and other equity investment proceeds received by an enterprise are exempted from Enterprise Income Tax if distributed between qualified resident enterprises or if obtained by a non-resident enterprise with institutions or establishments in China from a resident enterprise and having a “de facto” connection with such institutions or establishments. However, even if we are unable to satisfy the requirements for this exemption from withholding tax on the dividends we receive from our subsidiaries in China, we are entitled to a reduced withholding tax of 5% on dividend payments due to an avoidance of double taxation arrangement between China and Hong Kong, which became effective on December 8, 2006. The tax treaty provides that a company incorporated in Hong Kong may be subject to a withholding tax of 5% on dividends it receives from its PRC subsidiaries if it holds a 25% or more interest in the PRC company, or at the rate of 10% if it holds less than a 25% interest in the PRC company.

The Implementation Regulations define the term “de facto management body” as “the place where the exercising, in substance, of the overall management and control of the production and business operation, personnel, accounting and properties of a non-PRC company is located.” The determination of tax residency in a particular situation requires a review of the surrounding facts and circumstances and the mechanism provided in the Implementation Regulations gives the relevant taxation authority discretion in applying its judgment.

### ***Business Tax***

Under the Provisional Regulations of the PRC on Business Tax issued by the State Council which took effect on January 1, 2009 and the implementation rules, a business tax is levied on all units and individuals engaged in taxable services, the transfer of intangible assets or the sale of immovable properties within the territory of the PRC. The tax rates range from 3% to 20% depending on the type of services provided. Most of our PRC subsidiaries which engage in services pay business tax at tax rates of 5%. Shenzhen Qianlong pays business tax at a rate of 5% for warehousing services and at a rate of 3% for transportation services. Grand City Hotel (Shenzhen) pays business tax at a rate of 5% for restaurant services. Grand City Hotel (Shenzhen) leases facilities to a third party that provides entertainment services. Grand City Hotel (Shenzhen) itself does not pay business tax regarding entertainment.

According to the Notice on Strengthening the Administration of Enterprise Income Tax on Non-resident Enterprises’ Equity Transfer Incomes issued by the State Administration of Taxation in December 2009, if a non-resident enterprise transfers its shares in a foreign enterprise which holds shares in a PRC resident enterprise, this transfer may be subject to EIT at the rate of 10%, provided, if such non-resident enterprise is deemed by the relevant PRC authorities to have indirectly transferred its shares in the PRC resident enterprises through an arrangement without reasonable commercial purposes that results in the abuse of organizational structure.

According to the Circular on Printing and Issuing the Pilot Program for Transition from Business Tax to Value Added Tax jointly issued by the MOF and State Administration of Taxation on November 16, 2011, the MOF and the State Administration of Taxation introduced two new band rates of 11% (transportation and construction industries) and 6% (part of modern service industries) on the basis of the standard value-added tax rate of 17% and the lesser value-added tax rate of 13% first commenced in Shanghai on January 1, 2012. Furthermore, nine cities and provinces have also officially applied to participate, specifically Tianjin, Chongqing, Jiangsu, Anhui, Fujian, Xiamen, Shenzhen, Hunan and Hainan in accordance with the Circular on Implementing the Pilot Policy of Transition on business tax to value-added tax in eight cities and provinces including Beijing jointly issued by the MOF and State Administration of Taxation.

The policy was implemented on November 1, 2012 according to the Circular for Taxpayers Handling the Taxes Issues in Shenzhen as a Pilot City on Transition from business tax to value-added tax issued by Shenzhen Municipal Office of the State Administration of Taxation and Administration of

Local Taxation of Shenzhen Municipality on August 31, 2012. The transportation and part of the modern service industries are included in the scope of business tax to value-added tax. The advertisement and storage and other logistics services provided by our Company are subject to the policy of the transition from business tax to value-added tax.

On March 23, 2016, the MOF and the State Administration of Taxation jointly issued the “Notice on Overall Implementation of the Pilot Program of Replacing Business Tax with Value-added Tax” (財政部、國家稅務總局關於全面推開營業稅改征增值稅試點的通知), under which the business tax was totally replaced by value-added tax in an All-round Manner. In particular, the provision of services in transportation, construction or real property lease, the sale of real property are subject to the rate of 11%; the provision of advisement and other modern services are subject to the rate of 6%.

### ***Land Appreciation Tax***

Under PRC laws and regulations, PRC companies that engage in integrated logistics and trade center development activities are subject to land appreciation tax. Land appreciation tax is levied on us by local tax authorities in accordance with the Notice on the Levy of Land Appreciation Tax in Shenzhen Municipality, issued by the Shenzhen Local Taxation Bureau on November 9, 2005, which provides that all enterprises and individuals, domestic and foreign, who receive income as a result of a grant of land use rights are subject to payment of land appreciation tax. Land appreciation tax is levied upon the “appreciation value” of property, as defined in the relevant tax laws. All taxable gains from the sale or transfer of land use rights, buildings and related facilities in China are subject to land appreciation tax at progressive rates that range from 30% to 60% of the gain but not to exceed 50% to 200% of the sum of deductible items, which include: (1) amount paid for obtaining the land use rights; (2) costs and expenses for the development of the land; (3) costs and expenses of new buildings and ancillary facilities, or estimated prices of old buildings and constructions; (4) related tax payable for the transfer of property; and (5) other deductible items as specified by the MOF.

On December 28, 2006, the State Administration of Taxation issued the Notice on the Administration of the Settlement of Land Appreciation Tax of Property Development Enterprises (國家稅務總局關於房地產開發企業土地增值稅清算管理有關問題的通知) (the “LAT Notice”), which came into effect on February 1, 2007, and sets forth methods of calculating land appreciation tax and the time frame for settlement of land appreciation tax. The LAT Notice provides that land appreciation tax must be settled if: (1) the property development project has been completed and fully sold; (2) the property development enterprise transfers the whole uncompleted development project; or (3) the land use rights with respect to the project are transferred. In addition, the relevant tax authorities may require the property development enterprise to settle the land appreciation tax if: (1) for completed property development projects, the transferred GFA represents more than 85% of total saleable GFA, or the proportion represented is less than 85%, but the remaining salable GFA has been leased out or used by the property development enterprise; (2) the project has not been completed sold more than three years after obtaining the sale permit or pre-sale permit; (3) the property development enterprise applies for cancellation of the tax registration without having settled the relevant land appreciation tax; or (4) other conditions stipulated by the tax authorities.

On May 12, 2009, the State Administration of Taxation issued the Administrative Rules for the Settlement of Land Appreciation Tax (土地增值稅清算管理規程) (the “Settlement Rules”), which re-affirm the circumstances under which the land appreciation tax must be settled, the criteria that are to be met for relevant tax authorities to require the settlement of land appreciation tax and the circumstances under which the tax authorities must levy and collect land appreciation tax as prescribed by the Notice. The Settlement Rules further stipulate detailed procedures for the examination and verification of the settlement of land appreciation tax to be carried out by relevant tax authorities.

On May 19, 2010, the State Administration of Taxation issued the Circular on Issuers Concerning Settlement of Land Appreciation Tax (關於土地增值稅清算有關問題的通知) to strengthen the settlement of land appreciation tax. The circular clarifies certain issues with respect to calculation and settlement of the land appreciation tax, such as: (1) the recognition of the revenue upon the settlement of land appreciation tax; and (2) the deduction of fees incurred in connection with the property development.

On May 25, 2010, the State Administration of Taxation issued the Notice on Strengthening the Collection Land Appreciation Tax, which requires that the minimum land appreciation tax prepayment rate must be 2% for provinces in the eastern region, 1.5% for provinces in the central and northeastern regions, and 1% for provinces in the western region. The local tax bureaus must determine the applicable land appreciation tax prepayment rates based on the types of the properties.

### ***Value-Added Tax***

Under PRC regulations which took effect on January 1, 2009, all units and individuals engaged in the sales of goods, provision of processing, repairs and replacement services, and the importation of goods within the territory of the PRC are taxpayers of value-added tax, and shall pay value-added tax at tax rates of between 2% and 17%, depending on the activities in which they engage.

### ***Deed Tax***

Pursuant to the Interim Regulations of the People's Republic of China on Deed Tax (中華人民共和國契稅暫行條例), the transferee, whether an individual or otherwise, of the title to a land site or building in the PRC must be subject to the payment of deed tax at a rate of 3% to 5%. The relevant government authorities will determine their effective tax rates. Pursuant to the Notice on Strengthen the Management of Deed Tax Administration by the Shenzhen tax authority in 2006, the rate of deed tax in Shenzhen is 3%.

### ***Urban Land Use Tax***

Pursuant to the Provisional Regulations of the People's Republic of China Governing Land Use Tax in Urban Areas (中華人民共和國城鎮土地使用稅暫行條例), land use tax of urban land is levied according to the area of relevant land. As of January 1, 2007, the annual tax on every sq.m. of urban land collected from foreign-invested enterprises must be between RMB0.6 and RMB30.0.

### ***Building Tax***

Under the Interim Regulations of the People's Republic of China on Building Tax (中華人民共和國房產稅暫行條例), a building tax must be levied at a rate of 1.2% if it is calculated on the basis of the residual value of a building, and at a rate of 12% if it is calculated on the basis of the rental payments for the lease of the building.

According to the Circular Concerning the Levy of Building Tax on Foreign Enterprises and Foreigners (關於對外資企業及外籍個人徵收房產稅有關問題的通知) promulgated by the MOF on January 12, 2009, and the Circular Concerning the Implementation of the Levy of Building Tax on Foreign-Invested Enterprise and Foreign Individuals (關於做好外資企業及外籍個人房產稅徵管工作的通知) issued by the State Administration of Taxation on January 6, 2009, domestic and foreign-invested enterprises and foreign individuals will be subject to the Interim Regulations of the People's Republic of China on Building Tax from January 1, 2009.

### ***Municipal Maintenance Tax and Education Surcharge***

According to the Notice of the State Council on Extending the Urban Maintenance and Construction Tax and Educational Surcharges from Chinese to Foreign-funded Enterprises and Citizens issued by the State Council on October 18, 2010, as of December 1, 2010, foreign-invested enterprises, foreign enterprises and foreign persons are no longer exempt from payment of municipal maintenance tax and education surcharges imposed at the local government level. Municipal maintenance tax and education surcharges are calculated with reference to a taxpayers' value-added tax, business tax and sales tax.

### *Dividends from our China Operations*

Under PRC tax laws, regulations and rulings applicable to years prior to 2008, dividends from a PRC company paid to its overseas investor were exempt from any PRC withholding or income tax. The EIT Law as currently in effect provides that a withholding tax rate of 20% will normally be applicable to dividends payable to non-PRC investors that are derived from sources within the PRC, but with a possibility of exemption or reduction. The Implementation Regulations reduce the withholding tax rate for non-PRC residents to 10%. As a result, effective from January 1, 2008, dividends paid by foreign investment enterprises to non-PRC resident shareholders are subject to withholding tax at an ordinary rate of 10%, unless otherwise exempted or reduced by PRC laws and regulations or in accordance with arrangements or treaties between the PRC government and the government of any other jurisdiction where such non-PRC resident shareholder is registered.

## MANAGEMENT

### Directors and Executive Officers

The following tables set forth the names, ages and current positions of our directors and members of senior management.

#### *Board of Directors*

Name	Age	Position
Mr. Cheng Chung Hing <sup>(2) (3)</sup>	55	Executive Director (Co-Chairman)
Mr. Leung Moon Lam	60	Executive Director <sup>#</sup>
Mr. Fung Sing Hong Stephen (FCPA)	51	Executive Director (Chief Executive Officer)*
Dr. Ma Kai Cheung, SBS, BBS	74	Non-executive Director (Co-Chairman)
Mr. Sun Kai Lit Cliff, BBS, JP	63	Non-executive Director
Dr. Ma Wai Mo	72	Non-executive Director
Mr. Cheng Tai Po	64	Non-executive Director
Mr. Lin Ching Hua	43	Non-executive Director
Mr. Leung Kwan Yuen Andrew, GBS, SBS, JP <sup>(1) (2) (3)</sup>	65	Independent Non-executive Director
Mr. Li Wai Keung <sup>(1) (2) (3)</sup>	59	Independent Non-executive Director
Mr. Hui Chiu Chung, JP <sup>(1)</sup>	69	Independent Non-executive Director
Mr. Yung Wing Ki Samuel, SBS, MH, JP <sup>(1)</sup>	58	Independent Non-executive Director

#### *Senior Management*

Name	Age	Position
Mr. Tsoi Yiu Ting (FCCA) (appointed on May 19, 2016)	43	Chief Financial Officer
Ms. Tse Man Yu (FCPA)	45	Deputy Chief Financial Officer and Company Secretary
Ms. Jiang Ling	43	Vice President
Mr. Li Sen	43	Vice President
Ms. Liu Qiang	46	Vice President
Mr. Zhang Xue Fang	52	Vice President

(1) Member of the audit committee.

(2) Member of the remuneration committee.

(3) Member of the nomination committee.

<sup>#</sup> Ceased to act as Chief Executive Officer of the Group with effect from January 1, 2016.

\* Appointed as Chief Executive Officer of the Group with effect from January 1, 2016 and ceased to act as Chief Financial Officer of the Group with effect from May 19, 2016.

The biographical details of each director and senior management are provided below.

## *Executive Directors*

**Mr. CHENG Chung Hing (鄭松興先生)**, aged 55, is our Co-Chairman and an Executive Director. He is a co-founder of our Group and has been a Director since 2 August 2002. He is primarily responsible for formulating the overall strategies and assessing the performance of the Group as well as providing leadership for the Board. He has more than 33 years of management experience in the manufacturing, wholesale and distribution businesses. Mr. Cheng has been awarded the “Young Industrialist Awards of Hong Kong 1997” from the Federation of Hong Kong Industries, the Distinguished International Entrepreneur of the Year Award 1997 from San Francisco State University and the Chinese Outstanding Entrepreneur Award 2008 from the China Enterprise Confederation and the China Enterprise Directors Association. Mr. Cheng is the vice chairman of the China Chamber of International Commerce, a standing member of the 10th and the 11th Guangxi Zhuang Autonomous Region Committee of the Chinese People’s Political Consultative Conference and a member of the 3rd, 4th and the 5th Shenzhen Committee of the Chinese People’s Political Consultative Conference. Mr. Cheng is also presently the foundation honorary chairman of Gem and Jewelry Committee of China General Chamber of Commerce, a standing member of the China Enterprise Confederation and the China Enterprise Director Association, vice president of the China Federation of Logistics and Purchasing, vice president of the Guangxi Zhuang Autonomous Region Federation of Industry and Commerce, vice president of the Guangxi Overseas Friendship Association, vice president of the China Chamber of International Commerce Shenzhen, chairman of the Shenzhen Logistics and Supply Chain Management Association, vice chairman of the Federation of Shenzhen Industries, honorary life president of the Hong Kong Gemstone Manufacturers’ Association Limited, honorary chairman of Zhejiang Pearl Trade Association and member of the Shenzhen Overseas Friendship Association. Mr. Cheng is currently the chairman and non-executive director of Man Sang Jewellery Holdings Limited, a company listed on the Main Board of The Stock Exchange of Hong Kong Limited (the “Hong Kong Stock Exchange”) (stock code: 1466). Mr. Cheng was the chairman and non-executive director of Man Sang International Limited, a company listed on the Main Board of the Hong Kong Stock Exchange (stock code: 938) until his resignation effective from 16 October 2014. He was also the director of China Metro-Rural Holdings Limited (formerly known as Man Sang International (B.V.I.) Limited), a company listed on the New York Stock Exchange MKT (ticker symbol: CNR) until his resignation effective from 5 December 2013. Mr. Cheng is a younger brother of Mr. Cheng Tai Po, a Non-Executive Director.

**Mr. LEUNG Moon Lam (梁滿林先生)**, aged 60, is an Executive Director. He is a co-founder of our Group and has been a Director since 1 June 2002. Mr. Leung has been the Chief Executive Officer of the Group since November 2009 until re-designation with effect from 1 January 2016. Currently, Mr. Leung is primarily responsible for the Group’s overall development direction, the Group’s sales and marketing strategies, banking, trade center occupants and government’s relations. He has more than 33 years of management experience in the garment manufacturing, wholesale and distribution businesses. Mr. Leung received the Chinese Outstanding Entrepreneur Award 2008 from the China Enterprise Confederation and the China Enterprise Directors Association. Mr. Leung was a member of the 2nd, 3rd and the 4th Shenzhen Committee of the Chinese People’s Political Consultative Conference and a member of the 10th Liaoning Committee of the Chinese People’s Political Consultative Conference. He was also the chairman of the 7th Shenzhen Textile Industry Association Committee. Mr. Leung was appointed as a member of the National Committee of the Chinese People’s Political Consultative Conference in February 2013. Mr. Leung is also presently a member of the Consultative Committee on Economic and Trade Co-operation between Hong Kong and the Mainland, the vice chairman of the Jiangxi Chinese Overseas Friendship Association, the honorary chairman of the Shenzhen Longgang Charity Association, the honorary professor of Business of Hang Seng School of Commerce and the president of the Federation of Hong Kong Shenzhen Associations. Mr. Leung is also the chairman of Wetter (China) Limited and Kings Faith International Limited.

**Mr. FUNG Sing Hong Stephen (馮星航先生)**, aged 51, is an Executive Director and the Chief Executive Officer. Mr. Fung joined our Group in July 2006 as the Group’s Chief Financial Officer and has been an Executive Director since August 2014 and was appointed as Chief Executive Officer of the Group on 1 January 2016, and ceased to act as Group’s Chief Financial Officer with effect from 19 May 2016. Currently, Mr. Fung is primarily responsible for the overall management and operation of the Group, and

be responsible for formulating capital market financing, merger and acquisition, and business spin-off strategies, and extending the strategic co-operations with Tencent. Mr. Fung graduated from the University of Wales, United Kingdom with a master degree in business administration. He is a fellow member of the Hong Kong Institute of Certified Public Accountants, a member of the American Institute of Certified Public Accountants and the Chartered Global Management Accountants, and is also the vice president of Hong Kong Business Accountants Association and a fellow member of the Hong Kong Institute of Directors. Mr. Fung has more than 23 years of experience in financial management, mergers and acquisitions, capital markets financing and corporate restructuring. Prior to joining our Group, Mr. Fung was an executive director and the chief financial officer of Guangdong Investment Limited (“GDI”). Before joining GDI, Mr. Fung served as an executive director and the chief financial officer of Guangdong Land Holdings Limited (formerly known as Kingway Brewery Holdings Limited) (“GDL”). Both GDI and GDL are companies listed on the Main Board of the Hong Kong Stock Exchange (stock codes: 270 and 124, respectively). Mr. Fung was also a key member of the Guangdong Enterprises (Holdings) Limited (“GDE”) restructuring team and has been extensively involved in the US\$5.3 billion debt restructuring of GDE.

### *Non-Executive Directors*

**Dr. MA Kai Cheung (馬介璋博士)**, SBS, BBS, aged 74, is our Co-Chairman and a Non-Executive Director. He is a co-founder of our Group and has been a Director since 2 August 2002. He is primarily responsible for advising on the formulation of the Group’s general business models and development strategies and the resolution of major issues. Dr. Ma has more than 44 years of management experience in garment distribution and manufacturing businesses. Dr. Ma was awarded a Bronze Bauhinia Star (BBS) and a Silver Bauhinia Star (SBS) by the Government of Hong Kong Special Administrative Region in 2003 and 2009 respectively. He was also a member of the 9th, 10th and the 11th National Committee of the Chinese People’s Political Consultative Conference. Dr. Ma is currently the permanent honorary president of Shenzhen Overseas Chinese International Association, the permanent honorary president of Hong Kong Chiu Chow Chamber of Commerce Limited, the chairman of Federation of Hong Kong Guangdong Community Organizations, the permanent honorary president of Hong Kong & Kowloon Chiu Chow Public Association and the permanent honorary chairman of Federation of Hong Kong Chiu Chow Community Organizations. Dr. Ma received an honorary doctoral degree in philosophy from the Morrison University in the United States in 2004. He received a fellowship from the Asian Knowledge Management Association in 2008. Dr. Ma is also the Honorary chairman of Carrianna Group Holdings Company Limited, a company listed on the Main Board of the Hong Kong Stock Exchange (Stock code: 126).

**Mr. SUN Kai Lit Cliff (孫啟烈先生)**, BBS, JP, aged 63, is a Non-Executive Director. He is a co-founder of our Group and has been a Director since 2 August 2002. He is primarily responsible for advising on the formulation of the Group’s general business models, development strategies and the resolution of major issues. Mr. Sun is an associate of the Institute of Industrial Engineers of Ohio and has over 36 years of management experience in the business of wholesale distribution and manufacturing of kitchenware and other metal and plastic products. He was appointed as Justice of the Peace (JP) and was awarded a Bronze Bauhinia Star (BBS) by the Government of Hong Kong Special Administrative Region in 2003 and 2006 respectively. At present, Mr. Sun is a member of the 11th Zhejiang Committee of Chinese People’s Political Consultative Conference. He is also the honorary chairman of the Federation of Hong Kong Industries, the honorary chairman of The Hong Kong Exporters’ Association, the honorary chairman of the Hong Kong Q Mark Council, the honorary president of the Hong Kong Plastics Manufacturers Association Limited, the president of Shenzhen Overseas Chinese International Association and the president of the CPPCC (Shenzhen) Hong Kong and Macao Members Association Limited. Mr. Sun is currently the chairman of Kinox Enterprises Limited and Kin Hip Metal and Plastic Factory Limited, and is an independent non-executive director of Ka Shui International Holdings Ltd, a company listed on the Main Board of the Hong Kong Stock Exchange (stock code: 822). He was an independent non-executive director of Ming Fai International Holdings Limited (stock code: 3828) until his retirement effective from 29 March 2016.

**Dr. MA Wai Mo (馬偉武博士)**, aged 72, is a Non-Executive Director. He is a co-founder of our Group and has been a Director of the Company since 2 August 2002. He is primarily responsible for advising on the formulation of the Group's general business models, development strategies and the resolution of major issues. He has more than 37 years of management experience in the printing and packaging, manufacturing, wholesale and distribution businesses. Dr. Ma was a member of the 3rd and the 4th Shenzhen Committee of the Chinese People's Political Consultative Conference, the chairman of the 13th, 14th, 16th and the 17th Hong Kong Corrugated Paper Manufacturers' Association. Currently, Dr. Ma is a member of the Committee of Foreign and Overseas Chinese Affairs, the Standing Committee of Shenzhen Municipal People's Congress, the honorary chairman of the 2nd and the 3rd Chaoyang District Shantou City Committee of the Chinese People's Political Consultative Conference, the vice chairman of the 7th general committee of the China Packaging Federation, the honorary chairman of the 7th and the 8th Shenzhen Packaging Association, the vice president of the 7th and the 8th Guangdong Printing Association, the executive vice president of the Guangdong Overseas Chinese Enterprises Association, the honorary founding president and the executive vice president of Shenzhen Overseas Chinese International Association, and the permanent honorary chairman of the Shenzhen Graphic Society. Dr. Ma is also the chairman of Luk Ka International Limited, a wholly owned subsidiary of Luk Ka Overseas Investments Limited. Dr. Ma was awarded the World's Outstanding Chinese in 2005 and received an honorary doctor of science degree from Armstrong University in the same year. Dr. Ma was awarded the Bisheng Printing Outstanding Achievement Award by the Printing Technology Association of China in 2013 and the Global Outstanding Chinese Award by the Global Outstanding Chinese Association in 2014.

**Mr. CHENG Tai Po (鄭大報先生)**, aged 64, is a Non-Executive Director. He has been a Director since 30 April 2010 and is primarily responsible for advising on the formulation of the Group's general business models, development strategies and the resolution of major issues. Mr. Cheng has over 33 years of experience in manufacturing, wholesale and distribution businesses. He is a board member of the Zhanjiang Ocean University, China, a general committee member of the Hong Kong Jewelry Manufacturers' Association, the chairman of Hong Kong Overseas Puning Sheshan Clansmen Association and the permanent honorary president of Hong Kong Association of Jie Yang Federation of Returned Overseas Chinese Limited. Mr. Cheng has been the executive director and deputy chairman of Man Sang International Limited, a company listed on the Main Board of the Hong Kong Stock Exchange (stock code: 938), since August 1997 and has been re-designated as chairman and non-executive director since 16 October 2014 until his retirement effective from 31 March 2016, and the director and vice chairman of China Metro-Rural Holdings Limited (formerly known as Man Sang International (B.V.I) Limited), a company listed on the New York Stock Exchange MKT (ticker symbol: CNR) until his retirement effective from 5 September 2014. Mr. Cheng is an elder brother of Mr. Cheng Chung Hing, the Co-Chairman and Executive Director of the Company.

**Mr. LIN Ching Hua, (林璟驊先生)**, aged 43, has been a Non-Executive Director since 28 June 2014. He is primarily responsible for advising on the formulation of the Group's general business models, development strategies and the resolution of major issues. Mr. Lin joined Tencent Group ("Tencent Group" includes Tencent Holdings Limited, shares of which are listed on the Main Board of the Hong Kong Stock Exchange with stock code no. 700, and its subsidiaries) in April 2013. He is currently the vice president of Tencent Group and is the general manager of Strategy Development Department and Social and Performance Advertisement Department. Mr. Lin is mainly responsible to establish the strategic platform of Tencent, to formulate the business development strategies of the Tencent Group, and to lead the research and development of various business models in the Tencent Group and the business cooperation with external strategic partners who the Tencent Group has equity investments. Mr. Lin has taken a crucial and leading role in promoting Tencent's strategic initiatives, including Weixin commercialization, important strategic investments and cooperations, and the business planning and development in internet finance, and resources integration and product innovation on social advertisement. Before joining Tencent, Mr. Lin was a partner at McKinsey & Company, Inc. and general manager of its branch in Taiwan. Mr. Lin mainly served clients and performed research in technology sector, including hi-tech manufacturing, internet service, telecommunication and media during his 12 years with McKinsey. His various research received wide coverage in a number of Business and Financial media in China. Before joining McKinsey, Mr. Lin worked at Deloitte Consulting Inc., Taiwan Office, as a consultant. He received his MBA degree from Harvard Business School in 2001.



### *Independent Non-Executive Directors*

**Mr. LEUNG Kwan Yuen Andrew** (梁君彥先生), *GBS, SBS, JP*, aged 65, has been an Independent Non-Executive Director since 4 September 2009. He has more than 36 years of management experience in the textile manufacturing, wholesale and distribution businesses. Mr. Leung is currently a member of the Industrial (First) Functional Constituency of the Legislative Council of Hong Kong and is also a member of the National Committee of the Chinese People's Political Consultative Conference. Mr. Leung is currently the honorary chairman of Textile Council of Hong Kong, the honorary president of the Federation of Hong Kong Industries, a fellow member of the Textiles Institute as well as the Clothing and Footwear Institute in the United Kingdom. He was a council member of the Hong Kong Trade Development Council. In addition, Mr. Leung is the chairman of Sun Hing Knitting Factory Limited and is also an independent non-executive director of Dah Sing Banking Group Limited (stock code: 2356) and Harbour Center Development Limited (stock code: 51), both are companies listed on the Main Board of the Hong Kong Stock Exchange. Mr. Leung was an independent non-executive director of Meadville Holdings (BVI) Limited (formerly known as "Meadville Holdings Limited"), a company withdrawing the listing of its shares from the Hong Kong Stock Exchange effective 19 April 2010 (stock code: 3313), until his resignation effective from 1 June 2010.

**Mr. LI Wai Keung** (李偉強先生), aged 59, has been an Independent Non-Executive Director since 4 September 2009. Mr. Li has more than 38 years of experience in financial management. Mr. Li graduated from the Hong Kong Polytechnic and holds a master degree in Business Administration from the University of East Asia, Macau, currently known as the University of Macau. He is a fellow member of the Association of Chartered Certified Accountants and the Hong Kong Institute of Certified Public Accountants, and the executive vice president of Hong Kong Business Accountants Association. Mr. Li is the executive director and chief financial officer of GDH Limited, executive director of Guangdong Land Holdings Limited (formerly known as Kingway Brewery Holdings Limited) ("GDL"), non-executive director of Guangdong Investment Limited ("GDI") and an independent non-executive director of Shenzhen Investment Limited ("SZ Investment") and Hans Energy Company Limited ("Hans"). GDL, GDI, SZ Investment and Hans are companies listed on the Main Board of the Hong Kong Stock Exchange (stock codes: 124, 270, 604 and 554 respectively). He is a director of Shenzhen City Airport (Group) Company Limited, the chairman of the Council of the Hong Kong Chinese Orchestra Limited, a member of China Overseas Friendship Association and the vice chairman and secretary of the Financial and Accounting Affairs Steering Committee of the Hong Kong Chinese Enterprises Association. He was appointed as Advisor of Management Accounting of the Ministry of Finance, PRC since 21 July 2014. Mr. Li had worked for Henderson Land Development Company Limited (stock code: 12) and was an independent non-executive director of Sun Century Group Limited (formerly known as Hong Long Holdings Limited) (stock code: 1383) until 27 May 2011.

**Mr. HUI Chiu Chung** (許照中先生), *JP*, aged 69, has been an Independent Non-Executive Director since 11 April 2011. Mr. Hui has over 45 years of experience in the securities and investment industry. He has served as a council member and vice chairman of the Hong Kong Stock Exchange, a member of the Advisory Committee of the Hong Kong Securities and Futures Commission, a director of the Hong Kong Securities Clearing Company Limited, a member of the Listing Committee of the Hong Kong Exchanges and Clearing Limited, an appointed member of the Securities and Futures Appeal Tribunal, a member of the Standing Committee on Company Law Reform and an appointed member of the Hong Kong Institute of Certified Public Accountants Investigation Panel A for a number of years. He was also a member of the Committee on Real Estate Investment Trusts of the Hong Kong Securities and Futures Commission and a member of Government "Appointees" (independent member) of Appeal Panel of the Travel Industry Council of Hong Kong. Mr. Hui was appointed by the Government of the Hong Kong Special Administrative Region a Justice of the Peace (JP) in 2004 and was also appointed as a member of the Zhuhai Municipal Committee of the Chinese People's Political Consultative Conference in 2006. He is a fellow member of The Hong Kong Institute of Directors and a senior fellow member of Hong Kong Securities and Investment Institute. Mr. Hui also serves as a non-executive director of Luk Fook Holdings (International) Limited (stock code: 590) and an independent non-executive director of Zhuhai Holdings Investment Group Limited (formerly known as Jiuzhou Development Company Limited) (stock code: 908), Lifestyle International Holdings Limited (stock code: 1212), Gemdale

Properties and Investment Corporation Limited (formerly known as Frasers Property (China) Limited) (stock code: 535), SINOPEC Engineering (Group) Co., Limited (stock code: 2386), Agile Property Holdings Limited (stock code: 3383) and FSE Engineering Holdings Limited (stock code: 331), whose shares are listed on the Hong Kong Stock Exchange. He was an independent non-executive director of Chun Wo Development Holdings Limited (now known as China City Construction Group Holdings Limited) (stock code: 711) and Hong Kong Exchanges and Clearing Limited (stock code: 388) until his resignation effective from 1 February 2015 and his retirement effective from 29 April 2015 respectively.

**Mr. YUNG Wing Ki Samuel (容永祺先生)**, SBS, MH, JP, aged 58, has been an Independent Non-Executive Director since 1 March 2013. Mr. Yung has over 34 years of experience in insurance sector. He was awarded an EMBA from the Hong Kong University of Science and Technology and has attained certain professional qualifications, including Certified Financial Planner, Registered Financial Consultant, fellow Chartered Financial Practitioner, Certified Manager of Financial Advisor and Chartered Insurance Agency Manager. Mr. Yung is currently an executive district director of AIA International Limited and an independent non-executive director of China Overseas Insurance Limited, a wholly-owned subsidiary of China Overseas Holdings Group, and is also an independent non-executive director of China Overseas Property Holdings Limited (stock code: 2669) and Fittec International Group Limited (stock code: 2662), both are listed on the Main Board of the Hong Kong Stock Exchange. He was an independent non-executive director of Group Sense (International) Limited, the shares of which are listed on the Main Board of the Hong Kong Stock Exchange (stock code: 601) until his retirement as independent non-executive director effective from 11 September 2013. Mr. Yung is also presently a member of the National Committee of the Chinese People's Political Consultative Conference, the founding president of Hong Kong Professionals and Senior Executives Association and the chairman or committee member of several Government committees and non-governmental organizations.

Mr. Yung was elected the "Ten Outstanding Young Persons Award" in 1994. He was also a Municipal Commission Standing member of the Chinese People's Political Consultative Conference of Jilin, Standing Committee member of All-China Youth Federation, member of Commission on Strategic Development of the HKSAR, member of Central Policy Unit, chairman of Hong Kong United Youth Association, chairman of The Outstanding Young Persons' Association, director and chairman of International Committee of General Agents & Managers Association International, co-chairman of the Asia Pacific Financial Services Association and president of The Life Underwriters Association of Hong Kong, president of General Agents and Managers Association of Hong Kong and chairman of Betting and Lotteries Commission.

### ***Senior Management***

**Mr. TSOI Yiu Ting (蔡耀庭先生)**, aged 43, was appointed as the Group's Chief Financial Officer on 19 May 2016. He is primarily responsible for the overall financial management of the Group, establishing and maintaining investor relations and executing the Group's capital market financing, mergers and acquisitions and business cooperation. Mr. Tsoi has more than 17 years of experience in corporate finance and investment banking, specializing in initial public offerings, mergers and acquisitions as well as equity and debt financing for companies in the real estate, manufacturing and technologies sectors in Hong Kong and China. Before joining the Group, Mr. Tsoi was the head of Hong Kong Corporate Finance of JP Morgan. Other positions he had held before that include director of Corporate Finance of ABN AMRO and vice president of Corporate Finance of Cazenove Asia. He also worked at the Listing Division of the Hong Kong Stock Exchange. Mr. Tsoi holds a bachelor of business administration degree from the Chinese University of Hong Kong and a master of business administration degree from London Business School. He is a fellow member of the Association of Chartered Certified Accountants.

**Ms. TSE Man Yu (謝文瑜女士)**, aged 45, is the Company Secretary and the Group's Deputy Chief Financial Officer. Ms. Tse joined our Group in February 2008. She assists the Chief Financial Officer in offshore financing, merger and acquisition and business cooperation of the Group, and is responsible for company secretarial duties and investor relations. Ms. Tse is also a director of certain subsidiaries of the Group. Ms. Tse graduated from the City University of Hong Kong with a bachelor of science (honours) degree in finance. She is a fellow member of the Association of Chartered Certified Accountants and the Hong Kong Institute of Certified Public Accountants. Ms. Tse has more than 20 years of experience in financial management, mergers and acquisitions, corporate finance and asset management. Prior to joining our Group, Ms. Tse was the assistant chief financial officer of GDI which is a company listed on the Main Board of the Hong Kong Stock Exchange (stock code: 270). Ms. Tse was an alternate director of Guangdong Development Fund Limited ("GDF"), which was a company listed on the London Stock Exchange (code: gdf), and a director of Guangdong Investment Management Limited, which was the fund manager of GDF. Ms. Tse had also been a senior corporate finance executive of Tung Fong Hung (Holdings) Limited (stock code: 279) and Sing Pao Media Group Limited (stock code: 164), both companies were listed on the Main Board of the Hong Kong Stock Exchange.

**Ms. JIANG Ling (姜玲女士)**, aged 43, is the Group's Vice President. Ms. Jiang joined our Group in November 2003, and is responsible for the Group's strategic development, including policy research, project planning, land resources planning and management and public relations. Ms. Jiang graduated from the Department of Journalism, Huazhong University of Science and Technology in 1994. She later completed Advanced Business Management Course at HSBC Business School, Peking University in 2009 and the postgraduate course in fashion buying at Hong Kong Institute of Fashion Buying in 2011. She has also attained the qualification of senior planner from the Ministry of Labor and Social Security of the People's Republic of China (which has been renamed as the Ministry of Human Resources and Social Security of the People's Republic of China). Ms. Jiang has over 16 years of management experience in the property industry and 3 years of experience in the media industry. She was the manager of the development department of Shanghai Chenghuang Temple Fuyoumen Small-Commodities Market Corporation Limited, the director of Shenzhen Column Editorial Department, Hong Kong Ta Kung Pao and the general manager of Shenzhen Tongyuan Nanling Cultural and Creative Park Corporation Limited.

**Mr. LI Sen (李森先生)**, aged 43, is the Group's Vice President. Mr. Li joined our Group in August 2010, and is responsible for the Group's operations management, human resources and property management. He graduated from Wuhan University of Technology with a degree in engineering and motors in School of Automotive Engineering, and received an MBA degree from Bangor University. He later completed courses of business administration, CEO training and study of enterprise strategic management at the Graduate School at Shenzhen, Tsinghua University. Mr. Li is expertized in group control, operations management, consultation and training. Mr. Li was the human resources director of Shenzhen Galaxy Real Estate Development Co., Ltd.

**Ms. LIU Qiang (劉強女士)**, aged 46, is the Group's Vice President. Ms. Liu joined our Group in December 2007, and is responsible for the Group's construction project management, including cost management, tender management and construction management. Ms. Liu graduated from Wuhan University of Technology in 1992 with a bachelor degree in science and holds a qualification of senior engineer. Ms. Liu later passed accounting professional examination held by Ministry of Personnel of the People's Republic of China and became a qualified certified public accountant in 1998. She hence attained the qualification of cost engineer from Ministry of Personnel and Ministry of Construction of the People's Republic of China, certified public valuer from Ministry of Personnel and Ministry of Finance of the People's Republic of China and registered consulting engineer from Ministry of Personnel and National Development and Reform Commission of the People's Republic of China in 2000, 2001 and 2004 respectively. Ms. Liu has over 13 years of management experience in the construction industry. She had worked for Shenzhen Chengxinhang Engineering Consultation Company Limited.

**Mr. ZHANG Xue Fang (章學方先生)**, aged 52, is the Group's Vice President. Mr. Zhang joined our Group in May 2007, and is responsible for the overall operation and daily management of China South City Nanchang and China South City Harbin. Mr. Zhang graduated from Jinggangshan University in 1981, majoring in Chinese and also completed a postgraduate program at the School of International Politics in Shandong University in 1999. He is currently the member of Jiangxi Writers Association and the chairman of Jiangxi Electronic Commerce Association, the vice president of Jiangxi Management Society and the vice chairman of Jiangxi Enterprise Federation of Literature. Prior to joining our Group, Mr. Zhang held senior managerial positions with a large-scale national defense industrial corporation in Jiangxi, was a chancellor of Jiangxi National Defense Industrial Staff University, an adjunct professor of Jiangxi Normal University and a general manager of Yuan Wang Group. He was also engaged in property development education, and was an executive council member of China Market Economics Society.

## **The Board of Directors**

Our board of directors (the "Board"), is responsible for overall strategic formulation and performance monitoring of the Group's business. Mr. Cheng Chung Hing, the Co-chairman, is responsible for providing leadership for the Board and he, with the support of the other board members and senior management, is responsible for carrying and implementation of the Group's policy. The daily day-to-day operations of the Company are delegated to respective Directors and senior management within the control and authority framework set by the Board.

The Board meets regularly, and at least four times a year at approximately quarterly intervals. Prior to the scheduled meetings, the Directors are provided with agenda and relevant materials related to the agenda. Every board member can access to senior management and company secretary of the Company at all time and upon reasonable request, seek independent professional advice. When required, additional board meetings will be arranged.

The Company's articles of association provides rotation and re-election for all Directors. As provided by the Articles, at each annual general meeting of the Company one-third of the Directors for the time being, or if their number is not three or a multiple of three, then the number nearest to but not less than one-third, shall retire from office by rotation.

Each of the executive Directors has entered into service contract with the Company while each of the non-executive Director and independent non-executive Directors has entered into a letter of appointment with the Company for a term of three years. None of the Directors has entered into any service contract with us which is not determinable by us within one year without payment of compensation, other than statutory compensation.

### ***Board Committees***

The Board has established three committees, namely, the Audit Committee, the Remuneration Committee and the Nomination Committee, to handle particular responsibilities of the Board and the Company's affairs. All board committees of the Company are established with specific written terms of reference which have been published at the websites of the Hong Kong Stock Exchange and the Company respectively. The board committees are provided with sufficient resources to discharge their duties and, upon reasonable request, are able to seek independent professional advice in appropriate circumstances, at the Company's expense.

### ***Audit Committee***

The audit committee is responsible for the review and supervision of our financial reporting process, risk management and internal controls, review of the financial statements and review of the Company's policies and practices on corporate governance. The audit committee consists of Mr. Li Wai Keung as chairman, Mr. Leung Kwan Yuen Andrew, Mr. Hui Chiu Chung and Mr. Yung Wing Ki Samuel. All the audit committee members are independent non-executive Directors. There were two meetings of the audit committee held for the year ended March 31, 2016 to review the annual and interim results before recommending to the Board for approval.

### **Remuneration Committee**

The remuneration committee is responsible for reviewing and making recommendation on the Directors' and senior management's remuneration packages and other benefits. The remuneration committee comprises two independent non-executive Directors and one executive Director, including Mr. Li Wai Keung as chairman, Mr. Leung Kwan Yuen Andrew and Mr. Cheng Chung Hing.

### **Nomination Committee**

The nomination committee is responsible for making recommendations on the nomination of Directors with a view to appointing suitable individuals with relevant expertise and experience to enhance the constitution of the Board and to contribute to the Board. The nomination committee comprises two independent non-executive Directors and one executive Director, including Mr. Leung Kwan Yuen Andrew as chairman, Mr. Li Wai Keung and Mr. Cheng Chung Hing.

### **Directors' Compensation**

In the fiscal years ended March 31, 2014, 2015 and 2016, the total amount of directors' compensation (comprising directors' fees, basic salaries, allowances, benefits-in-kind, performance related bonus, employee share option benefits and pension scheme contributions) was HK\$97,300,000, HK\$163,269,000 and HK\$85,510,000, respectively.

The amount of directors' compensation is determined by the Board based on their contribution to us and with reference to their duties and responsibilities, time spent on our matters and market conditions. The remuneration committee will determine the remuneration policies for the directors with reference to similar factors and other factors such as salaries paid by comparable companies, time commitment and responsibilities of directors elsewhere in us and desirability of performance-based remuneration, in accordance with the terms of reference for the remuneration committee and the requirements under the relevant regulation and rules.

### **Directors' and Chief Executive's Interests in Securities**

As of March 31, 2016, the interests and short positions of the Directors in the shares of the Company (the "Shares"), underlying shares and debentures of the Company or any of its associated corporations (within the meaning of provisions 2 and 3 of Part XV of the Securities and Futures Ordinance (Cap. 571, Laws of Hong Kong) (the "SFO") as recorded in the register which were required to be kept under section 352 of the SFO, or as otherwise notified to us and the Hong Kong Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code"), were as follows:

<b>Name of Directors</b>	<b>Class of Shares</b>	<b>Number of Shares</b>	<b>Approximate percentage of the Company's total issued share capital<sup>(8)</sup></b>
		<b>Total</b>	
Cheng Chung Hing <sup>(1)</sup>	Ordinary shares	1,857,196,831	23.21%
Cheng Tai Po <sup>(2)</sup>	Ordinary shares	593,920,145	7.42%
Leung Moon Lam <sup>(3)</sup>	Ordinary shares/ share options <sup>(4)</sup>	535,199,770	6.69%
Ma Kai Cheung <sup>(5)</sup>	Ordinary shares	138,966,649	1.73%
Ma Wai Mo <sup>(6)</sup>	Ordinary shares	126,197,662	1.57%
Sun Kai Lit Cliff <sup>(7)</sup>	Ordinary shares	125,241,662	1.56%
Fung Sing Hong Stephen	Ordinary shares/ share options <sup>(4)</sup>	165,190,000	2.06%
Li Wai Keung	Share options <sup>(4)</sup>	2,000,000	0.02%
Leung Kwan Yuen Andrew	Share options <sup>(4)</sup>	2,000,000	0.02%
Hiu Chiu Chung	Share options <sup>(4)</sup>	2,000,000	0.02%
Yung Wing Ki Samuel	Share options <sup>(4)</sup>	2,000,000	0.02%

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- (1) Mr. Cheng Chung Hing is interested in 100% of the issued share capital of Accurate Gain Developments Limited which in turn holds 1,778,196,831 Shares and is therefore deemed to be interested in the aforesaid 1,778,196,831 Shares. Mr. Cheng is a director of Accurate Gain Developments Limited. Mr. Cheng Chung Hing is the younger brother of Mr. Cheng Tai Po.
  - (2) Mr. Cheng Tai Po is interested in 100% in the issued share capital of Proficient Success Limited which in turn holds 588,984,145 Shares and is therefore deemed to be interested in the aforesaid 588,984,145 Shares. Mr. Cheng is a director of Proficient Success Limited. Mr. Cheng Tai Po is the elder brother of Mr. Cheng Chung Hing.
  - (3) Mr. Leung Moon Lam owns 100% of the issued share capital of Kings Faith International Limited which in turn holds 463,899,770 Shares and is therefore deemed to be interested in the aforesaid 463,899,770 Shares. Mr. Leung Moon Lam is a director of Kings Faith International Limited.
  - (4) The relevant interests are share options granted to Mr. Leung Moon Lam, Mr. Fung Sing Hong Stephen, Mr. Li Wai Keung, Mr. Leung Kwan Yuen Andrew, Mr. Hui Chiu Chung and Mr. Yung Wing Ki Samuel pursuant to the Company's share option scheme adopted on September 4, 2009.
  - (5) Dr. Ma Kai Cheung, as beneficial owner and beneficiary of trust and through the interest of his spouse, being interested in 41.45% of the issued share capital of Carrianna Group Holdings Company Limited which through a number of intermediaries, wholly owns Carrianna Development Limited, Dr. Ma Kai Cheung is therefore deemed to be interested and duplicated interested in an aggregate of 138,966,649 Shares held by Carrianna Development Limited via its holding company. Dr. Ma is a director of each of Carrianna Group Holdings Company Limited, Carrianna Development Limited, Sincere United Holdings Limited, Carrianna Holdings Limited, Gartrend Development Limited and Carrianna (BVI) Limited.
  - (6) By virtue of Dr. Ma Wai Mo's 50% shareholding interests in Luk Ka Overseas Investments Limited which is interested in 100% interests in Luk Ka International Limited, Dr. Ma is deemed to be interested and duplicated interested in the same 126,197,662 Shares held by Luk Ka International Limited.
  - (7) Mr. Sun Kai Lit Cliff owns the entire interests in Kinox Holdings Limited and is therefore deemed to be interested in the 125,241,662 Shares held by Kinox Holdings Limited.
  - (8) The percentage shareholding is calculated on the basis of 7,999,321,999 Shares issued as at March 31, 2016.

Save as disclosed in the table above, as of March 31, 2016, to the knowledge of the Directors, none of the Directors or chief executive of the Company had any interests or short positions in the Company's shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) which were required to be: (i) notified to the Company and the Hong Kong Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which the directors and chief executive were taken or deemed to have under such provisions of the SFO); (ii) entered in the register kept by the Company pursuant to Section 352 of the SFO; or (iii) notified to the Company and the Hong Kong Stock Exchange pursuant to the Model Code.

## PRINCIPAL SHAREHOLDERS

### Interested Persons

As of March 31, 2016, the interested persons, other than the Directors or chief executive of the Company, in the Shares and the underlying Shares of the Company representing 5% or more of the nominal value of shares comprised in the relevant share capital of the Company as recorded in the register kept by the Company under Section 336 of the SFO were as follows:

Name	Nature of interest	Number of shares or underlying shares held	Approximate percentage of the Company's total issued share capital <sup>(6)</sup>
Accurate Gain Developments Limited. . . . .	Beneficial owner	1,778,196,831 <sup>(1)</sup>	22.22%
Mr. Chen Hong Tian . . . . .	Deemed interest in controlled corporation	1,002,524,000 <sup>(2)</sup>	12.53%
Mrs. Chen Li Ni Yao . . . . .	Deemed interest in controlled corporation	1,002,524,000 <sup>(2)</sup>	12.53%
Chen Family Assets Management Company Limited . . . . .	Deemed interest in controlled corporation	1,002,524,000 <sup>(2)</sup>	12.53%
Chen's International Investment Limited . . . . .	Beneficial owner	1,002,524,000 <sup>(2)</sup>	12.53%
Naspers Limited. . . . .	Deemed interest in controlled corporation	925,100,000 <sup>(3)</sup>	11.56%
MIH TC Holdings Limited . . . . .	Deemed interest in controlled corporation	925,100,000 <sup>(3)</sup>	11.56%
Tencent Holdings Limited . . . . .	Deemed interest in controlled corporation	925,100,000 <sup>(3)</sup>	11.56%
THL H Limited . . . . .	Beneficial owner	925,100,000 <sup>(3)</sup>	11.56%
Proficient Success Limited . . . . .	Beneficial owner	588,984,145 <sup>(4)</sup>	7.36%
Kings Faith International Limited . . . . .	Beneficial owner	463,899,770 <sup>(5)</sup>	5.79%

- (1) Mr. Cheng Chung Hing owns 100% of the issued share capital of Accurate Gain Developments Limited.
- (2) Chen's International Investment Limited is wholly owned by Chen Family Assets Management Company Limited. Mr. Chen Hong Tian and Mrs. Chen Li Ni Yao each owns 50% of the issued share capital of Chen Family Assets Management Company Limited.
- (3) Pursuant to the Investment and Cooperation Agreement entered into between the Company and THL H Limited ("THL") on January 15, 2014, 680,300,000 Shares were issued and allotted by the Company to THL on January 23, 2014, and 244,800,000 Shares were issued by the Company to THL on September 29, 2014 with respect to the exercise of the options by THL. THL is wholly owned by Tencent Holdings Limited ("Tencent"). Tencent is owned as to 33.50% by MIH TC Holdings Limited which is indirectly controlled by Naspers Limited.
- (4) Mr. Cheng Tai Po owns 100% of the issued share capital of Proficient Success Limited.
- (5) These 463,899,770 Shares are held by Kings Faith International Limited which in turn is 100% owned by Mr. Leung Moon Lam.
- (6) The percentage shareholding is calculated on the basis of 7,999,321,999 Shares issued as at March 31, 2016.

Save as disclosed above, as of March 31, 2016, to the knowledge of the Directors or chief executive of the Company, no other person (other than a Director or chief executive of the Company) had, or were deemed or taken to have an interest or short position in the shares or underlying shares which were required to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register kept by the Company pursuant to Section 336 of the SFO.

## Share Option Scheme

We adopted a share option scheme on September 4, 2009 (the “**Share Option Scheme**”). The major terms of the Share Option Scheme are summarized as follows: (1) The purpose of the Share Option Scheme is to provide incentives to eligible persons for their contribution to us and to enable us to recruit high-calibre employees and attract human resources that are valuable us; and (2) our Board may at its discretion grant options to our Directors, employees, officers, agents, consultants or representatives.

The total number of our shares which may be issued upon exercise of all share options granted and yet to be exercised under the Share Option Scheme must not exceed 30% of our shares in issue from time to time. The total number of shares in respect of which options may be granted under the Share Option Scheme is not permitted to exceed 10% in nominal amount of the issued shares as at the date of commencement of the listing of our shares on the Hong Kong Stock Exchange unless with the prior approval from our shareholders. The Share Option Scheme limit was refreshed at our annual general meeting held on August 21, 2013, and hence the maximum number of the shares available for issue upon exercise of all share options which may be granted under the Share Option Scheme as at March 31, 2016 was 395,932,400 shares, representing approximately 4.95% of the total number of our issued shares as at March 31, 2016.

The total number of shares issued and to be issued upon the exercise of share options granted under the Share Option Scheme (including exercised, cancelled and outstanding share options) to each grantee in any 12-month period up to the date of grant shall not exceed 1% of our issued share capital as at the date of grant. Any further grant of share options in excess of this limit is subject to approval of our shareholders.

The period during which a share option may be exercised will be determined by our Directors at their absolute discretion, save that no share option may be exercised more than 10 years after grant.



## RELATED PARTY TRANSACTIONS

The following discussion describes certain of our material related party transactions for the fiscal years ended March 31, 2014, 2015 and 2016.

The following table sets forth certain material transactions between us and our related parties for the periods indicated.

	Fiscal Year Ended March 31,		
	2014	2015	2016
	(HK\$ in thousands)		
Rental expense and related service fees for an office property paid to companies of which a director of the Company is a controlling shareholder <sup>(1)</sup> . . . . .	1,902	2,824	2,814
Rental expense for certain units of trade centers paid to certain directors and a close family member of a director <sup>(2)</sup> . . . . .	398	–	–
Construction project design fee income received from a company for which a director of the Company is a controlling shareholder <sup>(3)</sup> . . . . .	1,121	–	–
Rental income for certain offices units received from a company of which a director of the Company is a controlling shareholder <sup>(4)</sup> . . . . .	367	888	1,071

- (1) The rental expense and related service fees for an office property were related to the leasing of office property provided to us by related companies (2014: one company; 2015: two companies; 2016: one company). The fees were based on terms mutually agreed between both parties.
- (2) The rental expense was related to leasing of trade centers provided to us by related parties. The rental was based on terms mutually agreed between the parties.
- (3) The construction project design fee income was related to the our provision of construction project design services to a related party. The design service fee was determined according to the published prices and conditions offered to the major customers of our Group.
- (4) The rental income for certain offices units was related to the leasing of certain office units provided to a related party by us. The rental was based on the rental charged to the other occupants of our Group.

The following is a brief description of our material related party transactions.

### Rental Expenses and Related Service Fees for Office Property and Trade Centers

We pay the rental expenses and related service fees for the leasing of office property provided to us by related companies. One of the related companies is Man Sang Jewellery Company Limited, in which Cheng Chung Hing is a controlling shareholder. The rental expenses and related service fees were based on terms mutually agreed between us and the related companies. The rental expenses and related service fees for our office space were HK\$1.9 million, HK\$2.8 million and HK\$2.8 million for the fiscal years ended March 31, 2014, 2015 and 2016, respectively, and the rental expenses for the trade centers were HK\$398,000 for the fiscal year ended March 31, 2014. There was no rental expenses for the trade centers in the fiscal years ended March 31, 2015 and 2016, respectively.

### Construction Project Design Fee Income for Provision of Construction Project Design Services

We receive the construction project design fee income for the provision of construction project design services to the related companies. The design service fee was determined according to the published prices and conditions offered to the major customers of our Group. The construction project design fee income for our provision of construction project design services was HK\$1.1 million in the fiscal year ended March 31, 2014. There was no construction project design fee income in the fiscal years ended March 31, 2015 and 2016, respectively.

### **Rental Income for Certain Offices Units**

We receive the rental income for the leasing of certain offices units provided by us to the related companies. The rental was based on the rental charged to the other occupants of our Group. The rental income for the leasing of certain offices units was HK\$367,000, HK\$888,000 and HK\$1,071,000 in the fiscal years ended March 31, 2014, 2015 and 2016, respectively.

### **Commitments with Related Parties**

On February 23, 2011, we entered into a lease agreement with an expiration date of March 16, 2014 with Man Sang Jewellery Company Limited, a company of which Cheng Chung Hing is a controlling shareholder. On March 13, 2014, we renewed the lease agreement with Man Sang Jewellery Company Limited for a term commencing from March 17, 2014 to March 16, 2017.

### **Transfer of Equity Interest in Xi'an China South City Company Limited (“CSC Xi'an”)**

On February 10, 2014, China South City Group Limited, an indirect wholly-owned subsidiary of our Company, entered into an equity transfer agreement with Huang Wenjie to acquire 35% equity interest in CSC Xi'an, a subsidiary indirectly owed by us as to 65% at that time, for a consideration of RMB260 million. As at the date of the equity transfer, Huang Wenjie was a substantial shareholder of CSC Xi'an and therefore was a connected person under Chapter 14A of the Listing Rules. This equity transfer was completed on March 26, 2014, after which CSC Xi'an became an indirect wholly-owned subsidiary of our Company.

## DESCRIPTION OF OTHER MATERIAL INDEBTEDNESS

To fund our existing projects and to finance our working capital requirements, we have entered into financing arrangements with various financial institutions. As of March 31, 2016, the total outstanding balance of the consolidated interest-bearing bank and other borrowings, senior notes, short-term notes, medium-term notes, corporate bonds and domestic company bonds of the Company and its subsidiaries amounted to HK\$33,808.6 million, of which HK\$13,654.2 million was secured. We set forth below a summary of the material terms and conditions of these loans and other material indebtedness.

### **Project Construction Loan Agreements**

Certain of our PRC subsidiaries have entered into loan agreements with various PRC banks, including, but not limited to, Shanghai Pudong Development Bank, Industrial and Commercial Bank of China, Bank of China, Bank of Communications, China Construction Bank and Agricultural Bank of China. These loans typically are secured project loans to finance the construction of our projects and have terms ranging from three years to ten years, which generally correspond to the construction periods of the particular projects. Our PRC bank loans are typically secured by mortgages over a portion of our land use rights and a portion of our properties and/or guaranteed by China South International, our wholly owned subsidiary. The Notes will be structurally subordinated to these loans and any other indebtedness incurred by our PRC subsidiaries.

### ***Interest***

The principal amounts outstanding under the project loans generally bear interest at floating rates calculated with reference to the PBOC benchmark interest rate. Floating interest rates are generally subject to review by the lenders annually. Interest payments generally are payable either monthly or quarterly and must be made on each payment date as provided in the particular loan agreement.

### ***Covenants***

Under these project loans, our subsidiary borrowers have agreed, among other things, not to take the following actions without obtaining the relevant lender's prior consent:

- creating encumbrances on their properties or assets;
- altering the nature or scope of their business operations in any material respect;
- making major changes to their corporate structures, such as entering into joint ventures, mergers and acquisitions or reorganizations;
- reducing their registered capital;
- making other changes to the company's status, such as by liquidation or dissolution;
- transferring part or all of the liabilities under the loans to a third party;
- prepaying the loans;
- selling or disposing assets;
- transferring a substantial equity interest in the borrower; and
- incurring other indebtedness or granting guarantees to third parties that would adversely affect their ability to repay their loans.

### ***Dividend Restriction***

Pursuant to the project loans with certain of our lenders, some of our PRC subsidiaries have also agreed not to distribute any dividends:

- before the due portion of the principal amount of and accrued interest on the relevant project loan have been fully paid; or
- if the borrower's after-tax profit is nil or negative, or not sufficient to compensate for accumulated losses of previous years.

### ***Events of Default***

The loan agreements contain certain customary events of default, such as failure to pay the amount payable on the due date, unauthorized use of loan proceeds, failure to obtain the lender's approval for an act that requires its approval, material breach of the terms of the loan agreement and acceleration of repayment obligations under other loan or financing documents. Upon the occurrence of an event of default, the lenders may terminate the loan agreement and demand immediate repayment.

### ***Guarantee and Security***

China South International has entered into guarantee agreements with the PRC banks identified above in connection with some of the project loans pursuant to which China South International has guaranteed all liabilities of the subsidiary borrowers under these loans. Our obligations under the loan agreements are typically secured by mortgages over properties and the land use rights relating to the relevant projects.

### ***Working Capital and Term Loan Agreements***

Certain of our PRC subsidiaries have entered into loan agreements with various PRC banks, including, but not limited to, the Agricultural Bank of China, Bank of Communication, Bank of Xi'an, Wing Lung Bank, Bank of Beijing, China Citic Bank, Bank of China, Industrial and Commercial Bank of China, Bank of Nanchang, Huaxia Bank, China Guangfa Bank Co., Ltd., Heng Feng Bank and Industrial Bank Co., Ltd. These loans typically have terms ranging from one year to two years, and are either credit loans or loans secured by mortgages over a portion of our land use rights and a portion of our properties. The Notes will be structurally subordinated to these loans and any other indebtedness incurred by our PRC subsidiaries.

### ***Interest***

The principal amounts outstanding under these loans generally bear interest at floating rates calculated with reference to the PBOC benchmark interest rate. Floating interest rates are generally subject to monthly, quarterly, or annual review by the lenders. Interest payments are typically payable monthly and must be made on each payment date as provided in the particular loan agreement.

### ***Covenants***

Under these loans, our subsidiary borrowers have agreed, among other things, not to take the following actions without obtaining the relevant lender's prior consent:

- creating encumbrances on their properties or assets;
- altering the nature or scope of their business operations in any material respect;

- making major changes to their corporate structures, such as entering into joint ventures, mergers and acquisitions or reorganizations;
- reducing their registered capital;
- making other changes to the company's status, such as by liquidation or dissolution;
- transferring part or all of the liabilities under the loans to a third party;
- prepaying the loans;
- selling or disposing assets;
- transferring substantial equity interest in the borrower; and
- incurring other indebtedness or granting guarantees to third parties that would adversely affect their ability to repay their loans.

### ***Dividend Restriction***

Pursuant to the working capital and term loans with certain of our lenders, some of our PRC subsidiaries have also agreed not to distribute any dividends if the borrower's after-tax profit is nil or negative, if the amount of the dividends exceed 30% of the after-tax profit of the borrowers, or if the borrower's after-tax profit is not sufficient to compensate for accumulated losses of previous years.

### ***Events of Default***

The working capital and term loan agreements contain certain customary events of default, such as failure to pay the amount payable on the due date, unauthorized use of loan proceeds, failure to obtain the lender's approval for an act that requires its approval, material breach of the terms of the loan agreement and acceleration of repayment obligations under other loan or financing documents. Upon the occurrence of an event of default, the lenders may terminate the loan agreement and demand immediate repayment.

### ***Guarantee and Security***

Some of our working capital and term loans are credit loans. In addition, China South International has entered into guarantee agreements with the PRC banks identified above in connection with some of our working capital and term loans pursuant to which China South International has guaranteed all liabilities of the subsidiary borrowers under these loans. Our obligations under the loan agreements are typically secured by mortgages over a portion of properties and a portion of the land use rights owned by China South International.

### ***Syndicated Revolving Credit Facility***

China South International has entered into facility agreements in connection with separate revolving loan facilities with the Industrial and Commercial Bank of China Shenzhen. The proceeds of these credit facilities have been used for the purpose of funding our projects and meeting our working capital needs. We have entered and will continue to enter into separate loan agreements when utilizing the credit facilities.

### ***Interest and Maturity***

Under the facility agreements, the interest rate applicable for each loan will be prescribed in the separate loan agreements. The credit facilities under these facility agreements by their terms expire within 12 months of the date of the agreements.

### ***Covenants***

Pursuant to these facility agreements, China South International has agreed, among other things, not to take the following actions without obtaining the relevant lender's prior consent:

- creating mortgages or other repayment guarantees on the finished or ongoing construction projects at the China South International Industrial Materials City and relevant cash-flow;
- obtaining financing from other banks for its new projects;
- making major changes to their corporate structures, such as entering into joint ventures, mergers and acquisitions or reorganizations;
- reducing its registered capital;
- transferring or disposing, or threatening to transfer or dispose, important parts of its assets; and
- granting guarantees to third parties or mortgaging or pledging its major assets where doing so would adversely affect its ability to repay its loan(s) under the facility agreement.

### ***Events of Default***

The facility agreements contain certain customary events of default, including providing fraudulent statements of financial position, income statements or other financial information, providing statements of financial position, income statements or other financial information with material information missing, unauthorized use of loan proceeds, and failure to obtain the lender's approval for an act that requires its approval. The lenders are entitled to demand repayment of part or all of the loans and/or cancel the unutilized facility upon occurrence of an event of default.

### ***Short-Term Notes***

On October 17, 2014, China South International completed the issuance of the first tranche of the PRC short-term notes of 2014 in the national interbank market in the PRC ("2014 First Tranche STN") with a total principal amount of RMB2.2 billion with a maturity period of 1 year and at an interest rate of 5.4% per annum. The proceeds were to be used for repaying part of the bank loans of our Group. The 2014 First Tranche STN have been repaid in October 2015.

On September 9, 2015, China South International completed the issuance of the first tranche of short-term notes of 2015 ("2015 First Tranche STN") with a total principal amount of RMB2.1 billion with a maturity period of 1 year and at an interest rate of 4.3% per annum. The proceeds were to be used for replacement of bank borrowings of our Group. The 2015 First Tranche STN have been repaid in September 2016.

On September 13, 2016, China South International completed the issuance of the first tranche of short-term notes of 2016 ("2016 First Tranche STN") with a total principal amount of RMB1.2 billion with a maturity period of 1 year and at an interest rate of 4.9% per annum. The proceeds were to be used for replacement of bank borrowings of our Group.

## **Medium Term Notes**

In April 2014, China South International obtained the relevant approval for issuing medium-term notes in the national inter-bank market in the PRC with a maximum principal amount of RMB4 billion.

On May 9, 2014, China South International completed the issuance of the first tranche of medium-term notes of 2014 (the “2014 First tranche MTN”) with a total principal amount of RMB1 billion in the national inter-bank market of the PRC. The 2014 First tranche MTN carry interest at the rate of 7.5% per annum and with a maturity period of 5 years, payable annually on May 9 in arrears, and will mature on May 9, 2019. The proceeds were to be used for repaying part of the short-term bank loans of our Group.

On September 12, 2014, China South International completed the issuance of the second tranche of medium-term notes of 2014 (the “2014 Second tranche MTN”) with a total principal amount of RMB1 billion in the national interbank market of the PRC. The 2014 Second tranche MTN carry interest at the rate of 8.4% per annum and with a maturity period of 5 years, payable annually on September 12 in arrears, and will mature on September 12, 2019. The proceeds were to be used for repaying part of bank loans of our Group.

On July 13, 2015, China South International completed the issuance of the first tranche of medium-term notes of 2015 (the “2015 First tranche MTN”) with a total principal amount of RMB2 billion in the national inter-bank market of the PRC. The 2015 First tranche MTN carry interest at the rate of 7.0% per annum and with a maturity period of 3 years, payable annually on July 13 in arrears, and will mature on July 13, 2018. The proceeds were to be used for replacement of bank loans of our Group and the development of China South City Nanning project.

## **Corporate Bonds**

On April 13, 2015, China South International completed the issuance of the corporate bonds with a total principal amount of RMB1.5 billion and with a term of up to 6 years in maximum on the Shanghai Stock Exchange of the PRC. The corporate bonds carry interest at the rate of 7.0% per annum, payable annually on April 13 in arrears, and will mature on April 13, 2021. The proceeds were to be used for funding the development of China South City Zhengzhou project.

## **Domestic Company Bonds**

In December 2015, China South International obtained the relevant approval for issuing the domestic company bonds in a maximum principal amount of RMB4.4 billion in the PRC.

On January 14, 2016, China South International issued the first tranche of domestic company bonds of 2016 (“2016 First Tranche DCB”) with the total principal amount of RMB3 billion with a term of 3 years and at an interest rate of 5.98% per annum. The proceeds were to be used for repaying part of bank loans of the Group and for general corporate purposes.

On May 4, 2016, China South International issued the second tranche of domestic company bonds of 2016 (“2016 Second Tranche DCB”) with the total principal amount of RMB1.4 billion with a term of 3 years and at an interest rate of 6.85% per annum. The proceeds were to be used for repaying part of bank loans of the Group and general working capital.

## **2012 Notes**

On October 17, 2012, we entered into an indenture (as supplemented by a supplemental indenture dated February 27, 2013 and as amended and supplemented from time to time, the “2012 Notes Indenture”) pursuant to which we issued US\$125 million (equivalent to HK\$975 million) principal amount of 13.5% Senior Notes due 2017.

On April 15, 2016, we redeemed the full outstanding principal amount of the 2012 Notes in the aggregate amount of US\$125 million at a redemption price equal to 106.750% of the principal amount thereon, plus accrued and unpaid interest.

## **2014 Notes**

On January 29, 2014, we entered into an indenture (as supplemented by a supplemental indenture dated as of April 1, 2016 and as amended and supplemented from time to time, the “2014 Notes Indenture”) pursuant to which we issued US\$400 million principal amount of 8.25% Senior Notes due 2019.

### ***Guarantee***

The obligations pursuant to the 2014 Notes are guaranteed by our existing subsidiaries (the “2014 Subsidiary Guarantors”) other than those organized under the laws of the PRC. Under certain circumstances and subject to certain conditions, a guarantee by a 2014 Subsidiary Guarantor may be replaced by a limited-recourse guarantee, referred to as a JV Subsidiary Guarantee in the 2014 Notes Indenture. Each of the 2014 Subsidiary Guarantors and the JV Subsidiary Guarantors (if any), jointly and severally, guarantees the due and punctual payment of the principal, any premium, and interest on, and all other amounts payable under, the 2014 Notes, provided that any JV Subsidiary Guarantee will be limited to a JV entitlement amount.

### ***Collateral***

In order to secure the obligations under the 2014 Notes, the Company and the subsidiary guarantor pledgors under the 2014 Notes Indenture pledged the capital stock of all such 2014 Subsidiary Guarantors for the benefit of the holders of the 2014 Notes (the “2014 Collateral”). Subject to the provisions of the Intercreditor Agreement (as defined below), the 2014 Collateral may be released or reduced in the event of certain asset sales and certain other circumstances. In addition, the Company and each subsidiary guarantor pledgor under the 2014 Notes Indenture may, subject to certain conditions, incur additional indebtedness provided that such indebtedness would be on a pari passu basis with the 2014 Notes and the related subsidiary guarantees, and other pari passu secured indebtedness permitted under the 2014 Notes Indenture.

### ***Interest***

The 2014 Notes bear an interest rate of 8.25% per annum. Interest is payable semi-annually in arrear.

### ***Covenants***

Subject to certain conditions and exceptions, the 2014 Notes Indenture contains certain covenants, which restrict our ability and the ability of each of the related restricted subsidiaries to, among other things:

- incur or guarantee additional indebtedness or issue disqualified or preferred stock;
- declare dividends on its capital stock or purchase or redeem capital stock;
- make investments or other specified restricted payments;
- issue or sell capital stock of Restricted Subsidiaries;
- guarantee indebtedness of Restricted Subsidiaries;
- sell assets;



- create liens;
- enter into sale and leaseback transactions;
- enter into agreements that restrict the Restricted Subsidiaries' ability to pay dividends, transfer assets or make intercompany loans;
- enter into transactions with shareholders or affiliates; and
- effect a consolidation or merger.

***Events of Default***

The 2014 Notes Indenture contains certain customary events of default, including default in the payment of principal, or of any premium, on the 2014 Notes, when such payments become due, default in payment of interest which continues for 30 consecutive days, breaches of covenants, insolvency and other events of default specified in the 2014 Notes Indenture. If an event of default occurs and is continuing, the 2014 Notes Trustee or the holders of at least 25% of the outstanding 2014 Notes may declare the principal of the 2014 Notes plus any accrued and unpaid interest and premium (if any) to be immediately due and payable. However, if an event of default occurs because of insolvency, the principal of, premium if any, and accrued and unpaid interest on the 2014 Notes then outstanding shall automatically be due and payable without any declaration or other act on the part of the 2014 Notes Trustee or a holder of the 2014 Notes.

***Change of Control***

Upon the occurrence of a certain event of change of control and a rating decline, we are obligated to make an offer to repurchase all outstanding 2014 Notes at a purchase price equal to 101% of their principal amount plus any accrued and unpaid interest.

***Maturity and Redemption***

The maturity date of the 2014 Notes is January 29, 2019. At any time on or after January 29, 2017, we may redeem the 2014 Notes, in whole or in part, at a redemption price equal to the percentage of principal amount set forth in the table below if redeemed during each period indicated below, plus any accrued and unpaid interest to (but not including) the redemption date:

<u>Period</u>	<u>Redemption Price</u>
2017 .....	104.1250%
2018 and thereafter .....	102.0625%

At any time prior to January 29, 2017, we may redeem the 2014 Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the 2014 Notes, plus a premium and any accrued and unpaid interest to the redemption date.

At any time prior to January 29, 2017, we may redeem up to 35% of the aggregate principal amount of the 2014 Notes at a redemption price equal to 108.25% of the principal amount of the 2014 Notes, plus any accrued and unpaid interest with the proceeds from sales of certain kinds of the Company's capital stock, subject to certain conditions.

Additionally, if we or a subsidiary guarantor under the 2014 Notes Indenture would become obligated to pay certain additional amounts as a result of certain changes in specified tax law, we may redeem the 2014 Notes at a redemption price equal to 100% of the principal amount of the 2014 Notes, plus any accrued and unpaid interest, subject to certain exceptions.

### ***Intercreditor Agreement***

In connection with the offering of the 2012 Notes, the Company entered into an intercreditor agreement on October 17, 2012 (as amended by an amendment dated on or about April 9, 2013, as supplemented by the first supplement dated on or about April 9, 2013 and as supplemented by the second supplement dated on January 29, 2014, and as amended and supplemented from time to time, the “Intercreditor Agreement”), pursuant to which they agreed, among others, to share the collateral securing the 2012 Notes and 2014 Notes on an equal and ratable basis. On April 15, 2016, we redeemed the full outstanding principal amount of the 2012 Notes.

### **Original Notes**

On September 13, 2016, we entered into the Indenture pursuant to which we issued US\$200 million principal amount of the Original Notes. For a detailed description of the Original Notes, see “Description of the Notes.”

### **Customer Guarantees**

In line with industry practice, we provide guarantees to mortgagee banks in respect of mortgage loans taken out by purchasers of our properties. Such guarantee obligations typically terminate upon the delivery of the relevant property ownership certificates on the underlying property to the bank and the completion of the relevant mortgage registration process. As of March 31, 2016, the aggregate outstanding amount guaranteed was approximately HK\$5,805.4 million.

## DESCRIPTION OF THE NOTES

For purposes of this “Description of the Notes,” the term “Company” refers only to China South City Holdings Limited, and any successor obligor on the Notes, and not to any of its subsidiaries. Each Subsidiary of the Company which guarantees the Notes is referred to as a “Subsidiary Guarantor,” and each such guarantee is referred to as a “Subsidiary Guarantee.” Each Subsidiary of the Company that in the future provides a JV Subsidiary Guarantee (as defined herein) is referred to as a “JV Subsidiary Guarantor.”

The New Notes are to be issued pursuant to Section 2.08 of the indenture (the “Indenture”), dated as of the Original Issue Date, among the Company, the Subsidiary Guarantors, as guarantors, and Citicorp International Limited as trustee (the “Trustee”). Citigroup Global Markets Deutschland AG currently acts as Note registrar (the “Note Registrar”) and Citibank, N.A., London Branch currently acts as principal paying agent (the “Paying Agent”) and transfer agent (the “Transfer Agent” and, together with the Note Registrar, the Paying Agent and the other paying and transfer agents appointed under the Indenture, the “Agents,” which term shall include, where applicable, the Singapore Agent (as defined herein)). The term “Indenture” refers to the Indenture as amended or supplemented on or prior to the date on which the New Notes are issued. The New Notes will have the same terms and conditions as the Original Notes in all respects except the issue date and the issue price and will be consolidated and form a single series with the Original Notes and vote together as one series on all matters with respect to the Notes.

The following is a summary of certain provisions of the Indenture, the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Intercreditor Agreement. This summary does not purport to be complete and is qualified in its entirety by reference to all of the provisions of the Indenture, the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Intercreditor Agreement. It does not restate those agreements in their entirety. Whenever particular sections or defined terms of the Indenture not otherwise defined herein are referred to, such sections or defined terms are incorporated herein by reference. Copies of the Indenture are available at the corporate trust office of the Trustee at Citicorp International Limited, Attention: Agency and Trust, 39/F, Champion Tower, 3 Garden Road, Central, Hong Kong.

### Brief Description of the Notes

The Notes are:

- general obligations of the Company;
- senior in right of payment to any existing and future obligations of the Company expressly subordinated in right of payment to the Notes;
- at least *pari passu* in right of payment with the 2014 Notes and all unsubordinated Indebtedness of the Company (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law);
- guaranteed by the Subsidiary Guarantors on a senior basis, subject to the limitations described below under “— The Subsidiary Guarantees” and in “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral”;
- effectively subordinated to the other secured obligations (if any (other than Permitted *Pari Passu* Secured Indebtedness)) of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors, other than the 2014 Notes, to the extent of the value of the assets serving as security therefor; and
- effectively subordinated to all existing and future obligations of the Non-Guarantor Subsidiaries (as defined below).

In addition, subject to the limitations described in “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral,” the Notes are secured by a pledge of the Collateral as described below under “— Security” and:

- is entitled to a first priority lien on the Collateral (subject to any Permitted Liens and the Intercreditor Agreement); and
- ranks effectively senior in right of payment to unsecured obligations of the Company with respect to the value of the Collateral pledged by the Company securing the Notes (subject to any priority rights of such unsecured obligations pursuant to applicable law).

The Notes will mature on September 13, 2021 unless earlier redeemed pursuant to the terms thereof and the Indenture.

The Indenture allows additional Notes to be issued from time to time (the “Additional Notes”), subject to certain limitations described under “— Further Issues.” Unless the context requires otherwise, references to the “Notes” for all purposes of the Indenture and this “Description of the Notes” include any Additional Notes that are actually issued, including the New Notes.

The Notes bear interest at 6.75% per annum from the Original Issue Date or from the most recent interest payment date to which interest has been paid or duly provided for, payable semi-annually in arrear on March 13 and September 13 of each year (each an “Interest Payment Date”), commencing March 13, 2017. Interest on the Notes will be paid to Holders of record at the close of business on February 26 or August 29 immediately preceding an Interest Payment Date (each, a “Record Date”), notwithstanding any transfer, exchange or cancellation thereof after a Record Date and prior to the immediately following Interest Payment Date. Interest on the Notes will be calculated on the basis of a 360-day year comprised of twelve 30-day months.

Except as described under “Optional Redemption” and “Redemption for Taxation Reasons” and as otherwise provided in the Indenture, the Notes may not be redeemed prior to maturity (unless they have been repurchased by the Company).

In any case in which the date of the payment of principal of, premium on or interest on the Notes is not a Business Day in the relevant place of payment or in the place of business of the Paying Agent, then payment of such principal, premium or interest need not be made on such date but may be made on the next succeeding Business Day. Any payment made on such Business Day shall have the same force and effect as if made on the date on which such payment is due and no interest on the Notes shall accrue for the period after such date.

The New Notes will be issued only in fully registered form, without coupons, in denominations of US\$200,000 and integral multiples of US\$1,000 in excess thereof. No service charge will be made for any registration of transfer or exchange of New Notes, but the Company may require payment of a sum sufficient to cover any transfer tax or other similar governmental charge payable in connection therewith.

All payments on the Notes will be made in U.S. dollars by the Company at the office or agency of the Company maintained for that purpose (which initially will be the specified office of the Paying Agent), and the Notes may be presented for registration of transfer or exchange at such office or agency; *provided* that, at the option of the Company, payment of interest may be made by check mailed to the address of the Holders as such address appears in the Note Register maintained by the Note Registrar or by wire transfer. Interest payable on the Notes held through Euroclear or Clearstream will be available to Euroclear or Clearstream participants on the Business Day following payment thereof.

The Company will cause the Note Register to be kept outside the United Kingdom in accordance with the terms of the Indenture. No transfer of a Note will be valid unless and until entered on the Note Register.

### **The Subsidiary Guarantees**

The initial Subsidiary Guarantors that executed the Indenture on the Original Issue Date consist of all of the Company's Restricted Subsidiaries other than the Non-Guarantor Subsidiaries (as defined below). All of the Subsidiary Guarantors are holding companies that do not have significant operations.

None of the existing Restricted Subsidiaries organized under the laws of the PRC has provided a Subsidiary Guarantee or JV Subsidiary Guarantee on the Original Issue Date or will provide it at any time in the future and no future Restricted Subsidiaries organized under the laws of the PRC will provide a Subsidiary Guarantee or JV Subsidiary Guarantee at any time in the future. None of the Exempted Subsidiaries has provided a Subsidiary Guarantee or a JV Subsidiary Guarantee on the Original Issue Date or will provide it at any time in the future (as long as they continue to be Exempted Subsidiaries). No Listed Subsidiary has provided a Subsidiary Guarantee or a JV Subsidiary Guarantee on the Original Issue Date or will provide it at any time in the future (as long as it continues to be a Listed Subsidiary). Although the Indenture contains limitations on the amount of additional Indebtedness that Restricted Subsidiaries may incur, the amount of such additional Indebtedness could be substantial. In the event of a bankruptcy, liquidation or reorganization of any Non-Guarantor Subsidiary, the Non-Guarantor Subsidiaries will pay the holders of their debt and their trade creditors before they will be able to distribute any of their assets to the Company.

The Company will cause each of its future Restricted Subsidiaries (other than Persons organized under the laws of the PRC or Exempted Subsidiaries or any Listed Subsidiaries), as soon as practicable after becoming a Restricted Subsidiary, to execute and deliver to the Trustee a supplemental indenture to the Indenture pursuant to which such Restricted Subsidiary will Guarantee the payment of the Notes as either a Subsidiary Guarantor or a JV Subsidiary Guarantor. The Company will cause (x) each of its Restricted Subsidiaries that is an Exempted Subsidiary, as soon as practicable after ceasing to be an Exempted Subsidiary, and (y) each of its Restricted Subsidiaries that is a Listed Subsidiary, as soon as practicable after ceasing to be a Listed Subsidiary, to execute and deliver to the Trustee a supplemental indenture to the Indenture pursuant to which such Restricted Subsidiary will Guarantee the payment of the Notes as either a Subsidiary Guarantor or a JV Subsidiary Guarantor. Notwithstanding the foregoing, the Company may elect to have (x) any existing or future Restricted Subsidiary organized outside the PRC, or (y) as soon as practicable after an Exempted Subsidiary ceases to be an Exempted Subsidiary, such Exempted Subsidiary, or (z) as soon as practicable after a Listed Subsidiary ceases to be a Listed Subsidiary, such Listed Subsidiary, not provide a Subsidiary Guarantee or JV Subsidiary Guarantee (each a "Designated Non-Guarantor Subsidiary," together with any Restricted Subsidiary organized under the laws of the PRC, any Exempted Subsidiary and any Listed Subsidiary, the "Non-Guarantor Subsidiaries") *provided that*, after giving effect to the Consolidated Assets of such Restricted Subsidiary, the Consolidated Assets of all Restricted Subsidiaries organized outside the PRC that are not Subsidiary Guarantors or JV Subsidiary Guarantors (other than Exempted Subsidiaries and the Listed Subsidiaries) do not account for more than 20% of the Total Assets of the Company.

Each Restricted Subsidiary that guarantees the Notes after the Original Issue Date other than a JV Subsidiary Guarantor is referred to as a "Future Subsidiary Guarantor" and upon execution of the applicable supplemental indenture to the Indenture will be a "Subsidiary Guarantor."

In the case of a future Restricted Subsidiary (i) that is, or is proposed by the Company or any of its Restricted Subsidiaries to be, established after the Original Issue Date, (ii) that is organized in any jurisdiction other than the PRC and (iii) in respect of which the Company or any of its Restricted Subsidiaries (x) is proposing to sell, whether through the sale of existing shares or the issuance of new shares, no less than 20% and no more than 49.9% of the Capital Stock of such Restricted Subsidiary or (y) is proposing to purchase no less than 50.1% of the Capital Stock of an Independent Third Party and designate such entity as a Restricted Subsidiary, the Company may, concurrently with the consummation

of such sale or purchase, cause the provision of a JV Subsidiary Guarantee instead of a Subsidiary Guarantee for (a) such Restricted Subsidiary and (b) the Restricted Subsidiaries of such Restricted Subsidiary that are organized in any jurisdiction other than the PRC, if the following conditions, in the case of both (a) and (b), are satisfied:

- as of the date of execution of the JV Subsidiary Guarantee, no document exists that is binding on the Company or any of the Restricted Subsidiaries that would have the effect of (a) prohibiting the Company or any of the Restricted Subsidiaries from providing such JV Subsidiary Guarantee or (b) requiring the Company or any of the Restricted Subsidiaries to deliver or keep in place a guarantee on terms that are more favorable to the recipients of such guarantee than the JV Subsidiary Guarantee;
- such sale or issuance of Capital Stock is made to, or such purchase of Capital Stock is purchased from, an Independent Third Party at a consideration that is not less than the appraised value of such Capital Stock by an independent appraisal firm of recognized international standing appointed by the Company;
- as of the date of execution of the JV Subsidiary Guarantee, after giving effect to the issuance or sale of Capital Stock in such JV Subsidiary Guarantor, the Non-Guaranteed Portion with respect to all of the JV Subsidiary Guarantors then existing and their respective Restricted Subsidiaries does not exceed 10.0% of Total Assets;
- all capital contributions (by way of transfer of cash or other property or any payment for property or services for the use of others or otherwise) to be made into a JV Subsidiary Guarantor from the date of the sale of existing Capital Stock or issuance of new Capital Stock as referred to above, shall be made directly or by contribution of assets or services having an equivalent Fair Market Value by (i) the Company and its Restricted Subsidiaries and (ii) such Independent Third Party that purchased or subscribed for Capital Stock in the JV Subsidiary Guarantor in proportion to their respective direct or indirect ownership percentages of the Capital Stock of such JV Subsidiary Guarantor;
- concurrently with providing the JV Subsidiary Guarantee, the Company shall or shall cause such JV Subsidiary Guarantor to deliver to the Trustee:
  - (i) (A) a duly executed JV Subsidiary Guarantee of such JV Subsidiary Guarantor (the “JV Subsidiary Guarantee”) and each Restricted Subsidiary of such JV Subsidiary Guarantor that is not organized under the laws of the PRC, and (B) a duly executed supplemental indenture to the Indenture pursuant to which such JV Subsidiary Guarantor will guarantee the payment of the Notes, each of which provides, among other things, that the aggregate claims of the Trustee under such JV Subsidiary Guarantee and all JV Subsidiary Guarantees provided by the Restricted Subsidiaries and shareholders of such JV Subsidiary Guarantor will be limited to the JV Entitlement Amount;
  - (ii) a duly executed Security Document that pledges in favor of The Hongkong and Shanghai Banking Corporation Limited, as the shared security agent (the “Shared Security Agent”), the Capital Stock of such JV Subsidiary Guarantor held by the Company or any Subsidiary Guarantor, but not the Capital Stock of the direct or indirect Subsidiaries of such JV Subsidiary Guarantor;
  - (iii) an Officers’ Certificate certifying a copy of the Board Resolution to the effect that such JV Subsidiary Guarantee has been approved by a majority of the disinterested members of the Board of Directors; and

- (iv) a legal opinion by a law firm of recognized international standing addressed to the Trustee confirming that under New York law such JV Subsidiary Guarantees are valid, binding and enforceable against the JV Subsidiary Guarantors providing such JV Subsidiary Guarantees (subject to customary qualifications and assumptions).

As of March 31, 2016, the total outstanding balance of the consolidated interest-bearing bank and other borrowings of the Company and its subsidiaries, including the 2014 Notes, amounted to HK\$33,808.6 million, of which HK\$13,654.2 million was secured.

The Subsidiary Guarantee of each Subsidiary Guarantor:

- is a general obligation of such Subsidiary Guarantor;
- is effectively subordinated to secured obligations of such Subsidiary Guarantor, to the extent of the value of the assets serving as security therefor;
- is senior in right of payment to all future obligations of such Subsidiary Guarantor expressly subordinated in right of payment to such Subsidiary Guarantee; and
- ranks at least *pari passu* in right of payment with all other unsecured, unsubordinated Indebtedness of such Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

If any is provided, the JV Subsidiary Guarantee of each JV Subsidiary Guarantor will:

- be a general obligation of such JV Subsidiary Guarantor;
- be enforceable only up to the JV Entitlement Amount;
- be effectively subordinated to secured obligations of such JV Subsidiary Guarantor, to the extent of the value of the assets serving as security therefor;
- be limited to the JV Entitlement Amount, and will be senior in right of payment to all future obligations of such JV Subsidiary Guarantor expressly subordinated in right of payment to such JV Subsidiary Guarantee; and
- be limited to the JV Entitlement Amount, and will rank at least *pari passu* with all other unsecured, unsubordinated Indebtedness of such JV Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

In addition, subject to the limitations described in “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral,” the Subsidiary Guarantee of each Subsidiary Guarantor Pledgor:

- is entitled to a first priority lien on the Collateral (subject to any Permitted Liens and the Intercreditor Agreement) pledged by such Subsidiary Guarantor Pledgor, as described below under “— Security”; and
- ranks effectively senior in right of payment to the unsecured obligations of such Subsidiary Guarantor Pledgor with respect to the value of the Collateral securing such Subsidiary Guarantee (subject to any priority rights of such unsecured obligations pursuant to applicable law).

The JV Subsidiary Guarantee of each JV Subsidiary Guarantor will not be secured.

Under the Indenture, and any supplemental indenture to the Indenture, as applicable, each of the Subsidiary Guarantors and JV Subsidiary Guarantors (if any) jointly and severally guarantees the due and punctual payment of the principal of, premium, if any, and interest on, and all other amounts payable under, the Notes; *provided* that any JV Subsidiary Guarantee will be limited to the JV Entitlement Amount. The Subsidiary Guarantors and JV Subsidiary Guarantors (1) agree that their respective obligations under the Subsidiary Guarantees and JV Subsidiary Guarantees, as the case may be, will be enforceable irrespective of any invalidity, irregularity or unenforceability of the Notes or the Indenture and (2) waive their respective rights to require the Trustee to pursue or exhaust its legal or equitable remedies against the Company prior to exercising its rights under the Subsidiary Guarantees and the JV Subsidiary Guarantees, as the case may be. Moreover, if at any time any amount paid under a Note or the Indenture is rescinded or must otherwise be repaid, the rights of the Holders under the Subsidiary Guarantees and the JV Subsidiary Guarantees, as the case may be, will be reinstated with respect to such payment as though such payment had not been made. All payments under the Subsidiary Guarantees and the JV Subsidiary Guarantees, as the case may be, are required to be made in U.S. dollars.

Under the Indenture, and any supplemental indenture to the Indenture, as applicable,

- each Subsidiary Guarantee is limited to an amount not to exceed the maximum amount that can be guaranteed by the applicable Subsidiary Guarantor without rendering the Subsidiary Guarantee, as it relates to such Subsidiary Guarantor, voidable under applicable law relating to fraudulent conveyance or fraudulent transfer or similar laws affecting the rights of creditors generally; and
- each JV Subsidiary Guarantee is limited to an amount which is the lower of (i) the JV Entitlement Amount and (ii) an amount not to exceed the maximum amount that can be guaranteed by the applicable JV Subsidiary Guarantor without rendering the JV Subsidiary Guarantee, as it relates to such JV Subsidiary Guarantor, voidable under applicable law relating to fraudulent conveyance or fraudulent transfer or similar laws affecting the rights of creditors generally.

No assurance can be given that the preceding provision limiting the maximum amount of each Subsidiary Guarantee or JV Subsidiary Guarantee will be given effect. If a Subsidiary Guarantee or JV Subsidiary Guarantee were to be rendered voidable, it could be subordinated by a court to all other indebtedness (including guarantees and other contingent liabilities) of the applicable Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, and, depending on the amount of such indebtedness, a Subsidiary Guarantor's liability on its Subsidiary Guarantee or a JV Subsidiary Guarantor's liability on its JV Subsidiary Guarantee, as the case may be, could in each case be reduced to zero.

The obligations of each Subsidiary Guarantor under its Subsidiary Guarantee and the enforceability of the Collateral granted in respect of the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors may be limited, or possibly invalid, under applicable laws. Similarly, the obligations of each JV Subsidiary Guarantor under its JV Subsidiary Guarantee may be limited, or possibly invalid, under applicable laws. See "Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral — The Subsidiary Guarantees or JV Subsidiary Guarantees (if any) may be challenged under applicable insolvency or fraudulent transfer laws, which could impair the enforceability of the Subsidiary Guarantees or JV Subsidiary Guarantees."

#### ***Release of the Subsidiary Guarantees and JV Subsidiary Guarantees***

A Subsidiary Guarantee given by a Subsidiary Guarantor and a JV Subsidiary Guarantee given by a JV Subsidiary Guarantor may be released in certain circumstances, including:

- upon repayment in full of the Notes;
- upon a defeasance as described under "— Defeasance — Defeasance and Discharge";



- upon the designation by the Company of a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, as an Unrestricted Subsidiary in compliance with the terms of the Indenture;
- upon the sale of a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, in compliance with the terms of the Indenture (including the covenants described under “— Certain Covenants — Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries,” “— Certain Covenants — Limitation on Asset Sales” and “— Consolidation, Merger and Sale of Assets”) resulting in such Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, no longer being a Restricted Subsidiary, so long as (1) such Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, is simultaneously released from its obligations in respect of any of the Company’s other Indebtedness or any Indebtedness of any other Restricted Subsidiary and (2) the proceeds from such sale or disposition are used for the purposes permitted or required by the Indenture; or
- in the case of a Subsidiary Guarantee, upon the replacement of a Subsidiary Guarantee with a JV Subsidiary Guarantee.

No release of a Subsidiary Guarantor from its Subsidiary Guarantee or a JV Subsidiary Guarantor from its JV Subsidiary Guarantee shall be effective against the Trustee or the Holders until the Company has delivered to the Trustee an Officers’ Certificate stating that all requirements relating to such release have been complied with and such release is authorized and permitted by the terms of the Indenture. The Trustee shall be entitled to rely without liability upon such Officers’ Certificate as sufficient evidence thereof in which event it shall be conclusive and binding on the Holders.

***Replacement of Subsidiary Guarantees with JV Subsidiary Guarantees***

A Subsidiary Guarantee given by a Subsidiary Guarantor may be released following the sale or issuance by the Company or any of its Restricted Subsidiaries of Capital Stock in (a) such Subsidiary Guarantor or (b) any other Subsidiary Guarantor that, directly or indirectly, owns a majority of the Capital Stock of such Subsidiary Guarantor, in each case where such sale or issuance, whether through the sale of existing shares or the issuance of new shares, is for no less than 20% and no more than 49.9% of the issued Capital Stock of the relevant Subsidiary Guarantor, *provided* that the following conditions are satisfied or complied with:

- as of the date of such proposed release, no document exists that is binding on the Company or any of the Restricted Subsidiaries that would have the effect of (a) prohibiting the Company or any of the Restricted Subsidiaries from releasing such Subsidiary Guarantee, (b) prohibiting the Company or any of the Restricted Subsidiaries from providing such JV Subsidiary Guarantee, or (c) requiring the Company or any of the Restricted Subsidiaries to deliver or keep in force a replacement guarantee on terms that are more favorable to the recipients of such guarantee than the JV Subsidiary Guarantee;
- such sale is made to an Independent Third Party at a consideration that is not less than the appraised value of such Capital Stock by an independent appraisal firm of recognized international standing appointed by the Company;
- as of the date of execution of the JV Subsidiary Guarantee, after giving effect to the issuance or sale of Capital Stock in such JV Subsidiary Guarantor, the Non-Guaranteed Portion with respect to all of the JV Subsidiary Guarantors then existing and their respective Restricted Subsidiaries does not exceed 10.0% of Total Assets;
- all capital contributions (by way of transfer of cash or other property or any payment for property or services for the use of others or otherwise) to be made into a JV Subsidiary Guarantor from the date of the sale of existing Capital Stock or issuance of new Capital

Stock as referred to above, shall be made directly or by contribution of assets or services having an equivalent Fair Market Value by (i) the Company and its Restricted Subsidiaries and (ii) such Independent Third Party that purchased or subscribed for Capital Stock in the JV Subsidiary Guarantor in proportion to their respective direct or indirect ownership percentages of the Capital Stock of such JV Subsidiary Guarantor;

- concurrently with the release of such Subsidiary Guarantee, the Company shall or shall cause such JV Subsidiary Guarantor to deliver to the Trustee:
  - (i) (A) a duly executed JV Subsidiary Guarantee of such JV Subsidiary Guarantor and each Restricted Subsidiary of such JV Subsidiary Guarantor that is not organized under the laws of the PRC and (B) a duly executed supplemental indenture to the Indenture pursuant to which such JV Subsidiary Guarantor will guarantee the payment of the Notes, each of which provides, among other things, that the aggregate claims of the Trustee under such JV Subsidiary Guarantee and all JV Subsidiary Guarantees provided by the Restricted Subsidiaries and shareholders of such JV Subsidiary Guarantor will be limited to the JV Entitlement Amount;
  - (ii) a duly executed Security Document that pledges in favor of the Trustee the Capital Stock of such JV Subsidiary Guarantor held by the Company or any Subsidiary Guarantor, but not the Capital Stock of the direct or indirect Subsidiaries of such JV Subsidiary Guarantor;
  - (iii) an Officers' Certificate certifying a copy of a Board Resolution to the effect that such JV Subsidiary Guarantee has been approved by a majority of the disinterested members of the Board of Directors; and
  - (iv) a legal opinion by a law firm of recognized international standing addressed to the Trustee confirming that under New York law such JV Subsidiary Guarantee is valid, binding and enforceable against the JV Subsidiary Guarantor providing such JV Subsidiary Guarantee (subject to customary qualifications and assumptions).

Notwithstanding the foregoing paragraph, any such sale or issuance of the Capital Stock of the relevant Subsidiary Guarantor (including where such sale results in the relevant Subsidiary Guarantor ceasing to be a Restricted Subsidiary) will need to comply with the other covenants set forth in the Indenture, including, without limitation, the “— Limitation on Asset Sales” and “— Limitation on Restricted Payments” covenants.

Any Net Cash Proceeds from the sale of such Capital Stock shall be applied by the Company (or any Restricted Subsidiary) in accordance with the “— Limitation on Asset Sales” covenant.

As of the date hereof, all of the Company's Subsidiaries are “Restricted Subsidiaries.” However, under the circumstances described below under “— Certain Covenants — Designation of Restricted and Unrestricted Subsidiaries,” the Company will be permitted to designate certain of its Subsidiaries as “Unrestricted Subsidiaries.” The Company's Unrestricted Subsidiaries will generally not be subject to the restrictive covenants in the Indenture. The Company's Unrestricted Subsidiaries will not Guarantee the Notes.

## **Security**

The Company has, for the benefit of (among others) the Holders, pledged, or caused the Subsidiary Guarantor Pledgors to pledge, as the case may be, the Capital Stock of all of the Subsidiary Guarantors owned by the Company or the Subsidiary Guarantor Pledgors (the “Collateral”) on a first priority basis (subject to Permitted Liens and *pari passu* sharing described below) on or prior to the Original Issue Date in order to secure the obligations of the Company under, *inter alia*, the Notes and the Indenture and of such Subsidiary Guarantor Pledgor under, *inter alia*, its Subsidiary Guarantee. The Company and the

Subsidiary Guarantor Pledgors have taken all requisite steps under applicable laws and undertaken customary procedures in connection with the granting and perfection of the first priority Liens on the Collateral and have agreed to promptly deliver to the Trustee an Opinion of Counsel and Officers' Certificate relating to each such pledge in form and substance as set forth in the Indenture.

As of the date of this offering memorandum, the Subsidiary Guarantor Pledgors are ASEAN City (BVI) Limited, China Central City (BVI) Limited, Chongqing China South City Limited, Grow Rich Holdings Limited, Hefei China South City Limited, Alliance Century Limited, Trade Depot Limited, China South City E-commerce Investments Limited, Sheen Profits Limited, Insight Summit Holdings Limited, Bartow Investments Limited, Stanwick Holdings Limited, Newlyn Corporate Limited, New Primrose Limited, Virtual Dragon Investments Limited and Ever Accord Investments Limited.

None of the Capital Stock of the Non-Guarantor Subsidiaries has been pledged or will at any time in the future be pledged. In addition, none of the Capital Stock of any future Restricted Subsidiary that may be organized under the laws of the PRC will be pledged at any time in the future. If any JV Subsidiary Guarantor is established, the Capital Stock of such JV Subsidiary Guarantor owned by the Company or any Subsidiary Guarantor will be pledged to secure the obligations of the Company under the Notes and the Indenture, and of such Subsidiary Guarantor under its Subsidiary Guarantee, as the case may be, in the manner described above. However, none of the JV Subsidiary Guarantors will provide a Security Document pledging the Capital Stock of its direct or indirect Subsidiaries as security in favor of the Shared Security Agent.

The Company has also agreed, for the benefit of the Holders, to pledge, or cause each Subsidiary Guarantor (other than a JV Subsidiary Guarantor, if any) to pledge, the Capital Stock owned by the Company or such Subsidiary Guarantor of any Person that becomes a Subsidiary Guarantor after the Original Issue Date, as soon as practicable after such Person becomes a Subsidiary Guarantor, to secure the obligations of the Company under the Notes and the Indenture, and of such Subsidiary Guarantor under its Subsidiary Guarantee, in the manner described above.

Each Subsidiary Guarantor that pledges capital stock of a Restricted Subsidiary after the Original Issue Date is referred to as a "Future Subsidiary Guarantor Pledgor" and, upon giving such pledge, will be a "Subsidiary Guarantor Pledgor."

The Collateral is shared on a *pari passu* basis pursuant to the Intercreditor Agreement (as defined below) by the holders of the Notes and the holders of other secured indebtedness, including the holders of the 2014 Notes. Accordingly, in the event of a default on the Notes, the 2014 Notes or the other secured indebtedness and a foreclosure on the Collateral, any foreclosure proceeds would be shared by the holders of secured indebtedness in proportion to the outstanding amounts of each class of secured indebtedness.

The proceeds realizable from the Collateral securing the Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors (as reduced by the obligations owed to other secured creditors under the Intercreditor Agreement) are unlikely to be sufficient to satisfy the Company's and each of the Subsidiary Guarantor Pledgors' obligations under the Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors (as reduced by the obligations owed to other secured creditors under the Intercreditor Agreement), and the Collateral securing the Notes and such Subsidiary Guarantee (as reduced by the obligations owed to other secured creditors under the Intercreditor Agreement) may be reduced or diluted under certain circumstances, including the issuance of Additional Notes and other Permitted *Pari Passu* Secured Indebtedness and the disposition of assets comprising the Collateral, subject to the terms of the Indenture. See "— Release of Security" and "Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral—The value of the Collateral is unlikely to be sufficient to satisfy our obligations under the Notes and other *pari passu* secured indebtedness."

No appraisals of the Collateral have been prepared in connection with this offering of the Notes. There can be no assurance that the proceeds of any sale of the Collateral, in whole or in part, pursuant to the Indenture and the Security Documents following an Event of Default, would be sufficient to satisfy amounts due on the Notes or the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors (as reduced by the obligations owed to other secured creditors under the Intercreditor Agreement). By its nature, some or all of the Collateral will be illiquid and may have no readily ascertainable market value. Accordingly, there can be no assurance that the Collateral would be sold in a timely manner or at all.

So long as no Payment Default has occurred and is continuing, and subject to the terms of the Security Documents and the Indenture, the Company and the Subsidiary Guarantor Pledgors, as the case may be, will be entitled to exercise any and all voting rights and to receive, retain and use any and all cash dividends, stock dividends, liquidating dividends, non-cash dividends, shares or stock resulting from stock splits or reclassifications, rights issues, warrants, options and other distributions (whether similar or dissimilar to the foregoing) in respect of Capital Stock constituting Collateral.

### ***Permitted Pari Passu Secured Indebtedness***

On or after the Original Issue Date, the Company and each Subsidiary Guarantor Pledgor may create Liens on the Collateral *pari passu* with the Lien for the benefit of the Holders to secure Indebtedness of the Company (including Additional Notes) and any Pari Passu Subsidiary Guarantee of a Subsidiary Guarantor Pledgor with respect to such Indebtedness (such Indebtedness of the Company and any such Pari Passu Subsidiary Guarantee, “Permitted Pari Passu Secured Indebtedness”); *provided* that (1) the Company or such Subsidiary Guarantor Pledgor was permitted to Incur such Indebtedness under the covenant described under “— Limitation on Indebtedness and Preferred Stock,” (2) the holders of such Indebtedness (other than Additional Notes) (or their representative) become party to the Intercreditor Agreement referred to below; (3) the agreement in respect of such Indebtedness contains provisions with respect to releases of Collateral and such Pari Passu Subsidiary Guarantee is substantially similar to and no more restrictive on the Company and such Subsidiary Guarantor Pledgor than the provisions of the Indenture and the Security Documents; and (4) the Company and such Subsidiary Guarantor Pledgor deliver to the Trustee and the Shared Security Agent an Opinion of Counsel and Officers’ Certificate with respect to corporate and collateral matters in connection with the Security Documents, in form and substance as set forth in the Security Documents. The Trustee will be permitted and authorized, without the consent of any Holder, to enter into any amendment to the Security Documents or the Indenture and take any other action necessary to permit the creation and registration of Liens on the Collateral to secure Permitted Pari Passu Secured Indebtedness in accordance with this paragraph (including, without limitation, the appointment of any collateral agent under the Intercreditor Agreement referred to below to hold the Collateral on behalf of the Holders and the holders of Permitted Pari Passu Secured Indebtedness).

Except for certain Permitted Liens and the Permitted Pari Passu Secured Indebtedness, the Company and its Restricted Subsidiaries will not be permitted to issue or Incur any other Indebtedness secured by all or any portion of the Collateral without the consent of each Holder of the Notes then outstanding.

### ***Intercreditor Agreement***

The Company, the Subsidiary Guarantor Pledgors, the Trustee, as representative of the Holders, the 2014 Notes Trustee, as representative of the holders of the Company’s 2014 Notes, and the Shared Security Agent entered into the amended and restated intercreditor agreement (the “Intercreditor Agreement”) on the Original Issue Date which amended and restated the intercreditor agreement dated as of October 17, 2012 and supplemented from time to time (the “Original Intercreditor Agreement”), pursuant to which they have agreed (1) to share the Collateral on an equal and ratable basis (the parties thereto and any future Permitted Pari Passu Secured Indebtedness sharing equal priority and pro rata entitlement in and to the Collateral); (2) the conditions that are applicable to the release of or granting of any Lien on such Collateral; and (3) the conditions under which their rights with respect to such Collateral and the Indebtedness secured thereby will be enforced.

Following the Incurrence of any further Permitted Pari Passu Secured Indebtedness (other than Additional Notes), the holders of such Permitted Pari Passu Secured Indebtedness (or their representative) will also accede to the Intercreditor Agreement to include the holders of such Permitted Pari Passu Secured Indebtedness as parties to the Intercreditor Agreement.

By accepting the Notes, each Holder shall be deemed to have consented (in satisfaction of the requirements of the Indenture described under the caption “— Amendments and Waiver — Amendments With Consent of Holders”) to the terms of the Intercreditor Agreement, any amendments or modifications thereto, any future intercreditor agreement required under the Indenture and the execution of the Intercreditor Agreement.

By accepting the Notes, notwithstanding any provision in the Intercreditor Agreement, each Holder shall also be deemed to have consented (in satisfaction of the requirements of the Indenture described under the caption “— Amendments and Waiver — Amendments With Consent of Holders”) to the Trustee taking any action (including delivering written notice in accordance with the terms of the Intercreditor Agreement) to effect (a) the removal of The Hongkong and Shanghai Banking Corporation Limited as the Shared Security Agent under the Intercreditor Agreement and (b) the appointment of Citicorp International Limited (or the Trustee’s successor appointed in accordance with the terms of the Indenture) as the successor Shared Security Agent (subject to the Company and the Trustee reaching an agreement on fees and expenses and the Trustee being reasonably satisfied with the terms of the Intercreditor Agreement), in each case in accordance with the terms of the Intercreditor Agreement, upon receipt by the Trustee at any time after October 17, 2015 of an Officers’ Certificate from the Company which (a) certifies the due redemption and repayment in full of all of the 2014 Notes and (b) requests that the Trustee take all relevant actions to give effect to this paragraph. The Trustee shall be entitled to rely without liability upon such Officers’ Certificate and to take such actions without seeking any instruction or consent from the Holders.

### ***Enforcement of Security***

The first priority Liens securing the Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors, have been granted to the Shared Security Agent, subject to Permitted Liens and *pari passu* sharing. Subject to the Intercreditor Agreement, the Shared Security Agent holds such Liens and security interests in the Collateral granted pursuant to the Security Documents with sole authority as directed by the written instruction of, among others, the Trustee on behalf of Holders to exercise remedies under the Security Documents. The Shared Security Agent has agreed to act on behalf of the Trustee (for the benefit of the Holders) and the other secured parties under the applicable Security Documents, to follow the instructions provided to it under the Indenture, the Intercreditor Agreement and the Security Documents and to carry out certain other duties.

The Indenture, the Intercreditor Agreement and/or the Security Documents principally provide that, at any time while the Notes are outstanding, the Shared Security Agent has the right to manage, perform and enforce the terms of the Security Documents relating to the Collateral and to exercise and enforce all privileges, rights and remedies thereunder according to its direction, including to take or retake control or possession of such Collateral and to hold, prepare for sale, process, lease, dispose of or liquidate such Collateral, including, without limitation, following the occurrence of an Event of Default under the Indenture. However, although the Trustee may, subject to the terms of the Intercreditor Agreement, instruct the Shared Security Agent to foreclose the Collateral upon the occurrence of an Event of Default that is continuing, such instruction may be overruled by a contrary instruction to the Shared Security Agent from holders of more than 50% of all such Indebtedness that is subject to the Intercreditor Agreement. See “Risk Factors — The value of the Collateral is unlikely to be sufficient to satisfy our obligations under the Notes and other *pari passu* secured indebtedness.”

All payments received and all amounts held by the Shared Security Agent in respect of the Collateral under the Security Documents will be applied as follows:

*first*, to the Shared Security Agent for any indemnified liabilities, unpaid fees, costs and expenses incurred under the Intercreditor Agreement or the Security Documents;

*second, pro rata* to each of the Trustee, the 2014 Notes Trustee and any agent or representative of any series of Permitted Pari Passu Secured Indebtedness for any indemnified liabilities, unpaid fees, costs and expenses under the applicable secured party document;

*third, pro rata* to each of the Trustee for the benefit of Holders, the 2014 Notes Trustee for the benefit of the holders of the 2014 Notes, and, to the extent applicable, to holders of Permitted Pari Passu Secured Indebtedness (or their representative), inclusive of any fees and expenses of each secured party (to the extent not paid pursuant to the second item above), and the principal, interest and premium thereon and for the benefit of the holders of each thereof in accordance with the terms of the relevant secured party document; and

*fourth*, any surplus remaining after such payments will be paid to the Company or the Subsidiary Guarantor Pledgors or to whomever may be lawfully entitled thereto.

The Shared Security Agent may decline to foreclose on the Collateral or exercise remedies available if it does not receive indemnification and/or security to its satisfaction. In addition, the Shared Security Agent's ability to foreclose on the Collateral may be subject to lack of perfection, the consent of third parties, prior Liens and practical problems associated with the realization of the Shared Security Agent's Liens on the Collateral. Neither the Trustee or the Shared Security Agent, nor any of their respective officers, directors, employees, attorneys or agents will be responsible or liable for the existence, genuineness, value or protection of any Collateral securing the Notes, for the legality, validity, adequacy, enforceability, effectiveness or sufficiency of the Security Documents, for the creation, perfection, continuation, priority, sufficiency or protection of any of the Liens, for any defect or deficiency as to any such matters, or for any failure to demand, collect, foreclose or realize upon or otherwise enforce any of the Liens or Security Documents or any delay in doing so.

The Security Documents provide that the Company and the Subsidiary Guarantor Pledgors will indemnify, among others, the Shared Security Agent and the Trustee for all liabilities, obligations, losses, damages, penalties, actions, judgments, suits, costs, expenses or disbursements of any kind imposed against, among others, the Shared Security Agent and the Trustee arising out of the Security Documents except to the extent that a court of competent jurisdiction in a final, non-appealable judgment determines that any of the foregoing arises directly from the gross negligence, fraud or willful misconduct of, among others, the Shared Security Agent and the Trustee.

This section, "— Enforcement of Security," shall be subject to any amendments to the Security Documents or the Indenture to permit the creation of Liens on the Collateral to secure Permitted Pari Passu Secured Indebtedness in accordance with "— Permitted Pari Passu Secured Indebtedness" above.

### ***Release of Security***

Subject to the Intercreditor Agreement, the security created in respect of the Collateral granted under the Security Documents may be released in certain circumstances, including:

- upon repayment in full of the Notes;
- upon a defeasance and discharge of the Notes as provided below under "— Defeasance — Defeasance and Discharge";
- upon certain dispositions of the Collateral in compliance with the covenants described under "— Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries" or "— Limitation on Asset Sales," or in accordance with the provision described under "— Consolidation, Merger and Sale of Assets";
- with respect to security granted by a Subsidiary Guarantor Pledgor, upon the release of the Subsidiary Guarantee of such Subsidiary Guarantor Pledgor in accordance with the terms of the Indenture; and

- in connection with and upon execution of a JV Subsidiary Guarantee to replace a Subsidiary Guarantee, with respect to all pledges of Capital Stock granted by such JV Subsidiary Guarantor (or its Subsidiaries) in its direct and indirect Subsidiaries, and in accordance with the terms of the Indenture.

No release of Collateral shall be effective against the Trustee or the Holders until the Company has delivered to the Trustee an Officers' Certificate stating that all requirements relating to such release have been complied with and that such release has been authorized by, permitted by and made in accordance with the provisions of the Indenture.

### Further Issues

Subject to the covenants described below and in accordance with the terms of the Indenture, the Company may, from time to time, without notice to or the consent of the Holders, create and issue Additional Notes having the same terms and conditions as the Notes (including the benefit of the Subsidiary Guarantees and JV Subsidiary Guarantees) in all respects (or in all respects except for the issue date, issue price and the first payment of interest on them and, to the extent necessary, certain temporary securities law transfer restrictions) so that such Additional Notes may be consolidated and form a single class with the previously outstanding Notes and vote together as one class on all matters with respect to the Notes; *provided* that the issuance of any such Additional Notes shall then be permitted under the "— Limitation on Indebtedness and Preferred Stock" covenant described below. Citicorp International Limited may serve as Trustee with respect to any Additional Notes.

### Optional Redemption

At any time and from time to time on or after September 13, 2019, the Company may at its option redeem the Notes, in whole or in part, at a redemption price equal to the percentage of principal amount set forth below plus accrued and unpaid interest, if any, to (but not including) the redemption date if redeemed during the twelve-month period beginning on September 13 of each of the years indicated below.

<u>Period</u>	<u>Period Redemption Price</u>
2019 .....	103.375%
2020 .....	101.6875%

At any time prior to September 13, 2019, the Company may at its option redeem the Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the Notes plus the Applicable Premium as of, and accrued and unpaid interest, if any, to (but not including) the redemption date. Neither the Trustee nor any of the Agents shall be responsible for calculating or verifying the Applicable Premium.

At any time and from time to time prior to September 13, 2019, the Company may redeem up to 35% of the aggregate principal amount of the Notes with the Net Cash Proceeds of one or more sales of Common Stock of the Company in an Equity Offering at a redemption price of 106.75% of the principal amount of the Notes, plus accrued and unpaid interest, if any, to (but not including) the redemption date; *provided* that at least 65% of the aggregate principal amount of the Notes originally issued on the Original Issue Date remains outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related Equity Offering.

### ***Selection and Notice***

The Company will give not less than 30 days' nor more than 60 days' notice of any redemption to the Holders. If less than all of the Notes are to be redeemed at any time, the Trustee will select Notes for redemption as follows:

- (1) if the Notes are listed on any recognized securities exchange and/or are held through any clearing systems, in compliance with the requirements of such recognized securities exchange on which the Notes are listed (if any) and the requirements of the clearing system through which the Notes are held, as applicable; or
- (2) if the Notes are not listed on any recognized securities exchange or held through any clearing systems, on a pro rata basis (with adjustments to prevent fractions), by lot or by such method as the Trustee in its sole and absolute discretion deems fair and appropriate.

A Note of US\$200,000 in principal amount or less shall not be redeemed in part. If any Note is to be redeemed in part only, the notice of redemption relating to such Note will state the portion of the principal amount to be redeemed. A new Note in principal amount equal to the unredeemed portion will be issued upon cancellation of the original Note. On and after the redemption date, interest will cease to accrue on Notes or portions of them called for redemption.

### **Repurchase of Notes Upon a Change of Control Triggering Event**

Not later than 30 days following a Change of Control Triggering Event, the Company will make an Offer to Purchase all outstanding Notes (a "Change of Control Offer") at a purchase price equal to 101% of the principal amount thereof plus accrued and unpaid interest, if any, to (but not including) the Offer to Purchase Payment Date.

The Company has agreed in the Indenture that it will timely repay all Indebtedness or obtain consents as necessary under, or terminate, agreements or instruments that would otherwise prohibit a Change of Control Offer required to be made pursuant to the Indenture. Notwithstanding this agreement of the Company, it is important to note that if the Company is unable to repay (or cause to be repaid) all of the Indebtedness, if any, that would prohibit repurchase of the Notes or is unable to obtain the requisite consents of the holders of such Indebtedness, or terminate any agreements or instruments that would otherwise prohibit a Change of Control Offer, it would continue to be prohibited from purchasing the Notes. In that case, the Company's failure to purchase tendered Notes would constitute an Event of Default under the Indenture.

Certain of the events constituting a Change of Control Triggering Event under the Notes will also constitute an event of default under certain debt instruments of the Company and its Subsidiaries. Future debt of the Company may also (1) prohibit the Company from purchasing Notes in the event of a Change of Control Triggering Event; (2) provide that a Change of Control Triggering Event is a default; or (3) require repurchase of such debt upon a Change of Control Triggering Event. Moreover, the exercise by the Holders of their right to require the Company to purchase the Notes could cause a default under other indebtedness, even if the Change of Control Triggering Event itself does not, due to the financial effect of the purchase on the Company. The Company's ability to pay cash to the Holders following the occurrence of a Change of Control Triggering Event may be limited by the Company's, the Subsidiary Guarantors' and the JV Subsidiary Guarantors' then-existing financial resources. There can be no assurance that sufficient funds will be available when necessary to make the required purchase of the Notes. See "Risk Factors — Risks Relating to the Notes — We may not be able to repurchase the Notes upon a Change of Control Triggering Event."

The phrase "all or substantially all," as used with respect to the assets of the Company in the definition of "Change of Control," will likely be interpreted under applicable law of the relevant jurisdictions and will be dependent upon particular facts and circumstances. As a result, there may be a degree of uncertainty in ascertaining whether a sale or transfer of "all or substantially all" the assets of the Company has occurred.



Except as described above with respect to a Change of Control Triggering Event, the Indenture does not contain provisions that permit the Holders to require that the Company purchase or redeem the Notes in the event of a takeover, recapitalization or similar transaction.

### **Mandatory Redemption or Sinking Fund**

There will be no mandatory redemption or sinking fund payments for the Notes.

### **Additional Amounts**

All payments of principal of, and premium (if any) and interest on the Notes or under the Subsidiary Guarantees and JV Subsidiary Guarantees will be made without withholding or deduction for, or on account of, any present or future taxes, duties, assessments or governmental charges of whatever nature imposed or levied by or within any jurisdiction in which the Company, a Surviving Person (as defined under “— Consolidation, Merger and Sale of Assets”) or an applicable Subsidiary Guarantor or JV Subsidiary Guarantor is organized or resident for tax purposes (or any political subdivision or taxing authority thereof or therein), including, without limitation, the PRC (each, as applicable, a “Relevant Taxing Jurisdiction”), or any jurisdiction through which payments are made (together with each Relevant Taxing Jurisdiction, a “Relevant Jurisdiction”), unless such withholding or deduction is required by law or by regulation or governmental policy having the force of law. In the event that any such withholding or deduction is so required, the Company, a Surviving Person or the applicable Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, will pay such additional amounts (“Additional Amounts”) as will result in receipt by the Holder of each Note, the Subsidiary Guarantees or the JV Subsidiary Guarantees, as the case may be, of such amounts as would have been received by such Holder had no such withholding or deduction been required, except that no Additional Amounts shall be payable:

- (1) for or on account of:
  - (a) any tax, duty, assessment or other governmental charge that would not have been imposed but for:
    - (i) the existence of any present or former connection between the Holder or beneficial owner of such Note, Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, and the Relevant Taxing Jurisdiction (other than merely acquiring or holding such Note or the receipt of payments or enforcement of rights thereunder or under a Subsidiary Guarantee or JV Subsidiary Guarantee), including, without limitation, such Holder or beneficial owner being or having been a national, domiciliary or resident of such Relevant Jurisdiction or treated as a resident thereof or being or having been physically present or engaged in a trade or business therein or having or having had a permanent establishment therein;
    - (ii) the presentation of such Note (in cases in which presentation is required) more than 30 days after the later of the date on which the payment of the principal of, premium, if any, and interest on such Note became due and payable pursuant to the terms thereof or was made or duly provided for, except to the extent that the Holder thereof would have been entitled to such Additional Amounts if it had presented such Note for payment on the last day of such 30-day period;
    - (iii) the failure of the Holder or beneficial owner to comply with a timely request of the Company, a Surviving Person, any Subsidiary Guarantor or any JV Subsidiary Guarantor addressed to the Holder or beneficial owner, as the case may be, to provide information concerning such Holder’s or beneficial owner’s nationality, residence, identity or connection with any Relevant Jurisdiction, if and to the extent that due and timely compliance with such request is required under the tax laws of such jurisdiction in order to reduce or eliminate any

withholding or deduction as to which Additional Amounts would have otherwise been payable to such Holder, and such request is made to a Holder or a beneficial owner at least 60 days before it will be required to comply with such request; or

- (iv) the presentation of such Note (in cases in which presentation is required) for payment in the Relevant Jurisdiction, unless such Note could not have been presented for payment elsewhere;
  - (b) any estate, inheritance, gift, sale, transfer, personal property or similar tax, assessment or other governmental charge;
  - (c) any tax, assessment or other governmental charge that is payable otherwise than by withholding or deduction from payments of principal, premium (if any) and interest on the Notes or from payments under the Subsidiary Guarantees or JV Subsidiary Guarantees (if any);
  - (d) any tax, assessment or other governmental charge required to be withheld by any paying agent from any payment of principal, premium (if any) or interest on the Notes if such tax, assessment or other governmental charge results from the presentation of such Note for payment (in cases in which presentation is required) and the payment can be made without such withholding or deduction by the presentation of such Note for payment to another available paying agent of the Company; or
  - (e) any combination of taxes, duties, assessments or other governmental charges referred to in the preceding clauses (a), (b), (c) and (d); or
- (2) to a Holder that is a fiduciary, partnership or person other than the sole beneficial owner of any payment to the extent that such payment would be required to be included in the income under the laws of a Relevant Jurisdiction, for tax purposes, of a beneficiary or settlor with respect to the fiduciary, or a member of that partnership or a beneficial owner who would not have been entitled to such Additional Amounts had that beneficiary, settlor, partner or beneficial owner been the Holder thereof.

As a result of these provisions, there are circumstances in which taxes could be withheld or deducted but Additional Amounts would not be payable to some or all beneficial owners of Notes.

Whenever there is mentioned in any context the payment of principal of, and any premium or interest on, any Note or under any Subsidiary Guarantee or JV Subsidiary Guarantee, such mention shall be deemed to include payment of Additional Amounts provided for in the Indenture to the extent that, in such context, Additional Amounts are, were or would be payable in respect thereof.

### **Redemption for Taxation Reasons**

The Notes may be redeemed, at the option of the Company or a Surviving Person with respect to the Company, as a whole but not in part, upon giving not less than 30 days' nor more than 60 days' notice to the Holders (which notice shall be irrevocable) and upon reasonable notice in advance of such notice to Holders to the Trustee and the Paying and Transfer Agent, at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest (including any Additional Amounts), if any, to the date fixed by the Company or the Surviving Person, as the case may be, for redemption if, as a result of:

- (1) any change in, or amendment to, the laws (or any regulations or rulings promulgated thereunder) of a Relevant Taxing Jurisdiction affecting taxation; or
- (2) any change in the existing official position or the stating of an official position regarding the application or interpretation of such laws, regulations or rulings (including a holding, judgment or order by a court of competent jurisdiction),

which change or amendment is proposed and becomes effective (i) with respect to the Company or any initial Subsidiary Guarantor, on or after the Original Issue Date, or (ii) with respect to any Future Subsidiary Guarantor, JV Subsidiary Guarantor or Surviving Person, on or after the date such Future Subsidiary Guarantor, JV Subsidiary Guarantor or Surviving Person becomes a Subsidiary Guarantor, JV Subsidiary Guarantor or Surviving Person, with respect to any payment due or to become due under the Notes or the Indenture, the Company, a Surviving Person or a Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, is, or on the next Interest Payment Date would be, required to pay Additional Amounts, and such requirement cannot be avoided by the taking of reasonable measures by the Company, a Surviving Person, a Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be; *provided* that no such notice of redemption shall be given earlier than 90 days prior to the earliest date on which the Company, a Surviving Person, a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, would be obligated to pay such Additional Amounts if a payment in respect of the Notes were then due.

Prior to the mailing of any notice of redemption of the Notes pursuant to the foregoing, the Company, a Surviving Person, a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, will deliver to the Trustee at least 30 days but not more than 60 days before a redemption date:

- (1) an Officers' Certificate stating that such change or amendment referred to in the prior paragraph has occurred, describing the facts related thereto and stating that such requirement cannot be avoided by the Company, a Surviving Person or a Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, taking reasonable measures available to it; and
- (2) an Opinion of Counsel or an opinion of a tax consultant, in either case of recognized standing with respect to tax matters of the Relevant Taxing Jurisdiction, addressed to the Trustee stating that the requirement to pay such Additional Amounts results from such change or amendment referred to in the prior paragraph.

The Trustee shall be entitled to rely on such certificate and opinion as sufficient evidence of the satisfaction of the conditions precedent described above and will not be responsible for any loss occasioned by acting in reliance on such certificate and opinion.

Any Notes that are redeemed will be cancelled.

### **Certain Covenants**

Set forth below are summaries of certain covenants contained in the Indenture.

#### ***Limitation on Indebtedness and Preferred Stock***

- (1) The Company will not, and will not permit any Restricted Subsidiary to, Incur any Indebtedness (including Acquired Indebtedness), and the Company will not permit any Restricted Subsidiary to issue Preferred Stock, *provided* that the Company and any Subsidiary Guarantor or JV Subsidiary Guarantor may Incur Indebtedness and any Non-Guarantor Subsidiary may Incur Permitted Subsidiary Indebtedness if, after giving effect to the Incurrence of such Indebtedness and the receipt and application of the proceeds therefrom, (x) no Default has occurred and is continuing and (y) the Fixed Charge Coverage Ratio would be not less than 2.5 to 1.0. Notwithstanding the foregoing, the Company will not permit any Restricted Subsidiary to Incur any Disqualified Stock (other than Disqualified Stock held by the Company or a Subsidiary Guarantor, so long as it is so held).
- (2) Notwithstanding the foregoing, the Company and, to the extent provided below, any Restricted Subsidiary may Incur each and all of the following ("Permitted Indebtedness"):
  - (a) Indebtedness under the Notes (excluding any Additional Notes and any Permitted Pari Passu Secured Indebtedness of the Company) and each Subsidiary Guarantee and JV Subsidiary Guarantee;

- (b) any *Pari Passu* Subsidiary Guarantees by any Subsidiary Guarantor or any JV Subsidiary Guarantor;
- (c) Indebtedness of the Company or any Restricted Subsidiary outstanding on the Original Issue Date excluding Indebtedness permitted under clause (d); *provided* that such Indebtedness of Restricted Subsidiaries (other than Subsidiary Guarantors or JV Subsidiary Guarantors) shall be included in the calculation of Permitted Subsidiary Indebtedness;
- (d) Indebtedness of the Company or any Restricted Subsidiary owed to the Company or any Restricted Subsidiary; *provided* that (i) any event which results in any such Restricted Subsidiary ceasing to be a Restricted Subsidiary or any subsequent transfer of such Indebtedness (other than to the Company or any Restricted Subsidiary) shall be deemed, in each case, to constitute an Incurrence of such Indebtedness not permitted by this clause (d) and (ii) if the Company is the obligor on such Indebtedness, such Indebtedness must be unsecured and expressly be subordinated in right of payment to the Notes, and if a Subsidiary Guarantor or a JV Subsidiary Guarantor is the obligor on such Indebtedness and the Company is not the obligee, such Indebtedness must be unsecured and expressly be subordinated in right of payment to the Subsidiary Guarantee of such Subsidiary Guarantor or the JV Subsidiary Guarantee of such JV Subsidiary Guarantor, as the case may be;
- (e) Indebtedness (“Permitted Refinancing Indebtedness”) issued in exchange for, or the net proceeds of which are used to refinance or refund, replace, exchange, renew, repay, defease, discharge or extend (collectively, “refinance” and “refinances” and “refinanced” shall have a correlative meaning), then outstanding Indebtedness Incurred under the immediately preceding paragraph (1) or clauses (a), (b), (c), (h), (o), (p) or (q) of this paragraph (2) and any refinancings thereof in an amount not to exceed the amount so refinanced or refunded (plus premiums, accrued interest, fees and expenses); *provided* that (i) Indebtedness the proceeds of which are used to refinance or refund the Notes or Indebtedness that is *pari passu* with, or subordinated in right of payment to, the Notes or a Subsidiary Guarantee or a JV Subsidiary Guarantee shall only be permitted under this clause (e) if (A) in case the Notes are refinanced in part or the Indebtedness to be refinanced is *pari passu* with the Notes or a Subsidiary Guarantee or a JV Subsidiary Guarantee, such new Indebtedness, by its terms or by the terms of any agreement or instrument pursuant to which such new Indebtedness is outstanding, is expressly made *pari passu* with, or subordinate in right of payment to, the remaining Notes or such Subsidiary Guarantee or such JV Subsidiary Guarantee, as the case may be, or (B) in case the Indebtedness to be refinanced is subordinated in right of payment to the Notes or a Subsidiary Guarantee or a JV Subsidiary Guarantee, such new Indebtedness, by its terms or by the terms of any agreement or instrument pursuant to which such new Indebtedness is issued or remains outstanding, is expressly made subordinate in right of payment to the Notes or such Subsidiary Guarantee or such JV Subsidiary Guarantee, as the case may be, at least to the extent that the Indebtedness to be refinanced is subordinated to the Notes or such Subsidiary Guarantee or such JV Subsidiary Guarantee, (ii) such new Indebtedness, determined as of the date of Incurrence of such new Indebtedness, does not mature prior to the Stated Maturity of the Indebtedness to be refinanced or refunded, and the Average Life of such new Indebtedness is at least equal to the remaining Average Life of the Indebtedness to be refinanced or refunded, (iii) in no event may Indebtedness of the Company, any Subsidiary Guarantor or any JV Subsidiary Guarantor be refinanced pursuant to this clause by means of any Indebtedness of any Restricted Subsidiary that is not a Subsidiary Guarantor or a JV Subsidiary Guarantor, and (iv) in no event may Indebtedness of the Company or any

Subsidiary Guarantor be refinanced pursuant to this clause by means of any Indebtedness of any JV Subsidiary Guarantor;

- (f) Indebtedness Incurred by the Company or any Restricted Subsidiary pursuant to Hedging Obligations entered into in the ordinary course of business and designed solely to protect the Company or any of its Restricted Subsidiaries from fluctuations in interest rates, currencies or the price of commodities and not for speculation;
- (g) Pre-Registration Mortgage Guarantees or Purchase Guarantees Incurred by the Company or any Restricted Subsidiary;
- (h) Indebtedness Incurred by the Company or any Restricted Subsidiary for the purpose of financing (x) all or any part of the purchase price of assets, real or personal property (including the lease purchase price of land use rights) or equipment to be used in the ordinary course of business by the Company or a Restricted Subsidiary in a Permitted Business, including any such purchase through the acquisition of Capital Stock of any Person that owns such real or personal property or equipment which will, upon acquisition, become a Restricted Subsidiary, or (y) all or any part of the purchase price or the cost of development, construction or improvement of real or personal property (including the lease purchase price of land use rights) or equipment to be used in the ordinary course of business by the Company or such Restricted Subsidiary in a Permitted Business; *provided* that in the case of clauses (x) and (y), (A) the aggregate principal amount of such Indebtedness shall not exceed such purchase price or cost, (B) such Indebtedness shall be Incurred no later than 180 days after the acquisition of such property or completion of such development, construction or improvement and (C) on the date of the Incurrence of such Indebtedness and after giving effect thereto, the sum of (a) the aggregate principal amount outstanding of all such Indebtedness permitted by this clause (h) (together with refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under this clause (h) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) and (b) the aggregate principal amount outstanding of Indebtedness that was permitted to be Incurred under clause (n)(y) below, clauses (o), (p) and (q) below (together with any refinancing thereof, but excluding any Guarantee Incurred under these clauses to the extent the amount of such Guarantee Incurred is reflected in such aggregate principal amount) and clause (r) below, does not exceed an amount equal to 35.0% of Total Assets;
- (i) Indebtedness Incurred by the Company or any Restricted Subsidiary constituting reimbursement obligations with respect to workers' compensation claims or self-insurance obligations or bid, performance or surety bonds (in each case other than for an obligation for borrowed money);
- (j) Indebtedness Incurred by the Company or any Restricted Subsidiary constituting reimbursement obligations with respect to letters of credit or trade guarantees issued in the ordinary course of business to the extent that such letters of credit or trade guarantees are not drawn upon or, if drawn upon, to the extent such drawing is reimbursed no later than the 30 days following receipt by the Company or such Restricted Subsidiary of a demand for reimbursement;

- (k) Indebtedness arising from agreements providing for indemnification, adjustment of purchase price or similar obligations, or from Guarantees or letters of credit, surety bonds or performance bonds securing any obligation of the Company or any Restricted Subsidiary pursuant to such agreements, in any case, Incurred in connection with the disposition of any business, assets or Restricted Subsidiary, other than Guarantees of Indebtedness Incurred by any Person acquiring all or any portion of such business, assets or Restricted Subsidiary for the purpose of financing such acquisition; *provided* that the maximum aggregate liability in respect of all such Indebtedness in the nature of such Guarantee shall at no time exceed the gross proceeds actually received from the sale of such business, assets or Restricted Subsidiary;
- (l) Indebtedness arising from the honoring by a bank or other financial institution of a check, draft or similar instrument drawn against insufficient funds in the ordinary course of business *provided, however*, that such Indebtedness is extinguished within five Business Days of Incurrence;
- (m) (i) Guarantees by the Company or any Subsidiary Guarantor of Indebtedness of the Company or any Restricted Subsidiary that was permitted to be Incurred by another provision of this covenant, (ii) Guarantees by any Restricted Subsidiary of Indebtedness of another Restricted Subsidiary that was permitted to be Incurred under clauses (f) or (h) above or clauses (n) or (o) below or (iii) Guarantees by any JV Subsidiary Guarantor of Indebtedness of any other JV Subsidiary Guarantor that is a direct or indirect Subsidiary or parent of such JV Subsidiary Guarantor, which Indebtedness was permitted to be Incurred by another provision of this covenant;
- (n) Indebtedness of the Company or any Restricted Subsidiary with a maturity of one year or less used by the Company or any Restricted Subsidiary for working capital; *provided* that the aggregate principal amount of Indebtedness permitted by this clause (n) at any time outstanding does not exceed the sum of (x) US\$20.0 million (or the Dollar Equivalent Thereof) and (y) 35.0% of Total Assets; *provided* further that on the date of Incurrence of such Indebtedness permitted by this clause (n)(y) and after giving effect thereto, the sum of (a) the aggregate principal amount outstanding of Indebtedness permitted by this clause (n)(y) and (b) the aggregate principal amount outstanding of Indebtedness permitted by clause (h) above (together with any refinancing thereof, but excluding any Contractor Guarantee or Guarantee Incurred under clause (h) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount), clauses (o), (p) and (q) below (together with any refinancing thereof, but excluding any Guarantee Incurred under these clauses to the extent the amount of such Guarantee Incurred is reflected in such aggregate principal amount) and clause (r) below, does not exceed an amount equal to 35.0% of Total Assets;
- (o) Cross Border Secured Indebtedness Incurred by the Company or any of its Restricted Subsidiaries, *provided* that on the date of Incurrence of such Indebtedness and after giving effect thereto, the sum of (a) the aggregate principal amount outstanding of such Indebtedness permitted by this clause (o) (together with any refinancing thereof, but excluding any Guarantee Incurred under this clause to the extent the amount of such Guarantee Incurred is reflected in such aggregate principal amount) and (b) the aggregate principal amount outstanding of Indebtedness that was permitted to be Incurred under clause (h) above (together with any refinancing thereof, but excluding any Contractor Guarantee or Guarantee Incurred under clause (h) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount), clause (n)(y) above, clauses (p) and (q) below (together with any refinancing thereof, but excluding any Guarantee Incurred under this clause

to the extent the amount of such Guarantee Incurred is reflected in such aggregate principal amount) and clause (r) below, does not exceed an amount equal to 35.0% of Total Assets;

- (p) Indebtedness Incurred by the Company or any Restricted Subsidiary arising from any Investment made by a Trust Company Investor in a PRC Restricted Subsidiary; *provided* that on the date of Incurrence of such Indebtedness and after giving effect thereto, the sum of (a) the aggregate principal amount outstanding of such Indebtedness permitted by this clause (p) (together with any refinancing thereof, but excluding any Guarantee Incurred under this clause to the extent the amount of such Guarantee Incurred is reflected in such aggregate principal amount) and (b) the aggregate principal amount outstanding of Indebtedness that was permitted to be Incurred under clause (n)(y) above, clauses (h) and (o) above and clause (q) below (together with any refinancing thereof, but excluding any Contract Guarantee or Guarantee Incurred under these clauses to the extent the amount of such Contract Guarantee or Guarantee Incurred is reflected in such aggregate principal amount) and clause (r) below, does not exceed an amount equal to 35.0% of Total Assets;
- (q) Indebtedness Incurred by any PRC Restricted Subsidiary which is secured by Investment Properties, and Guarantees thereof by the Company or any such Restricted Subsidiary; *provided* that on the date of Incurrence of such Indebtedness and after giving effect thereto, the sum of (a) the aggregate principal amount outstanding of such Indebtedness permitted by this clause (q) (together with any refinancing thereof, but excluding any Guarantee Incurred under this clause to the extent the amount of such Guarantee Incurred is reflected in such aggregate principal amount) and (b) the aggregate principal amount outstanding of Indebtedness that was permitted to be Incurred under clause (n)(y) above, clauses (h), (o) and (p) above (together with any refinancing thereof, but excluding any Contractor Guarantee or Guarantee Incurred under these clauses to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) and clause (r) below, does not exceed an amount equal to 35.0% of Total Assets;
- (r) Indebtedness Incurred by the Company or any Restricted Subsidiary constituting a Guarantee of Indebtedness of an Associate by the Company or such Restricted Subsidiary; *provided* that on the date of Incurrence of such Indebtedness and after giving effect thereto, the sum of (a) the aggregate principal amount outstanding of such Indebtedness permitted by this clause (r) and (b) the aggregate principal amount outstanding of Indebtedness that was permitted to be Incurred under clause (n)(y) above and clauses (h), (o), (p) and (q) above (together with any refinancing thereof, but excluding any Contractor Guarantee or Guarantee Incurred under these clauses to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount), does not exceed an amount equal to 35.0% of Total Assets;
- (s) Indebtedness of the Company or any Restricted Subsidiary constituting an obligation to pay the deferred purchase price of Capital Stock in a Restricted Subsidiary pursuant to a Staged Acquisition Agreement, to the extent that such deferred purchase price is paid within 18 months after the date the Company or such Restricted Subsidiary enters into such Staged Acquisition Agreement; and
- (t) Indebtedness of the Company or any Restricted Subsidiary in an aggregate principal amount outstanding at any time (together with refinancings thereof) not to exceed US\$15.0 million (or the Dollar Equivalent thereof).

- (3) For purposes of determining compliance with this “— Limitation on Indebtedness and Preferred Stock” covenant, in the event that an item of Indebtedness meets the criteria of more than one of the types of Indebtedness described above, including under the proviso in clause (1) above, the Company, in its sole discretion, shall classify, and from time to time may reclassify, such item of Indebtedness in one or more types of Indebtedness described above.

### ***Limitation on Restricted Payments***

The Company will not, and will not permit any Restricted Subsidiary to, directly or indirectly (the payments or any other actions described in clauses (1) through (4) below being collectively referred to as “Restricted Payments”):

- (1) declare or pay any dividend or make any distribution on or with respect to the Company’s or any of its Restricted Subsidiaries’ Capital Stock (other than dividends or distributions payable or paid in shares of the Company’s or any of its Restricted Subsidiaries’ Capital Stock (other than Disqualified Stock or Preferred Stock) or in options, warrants or other rights to acquire shares of such Capital Stock) held by Persons other than the Company or any Wholly Owned Restricted Subsidiary;
- (2) purchase, call for redemption or redeem, retire or otherwise acquire for value any shares of Capital Stock of the Company or any Restricted Subsidiary (including options, warrants or other rights to acquire such shares of Capital Stock) or any direct or indirect parent of the Company held by any Persons other than the Company or any Wholly Owned Restricted Subsidiary (other than the purchase of Capital Stock of any PRC Restricted Subsidiary held by any Trust Company Investor in connection with Indebtedness Incurred under clause (2)(p) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”);
- (3) make any voluntary or optional principal payment, or voluntary or optional redemption, repurchase, defeasance, or other acquisition or retirement for value, of Indebtedness that is subordinated in right of payment to the Notes or any of the Subsidiary Guarantees or any of the JV Subsidiary Guarantees (excluding any intercompany Indebtedness between or among the Company and any of its Wholly Owned Restricted Subsidiaries); or
- (4) make any Investment, other than a Permitted Investment;

if, at the time of, and after giving effect to, the proposed Restricted Payment:

- (a) a Default has occurred and is continuing or would occur as a result of such Restricted Payment;
- (b) the Company could not Incur at least US\$1.00 of Indebtedness under the proviso in clause (1) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”; or
- (c) such Restricted Payment, together with the aggregate amount of all Restricted Payments made by the Company and its Restricted Subsidiaries after the Measurement Date, shall exceed the sum of:
  - (i) 50% of the aggregate amount of the Consolidated Net Income of the Company (or, if the Consolidated Net Income is a loss, minus 100% of the amount of such loss) accrued on a cumulative basis during the period (taken as one accounting period) beginning on the Measurement Date and ending on the last day of the Company’s most recently ended fiscal quarter for which consolidated financial statements of the



Company (which the Company shall use its reasonable best efforts to compile in a timely manner) are available (which may include internal consolidated financial statements); plus

- (ii) 100% of the aggregate Net Cash Proceeds received by the Company after the Measurement Date as a capital contribution to its common equity or from the issuance and sale of its Capital Stock (other than Disqualified Stock) to a Person who is not a Subsidiary of the Company, including any such Net Cash Proceeds received upon (A) the conversion of any Indebtedness (other than Subordinated Indebtedness) of the Company into Capital Stock (other than Disqualified Stock) of the Company, or (B) the exercise by a Person who is not a Subsidiary of the Company of any options, warrants or other rights to acquire Capital Stock of the Company (other than Disqualified Stock) in each case excluding the amount of any such Net Cash Proceeds used to redeem, repurchase, defease or otherwise acquire or retire for value any Subordinated Indebtedness or Capital Stock of the Company; plus
- (iii) the amount by which Indebtedness of the Company or any of its Restricted Subsidiaries is reduced on the Company's consolidated statement of financial position upon the conversion or exchange (other than by a Subsidiary of the Company) subsequent to the Measurement Date of any Indebtedness of the Company or any Restricted Subsidiary convertible or exchangeable into Capital Stock (other than Disqualified Stock) of the Company (less the amount of any cash, or the Fair Market Value of any other property, distributed by the Company upon such conversion or exchange); plus
- (iv) an amount equal to the net reduction in Investments (other than reductions in Permitted Investments) that were made after the Measurement Date in any Person resulting from (A) payments of interest on Indebtedness, dividends or repayments of loans or advances by such Person, in each case to the Company or any Restricted Subsidiary (except, in each case, to the extent any such payment or proceeds are included in the calculation of Consolidated Net Income) after the Measurement Date, (B) the unconditional release of a Guarantee provided by the Company or a Restricted Subsidiary after the Measurement Date of an obligation of another Person, (C) to the extent that an Investment made after the Measurement Date was, after such date, or is sold or otherwise liquidated or repaid for cash, the lesser of (x) cash return of capital with respect to such Investment (less the cost of disposition, if any) and (y) the initial amount of such Investment, or (D) from redesignations of Unrestricted Subsidiaries as Restricted Subsidiaries, not to exceed, in each case, the amount of Investments (other than Permitted Investments) made by the Company or a Restricted Subsidiary after the Measurement Date in any such Person; plus
- (v) US\$25.0 million (or the Dollar Equivalent thereof).

The foregoing provision shall not be violated by reason of:

- (1) the payment of any dividend or redemption of any Capital Stock within 60 days after the related date of declaration or call for redemption if, at said date of declaration or call for redemption, such payment or redemption would comply with the preceding paragraph;
- (2) the redemption, repurchase, defeasance or other acquisition or retirement for value of Subordinated Indebtedness of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors with the Net Cash Proceeds of, or in exchange for, a substantially concurrent Incurrence of Permitted Refinancing Indebtedness;

- (3) the redemption, repurchase or other acquisition of Capital Stock of the Company or any Subsidiary Guarantor or JV Subsidiary Guarantor (or options, warrants or other rights to acquire such Capital Stock) in exchange for, or out of the Net Cash Proceeds of a substantially concurrent capital contribution or a sale (other than to a Subsidiary of the Company) of, shares of the Capital Stock (other than Disqualified Stock) of the Company or any Subsidiary Guarantor (or options, warrants or other rights to acquire such Capital Stock); *provided* that the amount of any such Net Cash Proceeds that are utilized for any such Restricted Payment will be excluded from clause (c)(ii) of the preceding paragraph, provided however that any item that has been excluded pursuant to clause (c)(ii) of the preceding paragraph will not be excluded again as a result of the proviso in this clause (3);
- (4) the redemption, repurchase, defeasance or other acquisition or retirement for value of Subordinated Indebtedness of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors in exchange for, or out of the Net Cash Proceeds of, a substantially concurrent capital contribution or sale (other than to a Subsidiary of the Company) of, shares of Capital Stock (other than Disqualified Stock) of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors (or options, warrants or other rights to acquire such Capital Stock); *provided* that the amount of any such Net Cash Proceeds that are utilized for any such Restricted Payment will be excluded from clause (c)(ii) of the preceding paragraph, provided however that any item that has been excluded pursuant to clause (c)(ii) of the preceding paragraph will not be excluded again as a result of the proviso in this clause (4);
- (5) dividends paid to any Trust Company Investor in respect of any Indebtedness outstanding on the Original Issue Date or permitted to be Incurred under clause (2)(p) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”;
- (6) the purchase of Capital Stock of a Person pursuant to a Staged Acquisition Agreement;
- (7) the payment of any dividends or distributions declared, paid or made by a Restricted Subsidiary payable, on a pro rata basis or on a basis more favorable to the Company, to all holders of any class of Capital Stock of such Restricted Subsidiary; or
- (8) (x) the declaration and payment of dividends on the Company’s Common Stock by the Company or (y) the purchase, repurchase, redemption, retirement or other acquisition for value of any shares of Common Stock of the Company or any Listed Subsidiary to the extent such shares of Common Stock are listed on a Qualified Exchange or quoted on the National Equities Exchange and Quotation System in the PRC, to the extent such amounts under clauses (x) and (y) with respect to any financial year do not, in the aggregate, exceed 20% of the Company’s net profits in such financial year determined in conformity with GAAP; *provided that* the conditions of clause (c) of the preceding paragraph would not be violated as a consequence of such declaration and payment of dividends under clause (x) or such acquisition of shares under clause (y);

*provided that*, in the case of clause (2), (3), (4) or (8) of this paragraph, no Default shall have occurred and be continuing or would occur as a consequence of the actions or payments set forth therein.

Each Restricted Payment permitted pursuant to clause (1) and (8) of the preceding paragraph shall be included in calculating whether the conditions of clause (4)(c) of the first paragraph of this “— Limitation on Restricted Payments” covenant have been met with respect to any subsequent Restricted Payments.

The amount of any Restricted Payments (other than cash) will be the Fair Market Value on the date of the Restricted Payment of the asset(s) or securities proposed to be transferred or issued by the Company or the Restricted Subsidiary, as the case may be, pursuant to the Restricted Payment. The value

of any assets or securities that are required to be valued by this covenant will be their Fair Market Value. The Board of Directors' determination of the Fair Market Value of a Restricted Payment or any such assets or securities must be based upon an opinion or appraisal issued by an appraisal or investment banking firm of recognized international standing if the Fair Market Value exceeds US\$10.0 million (or the Dollar Equivalent thereof).

Not later than the date of making any Restricted Payment in excess of US\$10.0 million (or the Dollar Equivalent thereof), the Company will deliver to the Trustee an Officers' Certificate stating that such Restricted Payment is permitted and setting forth the basis upon which the calculations required by this "— Limitation on Restricted Payments" covenant were computed, together with a copy of any opinion or appraisal required by the Indenture.

***Limitation on Dividend and Other Payment Restrictions Affecting Restricted Subsidiaries***

- (1) Except as provided below, the Company will not, and will not permit any Restricted Subsidiary to, create or otherwise cause or permit to exist or become effective any encumbrance or restriction on the ability of any Restricted Subsidiary to:
  - (a) pay dividends or make any other distribution on any Capital Stock of such Restricted Subsidiary owned by the Company or any other Restricted Subsidiary;
  - (b) pay any Indebtedness or other obligation owed to the Company or any other Restricted Subsidiary;
  - (c) make loans or advances to the Company or any other Restricted Subsidiary; or
  - (d) sell, lease or transfer any of its property or assets to the Company or any other Restricted Subsidiary.
- (2) The provisions of paragraph (1) do not apply to any encumbrances or restrictions:
  - (a) existing in agreements as in effect on the Original Issue Date, or in the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees, the Indenture, the Security Documents, or under any Permitted Pari Passu Secured Indebtedness of the Company or any Subsidiary Guarantor Pledgor or Pari Passu Subsidiary Guarantee of any Subsidiary Guarantor or any JV Subsidiary Guarantor, and any extensions, refinancings, renewals or replacements of any of the foregoing agreements; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced;
  - (b) existing under or by reason of applicable law, rule, regulation or order;
  - (c) existing with respect to any Person or the property or assets of such Person acquired by the Company or any Restricted Subsidiary, at the time of such acquisition and not incurred in contemplation thereof, which encumbrances or restrictions are not applicable to any Person or the property or assets of any Person other than such Person or the property or assets of such Person so acquired, and any extensions, refinancings, renewals or replacements thereof; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced;

- (d) that otherwise would be prohibited by the provision described in clause (1)(d) of this covenant if they arise, or are agreed to, in the ordinary course of business and, that (i) restrict in a customary manner the subletting, assignment or transfer of any property or asset that is subject to a lease or license, or (ii) exist by virtue of any Lien on, or agreement to transfer, option or similar right with respect to, any property or assets of the Company or any Restricted Subsidiary not otherwise prohibited by the Indenture or (iii) do not relate to any Indebtedness, and that do not, individually or in the aggregate, detract from the value of property or assets of the Company or any Restricted Subsidiary in any manner material to the Company or any Restricted Subsidiary;
- (e) with respect to a Restricted Subsidiary and imposed pursuant to an agreement that has been entered into for the sale or disposition of all or substantially all of the Capital Stock of, or property and assets of, such Restricted Subsidiary that is permitted by the “— Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries,” “— Limitation on Indebtedness and Preferred Stock” and “— Limitation on Asset Sales” covenants; or
- (f) with respect to any Restricted Subsidiary and imposed pursuant to an agreement that has been entered into for the Incurrence of Indebtedness of the type described under clause (2)(h) or permitted under clause (2)(n) or (2)(p) of the “— Limitation on Indebtedness and Preferred Stock” covenant if, as determined by the Board of Directors, the encumbrances or restrictions are (i) customary for such types of agreements and (ii) would not, at the time agreed to, be expected to materially and adversely affect the ability of the Company to make required payment on the Notes and, with respect to Indebtedness of the type described in clause (2)(h) or permitted under clause (2)(p) of the “— Limitation on Indebtedness and Preferred Stock” covenant, any extensions, refinancings, renewals or replacements of any of the foregoing agreements; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced.

***Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries***

The Company will not sell, and will not permit any Restricted Subsidiary, directly or indirectly, to issue or sell any shares of Capital Stock of a Restricted Subsidiary (including options, warrants or other rights to purchase shares of such Capital Stock) except:

- (1) to the Company or a Wholly Owned Restricted Subsidiary;
- (2) to the extent such Capital Stock represents director’s qualifying shares or is required by applicable law to be held by a Person other than the Company or a Wholly Owned Restricted Subsidiary;
- (3) for the sale of shares of all the Capital Stock of a Restricted Subsidiary if permitted under, and made in accordance with, the “— Limitation on Asset Sales” covenant; or
- (4) the issuance or sale of Capital Stock of a Restricted Subsidiary (which remains a Restricted Subsidiary after any such issuance or sale); *provided* that the Company or such Restricted Subsidiary applies the Net Cash Proceeds of such issuance or sale in accordance with the “— Limitation on Asset Sales” covenant.

### ***Limitation on Issuances of Guarantees by Restricted Subsidiaries***

The Company will not permit any Restricted Subsidiary which is not a Subsidiary Guarantor or a JV Subsidiary Guarantor, directly or indirectly, to Guarantee any Indebtedness (“Guaranteed Indebtedness”) of the Company or any other Restricted Subsidiary, unless (1) (a) such Restricted Subsidiary simultaneously executes and delivers a supplemental indenture to the Indenture providing for an unsubordinated Subsidiary Guarantee (in the case of a Subsidiary Guarantor) or JV Subsidiary Guarantee (in the case of a JV Subsidiary Guarantor) of payment of the Notes by such Restricted Subsidiary and (b) such Restricted Subsidiary waives and will not in any manner whatsoever claim or take the benefit or advantage of, any rights of reimbursement, indemnity or subrogation or any other rights against the Company or any other Restricted Subsidiary as a result of any payment by such Restricted Subsidiary under its Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, until the Notes have been paid in full or (2) such Guarantee and such Guaranteed Indebtedness are permitted by clauses (2)(c), (2)(d), (2)(m)(ii), (2)(o) or (2)(q) (other than in the case of clause (2)(m)(ii), (2)(o) or (2)(q) a Guarantee by a PRC Restricted Subsidiary of the Indebtedness of a non-PRC Restricted Subsidiary) of the covenant described under “— Limitation on Indebtedness and Preferred Stock.”

If the Guaranteed Indebtedness (1) ranks *pari passu* in right of payment with the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee, then the Guarantee of such Guaranteed Indebtedness shall rank *pari passu* in right of payment with, or subordinated to, the Subsidiary Guarantee or the JV Subsidiary Guarantee, as the case may be, or (2) is subordinated in right of payment to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee, then the Guarantee of such Guaranteed Indebtedness shall be subordinated in right of payment to the Subsidiary Guarantee or the JV Subsidiary Guarantee, as the case may be, at least to the extent that the Guaranteed Indebtedness is subordinated to the Notes, the Subsidiary Guarantee or the JV Subsidiary Guarantee.

The Company will not permit any JV Subsidiary Guarantor, directly or indirectly, to guarantee any Indebtedness of the Company or any other Restricted Subsidiary unless the aggregate claims of the creditor under such guarantee will be limited to the JV Entitlement Amount. If any JV Subsidiary Guarantor guarantees any Indebtedness of the Company or any other Restricted Subsidiary where the aggregate claims of the creditor under such guarantee exceeds the JV Entitlement Amount, such JV Subsidiary Guarantee shall be replaced with a Subsidiary Guarantee given by a Subsidiary Guarantor.

### ***Limitation on Transactions with Shareholders and Affiliates***

The Company will not, and will not permit any Restricted Subsidiary to, directly or indirectly, enter into, renew or extend any transaction or arrangement (including, without limitation, the purchase, sale, lease or exchange of property or assets, or the rendering of any service) with (x) any holder (or any Affiliate of such holder) of 10.0% or more of any class of Capital Stock of the Company or (y) any Affiliate of the Company (each an “Affiliate Transaction”), unless:

- (1) the Affiliate Transaction is on fair and reasonable terms that are no less favorable to the Company or the relevant Restricted Subsidiary than those that would have been obtained in a comparable transaction by the Company or the relevant Restricted Subsidiary with a Person that is not an Affiliate of the Company; and
- (2) the Company delivers to the Trustee:
  - (a) with respect to any Affiliate Transaction or series of related Affiliate Transactions involving aggregate consideration in excess of US\$15.0 million (or the Dollar Equivalent thereof), a Board Resolution set forth in an Officers’ Certificate certifying that such Affiliate Transaction complies with this covenant and such Affiliate Transaction has been approved by a majority of the disinterested members of the Board of Directors; and

- (b) with respect to any Affiliate Transaction or series of related Affiliate Transactions involving aggregate consideration in excess of US\$20.0 million (or the Dollar Equivalent thereof), in addition to the Board Resolution required in clause (2)(a) above, an opinion addressed to the Trustee as to the fairness to the Company or the relevant Restricted Subsidiary of such Affiliate Transaction from a financial point of view issued by an accounting, appraisal or investment banking firm of recognized international standing.

The foregoing limitation does not limit, and shall not apply to:

- (1) the payment of reasonable and customary regular fees to directors of the Company who are not employees of the Company;
- (2) transactions between or among the Company and any of its Wholly Owned Restricted Subsidiaries or between or among Wholly Owned Restricted Subsidiaries;
- (3) any Restricted Payment of the type described in clauses (1) or (2) of the first paragraph of the covenant described under “— Limitation on Restricted Payments” if permitted by that covenant;
- (4) any sale of Capital Stock (other than Disqualified Stock) of the Company;
- (5) the payment of compensation to employees, officers and directors of the Company or any Restricted Subsidiary pursuant to an employee stock or share option scheme, so long as such scheme is in compliance with the listing rules of The Stock Exchange of Hong Kong Limited, which as of the Original Issue Date require a majority shareholder approval of any such scheme;
- (6) any transaction between (A) the Company or any Restricted Subsidiary and (B) any entity in the Restructuring Group entered into in connection with the Restructuring, including but not limited to transactions entered into for purposes of any reorganization in connection with the Restructuring and the entry into, and the performance thereof, of any underwriting agreement or other transaction documents in connection with the Restructuring; and
- (7) any transaction between (A) the Company or any Restricted Subsidiary and (B) any entity in the Restructuring Group entered into on arm’s length basis and on fair and reasonable terms and in compliance with the rules of The Stock Exchange of Hong Kong Limited or any other recognized exchange on which the Company’s ordinary shares are then listed for trading.

In addition, the requirements of clause (2) of the first paragraph of this covenant shall not apply to (i) Investments (other than Permitted Investments) not prohibited by the “— Limitation on Restricted Payments” covenant and any Investment in any Associate made in compliance with clause (18) of the definition of “Permitted Investment,” (ii) transactions pursuant to agreements in effect on the Original Issue Date and described in this offering memorandum, or any amendment or modification or replacement thereof, so long as such amendment, modification or replacement is not more disadvantageous to the Company and its Restricted Subsidiaries than the original agreement in effect on the Original Issue Date, (iii) any transaction (a) between or among any of the Company or a Wholly Owned Restricted Subsidiary and any Restricted Subsidiary that is not a Wholly Owned Restricted Subsidiary or between or among Restricted Subsidiaries that are not Wholly Owned Restricted Subsidiaries, (b) between or among the Company or any Restricted Subsidiary on the one hand and any Associate on the other hand and (c) between or among the Company or any Restricted Subsidiary on the one hand and Tencent Holdings Limited or any of its Subsidiaries on the other hand; *provided* that in the case of clause (iii), (A) such transaction is entered into on an arm’s length basis and on fair and reasonable terms, (B) in the case of a non-Wholly-Owned Restricted Subsidiary, none of the minority shareholders or minority partners of or in such Restricted Subsidiary that is not a Wholly Owned

Subsidiary Guarantor (other than Tencent Holdings Limited or any of its Subsidiaries) is a Person described in clauses (x) or (y) of the first paragraph of this covenant (other than by reason of such minority shareholder or minority partner being an officer or director of such Restricted Subsidiary) and in the case of an Associate, none of the holders of Capital Stock which beneficially owns more than 10.0% of the Capital Stock of or in such Associate (other than Tencent Holdings Limited or any of its Subsidiaries) is a Person described in clauses (x) or (y) of the first paragraph of this covenant (other than by reason of such holder of Capital Stock being an officer or director of such Associate).

#### ***Limitation on Liens***

The Company will not, and will not permit any of its Restricted Subsidiaries to, directly or indirectly, incur, assume or permit to exist any Lien on the Collateral (other than Permitted Liens).

The Company will not, and will not permit any of its Restricted Subsidiaries to, directly or indirectly, incur, assume or permit to exist any Lien of any nature whatsoever on any of its assets or properties of any kind (other than the Collateral), whether owned at the Original Issue Date or thereafter acquired, except Permitted Liens, unless the Notes are equally and ratably secured by such Lien.

#### ***Limitation on Sale and Leaseback Transactions***

The Company will not, and will not permit any of its Restricted Subsidiaries to, enter into any Sale and Leaseback Transaction; *provided* that the Company may enter into a Sale and Leaseback Transaction if:

- (1) the Company could have (a) Incurred Indebtedness in an amount equal to the Attributable Indebtedness relating to such Sale and Leaseback Transaction under the first paragraph of the covenant described above under “— Limitation on Indebtedness and Preferred Stock” and (b) incurred a Lien to secure such Indebtedness pursuant to the covenant described under “— Limitation on Liens,” in which case, the corresponding Indebtedness and Lien will be deemed incurred pursuant to those provisions;
- (2) the gross cash proceeds of that Sale and Leaseback Transaction are at least equal to the Fair Market Value of the property that is the subject of such Sale and Leaseback Transaction; and
- (3) the transfer of assets in that Sale and Leaseback Transaction is permitted by, and the Company applies the proceeds of such transaction in compliance with, the covenant described under “— Limitation on Asset Sales.”

#### ***Limitation on Asset Sales***

The Company will not, and will not permit any Restricted Subsidiary to, consummate any Asset Sale, unless:

- (1) no Default shall have occurred and be continuing or would occur as a result of such Asset Sale;
- (2) the consideration received by the Company or such Restricted Subsidiary, as the case may be, is at least equal to the Fair Market Value of the assets sold or disposed of; and

- (3) at least 75% of the consideration received consists of cash, Temporary Cash Investments or Replacement Assets; *provided* that in the case of an Asset Sale in which the Company or such Restricted Subsidiary receives Replacement Assets involving aggregate consideration in excess of US\$10.0 million (or the Dollar Equivalent thereof), the Company shall deliver to the Trustee an opinion as to the fairness to the Company or such Restricted Subsidiary of such Asset Sale from a financial point of view issued by an accounting, appraisal or investment banking firm of international standing. For purposes of this provision, each of the following will be deemed to be cash:
  - (a) any liabilities, as shown on the Company's most recent consolidated statement of financial position, of the Company or any Restricted Subsidiary (other than contingent liabilities and liabilities that are by their terms subordinated to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee) that are assumed by the transferee of any such assets pursuant to a customary assumption, assignment, novation or similar agreement that releases the Company or such Restricted Subsidiary from further liability; and
  - (b) any securities, notes or other obligations received by the Company or any Restricted Subsidiary from such transferee that are promptly, but in any event within 30 days of closing, converted by the Company or such Restricted Subsidiary into cash, to the extent of the cash received in that conversion.

Within 360 days after the receipt of any Net Cash Proceeds from an Asset Sale, the Company or any Restricted Subsidiary may apply such Net Cash Proceeds to:

- (1) permanently repay Senior Indebtedness of the Company or a Subsidiary Guarantor or any Indebtedness of a Restricted Subsidiary that is not a Subsidiary Guarantor (and, if such Senior Indebtedness repaid is revolving credit Indebtedness, to correspondingly reduce commitments with respect thereto) in each case owing to a Person other than the Company or a Restricted Subsidiary; or
- (2) acquire properties and assets that replace the properties and assets that were the subject of such Asset Sale, or to acquire Replacement Assets or to use otherwise for purposes relating to the Permitted Business.

Any Net Cash Proceeds from Asset Sales that are not applied or invested as provided in clauses (1) and (2) in the immediately preceding paragraph will constitute "Excess Proceeds." Excess Proceeds of less than US\$10.0 million (or the Dollar Equivalent thereof) will be carried forward and accumulated. When accumulated Excess Proceeds exceed US\$10.0 million (or the Dollar Equivalent thereof), within 10 days thereof, the Company must make an Offer to Purchase Notes having a principal amount equal to:

- (1) accumulated Excess Proceeds, multiplied by;
- (2) a fraction (x) the numerator of which is equal to the outstanding principal amount of the Notes and (y) the denominator of which is equal to the outstanding principal amount of the Notes and all *pari passu* Indebtedness similarly required to be repaid, redeemed or tendered for in connection with the Asset Sale, rounded down to the nearest US\$1,000.00.

The offer price in any Offer to Purchase will be equal to 100% of the principal amount plus accrued and unpaid interest to the date of purchase, and will be payable in cash.

If any Excess Proceeds remain after consummation of an Offer to Purchase, the Company may use those Excess Proceeds for any purpose not otherwise prohibited by the Indenture. If the aggregate principal amount of Notes (and any other *pari passu* Indebtedness) tendered in such Offer to Purchase exceeds the amount of Excess Proceeds, the Notes (and such other *pari passu* Indebtedness) shall be



purchased in accordance with the provisions described under “— Optional Redemption — Selection and Notice.” Upon completion of each Offer to Purchase, the amount of Excess Proceeds will be reset at zero.

The requirements set forth in the second and third paragraphs under “— Limitation on Asset Sales” above shall not apply to an issuance of Capital Stock by a Restricted Subsidiary or a sale of Capital Stock of a Subsidiary in a Qualified IPO in connection with the Restructuring or any further offerings of Capital Stock after such Qualified IPO to the extent that the Net Cash Proceeds from such Asset Sale are used for such purposes as disclosed in the listing particulars or prospectus or any announcement, circulars, proposals or similar disclosure document used or made in connection with such Qualified IPO or any further offerings of Capital Stock after such Qualified IPO.

#### ***Limitation on the Company’s Business Activities***

The Company will not, and will not permit any Restricted Subsidiary to, directly or indirectly, engage in any business other than Permitted Businesses; *provided*, however, that the Company or any Restricted Subsidiary may own Capital Stock of an Unrestricted Subsidiary or joint venture or other entity that is engaged in a business other than a Permitted Business as long as any Investment therein was not prohibited when made by the covenant described under “— Limitation on Restricted Payments.”

#### ***Use of Proceeds***

The Company will not, and will not permit any Restricted Subsidiary to, use the net proceeds from the sale of the New Notes, in any amount, for any purpose other than (1) in the approximate amounts and for the purposes specified, including any adjustment in response to changes in acquisition or development plans as contemplated, under the caption “Use of Proceeds” in this offering memorandum and (2) pending the application of all of such net proceeds in such manner, to invest the portion of such net proceeds not yet so applied in Temporary Cash Investments.

#### ***Designation of Restricted and Unrestricted Subsidiaries***

The Board of Directors may designate any Restricted Subsidiary to be an Unrestricted Subsidiary; *provided* that (1) no Default shall have occurred and be continuing at the time of or after giving effect to such designation; (2) neither the Company nor any Restricted Subsidiary provides credit support for the Indebtedness of such Restricted Subsidiary; (3) such Restricted Subsidiary has no outstanding Indebtedness that could trigger a cross-default to the Indebtedness of the Company; (4) such Restricted Subsidiary does not own any Disqualified Stock of the Company or Disqualified or Preferred Stock of another Restricted Subsidiary or hold any Indebtedness of, or any Lien on any property of, the Company or any Restricted Subsidiary, if such Disqualified or Preferred Stock or Indebtedness could not be Incurred under the covenant described under “— Limitation on Indebtedness and Preferred Stock” or such Lien would violate the covenant described under “— Limitation on Liens”; (5) such Restricted Subsidiary does not own any Voting Stock of another Restricted Subsidiary, and all of its Subsidiaries are Unrestricted Subsidiaries or are being concurrently designated to be Unrestricted Subsidiaries in accordance with this paragraph; and (6) the Investment deemed to have been made thereby in such newly-designated Unrestricted Subsidiary and each other newly-designated Unrestricted Subsidiary being concurrently redesignated would be permitted to be made by the covenant described under “— Limitation on Restricted Payments.”

The Board of Directors may designate any Unrestricted Subsidiary to be a Restricted Subsidiary; *provided* that (1) no Default shall have occurred and be continuing at the time of or after giving effect to such designation; (2) any Indebtedness of such Unrestricted Subsidiary outstanding at the time of such designation which will be deemed to have been Incurred by such newly-designated Restricted Subsidiary as a result of such designation would be permitted to be Incurred by the covenant described under “— Limitation on Indebtedness and Preferred Stock”; (3) any Lien on the property of such Unrestricted Subsidiary at the time of such designation which will be deemed to have been incurred by such newly-designated Restricted Subsidiary as a result of such designation would be permitted to be incurred by the covenant described under “— Limitation on Liens”; (4) such Unrestricted Subsidiary is not a

Subsidiary of another Unrestricted Subsidiary (that is not concurrently being designated as a Restricted Subsidiary); (5) if such Restricted Subsidiary is not organized under the laws of the PRC, such Restricted Subsidiary shall upon such designation execute and deliver to the Trustee a supplemental indenture to the Indenture by which such Restricted Subsidiary shall become a Subsidiary Guarantor or a JV Subsidiary Guarantor; and (6) if such Restricted Subsidiary is not organized under the laws of the PRC, all Capital Stock of such Restricted Subsidiary owned by the Company or any other Restricted Subsidiary shall be pledged as required under “— Security.”

### ***Government Approvals and Licenses; Compliance with Law***

The Company will, and will cause each Restricted Subsidiary to, (1) obtain and maintain in full force and effect all governmental approvals, authorizations, consents, permits, concessions and licenses as are necessary to engage in the Permitted Businesses; (2) preserve and maintain good and valid title to its properties and assets (including land use rights) free and clear of any Liens other than Permitted Liens; and (3) comply with all laws, regulations, orders, judgments and decrees of any governmental body, except to the extent that failure so to obtain, maintain, preserve and comply would not reasonably be expected to have a material adverse effect on (a) the business, results of operations or prospects of the Company and its Restricted Subsidiaries, taken as a whole, or (b) the ability of the Company, any Subsidiary Guarantor or any JV Subsidiary Guarantor to perform its obligations under the Notes, the relevant Subsidiary Guarantee, the relevant JV Subsidiary Guarantee or the Indenture.

### ***Anti-Layering***

The Company will not Incur, and will not permit any Subsidiary Guarantor or JV Subsidiary Guarantor to Incur, any Indebtedness if such Indebtedness is contractually subordinated in right of payment to any other Indebtedness of the Company, such Subsidiary Guarantor or such JV Subsidiary Guarantor, as the case may be, unless such Indebtedness is also contractually subordinated in right of payment to the Notes, the applicable Subsidiary Guarantee or the applicable JV Subsidiary Guarantee, on substantially identical terms. This does not apply to distinctions between categories of Indebtedness that exist by reason of any Liens or Guarantees securing or in favor of some but not all of such Indebtedness.

### ***Suspension of Certain Covenants***

If, on any date following the date of the Indenture, the Notes have a rating of Investment Grade from both of the Rating Agencies and no Default has occurred and is continuing (a “Suspension Event”), then, beginning on that day and continuing until such time, if any, at which the Notes cease to have a rating of Investment Grade from either of the Rating Agencies, the provisions of the Indenture described under the following captions will be suspended:

- (1) “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (2) “— Certain Covenants — Limitation on Restricted Payments”;
- (3) “— Certain Covenants — Limitation on Dividend and Other Payment Restrictions Affecting Restricted Subsidiaries”;
- (4) “— Certain Covenants — Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries”;
- (5) “— Certain Covenants — Limitation on Issuances of Guarantees by Restricted Subsidiaries”;
- (6) “— Certain Covenants — Limitation on the Company’s Business Activities”;
- (7) “— Certain Covenants — Limitation on Sale and Leaseback Transactions”; and
- (8) “— Certain Covenants — Limitation on Asset Sales.”

During any period that the foregoing covenants have been suspended, the Board of Directors may not designate any of the Restricted Subsidiaries as Unrestricted Subsidiaries pursuant to the covenant described under “— Certain Covenants — Designation of Restricted and Unrestricted Subsidiaries” or the definition of “Unrestricted Subsidiary.” Such covenants will be reinstated and apply according to their terms as of and from the first day on which a Suspension Event ceases to be in effect.

Such covenants will not, however, be of any effect with regard to actions of the Company or any Restricted Subsidiary properly taken in compliance with the provisions of the Indenture during the continuance of the Suspension Event, and following reinstatement the calculations under the covenant described under “— Certain Covenants — Limitation on Restricted Payments” will be made as if such covenant had been in effect since the date of the Indenture except that no Default will be deemed to have occurred solely by reason of a Restricted Payment made while that covenant was suspended. There can be no assurance that the Notes will ever achieve a rating of Investment Grade or that any such rating will be maintained.

#### ***Provision of Financial Statements and Reports***

- (1) So long as any of the Notes remain outstanding, the Company will file with the Trustee and furnish to the Holders upon request, as soon as they are available but in any event not more than 10 calendar days after they are filed with The Stock Exchange of Hong Kong Limited or any other recognized exchange on which the Company’s common shares are at any time listed for trading, true and correct copies of any financial or other report in the English language filed with such exchange; *provided* that if at any time the Common Stock of the Company ceases to be listed for trading on a recognized stock exchange, the Company will file with the Trustee in the English language and furnish to the Holders:
  - (a) as soon as they are available, but in any event within 90 calendar days after the end of the fiscal year of the Company, which is March 31 (subject to change as notified by the Company from time to time), copies of its financial statements (on a consolidated basis) in respect of such financial year (including a statement of comprehensive income, statement of financial position and statement of cash flows) audited by a member firm of an internationally-recognized firm of independent accountants;
  - (b) as soon as they are available, but in any event within 45 calendar days after the end of the second financial quarter of the Company, copies of its financial statements (on a consolidated basis) in respect of such half-year period (including a statement of comprehensive income, statement of financial position and statement of cash flows) reviewed by a member firm of an internationally-recognized firm of independent accountants; and
  - (c) as soon as they are available, but in any event within 45 calendar days after the end of each of the first and third financial quarter of the Company, copies of its unaudited financial statements (on a consolidated basis) in respect of such quarterly period (including a statement of comprehensive income, statement of financial position and statement of cash flows), prepared on a basis consistent with the audited financial statements of the Company together with a certificate signed by the person then authorized to sign financial statements on behalf of the Company to the effect that such financial statements are true in all material respects and present fairly the financial position of the Company as at the end of, and the results of its operations for, the relevant quarterly period.
- (2) In addition, so long as any of the Notes remain outstanding, the Company will provide to the Trustee (a) within 120 days after the close of each fiscal year, an Officers’ Certificate stating the Fixed Charge Coverage Ratio with respect to the two most recent fiscal semi-annual periods and showing in reasonable detail the calculation of the Fixed Charge Coverage Ratio, including the arithmetic computations of each component of the Fixed Charge

Coverage Ratio, with a certificate from the Company's external auditors verifying the accuracy and correctness of the calculation and arithmetic computation; and (b) as soon as possible and in any event within 30 days after the Company becomes aware or should reasonably become aware of the occurrence of a Default, an Officers' Certificate setting forth the details of the Default, and the action which the Company proposes to take with respect thereto.

## Events of Default

The following events are defined as "Events of Default" in the Indenture:

- (1) default in the payment of principal of (or premium, if any, on) the Notes when the same becomes due and payable at maturity, upon acceleration, redemption or otherwise;
- (2) default in the payment of interest on any Note when the same becomes due and payable, and such default continues for a period of 30 consecutive days;
- (3) default in the performance or breach of the provisions of the covenants described under "— Consolidation, Merger and Sale of Assets," the failure by the Company to make or consummate an Offer to Purchase in the manner described under "— Repurchase of Notes upon a Change of Control Triggering Event" or "— Limitation on Asset Sales," or the failure by the Company to create, or cause its Restricted Subsidiaries to create, a first priority Lien on the Collateral (subject to any Permitted Liens and the Intercreditor Agreement) in accordance with the provisions described under "— Security";
- (4) the Company or any Restricted Subsidiary defaults in the performance of or breaches any other covenant or agreement in the Indenture or under the Notes (other than a default specified in clause (1), (2) or (3) above) and such default or breach continues for a period of 30 consecutive days after written notice by the Trustee or the Holders of 25% or more in aggregate principal amount of the Notes then outstanding;
- (5) there occurs with respect to any Indebtedness of the Company or any Restricted Subsidiary having an outstanding principal amount of US\$15 million (or the Dollar Equivalent thereof) or more in the aggregate for all such Indebtedness of all such Persons, whether such Indebtedness now exists or shall hereafter be created, (a) an event of default that has caused the holder thereof to declare such Indebtedness to be due and payable prior to its Stated Maturity and/or (b) the failure to make a principal payment when due;
- (6) one or more final judgments or orders for the payment of money are rendered against the Company or any of its Restricted Subsidiaries and are not paid or discharged, and there is a period of 60 consecutive days following entry of the final judgment or order that causes the aggregate amount for all such final judgments or orders outstanding and not paid or discharged against all such Persons to exceed US\$15 million (or the Dollar Equivalent thereof) during which a stay of enforcement, by reason of a pending appeal or otherwise, is not in effect;
- (7) an involuntary case or other proceeding is commenced against the Company or any Significant Restricted Subsidiary with respect to it or its debts under any applicable bankruptcy, insolvency or other similar law now or hereafter in effect seeking the appointment of a receiver, liquidator, assignee, custodian, trustee, sequestrator or similar official of the Company or any Significant Restricted Subsidiary or for any substantial part of the property and assets of the Company or any Significant Restricted Subsidiary and such involuntary case or other proceeding remains undismissed and unstayed for a period of 60 consecutive days; or an order for relief is entered against the Company or any Significant Restricted Subsidiary under any applicable bankruptcy, insolvency or other similar law as now or hereafter in effect;

- (8) the Company or any Significant Restricted Subsidiary (a) commences a voluntary case under any applicable bankruptcy, insolvency or other similar law now or hereafter in effect, or consents to the entry of an order for relief in an involuntary case under any such law, (b) consents to the appointment of or taking possession by a receiver, liquidator, assignee, custodian, trustee, sequestrator or similar official of the Company or any Significant Restricted Subsidiary or for all or substantially all of the property and assets of the Company or any Significant Restricted Subsidiary or (c) effects any general assignment for the benefit of creditors;
- (9) any Subsidiary Guarantor or JV Subsidiary Guarantor denies or disaffirms its obligations under its Subsidiary Guarantee or JV Subsidiary Guarantee or, except as permitted by the Indenture, any Subsidiary Guarantee or JV Subsidiary Guarantee is determined to be unenforceable or invalid or shall for any reason cease to be in full force and effect;
- (10) any default by the Company or any Subsidiary Guarantor Pledgor in the performance of any of its obligations under the Security Documents, which adversely affects the enforceability, validity, perfection or priority of the applicable Lien on the Collateral or which adversely affects the condition or value of the Collateral, taken as a whole, in any material respect; or
- (11) the Company or any Subsidiary Guarantor Pledgor denies or disaffirms its obligations under any Security Document or, other than in accordance with the Indenture and the Security Documents, any Security Document ceases to be or is not in full force and effect or the Trustee ceases to have a first priority Lien in the Collateral (subject to any Permitted Liens and the Intercreditor Agreement).

If an Event of Default (other than an Event of Default specified in clause (7) or (8) above) occurs and is continuing under the Indenture, the Trustee or the Holders of at least 25% in aggregate principal amount of the Notes then outstanding, by written notice to the Company (and to the Trustee if such notice is given by the Holders), may, and the Trustee at the request of such Holders shall (subject to the Trustee first being indemnified, secured and/or prefunded to its satisfaction), declare the principal of, premium, if any, and accrued and unpaid interest on the Notes to be immediately due and payable. Upon a declaration of acceleration, such principal of, premium, if any, and accrued and unpaid interest shall be immediately due and payable. If an Event of Default specified in clause (7) or (8) above occurs with respect to the Company or any Restricted Subsidiary, the principal of, premium, if any, and accrued and unpaid interest on the Notes then outstanding shall automatically become and be immediately due and payable without any declaration or other act on the part of the Trustee or any Holder.

The Holders of at least a majority in principal amount of the outstanding Notes by written notice to the Company and to the Trustee may on behalf of the Holders waive all past defaults and rescind and annul a declaration of acceleration and its consequences if:

- (1) all existing Events of Default, other than the nonpayment of the principal of, premium, if any, and interest on the Notes that have become due solely by such declaration of acceleration, have been cured or waived, and
- (2) the rescission would not conflict with any judgment or decree of a court of competent jurisdiction.

Upon such waiver, the Default will cease to exist, and any Event of Default arising therefrom will be deemed to have been cured, but no such waiver will extend to any subsequent or other Default or impair any right consequent thereon.

If an Event of Default occurs and is continuing, the Trustee may pursue, in its own name or as trustee of an express trust, any available remedy by proceeding at law or in equity to collect the payment of principal of and interest on the Notes or to enforce the performance of any provision of the Notes or the

Indenture. The Trustee may maintain a proceeding even if it does not possess any of the Notes or does not produce any of them in the proceeding. In addition, if an Event of Default occurs and is continuing, the Trustee may, and shall upon written request of Holders of at least 25% in aggregate principal amount of outstanding Notes (subject to the Trustee first being indemnified, secured and/or prefunded to its satisfaction), (i) give the Shared Security Agent a written notice of the occurrence of such continuing Event of Default and (ii) instruct the Shared Security Agent in accordance with the terms of the Intercreditor Agreement to foreclose on the Collateral in accordance with the terms of the Security Documents and take such further action on behalf of the Holders of the Notes with respect to the Collateral as the Trustee deems appropriate. See “— Security.”

The Holders of at least a majority in aggregate principal amount of the outstanding Notes may direct the time, method and place of conducting any proceeding for any remedy available to the Trustee or exercising any trust or power conferred on the Trustee. However, the Trustee may refuse to follow any direction that conflicts with law or the Indenture, that may involve the Trustee in personal liability, or that the Trustee determines may be unduly prejudicial to the rights of Holders not joining in the giving of such direction and may take any other action it deems proper that is not inconsistent with any such direction received from Holders. In addition, the Trustee will not be required to expend its own funds in following such direction if it does not reasonably believe that reimbursement or satisfactory indemnification and/or security is assured to it.

A Holder may not institute any proceeding, judicial or otherwise, with respect to the Indenture or the Notes, or for the appointment of a receiver or trustee, or for any other remedy under the Indenture or the Notes, unless:

- (1) the Holder has previously given the Trustee written notice of a continuing Event of Default;
- (2) the Holders of at least 25% in aggregate principal amount of outstanding Notes make a written request to the Trustee to pursue the remedy;
- (3) such Holder or Holders provide the Trustee indemnity, security and/or prefunding satisfactory to the Trustee against any costs, liability or expense to be incurred in compliance with such written request;
- (4) the Trustee does not comply with the request within 60 days after receipt of the written request and the indemnity; and
- (5) during such 60-day period, the Holders of a majority in aggregate principal amount of the outstanding Notes do not give the Trustee a written direction that is inconsistent with the request.

However, such limitations do not apply to the right of any Holder to receive payment of the principal of, premium, if any, or interest on, such Note, or to bring suit for the enforcement of any such payment, on or after the due date expressed in the Notes, which right shall not be impaired or affected without the consent of the Holder.

Officers of the Company must certify to the Trustee in writing, on or before a date not more than 120 days after the end of each fiscal year, that a review has been conducted of the activities of the Company and its Restricted Subsidiaries and the Company’s and its Restricted Subsidiaries’ performance under the Indenture and that the Company and each of the Restricted Subsidiaries have fulfilled all obligations thereunder, or, if there has been a default in the fulfillment of any such obligation, specifying each such default and the nature and status thereof. The Company will also be obligated to promptly notify the Trustee in writing of any default or defaults in the performance of any covenants or agreements under the Indenture. See “— Provision of Financial Statements and Reports.”

None of the Trustee or the Agents are obligated to do anything to ascertain whether any Event of Default or Default has occurred or is continuing and will not be responsible to the Holders or any other person for any loss arising from any failure by it to do so. Except if the Company fails to (a) make any payment of principal or interest due under the Notes on the relevant payment date or (b) deliver an annual compliance certificate in accordance with the terms of the Indenture, each of the Trustee and the Agents may assume that no Event of Default or Default has occurred and that the Company and the Subsidiary Guarantors are performing all of their obligations under the Indenture, the Intercreditor Agreement, the Security Documents and the Notes unless it has been notified in writing of such Event of Default or Default.

### **Consolidation, Merger and Sale of Assets**

The Company will not consolidate with, merge with or into another Person, permit any Person to merge with or into it, or sell, convey, transfer, lease or otherwise dispose of all or substantially all of its and its Restricted Subsidiaries' properties and assets (computed on a consolidated basis) (as an entirety or substantially an entirety in one transaction or a series of related transactions), unless:

- (1) the Company shall be the continuing Person, or the Person (if other than it) formed by such consolidation or merger or that acquired or leased such property and assets (the "Surviving Person") shall be a corporation organized and validly existing under the laws of Bermuda, the Cayman Islands, Hong Kong or the British Virgin Islands and shall expressly assume, by a supplemental indenture to the Indenture, executed and delivered to the Trustee, all the obligations of the Company under the Indenture, the Notes and the Security Documents, as the case may be, including the obligation to pay Additional Amounts, and the Indenture, the Notes and the Security Documents, as the case may be, shall remain in full force and effect;
- (2) immediately after giving effect to such transaction, no Default shall have occurred and be continuing;
- (3) immediately after giving effect to such transaction on a pro forma basis, the Company or the Surviving Person, as the case may be, shall have a Consolidated Net Worth equal to or greater than the Consolidated Net Worth of the Company immediately prior to such transaction;
- (4) immediately after giving effect to such transaction on a pro forma basis the Company or the Surviving Person, as the case may be, could Incur at least US\$1.00 of Indebtedness under the proviso in clause (1) of the covenant described under "— Limitation on Indebtedness and Preferred Stock";
- (5) the Company delivers to the Trustee (x) an Officers' Certificate (attaching the arithmetic computations to demonstrate compliance with clauses (3) and (4) of this paragraph) and (y) an Opinion of Counsel, in each case stating that such consolidation, merger or transfer and the relevant supplemental indenture complies with this covenant and that all conditions precedent provided for in the Indenture relating to such transaction have been complied with;
- (6) each Subsidiary Guarantor and JV Subsidiary Guarantor, unless such Subsidiary Guarantor or JV Subsidiary Guarantor is the Person with which the Company has entered into a transaction described under "— Consolidation, Merger and Sale of Assets," shall execute and deliver a supplemental indenture to the Indenture confirming that its Subsidiary Guarantee or JV Subsidiary Guarantee, as applicable, shall apply to the obligations of the Company or the Surviving Person in accordance with the Notes and the Indenture; and
- (7) no Rating Decline shall have occurred.

No Subsidiary Guarantor or JV Subsidiary Guarantor will consolidate with, merge with or into another Person, permit any Person to merge with or into it, or sell, convey, transfer, lease or otherwise dispose of all or substantially all of its and its Restricted Subsidiaries' properties and assets (computed on a consolidated basis) (as an entirety or substantially an entirety in one transaction or a series of related transactions) to another Person (other than the Company or another Subsidiary Guarantor or, in the case of a JV Subsidiary Guarantor, other than to another JV Subsidiary Guarantor, the Company or a Subsidiary Guarantor), unless:

- (1) such Subsidiary Guarantor or JV Subsidiary Guarantor shall be the continuing Person, or the Person (if other than it) formed by such consolidation or merger or that acquired or leased such property and assets shall be the Company, another Subsidiary Guarantor or shall become a Subsidiary Guarantor concurrently with the transaction (or, in the case of a JV Subsidiary Guarantor, another JV Subsidiary Guarantor, the Company or a Subsidiary Guarantor); and shall expressly assume, by a supplemental indenture to the Indenture, executed and delivered to the Trustee, all the obligations of such Subsidiary Guarantor or JV Subsidiary Guarantor under the Indenture, the Notes and the Security Documents, as the case may be, including the obligation to pay Additional Amounts, and the Indenture, the Notes and the Security Documents, as the case may be, shall remain in full force and effect;
- (2) immediately after giving effect to such transaction, no Default shall have occurred and be continuing;
- (3) immediately after giving effect to such transaction on a pro forma basis, the Company shall have a Consolidated Net Worth equal to or greater than the Consolidated Net Worth of the Company immediately prior to such transaction;
- (4) immediately after giving effect to such transaction on a pro forma basis, the Company could Incur at least US\$1.00 of Indebtedness under the proviso in clause (1) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”;
- (5) the Company delivers to the Trustee (x) an Officers' Certificate (attaching the arithmetic computations to demonstrate compliance with clauses (3) and (4) of this paragraph) and (y) an Opinion of Counsel, in each case stating that such consolidation, merger or transfer and the relevant supplemental indenture complies with this provision and that all conditions precedent provided for in the Indenture relating to such transaction have been complied with; and
- (6) no Rating Decline shall have occurred;

*provided* that this paragraph shall not apply to any sale or other disposition that complies with the “— Limitation on Asset Sales” covenant or any Subsidiary Guarantor or JV Subsidiary Guarantor whose Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, is unconditionally released in accordance with the provisions described under “— The Subsidiary Guarantees — Release of the Subsidiary Guarantees.”

Although there is a limited body of case law interpreting the phrase “substantially all,” there is no precise established definition of the phrase under applicable law. Accordingly, in certain circumstances there may be a degree of uncertainty as to whether a particular transaction would involve “all or substantially all” of the property or assets of a Person.

The foregoing requirements shall not apply to a consolidation or merger of any Subsidiary Guarantor or JV Subsidiary Guarantor with and into the Company or any other Subsidiary Guarantor or JV Subsidiary Guarantor, so long as the Company or such Subsidiary Guarantor or JV Subsidiary Guarantor survives such consolidation or merger.

The foregoing provisions would not necessarily afford Holders protection in the event of highly-leveraged or other transactions involving the Company that may adversely affect Holders.



## **No Payments for Consents**

The Company will not, and shall not permit any of its Subsidiaries to, directly or indirectly, pay or cause to be paid any consideration, whether by way of interest, fee or otherwise, to any Holder for or as an inducement to any consent, waiver or amendment of any of the terms or provisions of the Indenture or the Notes unless such consideration is offered to be paid or is paid to all Holders that consent, waive or agree to amend such term or provision within the time period set forth in the solicitation documents relating to such consent, waiver or amendment.

## **Defeasance**

### ***Defeasance and Discharge***

The Indenture provides that the Company will be deemed to have paid and will be discharged from any and all obligations in respect of the Notes on the 183rd day after the deposit referred to below, and the provisions of the Indenture and the Security Documents will no longer be in effect with respect to the Notes (except for, among other matters, certain obligations to register the transfer or exchange of the Notes, to replace stolen, lost or mutilated Notes, to maintain paying agencies and to hold monies for payment in trust) if, among other things:

- (1) the Company (a) has deposited with the Trustee (or its agent), in trust, money and/or U.S. Government Obligations that through the payment of interest and principal in respect thereof in accordance with their terms will provide money in an amount sufficient to pay the principal of, premium, if any, and accrued interest on the Notes on the Stated Maturity for such payments in accordance with the terms of the Indenture and the Notes and (b) delivers to the Trustee an Opinion of Counsel or a certificate of an internationally-recognized firm of independent accountants to the effect that the amount deposited by the Company is sufficient to provide payment for the principal of, premium, if any, and accrued interest on, the Notes on the Stated Maturity for such payment in accordance with the terms of the Indenture;
- (2) the Company has delivered to the Trustee (a) either (i) an Opinion of Counsel from a firm of recognized international standing with respect to U.S. federal income tax matters which is based on a change in applicable U.S. federal income tax law occurring after the Original Issue Date to the effect that beneficial owners will not recognize income, gain or loss for U.S. federal income tax purposes as a result of the Company's exercise of its option under this "Defeasance and Discharge" provision and will be subject to U.S. federal income tax on the same amounts and in the same manner and at the same times as would have been the case if such deposit, defeasance and discharge had not occurred or (ii) a ruling directed to the Trustee received from the U.S. Internal Revenue Service to the same effect as the aforementioned Opinion of Counsel and (b) an Opinion of Counsel from a firm of recognized international standing to the effect that the creation of the defeasance trust does not violate the U.S. Investment Company Act of 1940, as amended, and after the passage of 123 days following the deposit, the trust fund will not be subject to the effect of Section 547 of the United States Bankruptcy Code or Section 15 of the New York Debtor and Creditor Law; and
- (3) immediately after giving effect to such deposit on a pro forma basis, no Event of Default, or event that after the giving of notice or lapse of time or both would become an Event of Default, shall have occurred and be continuing on the date of such deposit or during the period ending on the 183rd day after the date of such deposit, and such defeasance shall not result in a breach or violation of, or constitute a default under, any other agreement or instrument to which the Company or any of its Restricted Subsidiaries is a party or by which the Company or any of its Restricted Subsidiaries is bound.

In the case of either discharge or defeasance of the Notes, the Subsidiary Guarantees and JV Subsidiary Guarantees will terminate.

### ***Defeasance of Certain Covenants***

The Indenture further provides that the provisions of the Indenture applicable to the Notes will no longer be in effect with respect to clauses (3), (4), (5)(x) and (7) under the first paragraph, and clauses (3), (4), (5)(x) and (6) under the second paragraph under “— Consolidation, Merger and Sale of Assets” and all the covenants described herein under “— Certain Covenants,” other than as described under “— Certain Covenants-Government Approvals and Licenses; Compliance with Law” and “— Certain Covenants-Anti-Layering,” clause (3) under “Events of Default” with respect to clauses (3), (4), (5)(x) and (7) under the first paragraph, and clauses (3), (4), (5)(x) and (6) under the second paragraph under “Consolidation, Merger and Sale of Assets” and with respect to the other events set forth in such clause, clause (4) under “Events of Default” with respect to such other covenants and clauses (5) and (6) under “Events of Default” shall be deemed not to be Events of Default upon, among other things, the deposit with the Trustee (or its agent), in trust, of money, U.S. Government Obligations or a combination thereof that through the payment of interest and principal in respect thereof in accordance with their terms will provide money in an amount sufficient to pay the principal of, premium, if any, and accrued interest on the Notes on the Stated Maturity of such payments in accordance with the terms of the Indenture and the Notes, the satisfaction of the provisions described in clause (2)(b) of the preceding paragraph and the delivery by the Company to the Trustee of an Opinion of Counsel from a firm of recognized international standing with respect to U.S. federal income tax matters to the effect that beneficial owners of the Notes will not recognize income, gain or loss for U.S. federal income tax purposes as a result of such deposit and defeasance of certain covenants and Events of Default and will be subject to U.S. federal income tax on the same amounts and in the same manner and at the same times as would have been the case if such deposit and defeasance had not occurred.

### ***Defeasance and Certain Other Events of Default***

In the event that the Company exercises its option to omit compliance with certain covenants and provisions of the Indenture as described in the immediately preceding paragraph and the Notes are declared due and payable because of the occurrence of an Event of Default that remains applicable, the amount of money and/or U.S. Government Obligations on deposit with the Trustee will be sufficient to pay amounts due on the Notes at the time of their Stated Maturity but may not be sufficient to pay amounts due on the Notes at the time of the acceleration resulting from such Event of Default. However, the Company will remain liable for such payments.

### **Amendments and Waiver**

#### ***Amendments Without Consent of Holders***

The Indenture, the Intercreditor Agreement or any Security Document may be amended, without the consent of any Holder, to:

- (1) cure any ambiguity, defect, omission or inconsistency in the Indenture, the Notes, the Intercreditor Agreement or any Security Document, *provided* that such amendment shall not adversely affect the interests of the Holders;
- (2) comply with the provisions described under “— Consolidation, Merger and Sale of Assets”;
- (3) evidence and provide for the acceptance of appointment by a successor Trustee;
- (4) add any Subsidiary Guarantor or JV Subsidiary Guarantor, or any Subsidiary Guarantee or JV Subsidiary Guarantee, or release any Subsidiary Guarantor or JV Subsidiary Guarantor from any Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, as provided or permitted by the terms of the Indenture;
- (5) provide for the issuance of Additional Notes in accordance with the limitations set forth in the Indenture;

- (6) add any Subsidiary Guarantor Pledgor or release any Subsidiary Guarantor Pledgor and the corresponding Collateral as provided or permitted by the terms of the Indenture;
- (7) add additional Collateral to secure the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee;
- (8) in any other case where a supplemental indenture to the Indenture is required or permitted to be entered into pursuant to the provisions of the Indenture without the consent of any Holder;
- (9) effect any changes to the Indenture in a manner necessary to comply with the procedures of Euroclear or Clearstream;
- (10) permit Permitted Pari Passu Secured Indebtedness (including, without limitation, permitting the Trustee and the Shared Security Agent to enter into any amendments to the Intercreditor Agreement, the Security Documents or the Indenture and take any other action necessary to permit the creation and registration of Liens on the Collateral to secure Permitted Pari Passu Secured Indebtedness, in accordance with the Indenture);
- (11) make any other change that does not materially and adversely affect the rights of any Holder; or
- (12) conform the text of the Indenture, the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees to any provision of this “Description of the Notes” to the extent that such provision in this “Description of the Notes” was intended to be a verbatim recitation of a provision in the Indenture, the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees.

***Amendments With Consent of Holders***

The Indenture, the Intercreditor Agreement or any Security Document may be amended with the consent of the Holders of not less than a majority in aggregate principal amount of the outstanding Notes; *provided*, however, that no such amendment may, without the consent of each Holder affected thereby:

- (1) change the Stated Maturity of the principal of, or any installment of interest on, any Note;
- (2) reduce the principal amount of, or premium, if any, or interest on, any Note;
- (3) change the place, currency or time of payment of principal of, or premium, if any, or interest on, any Note;
- (4) impair the right to institute suit for the enforcement of any payment on or after the Stated Maturity (or, in the case of a redemption, on or after the redemption date) of any Note, any Subsidiary Guarantee or any JV Subsidiary Guarantee;
- (5) reduce the above-stated percentage of outstanding Notes the consent of whose Holders is necessary to modify or amend the Indenture;
- (6) waive a default in the payment of principal of, premium, if any, or interest on the Notes;
- (7) release any Subsidiary Guarantor or JV Subsidiary Guarantor from its Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, except as provided in the Indenture;
- (8) release any Collateral, except as provided in the Intercreditor Agreement, the Indenture and the Security Documents;

- (9) reduce the percentage or aggregate principal amount of outstanding Notes the consent of whose Holders is necessary for waiver of compliance with certain provisions of the Indenture or for waiver of certain defaults;
- (10) amend, change or modify any Subsidiary Guarantee or JV Subsidiary Guarantee in a manner that adversely affects the Holders;
- (11) amend, change or modify any provision of the Intercreditor Agreement, any Security Document or the Indenture relating to the Collateral, in a manner that adversely affects the Holders, except in accordance with the other provisions of the Indenture;
- (12) reduce the amount payable upon a Change of Control Offer or an Offer to Purchase with the Excess Proceeds from any Asset Sale or, change the time or manner by which a Change of Control Offer or an Offer to Purchase with the Excess Proceeds or other proceeds from any Asset Sale may be made or by which the Notes must be repurchased pursuant to a Change of Control Offer or an Offer to Purchase with the Excess Proceeds or other proceeds from any Asset Sale;
- (13) change the redemption date or the redemption price of the Notes from that stated under “— Optional Redemption” or “— Redemption for Taxation Reasons”;
- (14) amend, change or modify the obligation of the Company or any Subsidiary Guarantor or any JV Subsidiary Guarantor to pay Additional Amounts; or
- (15) amend, change or modify any provision of the Indenture or the related definition affecting the ranking of the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee in a manner which adversely affects the Holders.

#### **Unclaimed Money**

Claims against the Company for the payment of principal of, premium, if any, or interest, on the Notes will become void unless presentation for payment is made as required in the Indenture within a period of six years.

#### **No Personal Liability of Incorporators, Stockholders, Officers, Directors or Employees**

No recourse for the payment of the principal of, premium, if any, or interest on any of the Notes or for any claim based thereon or otherwise in respect thereof, and no recourse under or upon any obligation, covenant or agreement of the Company, any of the Subsidiary Guarantors or any of the JV Subsidiary Guarantors in the Indenture, or in any of the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees, or because of the creation of any Indebtedness represented thereby, shall be had against any incorporator, stockholder, officer, director, employee or controlling person of the Company, any of the Subsidiary Guarantors or JV Subsidiary Guarantors, or of any successor Person thereof. Each Holder, by accepting the Notes, waives and releases all such liability. The waiver and release are part of the consideration for the issuance of the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees. Such waiver may not be effective to waive liabilities under the U.S. federal securities laws.

#### **Concerning the Trustee, Note Registrar, Paying Agent, Transfer Agent, Singapore Agent and Shared Security Agent**

Citicorp International Limited has been appointed as Trustee under the Indenture, Citibank, N.A., London Branch has been appointed as the Paying Agent and Transfer Agent and Citigroup Global Markets Deutschland AG has been appointed as Note Registrar with regard to the Notes. The Hongkong and Shanghai Banking Corporation Limited currently acts as the Shared Security Agent with respect to the Collateral under the Security Documents and the Intercreditor Agreement. Except during the continuance

of a Default, the Trustee will not be liable, except for the performance of such duties as are specifically set forth in the Indenture. If an Event of Default has occurred and is continuing, the Trustee will use the degree of care and skill as required of it as Trustee (namely, that which a prudent person would exercise under the circumstances in the conduct of such person's own affairs) in its exercise of the rights and powers vested in it under the Indenture.

The Indenture contains limitations on the rights of the Trustee, should it become a creditor of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors, to obtain payment of claims in certain cases or to realize on certain property received by it in respect of any such claims, as security or otherwise. The Trustee is permitted to engage in other transactions, including normal banking and trustee relationships, with the Company and its Affiliates and shall not be obligated to account for any profits therefrom; *provided*, however, that if it acquires any conflicting interest, it must eliminate such conflict or resign.

None of the Trustee, the Agents, the Shared Security Agent nor any of their respective officers, directors, employees, attorneys or agents will be responsible or liable for any action taken or omitted by it, for the existence, validity, adequacy, genuineness, value or protection of any Collateral securing the Notes, for the legality, enforceability, effectiveness or sufficiency of the Security Documents or the Intercreditor Agreement, for the creation, perfection, priority, sufficiency or protection of any of the Liens, for any defect or deficiency as to any such matters, or for any failure to demand, collect, foreclose or realize upon or otherwise enforce any of the Liens or Security Documents or any delay in doing so, except to the extent that a court of competent jurisdiction in a final, non-appealable judgment determines that any loss to any Holder arises directly from the fraud, gross negligence or willful misconduct of the Trustee, any Agent, the Shared Security Agent or any of their respective officers, directors, employees, attorneys or agents, as the case may be.

In the event that a Global Note is exchanged for individual definitive notes, the Company shall, so long as the Notes are listed on the SGX-ST and the rules of that exchange so require, at all times maintain a paying agent having a specified office in Singapore where the Notes may be presented or surrendered for payment or redemption (and such agent in Singapore shall be a Paying, Transfer and Conversion Agent and shall be referred to in the Indenture as the "Singapore Agent").

The Hongkong and Shanghai Banking Corporation Limited currently acts as the Shared Security Agent under the Security Documents in respect of the Lien over the Collateral. The Shared Security Agent acting in its capacity as such, shall have only such duties with respect to the Collateral pledged, assigned or granted pursuant to the Security Documents as are expressly set forth in the Intercreditor Agreement and the Security Documents and no implied duties or obligations of any kind (including without limitation duties or obligations of a fiduciary or equitable nature) shall be read into the Intercreditor Agreement or any of the Security Documents against the Shared Security Agent. Under certain circumstances, the Shared Security Agent may have obligations under the Security Documents and/or the Intercreditor Agreement that are in conflict with the interests of the Holders. None of the Trustee, the Agents nor the Shared Security Agent will be under any obligation to exercise any rights or powers conferred under the Indenture, the Intercreditor Agreement or any of the Security Documents, as applicable, for the benefit of the Holders, unless such Holders and/or, in the case of the Intercreditor Agreement and the Security Documents, the holders of the 2014 Notes, and the holders (or their representatives) of Permitted Pari Passu Secured Indebtedness (if any) have offered to the Trustee, the Agents and/or, in the case of the Intercreditor Agreement and the Security Documents, the 2014 Notes Trustee and the Shared Security Agent, as the case may be, security, prefunding and/or indemnity satisfactory to the Trustee, the Agents and/or, in the case of the Intercreditor Agreement and the Security Documents, the 2014 Notes Trustee and the Shared Security Agent, as the case may be, against any loss, liability or expense. Furthermore, each Holder by accepting the Notes, will agree, for the benefit of the Trustee, the Agents and the Shared Security Agent, that it is solely responsible for its own independent appraisal of and investigation into all risks arising under or in connection with the Security Documents and has not relied on and will not at any time rely on the Trustee, the Agents and/or the Shared Security Agent in respect of such risks.

## **Book-Entry; Delivery and Form**

Upon issue, the New Notes together with the Original Notes will be represented by a global note in registered form without interest coupons attached (the “Global Note”). On the issue date of the New Notes, the Global Note will be deposited with a common depository and registered in the name of the common depository or its nominee for the accounts of Euroclear and Clearstream.

### **Global Note**

Ownership of beneficial interests in the Global Note (the “book-entry interests”) will be limited to persons that have accounts with Euroclear and/or Clearstream or persons that may hold interests through such participants. Book-entry interests will be shown on, and transfers thereof will be effected only through, records maintained in book-entry form by Euroclear and Clearstream and their participants.

Except as set forth below under “— Individual Definitive Notes,” the book-entry interests will not be held in definitive form. Instead, Euroclear and/or Clearstream will credit on their respective book-entry registration and transfer systems a participant’s account with the interest beneficially owned by such participant. The laws of some jurisdictions may require that certain purchasers of securities take physical delivery of such securities in definitive form. The foregoing limitations may impair the ability to own, transfer or pledge book-entry interests.

So long as the Notes are held in global form, the common depository for Euroclear and/or Clearstream (or its nominee) will be considered the sole holder of the Global Note for all purposes under the Indenture and “holders” of book-entry interests will not be considered the owners or “Holders” of Notes for any purpose. As such, participants must rely on the procedures of Euroclear and Clearstream and indirect participants must rely on the procedures of the participants through which they own book-entry interests in order to transfer their interests in the Notes or to exercise any rights of Holders under the Indenture.

None of the Company, the Trustee or any of their respective agents will have any responsibility or be liable for any aspect of the records relating to the book-entry interests. The Notes are not issuable in bearer form.

### **Payments on the Global Note**

Payments of any amounts owing in respect of the Global Note (including principal, premium, interest and Additional Amounts) will be made to the Paying Agent in U.S. dollars. The Paying Agent will, in turn, make such payments to the common depository for Euroclear and Clearstream, which will distribute such payments to participants in accordance with their procedures. Each of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors will make payments of all such amounts without deduction or withholding for, or on account of, any present or future taxes, duties, assessments or governmental charges of whatever nature, except as may be required by law and as described under — Additional Amounts.”

Under the terms of the Indenture, the Company, any Subsidiary Guarantor, any JV Subsidiary Guarantor, the Paying Agent and the Trustee will treat the registered holder of the Global Note (i.e., the common depository or its nominee) as the owner thereof for the purpose of receiving payments and for all other purposes. Consequently, none of the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors, the Trustee or any of their respective agents has or will have any responsibility or liability for:

- any aspect of the records of Euroclear, Clearstream or any participant or indirect participant relating to or payments made on account of a book-entry interest, for any such payments made by Euroclear, Clearstream or any participant or indirect participants, or for maintaining, supervising or reviewing any of the records of Euroclear, Clearstream or any participant or indirect participant relating to or payments made on account of a book-entry interest; or

- Euroclear, Clearstream or any participant or indirect participant. Payments by participants to owners of book-entry interests held through participants are the responsibility of such participants.

### **Redemption of the Global Note**

In the event any Global Note, or any portion thereof, is redeemed, the common depository will distribute the amount received by it in respect of the Global Note so redeemed to Euroclear and/or Clearstream, as applicable, who will distribute such amount to the holders of the book-entry interests in such Global Note. The redemption price payable in connection with the redemption of such book-entry interests will be equal to the amount received by the common depository, Euroclear or Clearstream, as applicable, in connection with the redemption of such Global Note (or any portion thereof). The Company understands that under existing practices of Euroclear and Clearstream, if fewer than all of the Notes are to be redeemed at any time, Euroclear and Clearstream will credit their respective participants' accounts on a proportionate basis (with adjustments to prevent fractions) or by lot or on such other basis as they deem fair and appropriate; *provided*, however, that no book-entry interest of US\$200,000 principal amount, or less, as the case may be, will be redeemed in part.

### **Action by Owners of Book-Entry Interests**

Euroclear and Clearstream have advised that they will take any action permitted to be taken by a Holder of Notes only at the direction of one or more participants to whose account the book-entry interests in the Global Note are credited and only in respect of such portion of the aggregate principal amount of Notes as to which such participant or participants has or have given such direction. Euroclear and Clearstream will not exercise any discretion in the granting of consents, waivers or the taking of any other action in respect of the Global Note. If there is an Event of Default under the Notes, however, each of Euroclear and Clearstream reserves the right to exchange the Global Note for individual definitive notes in certificated form, and to distribute such individual definitive notes to their participants.

### **Transfers**

Transfers between participants in Euroclear and Clearstream will be effected in accordance with Euroclear and Clearstream's rules and will be settled in immediately available funds. If a Holder requires physical delivery of individual definitive notes for any reason, including to sell the Notes to persons in jurisdictions which require physical delivery of such securities or to pledge such securities, such Holder must transfer its interest in the Global Note in accordance with the normal procedures of Euroclear and Clearstream and in accordance with the provisions of the Indenture.

Book-entry interests in the Global Note will be subject to the restrictions on transfer discussed under the heading "Plan of Distribution."

Any book-entry interest in a Global Note that is transferred to a person who takes delivery in the form of a book-entry interest in another Global Note will, upon transfer, cease to be a book-entry interest in the first-mentioned Global Note and become a book-entry interest in the other Global Note and, accordingly, will thereafter be subject to all transfer restrictions, if any, and other procedures applicable to book-entry interests in such other Global Note for as long as it retains such a book-entry interest.

### **Global Clearance and Settlement Under the Book-Entry System**

Book-entry interests owned through Euroclear or Clearstream accounts will follow the settlement procedures applicable. Book-entry interests will be credited to the securities custody accounts of Euroclear and Clearstream holders on the business day following the settlement date against payment for value on the settlement date.

The book-entry interests will trade through participants of Euroclear or Clearstream, and will settle in same-day funds. Since the purchaser determines the place of delivery, it is important to establish at the time of trading of any book-entry interests where both the purchaser's and seller's accounts are located to ensure that settlement can be made on the desired value date.

### **Information Concerning Euroclear and Clearstream**

We understand as follows with respect to Euroclear and Clearstream:

Euroclear and Clearstream hold securities for participating organizations and facilitate the clearance and settlement of securities transactions between their respective participants through electronic book-entry changes in accounts of such participants. Euroclear and Clearstream provide to their participants, among other things, services for safekeeping, administration, clearance and settlement of internationally traded securities and securities lending and borrowing. Euroclear and Clearstream interface with domestic securities markets. Euroclear and Clearstream participants are financial institutions, such as underwriters, securities brokers and dealers, banks and trust companies, and certain other organizations. Indirect access to Euroclear or Clearstream is also available to others such as banks, brokers, dealers and trust companies that clear through or maintain a custodian relationship with a Euroclear or Clearstream participant, either directly or indirectly.

Although the foregoing sets out the procedures of Euroclear and Clearstream in order to facilitate the original issue and subsequent transfers of interests in the Notes among participants of Euroclear and Clearstream, neither Euroclear nor Clearstream is under any obligation to perform or continue to perform such procedures, and such procedures may be discontinued at any time.

None of the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors, the Trustee or any of their respective agents will have responsibility for the performance of Euroclear or Clearstream or their respective participants of their respective obligations under the rules and procedures governing their operations, including, without limitation, rules and procedures relating to book-entry interests.

### **Individual Definitive Notes**

If (1) the common depositary or any successor to the common depositary is at any time unwilling or unable to continue as a depositary for the reasons described in the Indenture and a successor depositary is not appointed by the Company within 90 days, (2) either Euroclear or Clearstream, or a successor clearing system is closed for business for a continuous period of 14 days (other than by reason of holidays, statutory or otherwise) or announces an intention to permanently cease business or does in fact do so, or (3) any of the Notes has become immediately due and payable in accordance with “— Events of Default” and the Company has received a written request from a Holder, the Company will issue individual definitive notes in registered form in exchange for the Global Note.

Upon receipt of such notice from the common depositary or the Trustee, as the case may be, the Company will use its best efforts to make arrangements with the common depositary for the exchange of interests in the Global Note for individual definitive notes and cause the requested individual definitive notes to be executed and delivered to the registrar in sufficient quantities and authenticated by the registrar for delivery to Holders. Persons exchanging interests in a Global Note for individual definitive notes will be required to provide the registrar, through the relevant clearing system, with written instruction and other information required by the Company and the registrar to complete, execute and deliver such individual definitive notes. In all cases, individual definitive notes delivered in exchange for any Global Note or beneficial interests therein will be registered in the names, and issued in any approved denominations, requested by the relevant clearing system.

Individual definitive notes will not be eligible for clearing and settlement through Euroclear or Clearstream.



## **Notices**

All notices or demands required or permitted by the terms of the Notes or the Indenture to be given to or by the Holders are required to be in writing and may be given or served by being sent by prepaid courier or by being deposited, first-class postage prepaid, in the United States mails (if intended for the Company, any Subsidiary Guarantor or any JV Subsidiary Guarantor) addressed to the Company, such Subsidiary Guarantor or JV Subsidiary Guarantor, or (if intended for the Trustee) at the corporate trust office of the Trustee; and (if intended for any Holder) addressed to such Holder at such Holder's last address as it appears in the Note Register.

So long as the Global Notes are held on behalf of Euroclear or Clearstream, any such notice or demand will be deemed to have been sufficiently given or served when so sent or deposited and, if to the Holders, when delivered in accordance with the applicable rules and procedures of Euroclear or Clearstream, as the case may be. Any such notice shall be deemed to have been delivered on the day such notice is delivered to Euroclear or Clearstream, as the case may be, or if by mail, when so sent or deposited.

## **Consent to Jurisdiction; Service of Process**

The Company and each of the Subsidiary Guarantors has irrevocably (1) submitted to the non-exclusive jurisdiction of any U.S. federal or New York state court located in the Borough of Manhattan, The City of New York in connection with any suit, action or proceeding arising out of, or relating to, the Notes, any Subsidiary Guarantee, any JV Subsidiary Guarantee, the Indenture or any transaction contemplated thereby; and (2) designated and appointed National Corporate Research, Ltd. for receipt of service of process in any such suit, action or proceeding.

## **Governing Law**

Each of the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Indenture provides that such instrument is governed by, and will be construed in accordance with, the laws of the State of New York without giving effect to applicable principles of conflicts of law to the extent that the application of the law of another jurisdiction would be required thereby. The relevant pledge documents pursuant to "— Security" are governed under the laws of the Hong Kong Special Administrative Region.

## **Definitions**

Set forth below are defined terms used in the covenants and other provisions of the Indenture. Reference is made to the Indenture for other capitalized terms used in this "Description of the Notes" for which no definition is provided.

"2014 Notes" means any and all currently outstanding notes of the Company's US\$400,000,000 8.25% Senior Notes due 2019 issued on January 29, 2014 pursuant to the 2014 Notes Indenture and which term shall include, unless the context requires otherwise, any further securities issued in accordance with the terms of the 2014 Notes Indenture and consolidated and forming a single series therewith.

"2014 Notes Indenture" means the indenture governing the 2014 Notes dated January 29, 2014 between, among others, the Company, the 2014 Notes Trustee and the Shared Security Agent, as may be further amended, modified or supplemented from time to time.

"2014 Notes Trustee" means Citicorp International Limited as the trustee with respect to the 2014 Notes.

"Acquired Indebtedness" means Indebtedness of a Person existing at the time such Person becomes a Restricted Subsidiary or Indebtedness of a Restricted Subsidiary assumed in connection with an Asset Acquisition by such Restricted Subsidiary whether or not Incurred in connection with, or in contemplation of, the Person merging with or into or becoming a Restricted Subsidiary.

“Adjusted Treasury Rate” means, with respect to any redemption date, (i) the yield, under the heading which represents the average for the immediately preceding week, appearing in the most recently published statistical release designated “H.15(519)” or any successor publication which is published weekly by the Board of Governors of the Federal Reserve System and which establishes yields on actively traded U.S. Treasury securities adjusted to constant maturity under the caption “Treasury Constant Maturities,” for the maturity corresponding to the Comparable Treasury Issue (if no maturity is within three (3) months before or after September 13, 2019, yields for the two published maturities most closely corresponding to the Comparable Treasury Issue shall be determined and the Adjusted Treasury Rate shall be interpolated or extrapolated from such yields on a straight line basis, rounding to the nearest month) or (ii) if such release (or any successor release) is not published during the week preceding the calculation date or does not contain such yields, the rate per annum equal to the semi-annual equivalent yield to maturity of the Comparable Treasury Issue, assuming a price for the Comparable Treasury Issue (expressed as a percentage of its principal amount) equal to the Comparable Treasury Price for such redemption date, in each case, calculated on the third Business Day immediately preceding the redemption date.

“Affiliate” means, with respect to any Person, any other Person (1) directly or indirectly controlling, controlled by, or under direct or indirect common control with, such Person; (2) who is a director or officer of such Person or any Subsidiary of such Person or of any Person referred to in clause (1) of this definition; or (3) who is a spouse or any person cohabiting as a spouse, child or step-child, parent or step-parent, brother, sister, step-brother or step-sister, parent-in-law, grandchild, grandparent, uncle, aunt, nephew and niece of a Person described in clause (1) or (2). For purposes of this definition, “control” (including, with correlative meanings, the terms “controlling,” “controlled by” and “under common control with”), as applied to any Person, means the possession, directly or indirectly, of the power to direct or cause the direction of the management and policies of such Person, whether through the ownership of voting securities, by contract or otherwise.

“Applicable Premium” means with respect to any Note at any redemption date, the greater of (1) 1.00% of the principal amount of such Note and (2) the excess of (A) the present value at such redemption date of (x) the redemption price of such Note at September 13, 2019 (such redemption price being set forth in the table appearing above under the caption “— Optional Redemption”), plus (y) all required remaining scheduled interest payments due on such Note through September 13, 2019 (but excluding accrued and unpaid interest to the redemption date), computed using a discount rate equal to the Adjusted Treasury Rate plus 100 basis points, over (B) the principal amount of such Note on such redemption date.

“Asset Acquisition” means (1) an investment by the Company or any of its Restricted Subsidiaries in any other Person pursuant to which such Person shall become a Restricted Subsidiary or shall be merged into or consolidated with the Company or any of its Restricted Subsidiaries; or (2) an acquisition by the Company or any of its Restricted Subsidiaries of the property and assets of any Person other than the Company or any of its Restricted Subsidiaries that constitute substantially all of a division or line of business of such Person.

“Asset Disposition” means the sale or other disposition by the Company or any of its Restricted Subsidiaries (other than to the Company or another Restricted Subsidiary) of (1) all or substantially all of the Capital Stock of any Restricted Subsidiary; or (2) all or substantially all of the assets that constitute a division or line of business of the Company or any of its Restricted Subsidiaries.

“Asset Sale” means any sale, transfer or other disposition (including by way of merger, consolidation or Sale and Leaseback Transaction) of any of its property or assets (including any sale of Capital Stock of a Subsidiary or issuance of Capital Stock by a Restricted Subsidiary) in one transaction or a series of related transactions by the Company or any of its Restricted Subsidiaries to any Person; *provided that* “Asset Sale” shall not include:

- (1) sales or other dispositions of inventory, receivables and other current assets (including properties under development for sale and completed properties for sale) in the ordinary course of business;

- (2) sales, transfers or other dispositions of assets constituting a Permitted Investment or Restricted Payment permitted to be made under the “— Limitation on Restricted Payments” covenant;
- (3) sales, transfers or other dispositions of assets with a Fair Market Value not in excess of US\$1.0 million (or the Dollar Equivalent thereof) in any transaction or series of related transactions;
- (4) any sale, transfer, assignment or other disposition of any property, or equipment that has become damaged, worn out, obsolete or otherwise unsuitable for use in connection with the business of the Company or its Restricted Subsidiaries;
- (5) any transfer, assignment or other disposition deemed to occur in connection with creating or granting any Permitted Lien;
- (6) a transaction covered by the covenant described under “— Consolidation, Merger and Sale of Assets”;
- (7) any sale, transfer or other disposition by the Company or any of its Restricted Subsidiaries, including the sale or issuance by the Company or any Restricted Subsidiary of any Capital Stock of any Restricted Subsidiary, to the Company or any Restricted Subsidiary; and
- (8) sales of property units pursuant to Finance Lease Purchases.

“Attributable Indebtedness” means, in respect of a Sale and Leaseback Transaction, the present value, discounted at the interest rate implicit in the Sale and Leaseback Transaction, of the total obligations of the lessee for rental payments during the remaining term of the lease in the Sale and Leaseback Transaction.

“Associate” means any corporation, association or other business entity primarily engaged in a Permitted Business, *provided* that either (a) 10.0% or more of the voting power of the outstanding Capital Stock is owned, directly or indirectly by the Company or any Restricted Subsidiary or (b) such corporation, association or other business entity is treated as an “associate” or “jointly controlled entity” in accordance with GAAP.

“Average Life” means, at any date of determination with respect to any Indebtedness, the quotient obtained by dividing (1) the sum of the products of (a) the number of years from such date of determination to the dates of each successive scheduled principal payment of such Indebtedness and (b) the amount of such principal payment by (2) the sum of all such principal payments.

“Board of Directors” means the board of directors of the Company or any committee of such board duly authorized to take the action purported to be taken by such committee.

“Board Resolution” means any resolution of the Board of Directors taking an action which it is authorized to take and adopted at a meeting duly called and held at which a quorum of disinterested members (if so required) was present and acting throughout or adopted by written resolution executed by every member of the Board of Directors.

“Business Day” means any day which is not a Saturday, Sunday, legal holiday or other day on which banking institutions in The City of New York, London or Hong Kong (or in any other place in which payments on the Notes are to be made) are authorized by law or governmental regulation to close.

“Capitalized Lease” means, with respect to any Person, any lease of any property (whether real, personal or mixed) which, in conformity with GAAP, is required to be capitalized on the balance sheet of such Person.

“Capitalized Lease Obligations” means the discounted present value of the rental obligations under a Capitalized Lease.

“Capital Stock” means, with respect to any Person, any and all shares, interests, participations or other equivalents (however designated, whether voting or non-voting) in equity of such Person, whether outstanding on the Original Issue Date or issued thereafter, including, without limitation, all Common Stock and Preferred Stock, but excluding debt securities convertible into such equity.

“Change of Control” means the occurrence of one or more of the following events:

- (1) the merger, amalgamation or consolidation of the Company with or into another Person or the merger or amalgamation of another Person with or into the Company, or the sale of all or substantially all the assets of the Company to another Person;
- (2) the Permitted Holders are the beneficial owners of less than 20% of the total voting power of the Voting Stock of the Company;
- (3) any “person” or “group” (as such terms are used in Sections 13(d) and 14(d) of the Exchange Act) is or becomes the “beneficial owner” (as such term is used in Rule 13d-3 of the Exchange Act), directly or indirectly, of total voting power of the Voting Stock of the Company greater than such total voting power held beneficially by the Permitted Holders;
- (4) individuals who on the Original Issue Date constituted the board of directors of the Company, together with any new directors whose election to the board of directors was approved by a vote of at least a majority of the directors then still in office who were either directors on the Original Issue Date or whose election was previously so approved, cease for any reason to constitute a majority of the board of directors of the Company then in office; or
- (5) the adoption of a plan relating to the liquidation or dissolution of the Company.

“Change of Control Triggering Event” means the occurrence of both a Change of Control and a Rating Decline.

“Clearstream” means Clearstream Banking S.A.

“Collateral” means all collateral securing, or purported to be securing, directly or indirectly, the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee pursuant to the Security Documents, and shall initially consist of the Capital Stock of the initial Subsidiary Guarantors.

“Commodity Hedging Agreement” means any spot, forward or option commodity price protection agreements or other similar agreement or arrangement designed to protect against fluctuations in commodity prices.

“Common Stock” means, with respect to any Person, any and all shares, interests or other participations in, and other equivalents (however designated and whether voting or non-voting) of such Person’s common stock or ordinary shares, whether or not outstanding at the date of the Indenture, and includes, without limitation, all series and classes of such common stock or ordinary shares.

“Comparable Treasury Issue” means the U.S. Treasury security having a maturity comparable to the remaining term of the Notes to be redeemed that would be utilized, at the time of selection and in accordance with customary financial practice, in pricing new issues of corporate debt securities of comparable maturity to September 13, 2019.

“Comparable Treasury Price” means, with respect to any redemption date, if clause (ii) of the definition of Adjusted Treasury Rate is applicable, (a) the average of the Reference Treasury Dealer Quotations for such redemption date, after excluding the highest and lowest of such Reference Treasury Dealer Quotations, or (b) if fewer than three such Reference Treasury Dealer Quotations are available, the average of all such quotations.

“Consolidated Assets” means, with respect to any Restricted Subsidiary at any date of determination, the Company and its Restricted Subsidiaries’ proportionate interest in the total consolidated assets of such Restricted Subsidiary and its Restricted Subsidiaries measured in accordance with GAAP as of the last day of the most recent fiscal quarter period for which consolidated financial statements of the Company and its Restricted Subsidiaries (which the Company shall use its reasonably best efforts to compile in a timely manner) are available (which may be internal consolidated financial statements).

“Consolidated EBITDA” means, for any period, Consolidated Net Income for such period plus, to the extent such amount was deducted in calculating such Consolidated Net Income:

- (1) Consolidated Interest Expense,
- (2) income taxes (other than income taxes attributable to extraordinary and non-recurring gains (or losses) or sales of assets), and
- (3) depreciation expense, amortization expense and all other non-cash items reducing Consolidated Net Income (other than non-cash items in a period which reflect cash expenses paid or to be paid in another period), less all non-cash items increasing Consolidated Net Income (other than accrual of revenue in the ordinary course of business),

all as determined on a consolidated basis for the Company and its Restricted Subsidiaries in conformity with GAAP; *provided* that (1) if any Restricted Subsidiary is not a Wholly Owned Restricted Subsidiary, Consolidated EBITDA shall be reduced (to the extent not otherwise reduced in accordance with GAAP) by an amount equal to (A) the amount of the Consolidated Net Income attributable to such Restricted Subsidiary multiplied by (B) the percentage ownership interest in the income of such Restricted Subsidiary not owned on the last day of such period by the Company or any of its Restricted Subsidiaries and (2) in the case of any future PRC CJV (consolidated in accordance with GAAP), Consolidated EBITDA shall be reduced (to the extent not already reduced in accordance with GAAP) by any payments, distributions or amounts (including the Fair Market Value of any non-cash payments, distributions or amounts) required to be made or paid by such PRC CJV to the PRC CJV Partner, or to which the PRC CJV Partner otherwise has a right or is entitled, pursuant to the joint venture agreement governing such PRC CJV.

“Consolidated Fixed Charges” means, for any period, the sum (without duplication) of (1) Consolidated Interest Expense for such period and (2) all cash and non-cash dividends paid, declared, accrued or accumulated during such period on any Disqualified Stock or Preferred Stock of the Company or any Restricted Subsidiary held by Persons other than the Company or any Wholly Owned Restricted Subsidiary, except for dividends payable in the Company’s Capital Stock (other than Disqualified Stock) or paid to the Company or to a Wholly Owned Restricted Subsidiary.

“Consolidated Interest Expense” means, for any period, the amount that would be included in gross interest expense on a consolidated income statement prepared in accordance with GAAP for such period of the Company and its Restricted Subsidiaries, plus, to the extent not included in such gross interest expense, and to the extent incurred, accrued or payable during such period by the Company and its Restricted Subsidiaries, without duplication, (1) interest expense attributable to Capitalized Lease Obligations, (2) amortization of debt issuance costs and original issue discount expense and non-cash interest payments in respect of any Indebtedness, (3) the interest portion of any deferred payment obligation, (4) all commissions, discounts and other fees and charges with respect to letters of credit or similar instruments issued for financing purposes or in respect of any Indebtedness, (5) the net costs

associated with Hedging Obligations (including the amortization of fees), (6) interest accruing on Indebtedness of any other Person (other than the Company or any Restricted Subsidiary) that is Guaranteed by, or secured by a Lien on any asset of, the Company or any Restricted Subsidiary (other than Pre-Registration Mortgage Guarantees and Purchase Guarantees) *provided that*, in each case of Indebtedness so Guaranteed or secured, interest accruing shall be included only to the extent that such interest has become payable by the Company or any Restricted Subsidiary, and (7) any capitalized interest, *provided that* interest expense attributable to interest on any Indebtedness bearing a floating interest rate will be computed on a pro forma basis as if the rate in effect on the date of determination had been the applicable rate for the entire relevant period.

“Consolidated Net Income” means, with respect to any specified Person for any period, the aggregate of the net income (or loss) of such Person and its Restricted Subsidiaries for such period, on a consolidated basis, determined in conformity with GAAP; *provided that* the following items shall be excluded in computing Consolidated Net Income (without duplication):

- (1) the net income (or loss) of any Person that is not a Restricted Subsidiary or that is accounted for by the equity method of accounting except that:
  - (a) the Company’s equity in the net income of any such Person for such period shall be included in such Consolidated Net Income up to the aggregate amount of cash actually distributed by such Person during such period to the Company or a Restricted Subsidiary as a dividend or other distribution (subject, in the case of a dividend or other distribution paid to a Restricted Subsidiary, to the limitations contained in clause (3) below); and
  - (b) the Company’s equity in a net loss of any such Person for such period shall be included in determining such Consolidated Net Income to the extent funded with cash or other assets of the Company or Restricted Subsidiaries;
- (2) the net income (or loss) of any Person accrued prior to the date it becomes a Restricted Subsidiary or is merged into or consolidated with the Company or any of its Restricted Subsidiaries or all or substantially all of the property and assets of such Person are acquired by the Company or any of its Restricted Subsidiaries;
- (3) the net income (but not loss) of any Restricted Subsidiary to the extent that the declaration or payment of dividends or similar distributions by such Restricted Subsidiary of such net income is not at the time permitted by the operation of the terms of its charter, articles of association or other similar constitutive documents, or any agreement, instrument, judgment, decree, order, statute, rule or governmental regulation applicable to such Restricted Subsidiary;
- (4) the cumulative effect of a change in accounting principles;
- (5) any translation gains or losses due solely to fluctuations in currency values and related tax effects; and
- (6) any net after-tax extraordinary or non-recurring gains;

*provided that* any net after-tax gains on Investment Properties arising from fair value adjustments made in conformity with GAAP shall be added to Consolidated Net Income.

“Consolidated Net Worth” means, at any date of determination, stockholders’ equity as set forth on the most recently available semi-annual or annual consolidated statement of financial position of the Company and its Restricted Subsidiaries, plus, to the extent not included, any Preferred Stock of the Company, less any amounts attributable to Disqualified Stock or any equity security convertible into or exchangeable for Indebtedness, the cost of treasury stock and the principal amount of any promissory

notes receivable from the sale of the Capital Stock of the Company or any of its Restricted Subsidiaries, each item to be determined in conformity with GAAP.

“Contractor Guarantees” means any Guarantee by the Company or any Restricted Subsidiary of Indebtedness of any contractor, builder or other similar Person engaged by the Company or such Restricted Subsidiary in connection with the development, construction or improvement of real or personal property or equipment to be used in a Permitted Business by the Company or any Restricted Subsidiary in the ordinary course of business, which Indebtedness was Incurred by such contractor, builder or other similar Person to finance the cost of such development, construction or improvement.

“Cross Border Secured Indebtedness” means (i) Indebtedness the proceeds of which are disbursed in one jurisdiction but which Indebtedness or credit support therefor is guaranteed by a guarantor located in another jurisdiction, or secured by Liens over assets located in another jurisdiction, and (ii) any Guarantees or Indebtedness (including reimbursement obligations in respect of credit support) related to the Indebtedness referred to in clause (i).

“Currency Agreement” means any foreign exchange forward contract, currency swap agreement or other similar agreement or arrangement designed to protect against fluctuations in foreign exchange rates.

“Default” means any event that is, or after notice or passage of time or both would be, an Event of Default.

“Disqualified Stock” means any class or series of Capital Stock of any Person that by its terms or otherwise is (1) required to be redeemed prior to the date that is 183 days after the Stated Maturity of the Notes, (2) redeemable at the option of the holder of such class or series of Capital Stock at any time prior to the date that is 183 days after the Stated Maturity of the Notes or (3) convertible into or exchangeable for Capital Stock referred to in clause (1) or (2) above or Indebtedness having a scheduled maturity prior to the Stated Maturity of the Notes; *provided* that any Capital Stock that would not constitute Disqualified Stock but for provisions thereof giving holders thereof the right to require such Person to repurchase or redeem such Capital Stock upon the occurrence of an “asset sale” or “change of control” occurring prior to the Stated Maturity of the Notes shall not constitute Disqualified Stock if the “asset sale” or “change of control” provisions applicable to such Capital Stock are no more favorable to the holders of such Capital Stock than the provisions contained in the “— Limitation on Asset Sales” and “— Repurchase of Notes upon a Change of Control Triggering Event” covenants and such Capital Stock specifically provides that such Person will not repurchase or redeem any such stock pursuant to such provision prior to the Company’s repurchase of such Notes as are required to be repurchased pursuant to the “— Limitation on Asset Sales” and “— Repurchase of Notes upon a Change of Control Triggering Event” covenants.

“Dollar Equivalent” means, with respect to any monetary amount in a currency other than U.S. dollars, at any time for the determination thereof, the amount of U.S. dollars obtained by converting such foreign currency involved in such computation into U.S. dollars at the base rate for the purchase of U.S. dollars with the applicable foreign currency as quoted by the Federal Reserve Bank of New York on the date of determination.

“Entrusted Loans” means borrowings by a PRC Restricted Subsidiary from a bank that are secured by a pledge of deposits made by another PRC Restricted Subsidiary to the lending bank as security for such borrowings, *provided* that such borrowings are not reflected on the consolidated statement of financial position of the Company.

“Equity Offering” means (i) any underwritten primary public offering or private placement of Common Stock of the Company after the Original Issue Date or (ii) any underwritten secondary public offering or secondary private placement of Common Stock of the Company beneficially owned by a Permitted Holder, after the Original Issue Date, to the extent that a Permitted Holder or a company controlled by a Permitted Holder concurrently with such public offering or private placement purchases in cash an equal amount of Common Stock from the Company at the same price as the public offering or

private placing price; *provided* that any offering or placing referred to in (A) clause (i), (B) clause (ii), or (C) a combination of clauses (i) and (ii) results in the aggregate gross cash proceeds received by the Company being no less than US\$20.0 million (or the Dollar Equivalent thereof).

“Exchange Act” means the U.S. Securities Exchange Act of 1934, as amended.

“Euroclear” means Euroclear Bank S.A./N.V., as operator of the Euroclear System.

“Exempted Subsidiary” means any Restricted Subsidiary (including, for the avoidance of doubt, any Restricted Subsidiary that is not Wholly Owned by the Company) organized in any jurisdiction other than the PRC that is prohibited by applicable law or regulation from providing a Subsidiary Guarantee or a JV Subsidiary Guarantee or creating or permitting to exist any Lien over its Capital Stock to secure any of the secured obligations subject to the Intercreditor Agreement; *provided* that (x) the Company shall have failed, upon using commercially reasonable efforts, to obtain any required governmental or regulatory approval or registration with respect to such Subsidiary Guarantee, JV Subsidiary Guarantee or Lien over its Capital Stock, to the extent that such approval or registration is available under any applicable law or regulation and (y) such Restricted Subsidiary shall cease to be an Exempted Subsidiary immediately upon such prohibition ceasing to be in force or apply to such Restricted Subsidiary or upon the Company having obtained such applicable approval or registration.

“Fair Market Value” means the price that would be paid in an arm’s-length transaction between an informed and willing seller under no compulsion to sell and an informed and willing buyer under no compulsion to buy, as determined in good faith by the Board of Directors, whose determination shall be conclusive if evidenced by a Board Resolution, except in the case of a determination of the Fair Market Value of total assets for the purposes of determining a JV Entitlement Amount, in which case such price shall be determined by an accounting, appraisal or investment banking firm of recognized international standing appointed by the Company.

“Finance Lease Purchase” means a purchase by a customer of a property unit from the Company or any Restricted Subsidiary in the ordinary course of business pursuant to an arrangement that is treated as a finance lease in accordance with GAAP where the outright sale or transfer of such property unit is restricted by applicable PRC law or regulation.

“Fitch” means Fitch Ratings, Inc. and its affiliates.

“Fixed Charge Coverage Ratio” means, on any Transaction Date, the ratio of (1) the aggregate amount of Consolidated EBITDA for the then most recent two fiscal semi-annual periods prior to such Transaction Date for which consolidated financial statements of the Company (which the Company shall use its reasonable best efforts to compile in a timely manner) are available (which may be internal consolidated financial statements) (the “Two Semi-Annual Period”) to (2) the aggregate Consolidated Fixed Charges during such Two Semi-Annual Period. In making the foregoing calculation:

- (a) pro forma effect shall be given to any Indebtedness, Disqualified Stock or Preferred Stock Incurred, repaid or redeemed during the period (the “Reference Period”) commencing on and including the first day of the Two Semi-Annual Period and ending on and including the Transaction Date (other than Indebtedness Incurred or repaid under a revolving credit or similar arrangement (or under any predecessor revolving credit or similar arrangement) in effect on the last day of such Two Semi-Annual Period), in each case as if such Indebtedness, Disqualified Stock or Preferred Stock had been Incurred, repaid or redeemed on the first day of such Reference Period; *provided* that, in the event of any such repayment or redemption, Consolidated EBITDA for such period shall be calculated as if the Company or such Restricted Subsidiary had not earned any interest income actually earned during such period in respect of the funds used to repay or redeem such Indebtedness, Disqualified Stock or Preferred Stock;



- (b) Consolidated Interest Expense attributable to interest on any Indebtedness (whether existing or being Incurred) computed on a pro forma basis and bearing a floating interest rate shall be computed as if the rate in effect on the Transaction Date (taking into account any Interest Rate Agreement applicable to such Indebtedness if such Interest Rate Agreement has a remaining term in excess of 12 months or, if shorter, at least equal to the remaining term of such Indebtedness) had been the applicable rate for the entire period;
- (c) pro forma effect shall be given to the creation, designation or redesignation of Restricted and Unrestricted Subsidiaries as if such creation, designation or redesignation had occurred on the first day of such Reference Period;
- (d) pro forma effect shall be given to Asset Dispositions and Asset Acquisitions (including giving pro forma effect to the application of proceeds of any Asset Disposition) that occur during such Reference Period as if they had occurred and such proceeds had been applied on the first day of such Reference Period; and
- (e) pro forma effect shall be given to asset dispositions and asset acquisitions (including giving pro forma effect to the application of proceeds of any asset disposition) that have been made by any Person that has become a Restricted Subsidiary or has been merged with or into the Company or any Restricted Subsidiary during such Reference Period and that would have constituted Asset Dispositions or Asset Acquisitions had such transactions occurred when such Person was a Restricted Subsidiary as if such asset dispositions or asset acquisitions were Asset Dispositions or Asset Acquisitions that occurred on the first day of such Reference Period;

*provided* that to the extent that clause (d) or (e) of this sentence requires that pro forma effect be given to an Asset Acquisition or Asset Disposition (or asset acquisition or asset disposition), such pro forma calculation shall be based upon the two full fiscal semi-annual periods immediately preceding the Transaction Date of the Person, or division or line of business of the Person, that is acquired or disposed for which financial information is available.

“GAAP” means generally accepted accounting principles in Hong Kong as in effect from time to time.

“Guarantee” means any obligation, contingent or otherwise, of any Person directly or indirectly guaranteeing any Indebtedness or other obligation of any other Person and, without limiting the generality of the foregoing, any obligation, direct or indirect, contingent or otherwise, of such Person (1) to purchase or pay (or advance or supply funds for the purchase or payment of) such Indebtedness or other obligation of such other Person (whether arising by virtue of partnership arrangements, or by agreements to keep-well, to purchase assets, goods, securities or services, to take-or-pay, or to maintain financial statement conditions or otherwise) or (2) entered into for purposes of assuring in any other manner the obligee of such Indebtedness or other obligation of the payment thereof or to protect such obligee against loss in respect thereof (in whole or in part), *provided* that the term “Guarantee” shall not include endorsements for collection or deposit in the ordinary course of business. The term “Guarantee” used as a verb has a corresponding meaning.

“Hedging Obligation” of any Person means the obligations of such Person pursuant to any Commodity Hedging Agreement, Currency Agreement or Interest Rate Agreement.

“Holder,” “holder” and “Noteholder” means the Person in whose name a Note is registered in the Note Register.

“Incur” means, with respect to any Indebtedness or Capital Stock, to incur, create, issue, assume, Guarantee or otherwise become liable for or with respect to, or become responsible for, the payment of, contingently or otherwise, such Indebtedness or Capital Stock; *provided* that (1) any Indebtedness and

Capital Stock of a Person existing at the time such Person becomes a Restricted Subsidiary (or fails to meet the qualifications necessary to remain an Unrestricted Subsidiary) will be deemed to be Incurred by such Restricted Subsidiary at the time it becomes a Restricted Subsidiary and (2) the accretion of original issue discount, the accrual of interest, the accrual of dividends, the payment of interest in the form of additional Indebtedness and the payment of dividends in the form of additional shares of Preferred Stock or Disqualified Stock shall not be considered an Incurrence of Indebtedness. The terms “Incurrence,” “Incurred” and “Incurring” have meanings correlative with the foregoing.

“Indebtedness” means, with respect to any Person at any date of determination (without duplication):

- (1) all indebtedness of such Person for borrowed money;
- (2) all obligations of such Person evidenced by bonds, debentures, notes or other similar instruments;
- (3) all obligations of such Person in respect of letters of credit, bankers’ acceptances or other similar instruments;
- (4) all obligations of such Person to pay the deferred and unpaid purchase price of property or services, except Trade Payables;
- (5) all Capitalized Lease Obligations and Attributable Indebtedness;
- (6) all Indebtedness of other Persons secured by a Lien on any asset of such Person, whether or not such Indebtedness is assumed by such Person; *provided* that the amount of such Indebtedness shall be the lesser of (a) the Fair Market Value of such asset at such date of determination and (b) the amount of such Indebtedness;
- (7) all Indebtedness of other Persons Guaranteed by such Person to the extent such Indebtedness is Guaranteed by such Person;
- (8) to the extent not otherwise included in this definition, Hedging Obligations; and
- (9) all Disqualified Stock issued by such Person valued at the greater of its voluntary or involuntary liquidation preference and its maximum fixed repurchase or redemption price plus accrued dividends.

For the avoidance of doubt, a mandatory put option granted to a Person that obligates the Company or any Restricted Subsidiary to repurchase the Capital Stock of any Restricted Subsidiary or any other Person shall be deemed to be “Indebtedness.”

Notwithstanding the foregoing, Indebtedness shall not include any capital commitments, deferred payment obligations, Entrusted Loans, pre-sale receipts in advance from customers or similar obligations Incurred in the ordinary course of business in connection with the acquisition, development, construction or improvement of real or personal property (including land use rights) to be used in a Permitted Business; *provided* that such Indebtedness is not reflected on the statement of financial position of the Company or any Restricted Subsidiary (contingent obligations and commitments referred to in a footnote to financial statements and not otherwise reflected as borrowings on the statement of financial position will not be deemed to be reflected on such statement of financial position).

The amount of Indebtedness of any Person at any date shall be the outstanding balance at such date of all unconditional obligations as described above and, with respect to contingent obligations, the maximum liability upon the occurrence of the contingency giving rise to the obligation; *provided*

- (1) that the amount outstanding at any time of any Indebtedness issued with original issue discount is the face amount of such Indebtedness less the remaining unamortized portion of the original issue discount of such Indebtedness at such time as determined in conformity with GAAP,
- (2) that money borrowed and set aside at the time of the Incurrence of any Indebtedness in order to prefund the payment of the interest on such Indebtedness shall not be deemed to be “Indebtedness” so long as such money is held to secure the payment of such interest, and
- (3) that the amount of Indebtedness with respect to any Hedging Obligation shall be: (i) zero if Incurred pursuant to clause (2)(f) under the “— Limitation on Indebtedness and Preferred Stock” covenant, or (ii) equal to the net amount payable by such Person if such Hedging Obligation terminated at that time if not Incurred pursuant to such clause.

“Independent Third Party” means any Person that is not an Affiliate of the Company.

“Intercreditor Agreement” has the meaning set forth under “— Security.”

“Interest Payment Date” means March 13 and September 13 of each year, commencing March 13, 2017.

“Interest Rate Agreement” means any interest rate protection agreement, interest rate future agreement, interest rate option agreement, interest rate swap agreement, interest rate cap agreement, interest rate collar agreement, interest rate hedge agreement, option or future contract or other similar agreement or arrangement designed to protect against fluctuations in interest rates.

“Interest Record Date” means, with respect to any Interest Payment Date, February 26, in the case of the Interest Payment Date falling on March 13, and August 29, in the case of the Interest Payment Date falling on September 13.

“Investment” means:

- (1) any direct or indirect advance, loan or other extension of credit to another Person;
- (2) any capital contribution to another Person (by means of any transfer of cash or other property to others or any payment for property or services for the account or use of others);
- (3) any purchase or acquisition of Capital Stock, Indebtedness, bonds, notes, debentures or other similar instruments or securities issued by another Person; or
- (4) any Guarantee of any obligation of another Person to the extent such obligation is outstanding and to the extent Guaranteed by such Person.

For the purposes of the provisions of the “Designation of Restricted and Unrestricted Subsidiaries” and “Limitation on Restricted Payments” covenants: (1) the Company will be deemed to have made an Investment in an Unrestricted Subsidiary in an amount equal to the Fair Market Value of the Company’s proportional interest in the assets (net of the Company’s proportionate interest in the liabilities owed to any Person other than the Company or a Restricted Subsidiary and that are not Guaranteed by the Company or a Restricted Subsidiary) of a Restricted Subsidiary that is designated an Unrestricted Subsidiary at the time of such designation, and (2) any property transferred to or from any Person shall be valued at its Fair Market Value at the time of such transfer, as determined in good faith by the Board of Directors.

“Investment Grade” means (i) a rating of “AAA,” “AA,” “A” or “BBB,” as modified by a “+” or “-” indication, or an equivalent rating representing one of the four highest rating categories, by S&P or any of its successors or assigns, (ii) a rating of “AAA,” “AA,” “A” or “BBB,” as modified by a “+” or “-” indication, or an equivalent rating representing one of the four highest rating categories, by Fitch or any of its successors or assigns or (iii) the equivalent ratings of any internationally recognized rating agency or agencies, as the case may be, which shall have been designated by the Company as having been substituted for S&P or Fitch or both of them, as the case may be.

“Investment Property” means any property that is owned and held by any Restricted Subsidiary incorporated under the Laws of the PRC primarily for rental yields or for capital appreciation or both, or any hotel owned by the Company or any Restricted Subsidiary from which the Company or any Restricted Subsidiary derives or expects to derive operating income.

“JV Entitlement Amount” means, with respect to any JV Subsidiary Guarantor and its Subsidiaries, an amount that is equal to the product of (i) the Fair Market Value of the total assets of such JV Subsidiary and its Subsidiaries, on a consolidated basis (without deducting any Indebtedness or other liabilities of such JV Subsidiary Guarantor and its subsidiaries) as of the date of the last fiscal year end of the Company; and (ii) a percentage equal to the direct equity ownership percentage of the Company and/or its Restricted Subsidiaries in the Capital Stock of such JV Subsidiary Guarantor and its Subsidiaries.

“JV Subsidiary Guarantee” has the meaning set forth under “— The Subsidiary Guarantees.”

“JV Subsidiary Guarantor” means a Restricted Subsidiary that executes a JV Subsidiary Guarantee.

“Lien” means any mortgage, pledge, security interest, encumbrance, lien or charge of any kind (including, without limitation, any conditional sale or other title retention agreement or lease in the nature thereof or any agreement to create any mortgage, pledge, security interest, lien, charge, easement or encumbrance of any kind).

“Listed Subsidiary” means any Restricted Subsidiary any class of the Capital Stock of which is listed on a Qualified Exchange or quoted on the National Equities Exchange and Quotation System in the PRC and any Subsidiary of a Listed Subsidiary;

“Measurement Date” means January 14, 2011.

“Moody’s” means Moody’s Investors Service, Inc. and its successors.

“Net Cash Proceeds” means:

- (1) with respect to any Asset Sale, the proceeds of such Asset Sale in the form of cash or cash equivalents, including payments in respect of deferred payment obligations (to the extent corresponding to the principal, but not interest, component thereof) when received in the form of cash or cash equivalents and proceeds from the conversion of other property received when converted to cash or cash equivalents, net of:
  - (a) brokerage commissions and other fees and expenses (including fees and expenses of counsel and investment bankers) related to such Asset Sale;
  - (b) provisions for all taxes (whether or not such taxes will actually be paid or are payable) as a result of such Asset Sale without regard to the consolidated results of operations of the Company and its Restricted Subsidiaries, taken as a whole;
  - (c) payments made to repay Indebtedness or any other obligation outstanding at the time of such Asset Sale that either (x) is secured by a Lien on the property or assets sold or (y) is required to be paid as a result of such sale;

- (d) appropriate amounts to be provided by the Company or any Restricted Subsidiary as a reserve against any liabilities associated with such Asset Sale, including, without limitation, pension and other post-employment benefit liabilities, liabilities related to environmental matters and liabilities under any indemnification obligations associated with such Asset Sale, all as determined in conformity with GAAP; and
- (2) with respect to any issuance or sale of Capital Stock, the proceeds of such issuance or sale in the form of cash or cash equivalents, including payments in respect of deferred payment obligations (to the extent corresponding to the principal, but not interest, component thereof) when received in the form of cash or cash equivalents and proceeds from the conversion of other property received when converted to cash or cash equivalents, net of attorneys' fees, accountants' fees, underwriters' or placement agents' fees, discounts or commissions and brokerage, consultant and other fees incurred in connection with such issuance or sale and net of taxes paid or payable as a result thereof.

“Non-Guaranteed Portion” means, at any time of determination with respect to all of the JV Subsidiary Guarantors then existing and their respective Restricted Subsidiaries, the aggregate value (without duplication) of the equity interests held by each Independent Third Party in any JV Subsidiary Guarantor as determined by multiplying (x) the total assets as shown on the statement of financial position of the relevant JV Subsidiary Guarantor for its most recently ended semi-annual period (or, in the case of the JV Subsidiary Guarantor executing such JV Subsidiary Guarantee and any other Restricted Subsidiary of the Company that became a JV Subsidiary Guarantor after the end of the most recently ended semi-annual period, as shown on the statement of financial position of such JV Subsidiary Guarantor after giving pro forma effect to the sale or issuance of Capital Stock to the relevant Independent Third Parties) by (y) the proportionate ownership of all Capital Stock held by such Independent Third Party in such JV Subsidiary Guarantor, *provided* that (A) assets attributable to any Unrestricted Subsidiary of such JV Subsidiary Guarantor and (B) assets which would be eliminated from the calculation of Total Assets of the Company for the relevant semi-annual period shall be excluded from the calculation of total assets in clause (x) above.

“Non-Guarantor Subsidiaries” has the meaning assigned to such term under the caption “— The Subsidiary Guarantees”

“Note Register” means the register of Noteholders which the Company will procure to be kept by the Note Registrar.

“Offer to Purchase” means an offer to purchase Notes by the Company from the Holders commenced by the Company mailing a notice by first class mail, postage prepaid, to the Trustee, the Paying Agent, the Transfer Agent and each Holder at its last address appearing in the Note Register stating:

- (1) the provision in the Indenture pursuant to which the offer is being made and that all Notes validly tendered will be accepted for payment on a pro rata basis;
- (2) the purchase price and the date of purchase (which shall be a Business Day no earlier than 30 days nor later than 60 days from the date such notice is mailed) (the “Offer to Purchase Payment Date”);
- (3) that any Note not tendered will continue to accrue interest pursuant to its terms;
- (4) that, unless the Company defaults in the payment of the purchase price, any Note accepted for payment pursuant to the Offer to Purchase shall cease to accrue interest on and after the Offer to Purchase Payment Date;

- (5) that Holders electing to have a Note purchased pursuant to the Offer to Purchase will be required to surrender the Note, together with the form entitled “Option of the Holder to Elect Purchase” on the reverse side of the Note completed, to the tender agent (the “Tender Agent”) at the address specified in the notice prior to the close of business on the Business Day immediately preceding the Offer to Purchase Payment Date;
- (6) that Holders will be entitled to withdraw their election if the Tender Agent receives, not later than the close of business on the third Business Day immediately preceding the Offer to Purchase Payment Date, a facsimile transmission or letter setting forth the name of such Holder, the principal amount of Notes delivered for purchase and a statement that such Holder is withdrawing his election to have such Notes purchased; and
- (7) that Holders whose Notes are being purchased only in part will be issued new Notes equal in principal amount to the unpurchased portion of the Notes surrendered; *provided* that each Note purchased and each new Note issued shall be in a principal amount of US\$200,000 or integral multiples of US\$1,000.

On one Business Day prior to the Offer to Purchase Payment Date, the Company shall deposit with the Tender Agent money sufficient to pay the purchase price of all Notes or portions thereof so accepted. On the Offer to Purchase Payment Date, the Company shall (a) accept for payment on a pro rata basis Notes or portions thereof tendered pursuant to an Offer to Purchase; and (b) deliver, or cause to be delivered, to the Trustee all Notes or portions thereof so accepted together with an Officers’ Certificate specifying the Notes or portions thereof accepted for payment by the Company. The Tender Agent shall promptly mail to the Holders of Notes so accepted payment in an amount equal to the purchase price, and the Trustee shall promptly authenticate and mail to such Holders a new Note equal in principal amount to any unpurchased portion of the Note surrendered; *provided* that each Note purchased and each new Note issued shall be in a principal amount of US\$200,000 or integral multiples of US\$1,000. The Company will publicly announce the results of an Offer to Purchase as soon as practicable after the Offer to Purchase Payment Date. The Company will comply with Rule 14e-1 under the Exchange Act and any other securities laws and regulations thereunder to the extent such laws and regulations are applicable, in the event that the Company is required to repurchase Notes pursuant to an Offer to Purchase.

To the extent that the provisions of any securities laws or regulations of any jurisdiction conflict with the provisions of the Indenture governing any Offer to Purchase, the Company will comply with the applicable securities laws and regulations and will not be deemed to have breached its obligations under the Indenture by virtue of such compliance. The Company will not be required to make an Offer to Purchase if a third party makes the Offer to Purchase in compliance with the requirements set forth in the Indenture applicable to an Offer to Purchase made by the Company and purchases all Notes properly tendered and not withdrawn under the Offer to Purchase.

The offer is required to contain or incorporate by reference information concerning the business of the Company and its Subsidiaries which the Company in good faith believes will assist such Holders to make an informed decision with respect to the Offer to Purchase, including a brief description of the events requiring the Company to make the Offer to Purchase, and any other information required by applicable law to be included therein. The offer is required to contain all instructions and materials necessary to enable such Holders to tender Notes pursuant to the Offer to Purchase.

“Officer” means one of the executive officers of the Company or, in the case of a Subsidiary Guarantor or JV Subsidiary Guarantor, one of the directors or officers of such Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be.

“Officers’ Certificate” means a certificate signed by two Officers.

“Offshore Finance Subsidiary” means a Wholly Owned Restricted Subsidiary (which at all times remains Wholly Owned) established after the Original Issue Date:

- (1) which is not incorporated or located in the PRC and does not have, directly or indirectly, any Subsidiaries incorporated in the PRC;
- (2) which has Guaranteed the obligations of the Company under the Indenture and the Notes as a Subsidiary Guarantor;
- (3) which invests in or loans to the Company or its Restricted Subsidiaries at least 85% of any cash or cash equivalents raised by such Offshore Finance Subsidiary through Indebtedness which is allowed to be Incurred by it under the covenant described under “— Certain Covenants — Limitation on Indebtedness” (“SPV Indebtedness”) as soon as practicable after the Incurrence of such SPV Indebtedness, but in no event later than six months after the Offshore Finance Subsidiary receives such cash or cash equivalents;
- (4) which does not invest in, reinvest in, own, hold or trade in securities other than debt and equity securities of the Company or its Restricted Subsidiaries (including intercompany loans payable to it by such persons) or Temporary Cash Investments;
- (5) whose primary business activity is limited to (a) the Incurrence of SPV Indebtedness for the purpose of financing the business operations of the Company or its Restricted Subsidiaries and any other incidental and directly related activities in association therewith, (b) activities undertaken for the purpose of fulfilling any obligations under such SPV Indebtedness, (c) activities directly related to the establishment and/or maintenance of such Offshore Finance Subsidiary’s corporate existence and (d) the provision of subsidiary guarantees in connection with the Notes, the 2014 Notes and any Permitted Pari Passu Secured Indebtedness; and
- (6) which uses payments or prepayments received by it pursuant to its lending or investing of the proceeds of such SPV Indebtedness to the Company or its Restricted Subsidiaries solely to satisfy its obligations under its SPV Indebtedness.

“Opinion of Counsel” means a written opinion addressed to the Trustee from legal counsel who is, and in a form, reasonably acceptable to the Trustee.

“Original Issue Date” means the date on which the Notes are originally issued under the Indenture.

“Pari Passu Subsidiary Guarantee” means a guarantee by any Subsidiary Guarantor or any JV Subsidiary Guarantor of Indebtedness of the Company (including Additional Notes); *provided* that (1) the Company was permitted to Incur such Indebtedness under the covenant described under “— Limitation on Indebtedness and Preferred Stock” and (2) such guarantee ranks *pari passu* with any outstanding Subsidiary Guarantee of such Subsidiary Guarantor, or with any outstanding JV Subsidiary Guarantee of such JV Subsidiary Guarantor, as the case may be.

“Payment Default” means (1) any default in the payment of interest on any Note when the same becomes due and payable, (2) any default in the payment of principal of (or premium, if any, on) the Notes when the same becomes due and payable at maturity, upon acceleration, redemption or otherwise, (3) the failure by the Company to make or consummate a Change of Control Offer in the manner described under “— Repurchase of Notes upon a Change of Control Triggering Event,” or an Offer to Purchase in the manner described under “— Limitation on Asset Sales” or (4) any Event of Default specified in clause (4) of the definition of Events of Default.

“Permitted Businesses” means any business which is the same as or related, ancillary or complementary to, or which have the aim or effect of enhancing the value or flexibility of or adding value or services to the customers in, any of the businesses of the Company and its Restricted Subsidiaries on the Original Issue Date, including, without limitation, internet financing, microfinance, international products sourcing and cultural, entertainment or marketing- related businesses.

“Permitted Holders” means any or all of the following:

- (1) Mr. Cheng Chung Hing, Mr. Cheng Tai Po and Mr. Leung Moon Lam;
- (2) any Affiliate (other than an Affiliate as defined in clauses (2) or (3) of the definition of Affiliate) or the estate of any of the Persons specified in clause (1); and
- (3) any Person both the Capital Stock and the Voting Stock of which (or in the case of a trust, the beneficial interests in which) are owned 80% or more by one or more of the Persons specified in clauses (1) and (2).

“Permitted Investment” means:

- (1) any Investment in the Company or a Restricted Subsidiary that is primarily engaged in a Permitted Business or a Person which will, upon the making of such Investment, become a Restricted Subsidiary that is primarily engaged in a Permitted Business or be merged or consolidated with or into or transfer or convey all or substantially all its assets to, the Company or a Restricted Subsidiary that is primarily engaged in a Permitted Business;
- (2) any Investment in cash or Temporary Cash Investments;
- (3) payroll, travel and similar advances to cover matters that are expected at the time of such advances ultimately to be treated as expenses in accordance with GAAP;
- (4) stock, obligations or securities received in satisfaction of judgments;
- (5) an Investment in an Unrestricted Subsidiary consisting solely of an Investment in another Unrestricted Subsidiary;
- (6) any Investment pursuant to a Hedging Obligation designed solely to protect the Company or any Restricted Subsidiary against fluctuations in commodity prices, interest rates or foreign currency exchange rates;
- (7) receivables owing to the Company or any Restricted Subsidiary, if created or acquired in the ordinary course of business and payable or dischargeable in accordance with customary trade terms;
- (8) Investments consisting of consideration received in connection with an Asset Sale made in compliance with the covenant described under “— Limitation on Asset Sales.”
- (9) pledges or deposits (x) with respect to leases or utilities provided to third parties in the ordinary course of business or (y) otherwise described in the definition of “Permitted Liens” or made in connection with Liens permitted under the covenant described under “— Limitation on Liens”;
- (10) any Investment pursuant to Pre-Registration Mortgage Guarantees, Purchase Guarantees or Contractor Guarantees by the Company or any Restricted Subsidiary otherwise permitted to be Incurred under the Indenture;
- (11) Investments in securities of trade creditors, trade debtors or customers received pursuant to any plan of reorganization or similar arrangement upon the bankruptcy or insolvency of such trade creditor, trade debtor or customer;



- (12) advances to contractors and suppliers for the acquisition of assets or consumables or services in the ordinary course of business that are recorded as deposits or prepaid expenses on the Company's consolidated statement of financial position;
- (13) deposits of pre-sale proceeds made in order to secure the completion and delivery of pre-sold properties and issuance of the related land use title in the ordinary course of business;
- (14) deposits made in order to comply with statutory or regulatory obligations to maintain deposits for workers compensation claims and other purposes specified by statute or regulation from time to time in the ordinary course of business;
- (15) deposits made in order to secure the performance of the Company or any of its Restricted Subsidiaries and prepayments made in connection with the direct or indirect acquisition of real property or land use rights by the Company or any of its Restricted Subsidiaries, in each case in the ordinary course of business;
- (16) advances or deposits paid to government authorities or government-affiliated or supervised entities in the PRC in connection with the financing of land acquisition, land development or land re-development activities in the ordinary course of business that are recorded as assets on the Company's consolidated statement of financial position to the extent each such advance or deposit is on normal commercial terms;
- (17) repurchases of Notes;
- (18) any Investment (including without limitation any deemed Investment upon the sale of Capital Stock of a Restricted Subsidiary or the designation of a Restricted Subsidiary as an Unrestricted Subsidiary) by the Company or any Restricted Subsidiary in any Associate or any Tencent Joint Venture; *provided* that:
  - (i) none of the other holders of Capital Stock of such Associate or Tencent Joint Venture is a Person described in clauses (x) or (y) of the first paragraph of the covenant described under the caption “— Limitation on Transactions with Shareholders and Affiliates” (other than by reason of such holder being an officer or director of the Company or a Restricted Subsidiary), *provided* that for any Investment where Tencent Holdings Limited or any of its Subsidiaries is a holder of Capital Stock of such Associate or Tencent Joint Venture, this Clause 18(i) shall not apply with respect to Tencent Holdings Limited or any of its Subsidiaries;
  - (ii) at the time of such Investment, the Company must be able to incur at least US\$1.00 of Indebtedness under the proviso in paragraph (1) of the covenant described under the caption “— Limitation on Indebtedness and Preferred Stock” except that solely for the purpose of this clause (ii) references to “2.5 to 1.0” thereunder shall be replaced with “1.0 to 1.0”;
  - (iii) no Default has occurred and is continuing or would occur as a result of such Investment;
  - (iv) such Investment, together with the aggregate of all other Investments made under this clause (18) since the Original Issue Date shall not exceed in aggregate an amount equal to 25.0% of Total Assets. Such aggregate amount of Investments made under this clause (18) shall be calculated after deducting an amount equal to the net reduction in all Investments made under this clause (18) since the Original Issue Date resulting from:

- (A) receipt of payments in cash by the Company or any Restricted Subsidiary in respect of all such Investments, including interests on or repayments of loans or advances, dividends or other distributions (except, in each case, to the extent any such payments are included in the calculation of Consolidated Net Income);
- (B) the unconditional release of a Guarantee of any obligation of such Associate provided under this clause (18) after the Original Issue Date by the Company or any Restricted Subsidiary;
- (C) to the extent that an Investment made after the Original Issue Date under this clause (18) is sold or otherwise liquidated or repaid for cash or assets, or a combination of cash or assets, the lesser of (x) the return of capital with respect to such Investment (less the cost of disposition, if any) and (y) the initial amount of such Investment; or
- (D) such Associate becoming a Restricted Subsidiary (whereupon all Investments (other than Permitted Investments) made by the Company or any Restricted Subsidiary in such Associate since the Original Issue Date shall be deemed to have been made pursuant to clause (1) of this “Permitted Investment” definition),

not to exceed, in each case, the amount of Investments made by the Company or any Restricted Subsidiary after the Original Issue Date in any such Associate pursuant to this clause (18).

For purposes of clause (C) above, each of the following will be deemed to be cash: (a) any liabilities as shown on the Company’s most recent consolidated statement of financial position, of the Company or any Restricted Subsidiary (other than contingent liabilities and liabilities that are by their terms subordinated to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee) that are assumed by the transferee of any such investment pursuant to a customary, assumption, assignment novation, set off or similar agreement that releases the Company or such Restricted Subsidiary from further liability, (b) any securities, notes or other obligations received by the Company or any Restricted Subsidiary from such transferee that are promptly, but in any event within 30 days of the closing, converted by the Company or such Restricted Subsidiary into cash, to the extent of the cash received in that conversion, (c) Temporary Cash Investments and (d) equity securities listed on an internationally recognized stock exchange;

- (v) with respect to such Associate, if (x) the Company or such Restricted Subsidiary no longer owns at least 10.0% or more of the voting power of the outstanding Capital Stock of such Associate or such Associate is no longer treated as an “associate” or a “jointly controlled entity” in accordance with GAAP and (y) such Associate has not become a Restricted Subsidiary, such Investment (to the extent such Investment has not been reduced in accordance with this paragraph (iv) of this clause (18)) will be deemed not to have been made in accordance with this clause (18) and such Investment must, at the time such Associate is no longer treated as an Associate, satisfy the requirements of the covenant described under “— Limitation on Restricted Payments” (including meeting the requirements of one of the other clauses set forth under this “Permitted Investment” definition);

- (vi) if a Restricted Subsidiary is redesignated an Unrestricted Subsidiary, any Investment made by such Restricted Subsidiary pursuant to this clause (18), to the extent such Investment has not been reduced in accordance with paragraph (iv) of this clause (18), will be deemed not to have been made in accordance with this clause (18) and such Investment must at the time such Restricted Subsidiary is redesignated an Unrestricted Subsidiary satisfy the other requirements of the covenant described under “— Limitation on Restricted Payments” (including meeting the requirements of any other clauses of this “Permitted Investment” definition); and
  - (vii) for any Investment made under this clause (18) into any Tencent Joint Venture, at the time such Investment is made, Tencent Holdings Limited or one of its Subsidiaries holds Capital Stock of the Company;
- (19) any Investment deemed to have been made by the Company or any Restricted Subsidiary in the Restructuring Group in connection with the Restructuring upon designation of the members of the Restructuring Group as Unrestricted Subsidiaries, provided that:
- (i) (A) at the time of such designation, the members of the Restructuring Group remain Subsidiaries of the Company, and (B) at the time of such designation, the members of the Restructuring Group remain primarily engaged in the Permitted Businesses; and
  - (ii) the aggregate of all Investments made under this clause (19) since the Original Issue Date shall not exceed an amount equal to 15% of Total Assets (for the avoidance of doubt, any portion of such Investments exceeding 15% of Total Assets shall not constitute a Permitted Investment pursuant to this item (19) but may be made, characterized and accounted for in accordance with the other provisions of the Indenture). Such aggregate amount of Investments made under this clause (19) shall be calculated after deducting an amount equal to the net reduction in all Investments made under this clause (19) since the Original Issue Date resulting from:
    - (A) receipt of payments in cash by the Company or any Restricted Subsidiary in respect of all such Investments, including interests on or repayments of loans or advances, dividends or other distributions (except, in each case, to the extent any such payments are included in the calculation of Consolidated Net Income); or
    - (B) to the extent that an Investment made after the Original Issue Date under this clause (19) is sold or otherwise liquidated or repaid for cash or assets, or a combination of cash or assets, the lesser of (x) the return of capital with respect to such Investment (less the cost of disposition, if any) and (y) the initial amount of such Investment;

not to exceed, in each case, the amount of Investments made by the Company or any Restricted Subsidiary after the Original Issue Date in such member(s) of the Restructuring Group pursuant to this clause (19).

provided further that, at the time when (x) any entity so designated as an Unrestricted Subsidiary is no longer deemed as a Subsidiary of the Company or (y) any Person or group of Persons other than the Company and its Subsidiaries acquires a higher percentage of the Voting Stock of such entity than the percentage held directly or indirectly by the Company, the Company will be deemed to make an Investment in such entity equal to the Fair Market Value of any Investment that the Company retains, directly or indirectly, in such entity immediately following such event.

For purposes of clause (ii)(B) above, each of the following will be deemed to be cash: (a) any liabilities as shown on the Company's most recent consolidated statement of financial position, of the Company or any Restricted Subsidiary (other than contingent liabilities and liabilities that are by their terms subordinated to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee) that are assumed by the transferee of any such investment pursuant to a customary, assumption, assignment novation, set off or similar agreement that releases the Company or such Restricted Subsidiary from further liability, (b) any securities, notes or other obligations received by the Company or any Restricted Subsidiary from such transferee that are promptly, but in any event within 30 days of the closing, converted by the Company or such Restricted Subsidiary into cash, to the extent of the cash received in that conversion, (c) Temporary Cash Investments and (d) equity securities listed on an internationally recognized stock exchange.

"Permitted Liens" means:

- (1) Liens for taxes, assessments, governmental charges or claims that are being contested in good faith by appropriate legal or administrative proceedings promptly instituted and diligently conducted and for which a reserve or other appropriate provision, if any, as shall be required in conformity with GAAP shall have been made;
- (2) statutory and common law Liens of landlords and carriers, warehousemen, mechanics, suppliers, repairmen or other similar Liens arising in the ordinary course of business and with respect to amounts not yet delinquent or being contested in good faith by appropriate legal or administrative proceedings promptly instituted and diligently conducted and for which a reserve or other appropriate provision, if any, as shall be required in conformity with GAAP shall have been made;
- (3) Liens incurred or deposits made to secure the performance of tenders, bids, leases, statutory or regulatory obligations, bankers' acceptances, surety and appeal bonds, government contracts, performance and return-of-money bonds and other obligations of a similar nature incurred in the ordinary course of business (exclusive of obligations for the payment of borrowed money);
- (4) leases or subleases granted to others that do not materially interfere with the ordinary course of business of the Company and its Restricted Subsidiaries, taken as a whole;
- (5) Liens encumbering property or assets under construction arising from progress or partial payments by a customer of the Company or its Restricted Subsidiaries relating to such property or assets;
- (6) Liens on property of, or on shares of Capital Stock or Indebtedness of, any Person existing at the time such Person becomes, or becomes a part of, any Restricted Subsidiary; *provided* that such Liens do not extend to or cover any property or assets of the Company or any Restricted Subsidiary other than the property or assets acquired; *provided* further that such Liens were not created in contemplation of or in connection with the transactions or series of transactions pursuant to which such Person became a Restricted Subsidiary;
- (7) Liens in favor of the Company or any Restricted Subsidiary;
- (8) Liens arising from the rendering of a final judgment or order against the Company or any Restricted Subsidiary that does not give rise to an Event of Default;
- (9) Liens securing reimbursement obligations with respect to letters of credit that encumber documents and other property relating to such letters of credit and the products and proceeds thereof;

- (10) Liens encumbering customary initial deposits and margin deposits, and other Liens that are within the general parameters customary in the industry and incurred in the ordinary course of business, in each case, securing Indebtedness under Hedging Obligations permitted by clause (2)(f) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”;
- (11) Liens existing on the Original Issue Date;
- (12) Liens securing Indebtedness which is Incurred to refinance secured Indebtedness which is permitted to be Incurred under clause (2)(e) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”; *provided* that such Liens do not extend to or cover any property or assets of the Company or any Restricted Subsidiary other than the property or assets securing the Indebtedness being refinanced;
- (13) Liens under the Security Documents;
- (14) Liens securing any Permitted Pari Passu Secured Indebtedness that complies with each of the requirements set forth under “— Security — Permitted Pari Passu Secured Indebtedness”;
- (15) any interest or title of a lessor in the property subject to any operating lease;
- (16) Liens securing Indebtedness of the Company or any Restricted Subsidiary under any Pre-Registration Mortgage Guarantee or Purchase Guarantee;
- (17) easements, rights-of-way, municipal and zoning ordinances or other restrictions as to the use of properties in favor of governmental agencies or utility companies that do not materially adversely affect the value of such properties or materially impair the use for the purposes of which such properties are held by the Company or any Restricted Subsidiary;
- (18) Liens (including extensions and renewals thereof) upon real or personal property; *provided* that, (a) such Lien is created solely for the purpose of securing Indebtedness of the type described under clause (2)(h) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” and such Lien is created prior to, at the time of or within 180 days after the later of the acquisition or the completion of development, construction or improvement of such property, (b) the principal amount of the Indebtedness secured by such Lien does not exceed 100% of the cost of such property, development, construction or improvement and (c) such Lien shall not extend to or cover any property or assets other than such item of property and any improvements on such item; *provided* that, in the case of clauses (b) and (c), such Lien may cover other property or assets (instead of or in addition to such item of property or improvements) and the principal amount of Indebtedness secured by such Lien may exceed 100% of such cost if (x) such Lien is incurred in the ordinary course of business and (y) the aggregate book value of property or assets (as reflected in the most recent available consolidated financial statements of the Company (which may be internal consolidated financial statements) or, if any such property or assets have been acquired since the date of such financial statements, the cost of such property or assets) subject to Liens incurred pursuant to this clause (18) does not exceed 130% of the aggregate principal amount of Indebtedness secured by such Liens;
- (19) Liens on deposits of pre-sale proceeds made in order to secure the completion and delivery of pre-sold properties and issuance of the related land use title made in the ordinary course of business and not securing Indebtedness of the Company or any Restricted Subsidiary;

- (20) Liens on deposits made in order to comply with statutory obligations to maintain deposits for workers compensation claims and other purposes specified by statute made in the ordinary course of business and not securing Indebtedness of the Company or any Restricted Subsidiary;
- (21) Liens on deposits made in order to secure the performance of the Company or any of its Restricted Subsidiaries in connection with the acquisition of real property or land use rights by the Company or any of its Restricted Subsidiaries in the ordinary course of business and not securing Indebtedness of the Company or any Restricted Subsidiary;
- (22) Liens Incurred or deposits made to secure Entrusted Loans;
- (23) Liens on current assets securing Indebtedness which is permitted to be Incurred under clause (2)(n) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”;
- (24) Liens securing Indebtedness of Restricted Subsidiaries (other than Subsidiary Guarantors or JV Subsidiary Guarantors) Incurred pursuant to clause (2)(p) of the covenant described under “— Limitation on Indebtedness and Preferred Stock”;
- (25) Liens in favor of customs and revenue authorities arising as a matter of law to secure payment of customs duties in connection with the importation of goods;
- (26) Liens Incurred to secure Cross Border Secured Indebtedness of the type described under clause (2)(o) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock,” *provided* that, the aggregate book value of any property or assets (as reflected in the most recent available consolidated financial statements of the Company (which may be internal consolidated financial statements) or, if any such property or assets have been acquired since the date of such financial statements, the cost of such property or assets) subject to Liens incurred pursuant to this clause does not exceed 130% of the aggregate principal amount of Indebtedness secured by such Liens,
- (27) Liens on the Capital Stock of a PRC Restricted Subsidiary granted by the Company or any PRC Restricted Subsidiary in favor of any Trust Company Investor in respect of, and to secure, the Indebtedness permitted to be Incurred under clause (2)(p) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (28) Liens on Investment Properties securing Indebtedness of the Company or Restricted Subsidiary incorporated under the laws of the PRC permitted under clause (2)(q) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (29) Liens securing Indebtedness Incurred under clause (2)(r) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”; and
- (30) Liens on the Capital Stock of the Person that is to be acquired under the relevant Staged Acquisition Agreement securing Indebtedness permitted to be Incurred under clause (2)(s) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock.”

*provided* that, with respect to the Collateral, “Permitted Liens” shall only refer to the Liens described in clauses (1), (6), (13) and (14) of this definition.

“Permitted Pari Passu Secured Indebtedness” has the meaning set forth under “— Security — Permitted Pari Passu Secured Indebtedness.”

“Permitted Subsidiary Indebtedness” means Indebtedness of, and all Preferred Stock issued by, the Non-Guarantor Subsidiaries; *provided* that, on the date of the Incurrence of such Indebtedness and after giving effect thereto and the application of the proceeds thereof, the aggregate principal amount outstanding of all such Indebtedness (excluding the amount of any Public Indebtedness of any Non-Guarantor Subsidiary and Indebtedness of any Non-Guarantor Subsidiary permitted under clauses (2)(a), (2)(b), (2)(d), (2)(f) and (2)(g) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” does not exceed an amount equal to 30.0% of Total Assets.

“Person” means any individual, corporation, partnership, limited liability company, joint venture, trust, unincorporated organization or government or any agency or political subdivision thereof.

“PRC” means the People’s Republic of China, excluding, solely for purposes of this definition, the Hong Kong Special Administrative Region, the Macau Special Administrative Region and Taiwan.

“PRC CJV” means any Subsidiary that is a Sino-foreign cooperative joint venture enterprise with limited liability, established in the PRC pursuant to the Law of the People’s Republic of China on Sino-foreign Cooperative Joint Ventures adopted on April 13, 1988 (as most recently amended on October 13, 2000) and the Detailed Rules for the Implementation of the Law of the People’s Republic of China on Sino-foreign Cooperative Joint Ventures promulgated on September 4, 1995, as such laws may be amended.

“PRC CJV Partner” means with respect to a PRC CJV, the other party to the joint venture agreement relating to such PRC CJV with the Company or any Restricted Subsidiary.

“PRC Restricted Subsidiary” means a Restricted Subsidiary organized under the laws of the PRC.

“Preferred Stock” as applied to the Capital Stock of any Person means Capital Stock of any class or classes that by its terms is preferred as to the payment of dividends, or as to the distribution of assets upon any voluntary or involuntary liquidation or dissolution of such Person, over shares of Capital Stock of any other class of such Person.

“Pre-Registration Mortgage Guarantee” means any Indebtedness of the Company or any Restricted Subsidiary consisting of a guarantee in favor of any bank or other similar financial institutions in the ordinary course of business of secured loans of purchasers of individual units of properties from the Company or any Restricted Subsidiary; *provided* that, any such guarantee shall be released in full on or before the perfection of a security interest in such properties under applicable law in favor of the relevant lender.

“Public Indebtedness” means any bonds, debentures, notes or similar debt securities issued in a public offering or a private placement (other than the Notes) to institutional investors.

“Purchase Guarantee” means Indebtedness of the Company or any Restricted Subsidiary consisting of a Guarantee in favor of any bank or other similar financial institution in the ordinary course of business of a loan financing a Finance Lease Purchase in a principal amount not exceeding the purchase price of the relevant property unit, *provided* that, following such Finance Lease Purchase, the Company or such Restricted Subsidiary retains the land use rights and possesses the building ownership certificates in respect of such property unit.

“Qualified Exchange” means (1) The New York Stock Exchange, the London Stock Exchange, The Stock Exchange of Hong Kong Limited, the Nasdaq Stock Market or Singapore Exchange Securities Trading Limited; (2) a national securities exchange (as such term is defined in Section 6 of the Exchange Act) or a designated offshore securities market (as such term is defined in Rule 902(b) under the Securities Act); or (3) any recognized national stock exchange in the PRC, including the National Equities Exchange and Quotation System, Japan or Taiwan.

“Qualified IPO” means an initial public offering, or a listing or quotation, of the Capital Stock of a company on a Qualified Exchange; *provided* that in the case that such listing or quotation is on a national securities exchange (as such term is defined in Section 6 of the Exchange Act) or a designated offshore securities market (as such term is defined in Rule 902(b) under the Securities Act) or a recognized national stock exchange in the PRC, including the National Equities Exchange and Quotation System, Japan or Taiwan, to the extent applicable, such listing or quotation shall result in a public float of no less than the percentage required by the applicable listing rules.

“Rating Agencies” means (1) S&P, (2) Fitch and (3) if S&P, Fitch or both of them shall not make a rating of the Notes publicly available, one or more recognized securities rating agency or agencies, as the case may be, selected by the Company, which shall be substituted for S&P or Fitch or both of them, as the case may be.

“Rating Category” means (1) with respect to S&P, any of the following categories: “BB,” “B,” “CCC,” “CC,” “C” and “D” (or equivalent successor categories); (2) with respect to Fitch, any of the following categories: “BB,” “B,” “CCC,” “CC,” “C” and “D” (or equivalent successor categories); and (3) the equivalent of any such category of S&P or Fitch used by another Rating Agency. In determining whether the rating of the Notes has decreased by one or more gradations, gradations within Rating Categories (“+” and “-” for S&P; “+” and “-” for Fitch; or the equivalent gradations for another Rating Agency) shall be taken into account (e.g., with respect to S&P, a decline in a rating from “BB+” to “BB,” as well as from “BB-” to “B+,” will constitute a decrease of one gradation).

“Rating Date” means (1) in connection with a Change of Control Triggering Event, that date which is 90 days prior to the earlier of (x) a Change of Control and (y) a public notice of the occurrence of a Change of Control or of the intention by the Company or any other Person or Persons to effect a Change of Control or (2) in connection with actions contemplated under “— Consolidation, Merger and Sale of Assets,” that date which is 90 days prior to the earlier of (x) the occurrence of any such actions as set forth therein and (y) a public notice of the occurrence of any such actions.

“Rating Decline” means (1) in connection with a Change of Control Triggering Event, the occurrence on, or within six months after, the date, or public notice of the occurrence of, a Change of Control or the intention by the Company or any other Person or Persons to effect a Change of Control (which period shall be extended so long as the rating of the Notes is under publicly announced consideration for possible downgrade by any of the Rating Agencies) of any of the events listed below, or (2) in connection with actions contemplated under “— Consolidation, Merger and Sale of Assets,” the notification by any of the Rating Agencies that such proposed actions will result in any of the events listed below:

- (a) in the event the Notes are rated by both of the Rating Agencies on the Rating Date as Investment Grade, the rating of the Notes by either Rating Agency shall be below Investment Grade;
- (b) in the event the Notes are rated by either, but not both, of the Rating Agencies on the Rating Date as Investment Grade, the rating of the Notes by such Rating Agency shall be below Investment Grade; or
- (c) in the event the Notes are rated below Investment Grade by both of the Rating Agencies on the Rating Date, the rating of the Notes by either Rating Agency shall be decreased by one or more gradations (including gradations within Rating Categories as well as between Rating Categories).

“Reference Treasury Dealer” means each of any three investment banks of recognized standing that is a primary U.S. Government securities dealer in The City of New York, selected by the Company in good faith.



“Reference Treasury Dealer Quotations” means, with respect to each Reference Treasury Dealer and any redemption date, the average as determined by the Trustee, of the bid and asked prices for the Comparable Treasury Issue (expressed in each case as a percentage of its principal amount) quoted in writing to such Trustee by such Reference Treasury Dealer at 5:00 p.m. New York City time on the third Business Day preceding such redemption date.

“Replacement Assets” means, on any date, property or assets (other than current assets) of a nature or type or that are used in a Permitted Business, including the Capital Stock of any Person holding such property or assets that is primarily engaged in a Permitted Business and will, upon the acquisition by the Company or any of its Restricted Subsidiaries of such Capital Stock, become a Restricted Subsidiary.

“Restricted Subsidiary” means any Subsidiary of the Company other than an Unrestricted Subsidiary.

“Restructuring” means any restructuring in relation to any Restructuring Group or the formation of any Restructuring Group and the Qualified IPO of the Capital Stock of a Subsidiary of the Company in the Restructuring Group.

“Restructuring Group” means any group(s) of Subsidiaries of the Company which are engaged in the Permitted Businesses as may be designated by the Company at its sole discretion from time to time.

“S&P” means S&P Global Ratings and its affiliates.

“Sale and Leaseback Transaction” means any direct or indirect arrangement relating to property (whether real, personal or mixed), now owned or hereafter acquired whereby the Company or any Restricted Subsidiary transfers such property to another Person and the Company or any Restricted Subsidiary leases it from such Person.

“Securities Act” means the U.S. Securities Act of 1933, as amended.

“Security Documents” means, collectively, the pledge agreements and any other agreements or instruments that may evidence or create any security interest in favor of the Trustee and/or any Holders in any or all of the Collateral.

“Senior Indebtedness” of the Company or a Restricted Subsidiary, as the case may be, means all Indebtedness of the Company or the Restricted Subsidiary, as relevant, whether outstanding on the Original Issue Date or thereafter created, except for Indebtedness which, in the instrument creating or evidencing the same, is expressly stated to be subordinated in right of payment to (a) in respect of the Company, the Notes, (b) in respect of any Restricted Subsidiary that is a Subsidiary Guarantor, its Subsidiary Guarantee, or (c) in respect of any Restricted Subsidiary that is a JV Subsidiary Guarantor, its JV Subsidiary Guarantee; *provided* that Senior Indebtedness does not include (1) any obligation to the Company or any Restricted Subsidiary, (2) Trade Payables or (3) Indebtedness Incurred in violation of the Indenture.

“Significant Restricted Subsidiary” means a Restricted Subsidiary, including its Subsidiaries, which meets any of the following conditions:

- (1) The Company’s and its other Subsidiaries’ investments in and advances to such Restricted Subsidiary exceed 5 percent of the total assets of the Company and its Subsidiaries consolidated as of the end of the most recently completed fiscal year; or
- (2) The Company’s and its other Subsidiaries’ proportionate share of the total assets (after intercompany eliminations) of such Restricted Subsidiary exceeds 5 percent of the total assets of the Company and its Subsidiaries consolidated as of the end of the most recently completed fiscal year; or

- (3) The Company's and its other Subsidiaries' equity in the income from continuing operations before income taxes, extraordinary items and cumulative effect of a change in accounting principle of such Restricted Subsidiary exclusive of amounts attributable to any noncontrolling interest exceeds 5 percent of such income of the Company and its Subsidiaries consolidated for the most recently completed fiscal year.

For purpose of making the prescribed income test the following guidance should be applied:

- (A) When a loss exclusive of amounts attributable to any noncontrolling interests has been incurred by either the Company and its Subsidiaries consolidated or the tested Restricted Subsidiary, but not both, the equity in the income or loss of the tested Restricted Subsidiary exclusive of amounts attributable to any noncontrolling interests should be excluded from the income of the Company and its Subsidiaries consolidated for purpose of the computation.
- (B) If income of the Company and its Subsidiaries consolidated exclusive of amounts attributable to any noncontrolling interests for the most recent fiscal year amounts attributable to any noncontrolling interests for the most recent fiscal year is at least 10 percent lower than the average of the income for the last five fiscal years, such average income should be substituted for purposes of the computation. Any loss years should be omitted for purposes of computing average income.

"SGX-ST" means the Singapore Exchange Securities Trading Limited.

"Staged Acquisition Agreement" means, an agreement between the Company or a Restricted Subsidiary and an Independent Third Party (x) pursuant to which the Company or such Restricted Subsidiary agrees to acquire not less than a majority of the Capital Stock of a Person for consideration that is not more than the Fair Market Value of such Capital Stock of such Person at the time the Company or such Restricted Subsidiary enters into such agreement and (y) which provides that the payment of the purchase price for such Capital Stock is made in more than one instalment over a period of time.

"Stated Maturity" means, (1) with respect to any Indebtedness, the date specified in such debt security as the fixed date on which the final installment of principal of such Indebtedness is due and payable as set forth in the documentation governing such Indebtedness and (2) with respect to any scheduled installment of principal of or interest on any Indebtedness, the date specified as the fixed date on which such installment is due and payable as set forth in the documentation governing such Indebtedness.

"Subordinated Indebtedness" means any Indebtedness of the Company, any Subsidiary Guarantor or any JV Subsidiary Guarantor that is contractually subordinated or junior in right of payment to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee, as applicable, pursuant to a written agreement to such effect.

"Subsidiary" means, with respect to any Person, any corporation, association or other business entity (i) of which more than 50% of the voting power of the outstanding Voting Stock is owned, directly or indirectly, by such Person and one or more other Subsidiaries of such Person or (ii) of which 50% or less of the voting power of the outstanding Voting Stock is owned, directly or indirectly, by such Person and one or more other Subsidiaries of such Person and in each case which is "controlled" and consolidated by such Person in accordance with GAAP; provided, however, that with respect to clause (ii), the occurrence of any event as a result of which such corporation, association or other business entity ceases to be "controlled" by such Person under GAAP and to constitute a Subsidiary of such Person shall be deemed to be an Investment by such Person in such entity, which shall be made in compliance with the covenant described under " – Limitation on Restricted Payments."

“Subsidiary Guarantee” means any Guarantee of the obligations of the Company under the Indenture and the Notes by any Subsidiary Guarantor.

“Subsidiary Guarantor” means any Subsidiary Guarantor named herein and any other Restricted Subsidiary which guarantees the payment of the Notes pursuant to the Indenture and the Notes; *provided* that “Subsidiary Guarantor” does not include (a) any Person whose Subsidiary Guarantee has been released in accordance with the Indenture and the Notes or (b) any JV Subsidiary Guarantor.

“Subsidiary Guarantor Pledgor” means any Subsidiary Guarantor Pledgor named herein and any other Subsidiary Guarantor which pledges Collateral to secure the obligations of the Company under the Notes and the Indenture and of such Subsidiary Guarantor under its Subsidiary Guarantee; *provided* that “Subsidiary Guarantor Pledgor” does not include any person whose pledge under the Security Documents has been released in accordance with the Security Documents, the Indenture and the Notes.

“Temporary Cash Investment” means any of the following:

- (1) direct obligations of the United States of America, any state of the European Economic Area, the People’s Republic of China and Hong Kong or any agency of any of the foregoing or obligations fully and unconditionally Guaranteed by the United States of America, any state of the European Economic Area, the People’s Republic of China and Hong Kong or any agency of any of the foregoing, in each case maturing within one year;
- (2) demand or time deposit accounts, certificates of deposit and money market deposits maturing within 180 days of the date of acquisition thereof issued by a bank or trust company which is organized under the laws of the United States of America, any state thereof, any state of the European Economic Area or Hong Kong, and which bank or trust company has capital, surplus and undivided profits aggregating in excess of US\$100 million (or the Dollar Equivalent thereof) and has outstanding debt which is rated “A” (or such similar equivalent rating) or higher by at least one nationally recognized statistical rating organization (as defined in Rule 436 under the Securities Act) or any money market fund sponsored by a registered broker dealer or mutual fund distributor;
- (3) repurchase obligations with a term of not more than 30 days for underlying securities of the types described in clause (1) above entered into with a bank or trust company meeting the qualifications described in clause (2) above;
- (4) commercial paper, maturing not more than 180 days after the date of acquisition thereof, issued by a corporation (other than an Affiliate of the Company) organized and in existence under the laws of the United States of America, any state thereof or any foreign country recognized by the United States of America with a rating at the time as of which any investment therein is made of “P-1” (or higher) according to Moody’s or “A-1” (or higher) according to S&P;
- (5) securities, maturing within one year of the date of acquisition thereof, issued or fully and unconditionally Guaranteed by any state, commonwealth or territory of the United States of America, or by any political subdivision or taxing authority thereof, and rated at least “A” by S&P or Moody’s;
- (6) any money market fund that has at least 95% of its assets continuously invested in investments of the types described in clauses (1) through (5) above; and
- (7) demand or time deposit accounts, certificates of deposit, overnight or call deposits and money market deposits with (i) Agricultural Bank of China, Bank of China Limited, Bank of Communications Co., Ltd., Bank of Dongguan Corporation Limited, Bank of Guangzhou, Bank of Hangzhou, Bank of Jiangsu, Bank of Nanchang, China CITIC Bank, China Construction Bank Corporation, China Development Bank, Chinese Mercantile Bank, China

Merchants Bank Co., Ltd., China Zheshang Bank Co., Ltd., Guangxi Beibu Gulf Bank, HSBC Bank (China) Company Limited, The Industrial Bank Co., Ltd., Industrial and Commercial Bank of China Limited, Nanyang Commercial Bank (China) Limited, Pingan Bank, Shanghai Pudong Development Bank Co., Ltd. and Shenzhen Development Bank Co., Ltd., (ii) any other bank, trust company or other financial institution organized under the laws of the PRC or Hong Kong whose long-term debt is rated as high or higher than any of those banks listed in clause (i), or (iii) any other bank, trust company or other financial institution organized under the laws of the PRC or Hong Kong; *provided* that, in the case of clause (iii), such deposits do not exceed US\$10.0 million (or the Dollar Equivalent thereof) with any single bank or US\$30.0 million (or the Dollar Equivalent thereof) in the aggregate, at any date of determination.

“Tencent Joint Venture” means any corporation, association or other business entity, the shares of Capital Stock of which are held by (a) Tencent Holdings Limited or its Subsidiaries, on the one hand, and (b) the Company or any of its Restricted Subsidiaries, on the other hand.

“Total Assets” means, as of any date, the total consolidated assets of the Company and its Restricted Subsidiaries measured in accordance with GAAP as of the last day of the most recent semi-annual period for which consolidated financial statements of the Company (which the Company shall use its best efforts to compile on a timely manner) are available (which may be internal consolidated financial statements); *provided* that only with respect to clause (2)(h) of “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” covenant and the definition of “Permitted Subsidiary Indebtedness,” Total Assets shall be calculated after giving pro forma effect to include the cumulative value of all of the real or personal property or equipment the acquisition, development, construction or improvement of which requires or required the Incurrence of Indebtedness and calculation of Total Assets thereunder, as measured by the purchase price or cost therefor or budgeted cost provided in good faith by the Company or any of its Restricted Subsidiaries to the bank or other similar financial institutional lender providing such Indebtedness, *provided* further that only with respect to the calculation of “Non-Guaranteed Portion,” in the case of a JV Subsidiary Guarantor executing a JV Subsidiary Guarantee and any other Restricted Subsidiary of the Company that became a JV Subsidiary Guarantor after the end of the most recently ended semi-annual or annual period, the amount of Total Assets shall be calculated after giving pro forma effect to the sale or issuance of Capital Stock to the relevant Independent Third Parties.

“Trade Payables” means, with respect to any Person, any accounts payable or any other indebtedness or monetary obligation to trade creditors created, assumed or Guaranteed by such Person or any of its Subsidiaries arising in the ordinary course of business in connection with the acquisition of goods or services.

“Transaction Date” means, with respect to the Incurrence of any Indebtedness, the date such Indebtedness is to be Incurred and, with respect to any Restricted Payment, the date such Restricted Payment is to be made.

“Trust Company Investor” means an Independent Third Party that is a financial institution or an insurance company organized under the laws of the PRC, or an Affiliate thereof, that Invests in any Capital Stock of a PRC Restricted Subsidiary.

“Unrestricted Subsidiary” means (1) any Subsidiary of the Company that at the time of determination shall be designated an Unrestricted Subsidiary by the Board of Directors in the manner provided in the Indenture; and (2) any Subsidiary of an Unrestricted Subsidiary.

“U.S. Government Obligations” means securities that are (1) direct obligations of the United States of America for the payment of which its full faith and credit is pledged or (2) obligations of a Person controlled or supervised by and acting as an agency or instrumentality of the United States of America the payment of which is unconditionally Guaranteed as a full faith and credit obligation by the United States of America, which, in either case, are not callable or redeemable at the option of the holder

thereof at any time prior to the Stated Maturity of the Notes, and shall also include a depository receipt issued by a bank or trust company as custodian with respect to any such U.S. Government Obligation or a specific payment of interest on or principal of any such U.S. Government Obligation held by such custodian for the account of the holder of a depository receipt; *provided* that (except as required by law) such custodian is not authorized to make any deduction from the amount payable to the holder of such depository receipt from any amount received by the custodian in respect of the U.S. Government Obligation or the specific payment of interest on or principal of the U.S. Government Obligation evidenced by such depository receipt.

“Voting Stock” means, with respect to any Person, Capital Stock of any class or kind ordinarily having the power to vote for the election of directors, managers or other voting members of the governing body of such Person.

“Wholly Owned” means, with respect to any Subsidiary of any Person, the ownership of all of the outstanding Capital Stock of such Subsidiary (other than any director’s qualifying shares or Investments by foreign nationals mandated by applicable law) by such Person or one or more Wholly Owned Subsidiaries of such Person; *provided* that Subsidiaries that are PRC CJVs shall not be considered Wholly Owned Subsidiaries.

## TAXATION

The following discussion summarizes certain Hong Kong, British Virgin Islands, Cayman Islands and PRC income tax consequences to prospective holders arising from the purchase, ownership and disposition of Notes. The summary does not purport to be a comprehensive description of all the tax considerations that may be relevant to a decision to purchase, own or dispose of the Notes and is not intended as tax advice to any particular investor. This summary does not describe any tax consequences arising under the laws of any state, locality or other taxing jurisdiction other than the foregoing jurisdictions.

Prospective holders of Notes should consult their own tax advisors as to the tax consequences of the purchase, ownership and disposition of the Notes, including, in particular, the application of the tax considerations discussed below to their particular situations, as well as the application of any state, local, foreign or other tax laws.

### **Hong Kong Tax Considerations**

#### ***Withholding Tax***

No withholding tax in Hong Kong is payable on payments of principal (including any premium payable on redemption of the Notes) or interest in respect of the Notes or in respect of any capital gains arising from the sale of the Notes.

#### ***Profits Tax***

Hong Kong profits tax is charged on every person carrying on a trade, profession or business in Hong Kong in respect of assessable profits arising in or derived from Hong Kong from such trade, profession or business.

Under the Inland Revenue Ordinance (Chapter 112 of the Laws of Hong Kong) (the “Inland Revenue Ordinance”) as it is currently applied, Hong Kong profits tax may be charged on profits arising on the sale, disposal or redemption of the Notes where such sale, disposal or redemption is effected in Hong Kong and such sale, disposal or redemption is or forms part of a trade, profession or business carried on in Hong Kong and such profits are determined to be trading profits. However, Hong Kong does not impose tax on gains arising from the sale of capital assets. It is a question of fact in each case as to whether Note holders hold the Notes as capital assets or as trading assets.

Interest on the Notes will be subject to Hong Kong profits tax where such interest is received by or accrued to:

- a financial institution (as defined in the Inland Revenue Ordinance) and such interest arises through or from the carrying on by the financial institution of its business in Hong Kong; or
- a corporation carrying on a trade, profession or business in Hong Kong and such interest is derived from Hong Kong; or
- a person, other than a corporation, carrying on a trade, profession or business in Hong Kong, and such interest is derived from Hong Kong and is in respect of the funds of the trade, profession or business.

#### ***Stamp Duty***

No Hong Kong stamp duty will be chargeable upon the issue or transfer of a Note.

## **British Virgin Islands Tax Considerations**

There is no income or other tax in the British Virgin Islands imposed by withholding or otherwise on any payment to be made to or by the Subsidiary Guarantors to persons who are not resident in the British Virgin Islands pursuant to the Subsidiary Guarantees.

## **Cayman Islands Tax Considerations**

No taxes, fees or charges are payable (either by direct assessment or withholding) to the government or other taxing authority in the Cayman Islands under the laws of the Cayman Islands in respect of any payment to be made to or by the Subsidiary Guarantors. The Cayman Islands currently have no form of income, corporate or capital gains tax and no estate duty, inheritance tax or gift tax.

## **PRC Tax Considerations**

The following summary of certain PRC tax consequences of the purchase, ownership and disposition of Notes is based upon applicable laws, rules and regulations in effect as of the date of this offering memorandum, all of which are subject to change (possibly with retroactive effect). This discussion does not purport to be a comprehensive description of all the tax considerations that may be relevant to a decision to purchase, own or dispose of the Notes and does not purport to deal with consequences applicable to all categories of investors, some of which may be subject to special rules. Persons considering the purchase of Notes should consult their own tax advisors concerning the tax consequences of the purchase, ownership and disposition of Notes, including such possible consequences under the laws of their country of citizenship, residence or domicile.

Under the PRC EIT Law and implementation regulations issued by the State Council, if we are treated as a PRC “resident enterprise,” PRC income tax at the rate of 10% (or lower treaty rate, if any) is applicable to interest payable to investors that are “non-resident enterprises” and that do not have an establishment or place of business in the PRC, or that have such establishment or place of business but the relevant interest income is not effectively connected with the establishment or place of business, to the extent such interest is derived from sources within the PRC. Similarly, any gain realized on the transfer of the Notes by such investors is also subject to a 10% (or lower treaty rate, if any) PRC income tax if such gain is regarded as income derived from sources within the PRC. As advised by Commerce & Finance Law Offices, our PRC legal counsel, there is uncertainty as to whether we will be treated as a PRC “resident enterprise” for the purpose of the EIT Law. If we are treated as a PRC “resident enterprise,” the interest we pay in respect of the Notes, and the gain any investor may realize from the transfer of the Notes, would be treated as income derived from sources within the PRC and may be subject to PRC tax, which may materially and adversely affect the value of investment in the Notes.

No PRC stamp tax will be chargeable upon the issue or transfer (for so long as the register of holders of the Notes is maintained outside the PRC) of a Note.

## PLAN OF DISTRIBUTION

UBS AG Hong Kong Branch, Credit Suisse (Hong Kong) Limited and The Hongkong and Shanghai Banking Corporation Limited are acting as the Joint Global Coordinators, the Joint Lead Managers and Joint Bookrunners for the offering and as the Initial Purchasers named below. Subject to the terms and conditions stated in the purchase agreement dated the date of this offering memorandum, such Initial Purchasers named below have severally agreed to purchase, and we have agreed to sell to such Initial Purchasers, the principal amount of the New Notes set forth opposite such Initial Purchaser's name.

Initial Purchaser	Principal Amount of New Notes
UBS AG Hong Kong Branch . . . . .	US\$63,000,000
Credit Suisse (Hong Kong) Limited . . . . .	US\$49,500,000
The Hongkong and Shanghai Banking Corporation Limited . . . . .	US\$37,500,000
Total . . . . .	US\$150,000,000

The purchase agreement provides that the obligations of the Initial Purchasers to purchase the New Notes are subject to approval of legal matters by counsel and to other conditions. The Initial Purchasers must purchase all the New Notes if they purchase any of the New Notes.

The Initial Purchasers propose to resell the New Notes at the offering price set forth on the cover page of this offering memorandum in reliance on Regulation S. We and the Subsidiary Guarantors will pay the Initial Purchasers customary fees and commissions in connection with the offering and will reimburse the Initial Purchasers for certain expenses incurred in connection with the offering. In addition, the Company has agreed with the Initial Purchasers that certain private banks will be paid a commission in connection with the purchase of the New Notes by their private bank clients, which commission may be deducted from the gross proceeds of the New Notes. The price at which the New Notes are offered may be changed at any time without notice.

We have agreed that, for a period of 10 days from the date of this offering memorandum, we will not, without the prior written consent of the Initial Purchasers, offer, sell, contract to sell, pledge or otherwise dispose of, directly or indirectly, or announce the offering of, any debt securities issued or guaranteed by us. The Initial Purchasers in their sole discretion may consent to the offering and sales of debt securities by us at any time without notice.

The Original Notes are listed and quoted on the Official List of the SGX-ST. Application will be made for the listing and quotation of the New Notes on the Official List of the SGX-ST. However, we cannot assure you that the prices at which the New Notes will sell in the market after this offering will not be lower than the initial offering price or that there will be an active trading market for the Notes. The Initial Purchasers have advised us that they currently intend to make or continue to make a market in the Notes. However, they are not obligated to do so and they may discontinue any market-making activities with respect to the Notes at any time without notice. Accordingly, we cannot assure you as to the liquidity of, or the trading market for, the Notes.

In connection with the offering, each Initial Purchaser (as "Stabilizing Manager") (or any person acting for it) may directly, or through the other Initial Purchasers in coordination with the Stabilizing Manager, purchase and sell the New Notes in the open market. These transactions may, to the extent permitted by applicable laws and regulations, include short sales, purchases on the open market to cover positions created by short sales and stabilizing purchases. Short sales involve the sale by a Stabilizing Manager of a greater principal amount of the New Notes than they are required to purchase in the offering. A Stabilizing Manager must close out any short position by purchasing the New Notes in the open market. A short position is more likely to be created if the Initial Purchasers are concerned that there may be downward pressure on the price of the New Notes in the open market after pricing that could adversely affect investors who purchase in the offering. Stabilizing transactions involve bids to purchase the New Notes so long as the stabilizing bids do not exceed a specified maximum.



Similar to other purchase transactions, a Stabilizing Manager's purchases to cover the syndicate short sales and stabilizing purchasers may have the effect of raising or maintaining the market price of the New Notes or preventing or retarding a decline in the market price of the New Notes. As a result, the price of the New Notes may be higher than the price that might otherwise exist in the open market.

Neither the Company nor any of the Initial Purchasers makes any representation or prediction as to the direction or magnitude of any effect that the transactions described above may have on the price of the New Notes. In addition, Neither the Company nor any of the Initial Purchasers makes any representation that the Initial Purchasers will engage in these transactions or that these transactions, once commenced, will not be discontinued without notice at any time. No assurance can be given as to the liquidity of, or the trading market for, the New Notes.

We expect to deliver the New Notes against payment for the New Notes on or about the date specified in the last paragraph of the cover page of this offering memorandum, which will be the sixth business day following the date of the pricing of the New Notes.

The Initial Purchasers and their respective affiliates are full service financial institutions engaged in various activities, which may include securities trading, commercial and investment banking, financial advisory, investment management, principal investment, hedging, financing and brokerage activities ("Banking Services or Transactions"). The Initial Purchasers and their respective affiliates may have, from time to time, performed, and may in the future perform, various Banking Services and/or Transactions with us and/or our subsidiaries and affiliates for which they have received, or will receive, fees and expenses. In connection with the offering of the New Notes, the Initial Purchasers or any of their affiliates may purchase the New Notes for their own accounts and enter into transactions, including repackaging and other transactions.

We and the Subsidiary Guarantors have agreed to indemnify the Initial Purchasers against certain liabilities, including liabilities under the Securities Act, or to contribute to payments that the Initial Purchasers may be required to make because of any of those liabilities.

## **Selling Restrictions**

### ***General***

No action has been taken or will be taken in any jurisdiction by us or the Initial Purchasers that would permit a public offering of the Notes, or the possession, circulation or distribution of this offering memorandum or any other material relating to the Notes or this offering, in any jurisdiction where action for that purpose is required. Accordingly, the Notes may not be offered or sold, directly or indirectly, and neither this offering memorandum nor such other material may be distributed or published, in or from any country or jurisdiction except in compliance with any applicable rules and regulations of such country or jurisdiction.

### ***United States***

The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been and will not be registered under the Securities Act or any state securities laws and may not be offered or sold within the United States except in transactions exempt from, or not subject to, the registration requirements of the Securities Act and applicable state securities laws.

The New Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) are being offered and sold outside of the United States in offshore transactions within the meaning of and in reliance on Regulation S. In addition, until 40 days after the commencement of this offering, an offer or sale of New Notes within the United States by a dealer (whether or not participating in this offering) may violate the registration requirements of the Securities Act.

### ***United Kingdom***

Each invitation or inducement to engage in investment activity (within the meaning of Section 21 of Financial Services and Markets Act 2000 (the “FSMA”) in connection with the issue or sale of the Notes has only been communicated or caused to be communicated and will only be communicated or caused to be communicated in circumstances in which Section 21(1) of FSMA does not apply to the Company. In addition, all applicable provisions of the FSMA with respect to anything done by the Initial Purchasers in relation to the Notes in, from or otherwise involving the United Kingdom has been complied and will be complied.

### ***Hong Kong***

The Notes have not been and will not be offered or sold in Hong Kong by means of any document other than (i) in circumstances which do not constitute an offer to the public within the meaning of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32, Laws of Hong Kong), or (ii) to “professional investors” within the meaning of the Securities and Futures Ordinance (Cap. 571, Laws of Hong Kong) and any rules made thereunder, or (iii) in other circumstances which do not result in the document being a “prospectus” within the meaning of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32, Laws of Hong Kong) and no advertisement, invitation or document relating to the Notes may be issued or may be in the possession of any person for the purpose of issue (in each case whether in Hong Kong or elsewhere), which is directed at, or the contents of which are likely to be accessed or read by, the public in Hong Kong (except if permitted to do so under the laws of Hong Kong) other than with respect to Notes which are or are intended to be disposed of only to persons outside Hong Kong or only to “professional investors” within the meaning of the Securities and Futures Ordinance (Cap. 571, Laws of Hong Kong) and any rules made thereunder.

### ***Japan***

The Notes have not been and will not be registered under the Financial Instruments and Exchange Law of Japan (Act No. 25 of 1948) (as amended) (the “FIEL”). Accordingly, the Notes may not be offered or sold, directly or indirectly in Japan or to, or for the benefit of, any resident of Japan, or to others for reoffering or re-sale, directly or indirectly in Japan or to, or for the benefit of, any resident of Japan, except pursuant to an exemption from the registration requirements of the FIEL and otherwise in compliance with the FIEL and other applicable provisions of Japanese laws and regulations. As used in this paragraph, “resident of Japan” means any person residing in Japan, including any corporation or other entity organized under the laws of Japan.

### ***Singapore***

This offering memorandum has not been and will not be registered with Monetary Authority of Singapore. Accordingly, this offering memorandum and any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of the Notes may not be circulated or distributed, nor may the Notes be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to persons in Singapore other than: (i) to an institutional investor under Section 274 of the Securities and Futures Act, Chapter 289 of Singapore (the “SFA”); (ii) to a relevant person (as defined in Section 275(2) of the SFA) pursuant to Section 275(1) of the SFA, or any person pursuant to Section 275(1A) of the SFA, and in accordance with the conditions specified in Section 275 of the SFA; or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Where the Notes are subscribed or purchased in reliance of an exemption under Sections 274 or 275 of the SFA, the Notes shall not be sold within the period of six months from the date of the initial acquisition of the Notes, except to any of the following persons:

- (i) an institutional investor (as defined in Section 4A of the SFA);
- (ii) a relevant person (as defined in Section 275 (2) of the SFA); or

(iii) any person pursuant to an offer referred to in Section 275 (1A) of the SFA,

unless expressly specified otherwise in Section 276(7) of the SFA or Regulation 32 of the Securities and Futures (Offers of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

Where the Notes are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- (a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities (as defined in Section 239(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- (i) to an institutional investor (under Section 274 of the SFA), or to a relevant person (as defined in Section 275(2) of the SFA) and in accordance with the conditions specified in Section 275 of the SFA;
- (ii) (in the case of a corporation) where the transfer arises from an offer referred to in Section 276(3)(i)(B) of the SFA or (in the case of a trust) where the transfer arises from an offer referred to in Section 276(4)(i)(B) of the SFA;
- (iii) where no consideration is or will be given for the transfer;
- (iv) where the transfer is by operation of law;
- (v) as specified in Section 276(7) of the SFA; or
- (vi) as specified in Regulation 32 of the Securities and Futures (Offers of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

### ***PRC***

This offering memorandum does not constitute a public offer of the Notes, whether by sale of by subscription, in the PRC. The Notes may not be offered or sold within the PRC by means of this offering memorandum or any other document.

### ***British Virgin Islands***

No invitation will be made directly or indirectly to any person resident in the British Virgin Islands to subscribe for any of the Notes, but the Notes may be acquired by British Virgin Islands persons who receive the offer of the Notes outside of the British Virgin Islands and in a manner which does not contravene the laws of the jurisdiction in which such offer is made.

### ***Cayman Islands***

No invitation whether directly or indirectly may be made to the public in the Cayman Islands to subscribe for the Notes.

## RATINGS

The Notes are rated “B-” by S&P Global Ratings and “B” by Fitch Inc. Such ratings reflect the rating agencies’ assessment of the likelihood of timely payment of the principal of and interest on the Notes. The ratings do not address the payment of any Additional Amounts and do not constitute recommendations to purchase, hold or sell the Notes inasmuch as such ratings do not comment as to market price or suitability for a particular investor. Additionally, we have been assigned a long-term corporate credit rating of “B” by S&P Global Ratings, a corporate family rating of “B2” by Moody’s Investors Services, Inc., and a long-term foreign currency issuer default rating of “B” by Fitch Inc. We cannot assure you that the ratings will remain in effect for any given period or that the ratings will not be revised by such rating agencies in the future if in their judgment circumstances so warrant. Each such rating should be evaluated independently of any other rating on the Notes, on other of our securities, or on us. See “Risk Factors — Risks Relating to the Notes — The ratings assigned to the Notes may be lowered or withdrawn in the future.”

## **LEGAL MATTERS**

Certain legal matters will be passed upon for us by Baker & McKenzie as to matters of Hong Kong law, United States federal law and New York law, Commerce & Finance Law Offices as to matters of PRC law and Maples and Calder as to matters of British Virgin Islands and the Cayman Islands laws. Certain legal matters will be passed upon for the Initial Purchasers by Linklaters as to matters of United States federal law and New York law and Jia Yuan Law Firm as to PRC law.

## **INDEPENDENT AUDITORS**

Our consolidated financial statements as of and for the years ended March 31, 2014, 2015 and 2016 included in this offering memorandum have been audited by Ernst & Young, our Independent Auditors. The auditors' report of Ernst & Young on the consolidated financial statements as of and for the fiscal years ended March 31, 2015 (which include the consolidated financial statements as of and for the fiscal year ended March 31, 2014) and March 31, 2016 are included herein.

## **GENERAL INFORMATION**

### **Authorizations and Consents**

We have obtained all necessary governmental consents, approvals and authorizations, as and when applicable, in Hong Kong, the British Virgin Islands and the Cayman Islands in connection with the issue and performance of the Notes and the Subsidiary Guarantees. The issue of the New Notes has been authorized by resolutions of our board of directors on September 21, 2016.

### **Litigation**

Save as disclosed in this offering memorandum, there are no legal or arbitration proceedings against or affecting us, any of our subsidiaries or any of our assets, which are or might be material in the context of this issue of the New Notes or the Subsidiary Guarantees, nor are we aware of any pending or threatened proceedings.

### **No Material Adverse Change**

Save as disclosed in this offering memorandum, there has been no adverse change, or any development reasonably likely to involve an adverse change, in the condition (financial or otherwise) of our general affairs and/or prospects since March 31, 2016 that is material in the context of the issue of the New Notes or the Subsidiary Guarantees.

### **Documents Available**

For so long as any of the Notes are outstanding, copies of the Indenture may be inspected free of charge during normal business hours on any weekday (except public holidays) at the corporate trust office of the Trustee.

For so long as any of the Notes are outstanding, copies of our audited consolidated financial statements for the last two financial years, if any, may be obtained during normal business hours on any weekday (except public holidays) at the corporate trust office of the Trustee.

### **Clearing System and Settlement**

The Notes have been accepted for clearance through the facilities of Euroclear and Clearstream, Luxembourg. The ISIN of the Notes is XS1488049740. The Common Code of the Notes is 148804974.

Only Notes evidenced by a Global Note have been accepted for clearance through Euroclear and Clearstream, Luxembourg, and only such Notes may trade on the SGX-ST.

## LISTING OF THE NOTES

The Original Notes are listed and quoted on the Official List of the SGX-ST. Application will be made for the listing and quotation of the New Notes on the Official List of the SGX-ST. The SGX-ST assumes no responsibility for the correctness of any of the statements made or opinions or reports contained in this offering memorandum. Admission of the Notes to the Official List of the SGX-ST and quotation of the Notes on the SGX-ST are not to be taken as an indication of the merits of our company and subsidiaries, joint ventures and associates or the Notes, Subsidiary Guarantees or JV Subsidiary Guarantees. The New Notes will be traded on the SGX-ST in a minimum board lot size of S\$200,000 (or its equivalent in foreign currencies) for so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require.

For so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require, we will appoint and maintain a Paying Agent in Singapore, where the Notes may be presented or surrendered for payment or redemption, in the event that a Global Note is exchanged for definitive Notes. In addition, in the event that a Global Note is exchanged for definitive Notes, an announcement of such exchange shall be made by or on behalf of us through the SGX-ST and such announcement will include all material information with respect to the delivery of the definitive Notes, including details of the Paying Agent in Singapore.



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<sup>(1)</sup> The independent auditors' report, as the case may be, on the Company's consolidated financial statements set out herein is re-produced from the Company's annual report, as the case may be, for the respective period. Page references referred to in the above-named reports refer to pages set out in such annual report.

# INDEPENDENT AUDITORS' REPORT

## 獨立核數師報告



**To the members of China South City Holdings Limited**  
*(Incorporated in Hong Kong with limited liability)*

We have audited the consolidated financial statements of China South City Holdings Limited (the "Company") and its subsidiaries set out on pages 129 to 244, which comprise the consolidated statement of financial position as at 31 March 2016, and the consolidated statement of profit or loss, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Directors' responsibility for the consolidated financial statements**

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. Our report is made solely to you, as a body, in accordance with section 405 of the Hong Kong Companies Ordinance, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

**致華南城控股有限公司各股東**  
*(於香港註冊成立之有限公司)*

我們已審核列載於第129至244頁的華南城控股有限公司(「貴公司」)及其附屬公司的財務報表，其中包括於2016年3月31日的綜合財務狀況表，及截至該日止年度的綜合損益表、綜合全面收益表、綜合權益變動表和綜合現金流量表以及主要會計政策概要及其他說明資料。

### **董事就綜合財務報表須承擔的責任**

貴公司董事須負責根據香港會計師公會刊發的香港財務報告準則及香港公司條例規定編制綜合財務報表，以令綜合財務報表作出真實而公平的反映，及落實其認為編製綜合財務報表所必要的內部控制，以使綜合財務報表不存在由於欺詐或錯誤而導致的重大錯誤陳述。

### **核數師的責任**

我們的責任是根據我們的審核對該等綜合財務報表發表意見。本報告根據香港公司條例第405條僅向閣下(作為團體)報告，除此之外，別無其他目的。本核數師不會就本報告內容向任何其他人士負上或承擔任何責任。

我們已根據香港會計師公會刊發的香港審計準則進行審核。這些準則要求我們遵守道德規範，並規劃及執行審核，以合理確定此等綜合財務報表是否不存有任何重大錯誤陳述。



### Auditors' responsibility (Continued)

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Company and its subsidiaries as at 31 March 2016, and of their financial performance and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

#### Ernst & Young

*Certified Public Accountants*

22/F, CITIC Tower

1 Tim Mei Avenue

Central

Hong Kong

27 June 2016

### 核數師的責任(續)

審核涉及執行情序以獲取有關綜合財務報表所載金額和披露資料的審核證據。所選定的程序取決於核數師的判斷，包括評估由於欺詐或錯誤而導致綜合財務報表存在重大錯誤陳述的風險。在評估該等風險時，核數師考慮與該公司編製綜合財務報表以作出真實且反映相關的內部監控，以設計適當的審核程序，但並非對公司的內部監控的有效性發表意見。審核亦包括評估董事所採用的會計政策的恰當性及作出的會計估計的合理性，以及評估綜合財務報表的整體列報方式。

我們相信，我們所獲得的審核證據充足且適當地為我們的審核意見提供基礎。

### 意見

我們認為，該等綜合財務報表已根據香港財務報告準則真實而公平地反映貴公司及其附屬公司於2016年3月31日的財務狀況及截至該日止年度貴集團的財務表現和現金流量，並已按照香港公司條例妥為編製。

#### 安永會計師事務所

*執業會計師*

香港

中環

添美道1號

中信大廈22樓

2016年6月27日

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS

## 綜合損益表

Year ended 31 March 2016 截至2016年3月31日止年度



		For the year ended 31 March		
		截至3月31日止年度		
		2016	2015	
		HK\$'000	HK\$'000	
		千港元	千港元	
		Notes		
		附註		
<b>REVENUE</b>	收入	5	<b>6,136,262</b>	9,757,767
Cost of sales	銷售成本		<b>(3,177,209)</b>	(4,582,237)
Gross profit	毛利		<b>2,959,053</b>	5,175,530
Other income and gains/(losses)	其他收入及收益/(虧損)	5	<b>1,066,242</b>	334,096
Fair value gains on investment properties	投資物業公平值收益	5	<b>3,232,699</b>	2,398,531
Selling and distribution expenses	銷售及分銷開支		<b>(864,670)</b>	(721,991)
Administrative expenses	行政開支		<b>(1,177,180)</b>	(1,083,587)
Other expenses	其他開支		<b>(152,525)</b>	(70,285)
Finance costs	融資成本	7	<b>(159,386)</b>	(165,595)
Share of profits and losses of:	應佔下列的利潤及虧損：			
Associates	聯營公司		–	(7,210)
<b>PROFIT BEFORE TAX</b>	<b>稅前利潤</b>	6	<b>4,904,233</b>	5,859,489
Income tax expenses	所得稅開支	10	<b>(1,370,457)</b>	(2,144,709)
<b>PROFIT FOR THE YEAR</b>	<b>本年度利潤</b>		<b>3,533,776</b>	3,714,780
Attributable to:	下列各方應佔：			
Owners of the parent	母公司擁有人		<b>3,537,012</b>	3,727,872
Non-controlling interests	非控股權益		<b>(3,236)</b>	(13,092)
			<b>3,533,776</b>	3,714,780
<b>EARNINGS PER SHARE</b>	<b>歸屬於母公司普通股</b>			
<b>ATTRIBUTABLE TO ORDINARY</b>	<b>權益持有人之</b>			
<b>EQUITY HOLDERS OF THE PARENT</b>	<b>每股盈利</b>	12		
Basic	基本			
– for profit for the year	– 本年度利潤		<b>HK44.22 cents港仙</b>	HK48.73 cents港仙
Diluted	攤薄			
– for profit for the year	– 本年度利潤		<b>HK44.05 cents港仙</b>	HK45.27 cents港仙

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

## 綜合全面收益表

Year ended 31 March 2016 截至2016年3月31日止年度



		For the year ended 31 March	
		截至3月31日止年度	
		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
<b>PROFIT FOR THE YEAR</b>	本年度利潤	<b>3,533,776</b>	3,714,780
<b>OTHER COMPREHENSIVE INCOME</b>	其他全面收入		
Other comprehensive (loss)/income to be reclassified to profit or loss in subsequent periods:	將於其後期間重分類至損益的其他全面(虧損)/收入：		
Exchange differences on translation of foreign operations	換算海外業務的匯兌差額	<b>(1,092,050)</b>	58,537
<b>OTHER COMPREHENSIVE (LOSS)/INCOME FOR THE YEAR, NET OF TAX</b>	本年度除稅後其他全面(虧損)/收入	<b>(1,092,050)</b>	58,537
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	本年度總全面收入	<b>2,441,726</b>	3,773,317
Attributable to:	下列各方應佔：		
Owners of the parent	母公司擁有人	<b>2,453,167</b>	3,788,396
Non-controlling interests	非控股權益	<b>(11,441)</b>	(15,079)
		<b>2,441,726</b>	3,773,317

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## 綜合財務狀況表

31 March 2016 2016年3月31日



			31 March 2016 2016年3月31日	31 March 2015 2015年3月31日
		Notes 附註	HK\$'000 千港元	HK\$'000 千港元
<b>NON-CURRENT ASSETS</b>	<b>非流動資產</b>			
Property, plant and equipment	物業、廠房及設備	13	1,507,155	1,328,231
Investment properties	投資物業	14	34,814,188	30,217,792
Properties under development	發展中物業	15	4,252,854	3,697,166
Prepaid land lease payments	預付土地出租金	16	996,351	787,819
Goodwill	商譽	17	34,128	34,128
Investment in a joint venture	於一家合營企業的投資	18	–	5,079
Investments in associates	於聯營公司的投資	19	60,310	34,884
Available-for-sale investments	可供出售金融投資	20	175,512	175,500
Other long-term receivables	其他長期應收款項	21	4,179	8,860
Deposits paid for purchase of land use rights	購買土地使用權支付的按金	22	403,144	1,225,250
Deferred tax assets	遞延稅項資產	35	2,145,347	1,475,323
Total non-current assets	非流動資產總值		44,393,168	38,990,032
<b>CURRENT ASSETS</b>	<b>流動資產</b>			
Properties held for finance lease	持作融資租賃物業		168,524	297,940
Properties held for sale	持作銷售物業	23	25,179,046	22,969,976
Trade receivables	應收貿易賬款	24	1,149,273	1,636,626
Prepayments, deposits and other receivables	預付款項、按金及其他應收款項	25	781,260	653,785
Held-for-trading investments at fair value through profit or loss	透過損益以公平值列賬之 持作買賣投資	26	27,365	32,890
Cash and cash equivalents and restricted cash	現金及現金等價物及受限制現金	27	11,686,695	8,672,722
Total current assets	流動資產總值		38,992,163	34,263,939
<b>CURRENT LIABILITIES</b>	<b>流動負債</b>			
Trade and other payables	貿易及其他應付款項	28	13,269,724	13,534,665
Interest-bearing bank and other borrowings	計息銀行及其他借貸	29	7,656,878	6,824,949
Short-term notes	短期融資券	30	2,525,460	2,750,880
Tax payables	應付稅項		4,569,111	5,235,130
Total current liabilities	流動負債總額		28,021,173	28,345,624
<b>NET CURRENT ASSETS</b>	<b>流動資產淨值</b>		10,970,990	5,918,315
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<b>資產總值減流動負債</b>		55,364,158	44,908,347

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Continued)

綜合財務狀況表(續)

31 March 2016 2016年3月31日



			31 March 2016	31 March 2015
			2016年3月31日	2015年3月31日
		Notes	HK\$'000	HK\$'000
		附註	千港元	千港元
<b>NON-CURRENT LIABILITIES</b>	<b>非流動負債</b>			
Interest-bearing bank and other borrowings	計息銀行及其他借貸	29	8,965,863	8,640,398
Senior notes	優先票據	31	4,113,363	4,082,811
Medium-term notes	中期票據	32	5,026,696	2,704,226
Corporate bonds	企業債券	33	1,891,219	–
Domestic company bonds	境內公司債券	34	3,629,086	–
Deferred tax liabilities	遞延稅項負債	35	5,369,466	4,459,096
			<b>28,995,693</b>	19,886,531
Total non-current liabilities	非流動負債總額		<b>28,995,693</b>	19,886,531
			<b>26,368,465</b>	25,021,816
Net assets	資產淨值		<b>26,368,465</b>	25,021,816
<b>EQUITY</b>	<b>權益</b>			
Equity attributable to owners of the parent	母公司擁有人應佔權益			
Share capital	股本	36	7,043,784	7,034,761
Other reserves	其他儲備	39	19,134,733	17,832,208
			<b>26,178,517</b>	24,866,969
Non-controlling interests	非控股權益		<b>189,948</b>	154,847
			<b>26,368,465</b>	25,021,816
<b>Total equity</b>	<b>權益總額</b>		<b>26,368,465</b>	25,021,816

CHENG CHUNG HING 鄭松興  
Director 董事

FUNG SING HONG STEPHEN 馮星航  
Director 董事

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

## 綜合權益變動表

Year ended 31 March 2016 截至2016年3月31日止年度



		Attributable to owners of the parent 母公司擁有人應佔										
		Share capital	Statutory surplus reserve	Share option reserve	Exchange fluctuation reserve	Capital reserve	Revaluation reserve	Retained profits	Equity component of convertible notes	Total	Non-controlling interests	Total equity
		股本	法定盈餘儲備	購股權儲備	匯兌波動儲備	資本儲備	重估儲備	保留利潤	權益成份可換股票據	總計	非控股權益	權益總額
Notes		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
附註		千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元
			Note (i) 附註(i)									
At 1 April 2014	於2014年4月1日	4,684,476	684,711	85,157	1,397,501	(232,690)	286,456	13,026,534	37,360	19,969,505	174,640	20,144,145
Profit for the year	本年度利潤	-	-	-	-	-	-	3,727,872	-	3,727,872	(13,092)	3,714,780
Other comprehensive income for the year:	本年度其他全面收入：											
Exchange differences on translation of foreign operations	換算海外業務的匯兌差額	-	-	-	60,524	-	-	-	-	60,524	(1,987)	58,537
Total comprehensive income for the year	本年度總全面收入	-	-	-	60,524	-	-	3,727,872	-	3,788,396	(15,079)	3,773,317
Capital contribution from non-controlling shareholders	非控股股東的資本出資	-	-	-	-	5,211	-	-	-	5,211	8,921	14,132
Acquisition of non-controlling interests of subsidiaries	收購附屬公司的非控股權益	-	-	-	-	-	-	-	-	-	(13,635)	(13,635)
Exercise of Tencent call options	行使騰訊購股權	851,904	-	-	-	-	-	-	-	851,904	-	851,904
Conversion of convertible notes	可換股票據轉換	1,045,292	-	-	-	-	-	-	(37,360)	1,007,932	-	1,007,932
Exercise of share options	行使購股權	38	453,089	-	(62,917)	-	-	-	-	390,172	-	390,172
Lapse of share options	購股權失效	38	-	-	(215)	-	-	215	-	-	-	-
Equity-settled share option arrangement	以權益結算的購股權安排	38	-	-	90,742	-	-	-	-	90,742	-	90,742
Shares repurchased	股份回購	-	-	-	-	-	-	(150,619)	-	(150,619)	-	(150,619)
Final 2014 dividend paid	已付2014年末期股息	-	-	-	-	-	-	(1,086,274)	-	(1,086,274)	-	(1,086,274)
Transfer from retained profits	轉發自保留利潤	-	396,369	-	-	-	-	(396,369)	-	-	-	-
At 31 March 2015	於2015年3月31日	7,034,761	1,081,080*	112,767*	1,458,025*	(227,479)*	286,456*	15,121,359*	-	24,866,969	154,847	25,021,816



CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (Continued)  
綜合權益變動表(續)

Year ended 31 March 2016 截至2016年3月31日止年度



		Attributable to owners of the parent 母公司擁有人應佔							Non-controlling interests		Total equity
		Share capital	Statutory surplus reserve	Share option reserve	Exchange fluctuation reserve	Capital reserve	Revaluation reserve	Retained profits	Total	Non-controlling interests	Total equity
		股本	法定盈餘儲備	購股權儲備	匯兌波動儲備	資本儲備	重估儲備	保留利潤	總計	非控股權益	權益總額
Notes		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
附註		千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元
		Note (i) 附註(i)									
At 1 April 2015	於2015年4月1日	7,034,761	1,081,080	112,767	1,458,025	(227,479)	286,456	15,121,359	24,866,969	154,847	25,021,816
Profit for the year	本年度利潤	-	-	-	-	-	-	3,537,012	3,537,012	(3,236)	3,533,776
Other comprehensive loss for the year:	本年度其他全面虧損：										
Exchange differences on translation of foreign operations	換算海外業務的匯兌差額	-	-	-	(1,083,845)	-	-	-	(1,083,845)	(8,205)	(1,092,050)
Total comprehensive income for the year	本年度總全面收入	-	-	-	(1,083,845)	-	-	3,537,012	2,453,167	(11,441)	2,441,726
Capital contribution from non-controlling shareholders	非控股股東的資本出資	-	-	-	-	(46,542)	-	-	(46,542)	46,542	-
Exercise of share options	行使購股權	38	9,023	(1,164)	-	-	-	-	7,859	-	7,859
Lapse of share options	購股權失效	38	-	(126)	-	-	-	126	-	-	-
Equity-settled share option arrangement	以權益結算的購股權安排	38	-	29,341	-	-	-	-	29,341	-	29,341
Shares repurchased	股份回購	36	-	-	-	-	-	(11,602)	(11,602)	-	(11,602)
Final 2015 dividend paid	已付2015年末期股息	-	-	-	-	-	-	(1,120,675)	(1,120,675)	-	(1,120,675)
Transfer from retained profits	轉撥自保留利潤	-	263,686	-	-	-	-	(263,686)	-	-	-
At 31 March 2016	於2016年3月31日	7,043,784	1,344,766*	140,818*	374,180*	(274,021)*	286,456*	17,262,534*	26,178,517	189,948	26,368,465

\* These reserve accounts comprise the consolidated other reserves of HK\$19,134,733,000 (31 March 2015: HK\$17,832,208,000) in the consolidated statement of financial position.

\* 該等儲備賬包括綜合財務狀況表所載的綜合其他儲備19,134,733,000港元(2015年3月31日: 17,832,208,000港元)。

Note:

附註:

(i) In accordance with the PRC Company Law, the Company's subsidiaries registered in the PRC are required to appropriate 10% of the annual statutory profit after tax (after offsetting any prior years' losses) to the statutory surplus reserve. When the balance of this reserve fund reaches 50% of the entity's registered capital, any further appropriation is optional. The statutory surplus reserve can be utilised to offset prior years' losses or to increase capital. However, the balance of the statutory surplus reserve must be maintained at a minimum of 25% of the registered capital after such usages.

(i) 根據中國公司法，本公司於中國註冊的附屬公司須將年度法定稅後利潤(經抵銷任何過往年度虧損後)的10%撥入法定盈餘儲備。當儲備資金結餘達至實體註冊資本的50%時，可以選擇是否再次撥入資金。法定盈餘儲備可用於抵銷過往年度虧損或增加資本。然而，法定盈餘儲備於作出該等用途後的結餘必須最少維持於註冊資本的25%。

# CONSOLIDATED STATEMENT OF CASH FLOWS

## 綜合現金流量表

Year ended 31 March 2016 截至2016年3月31日止年度



		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
	Notes 附註		
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>經營活動現金流量</b>		
Profit before tax	稅前利潤	<b>4,904,233</b>	5,859,489
Adjustments for:	調整：		
Finance costs	融資成本	7 <b>159,386</b>	165,595
Share of profits and losses of associates	應佔聯營公司利潤及虧損	–	7,210
Bank interest income	銀行利息收入	<b>(85,947)</b>	(68,996)
Loss on disposal of items of property, plant and equipment	出售物業、廠房及設備項目虧損	6 <b>61</b>	114
Depreciation	折舊	6 <b>150,885</b>	93,265
Amortisation of prepaid land lease payments	預付土地出租金攤銷	6 <b>23,618</b>	14,823
Changes in fair value of investment properties	投資物業公平值變動	5 <b>(3,232,699)</b>	(2,398,531)
Provision for/(reversal of provision for) impairment of trade receivables	應收貿易賬款減值撥備／(沖回撥備)	6 <b>96,660</b>	(16,400)
Loss on disposal of a joint venture	處置一家合營公司虧損	6 <b>4,959</b>	–
Loss on disposal of subsidiaries	處置附屬公司虧損	6 <b>444</b>	–
Fair value losses/(gains), net:	公平值虧損／(收益)·淨額：		
Derivative financial instrument	衍生金融工具	5 –	(151,915)
Held-for-trading investments at fair value through profit or loss, net	透過損益以公平值列賬之持作買賣投資	5 <b>5,525</b>	(3,770)
Dividend income from held-for-trading investments at fair value through profit or loss	透過損益以公平值列賬之持作買賣投資的股息收入	<b>(1,053)</b>	(195)
Equity-settled share option expense	以權益結算的購股權開支	6 <b>29,341</b>	90,742
		<b>2,055,413</b>	3,591,431
Decrease/(increase) in properties held for sale	持作銷售物業減少／(增加)	<b>1,793,122</b>	(2,841,920)
Decrease/(increase) in properties held for finance lease	持作融資租賃物業減少／(增加)	<b>233,976</b>	(51,421)
Decrease in other long-term receivables	其他長期應收款項減少	<b>4,342</b>	9,158
Decrease in trade receivables	應收貿易賬款減少	<b>328,128</b>	1,192,361
Increase in prepayments, deposits and other receivables	預付款項、按金及其他應收款項增加	<b>(152,468)</b>	(61,818)
(Increase)/decrease in restricted cash	受限制現金(增加)／減少	<b>(993,890)</b>	58,356
(Decrease)/increase in trade and other payables	貿易及其他應付款項(減少)／增加	<b>(599,346)</b>	708,071
Cash generated from operations	經營所得的現金	<b>2,669,277</b>	2,604,218
Overseas taxes paid	已付海外稅項	<b>(1,481,940)</b>	(1,217,408)
Net cash flows from operating activities	經營活動現金流入淨額	<b>1,187,337</b>	1,386,810

CONSOLIDATED STATEMENT OF CASH FLOWS (Continued)

綜合現金流量表(續)

Year ended 31 March 2016 截至2016年3月31日止年度



		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
	Notes 附註		
Net cash flows from operating activities	經營活動現金流入淨額	<b>1,187,337</b>	1,386,810
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	<b>投資活動現金流量</b>		
Purchases of items of property, plant and equipment	購買物業、廠房及設備項目	<b>(38,390)</b>	(84,127)
Dividends received from held-for-trading investments at fair value through profit or loss	透過損益以公平值列賬之持作買賣投資已收股息	<b>1,053</b>	195
Proceeds from disposal of items of property, plant and equipment	出售物業、廠房及設備項目所得款項	<b>6,392</b>	3,124
Purchase of available-for-sale investments	購買可供出售金融投資	<b>(12)</b>	(175,500)
Investments in associates	於聯營公司的投資	<b>(26,760)</b>	(30,733)
Acquisition of non-controlling interests of subsidiaries	收購附屬公司的非控股權益	–	(239,342)
Proceeds received from disposal of subsidiaries	出售附屬公司所得款項	<b>10,246</b>	139,261
Net advances to a joint venture	一家合營企業所得墊款淨額	–	(3,349)
Additions to properties under development	發展中物業添置	<b>(5,423,894)</b>	(12,022,895)
Additions to prepaid land lease payments	預付土地出租金增加	<b>(83,019)</b>	–
Interest received	已收利息	<b>85,947</b>	68,996
Net cash flows used in investing activities	投資活動現金流出淨額	<b>(5,468,437)</b>	(12,344,370)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>融資活動現金流量</b>		
Issue of medium-term notes	發行中期票據	<b>2,415,662</b>	2,483,550
Issue of corporate bonds	發行企業債券	<b>1,787,980</b>	–
Issue of short-term notes	發行短期融資券	<b>2,559,480</b>	2,750,880
Issue of domestic company bonds	發行境內公司債券	<b>3,582,545</b>	–
Capital contribution from non-controlling shareholders	非控股股東出資	–	8,921
Shares repurchased	股份回購	<b>(11,602)</b>	(150,619)
Payment for interest on senior notes	優先票據利息付款	<b>(389,024)</b>	(389,024)
Payment for interest on convertible notes	可換股票據利息付款	–	(31,688)
Payment for interest on medium-term notes	中期票據利息付款	<b>(196,953)</b>	–
Payment for interest on short-term notes	短期融資券利息付款	<b>(135,995)</b>	–
Repayment of short-term notes	償還短期融資券	<b>(2,698,740)</b>	–
New bank and other borrowings	新借銀行及其他貸款	<b>10,800,504</b>	9,346,170
Repayment of bank and other borrowings	償還銀行及其他貸款	<b>(9,051,904)</b>	(6,370,970)
Exercise of share options	行使購股權	<b>7,859</b>	390,171
Exercise of Tencent call options	行使騰訊購股權	–	822,528
Dividends paid	分派股息	<b>(1,120,675)</b>	(1,086,274)
Interest paid	已付利息	<b>(990,380)</b>	(960,997)
Net cash flows from financing activities	融資活動現金流入淨額	<b>6,558,757</b>	6,812,648
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>現金及現金等價物增加/(減少)淨額</b>	<b>2,277,657</b>	(4,144,912)
Cash and cash equivalents at beginning of year	年初的現金及現金等價物	<b>7,253,469</b>	11,303,044
Effect of foreign exchange rate changes, net	匯率變動影響淨額	<b>(203,319)</b>	95,337
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>年終的現金及現金等價物</b>	<b>9,327,807</b>	7,253,469
<b>ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS</b>	<b>現金及現金等價物結餘分析</b>		
Cash and cash equivalents	現金及現金等價物	<b>9,327,807</b>	7,253,469

# NOTES TO FINANCIAL STATEMENTS

## 財務報表附註

31 March 2016 2016年3月31日



### 1. Corporate and Group Information

China South City Holdings Limited (the "Company") is a limited liability company incorporated in Hong Kong. The registered office of the Company is located at Room 2205, 22/F, Sun Life Tower, The Gateway, 15 Canton Road, Tsimshatsui, Kowloon, Hong Kong.

During the year, the Company and its subsidiaries (collectively referred to as the "Group") were principally engaged in the development and operation of large-scale integrated logistics and trade centers, development of residential and commercial ancillary facilities, property management and the provision of E-commerce, outlet operations, logistics and warehousing services.

#### Information about subsidiaries

Particulars of the Company's principal subsidiaries are as follows:

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2016 於2016年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
China South International Industrial Materials City (Shenzhen) Company Limited (ii)(iv) ("China South International") 華南國際工業原料城(深圳)有限公司(ii)(iv) (「華南國際」)	The People's Republic of China ("PRC")/ Mainland China 中國/中國大陸	HK\$2,200,000,000 2,200,000,000港元	18 December 2002 18-12-2002	100	-	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Nanchang China South City Company Limited (i)(iv) 南昌華南城有限公司(i)(iv)	PRC/Mainland China 中國/中國大陸	Renminbi ("RMB") 1,100,000,000 人民幣1,100,000,000元	16 November 2007 16-11-2007	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Nanning China South City Company Limited (iii)(iv) 南寧華南城有限公司(iii)(iv)	PRC/Mainland China 中國/中國大陸	RMB1,000,000,000 人民幣1,000,000,000元	28 August 2009 28-08-2009	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營

### 1. 公司及本集團資料

華南城控股有限公司(「本公司」)在香港註冊成立為有限公司。本公司註冊辦事處位於香港九龍尖沙咀廣東道15號港威大廈永明金融大樓22樓2205室。

年內，本公司及其附屬公司(統稱「本集團」)主要從事發展及經營大型綜合商貿物流及商貿中心、開發商住配套設施、物業管理以及提供電子商貿、奧特萊斯運營、物流及倉儲服務。

#### 附屬公司資料

本公司的主要附屬公司詳情如下：

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2016 2016年3月31日



1. Corporate and Group Information (Continued)  
Information about subsidiaries (Continued)

1. 公司及本集團資料(續)  
附屬公司資料(續)

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2016 於2016年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company 本公司應佔 權益百分比		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
Xi'an China South City Company Limited (iii) 西安華南城有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB1,000,000,000 人民幣1,000,000,000元	12 November 2009 12-11-2009	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Harbin China South City Company Limited (iii) 哈爾濱華南城有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB1,500,000,000 人民幣1,500,000,000元	9 January 2012 09-01-2012	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Harbin Baolitong Market Development Management Company Limited (iii) 哈爾濱寶力通市場開發管理有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB500,000,000 人民幣500,000,000元	22 December 2011 22-12-2011	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Zhengzhou China South City Company Limited (iii)(iv) 鄭州華南城有限公司(iii)(iv)	PRC/Mainland China 中國/中國大陸	RMB1,000,000,000 人民幣1,000,000,000元	17 May 2012 17-05-2012	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Hefei China South City Company Limited (ii)(iv) 合肥華南城有限公司(ii)(iv)	PRC/Mainland China 中國/中國大陸	RMB600,000,000 人民幣600,000,000元	25 December 2012 25-12-2012	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營
Chongqing China South City Company Limited (ii)(iv) 重慶華南城有限公司(ii)(iv)	PRC/Mainland China 中國/中國大陸	RMB800,304,400/ RMB1,000,000,000 人民幣800,304,400元/ 人民幣1,000,000,000元	27 December 2013 27-12-2013	-	100	Development and operation of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及運營



**1. Corporate and Group Information** (Continued)  
**Information about subsidiaries** (Continued)

**1. 公司及本集團資料**(續)  
**附屬公司資料**(續)

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2016 於2016年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company 本公司應佔 權益百分比		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
Shenzhen Huasheng Commercial Development Company Limited (iii) 深圳華盛商業發展有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB50,000,000 人民幣50,000,000元	19 November 2010 19-11-2010	-	100	Management of outlet operations 奧特萊斯商場運營管理
Shenzhen China South City E-Commerce Technology Company Limited (ii) 深圳華南城網科技有限公司(ii)	PRC/Mainland China 中國/中國大陸	RMB100,000,000 人民幣100,000,000元	19 April 2012 19-04-2012	-	100	Development, operation and management of E-commerce platform 電子商貿平台開發、運營及管理
Shenzhen First Asia Pacific Property Management Company Limited (i) 深圳第一亞太物業管理有限公司(i)	PRC/Mainland China 中國/中國大陸	RMB50,000,000 人民幣50,000,000元	31 December 2003 31-12-2003	2.5	97.5	Provision of property management services 提供物業管理服務
Qianlong Logistics Group Limited (iii) 乾龍物流集團有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB200,000,000 人民幣200,000,000元	2 July 2004 02-07-2004	-	100	Provision of logistics services 提供物流服務

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2016 2016年3月31日



1. Corporate and Group Information (Continued)  
Information about subsidiaries (Continued)

1. 公司及本集團資料(續)  
附屬公司資料(續)

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2016 於2016年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company 本公司應佔 權益百分比		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
Shenzhen HOBA Home Furnishing Chain Store Company Limited (iii)(v) 深圳市好百年家居連鎖股份有限公司(iii)(v)	PRC/Mainland China 中國/中國大陸	RMB480,000,000 人民幣480,000,000元	12 October 2001 12-10-2001	-	75	Furnishing market operation 家居廣場運營
China South City Management Company Limited 華南城管理有限公司	Hong Kong 香港	HK\$1 1港元	9 November 2007 09-11-2007	-	100	Provision of management services 提供管理服務
China South City Group Company Limited (iii) 華南城集團有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB300,000,000 人民幣300,000,000元	20 July 2004 20-07-2004	-	100	Investment holding 投資控股

Notes:

- (i) Sino-foreign equity joint ventures under PRC law.
- (ii) Wholly-foreign-owned enterprises under PRC law.
- (iii) Limited companies under PRC law.
- (iv) Pursuant to certain project and land related contracts signed by the subsidiaries of the Group and the local governments, as well as pursuant to the requirements of the local governments and the local authorities related to the relevant public tender, auction and listing, some of the land acquired have sales restrictions on properties built on it. The saleable area of trade centers of CSC Shenzhen is limited to 30% of the total buildable gross floor area ("GFA") of properties built on the relevant parcels of land. The saleable area of trade centers and logistics facilities built on certain parcels of land acquired by CSC Nanchang and CSC Nanning in 2010 is limited to 60% of the relevant total buildable GFA. The saleable area of trade centers built by CSC Hefei and CSC Chongqing is limited to 50% of their relevant total buildable GFA. The saleable area of trade centers of phase I and future phases of CSC Zhengzhou are limited to 60% and 50% respectively of the relevant total buildable GFA. Except for the restrictions mentioned herein, there is no sales restriction on other parcels of land acquired by the Group.

附註：

- (i) 中國法律下的中外合資經營公司。
- (ii) 中國法律下的外商獨資企業。
- (iii) 中國法律下的有限公司。
- (iv) 根據本集團附屬公司與當地政府簽訂的若干項目及土地相關合同，以及根據當地政府或招拍掛相關部門的文件要求，部分項目所建物業存在銷售限制，包括深圳華南城相關地塊上的交易中心的可銷售面積限於總可建建築面積的30%；南昌華南城和南寧華南城於2010年取得的若干土地，其上建設的交易中心及倉儲設施的可銷售面積限於該等物業總可建建築面積的60%；合肥華南城及重慶華南城建設的交易中心的可銷售面積限於該等物業總可建建築面積的50%；鄭州華南城建設的一期及以後各期的交易中心的可銷售面積分別限於該等物業總可建建築面積的60%及50%。除上述情況之外，本集團的其他土地並沒有銷售限制。



## 1. Corporate and Group Information (Continued) Information about subsidiaries (Continued)

Notes: (Continued)

- (v) Pursuant to an agreement entered into with Shenzhen HOBA Home Furnishing Chain Store Company Limited (“HOBA Furnishing”) in July 2013, the Group has agreed to subscribe for 360,000,000 shares of HOBA Furnishing at a total consideration of RMB522,210,000. In November 2013, the Group subscribed for 72,000,000 shares in HOBA Furnishing, which was satisfied by cash of RMB104,442,000 (equivalent to HK\$132,861,000). During the year, the Group further subscribed for 288,000,000 shares of HOBA Furnishing, which was satisfied by cash of RMB52,221,000 (equivalent to HK\$63,647,000) and investment properties with fair value in aggregate of RMB365,547,000 (equivalent to HK\$445,529,000). As of 31 March 2016, the Group has acquired a 75% equity interest in HOBA Furnishing.

### 2.1 Basis of Preparation

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRSs”) (which include all Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards (“HKASs”) and Interpretations) issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”), accounting principles generally accepted in Hong Kong and the Hong Kong Companies Ordinance. They have been prepared under the historical cost convention, except for investment properties and held-for-trading investments at fair value through profit or loss, which have been measured at fair value. These financial statements are presented in Hong Kong dollars and all values are rounded to the nearest thousand except when otherwise indicated.

### Basis of consolidation

The consolidated financial statements include the financial statements of the Group for the year ended 31 March 2016. A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee (i.e., existing rights that give the Group the current ability to direct the relevant activities of the investee).

## 1. 公司及本集團資料(續) 附屬公司資料(續)

附註：(續)

- (v) 根據與深圳市好百年家居連鎖股份有限公司(「好百年家居」)於2013年7月所訂立的協議，本集團同意認購好百年家居的360,000,000股股份，總代價為人民幣522,210,000元。於2013年11月，本集團已繳付人民幣104,442,000元(相等於132,861,000港元)認購72,000,000股好百年家居的股份。於本年內，本集團以現金人民幣52,221,000元(相等於63,647,000港元)及公平值人民幣365,547,000元(相等於445,529,000港元)的投資性物業認購288,000,000股好百年家居的股份。於2016年3月31日，本集團持有好百年家居75%的權益。

### 2.1 編製基準

該等財務報表乃根據香港會計師公會(「香港會計師公會」)頒佈之香港財務報告準則(「香港財務報告準則」)(當中包括所有香港財務報告準則、香港會計準則(「香港會計準則」)及詮釋)、香港公認會計原則及香港公司條例之規定而編製，並按歷史成本法編製，惟投資物業及透過損益以公平值列賬之持作買賣投資按公平值計量則除外。除另有說明外，此等財務報表以港元呈列，所有數值均已四捨五入至最接近千位數。

### 綜合基準

合併財務報表包括本集團截至2016年3月31日止年度的財務報表。附屬公司為本公司直接或間接控制的實體(包括結構性實體)。當本集團承受或享有參與投資對象業務所得的可變回報，且能透過對投資對象的權力(即賦予本集團現有有能力主導投資對象相關活動的既存權利)影響該等回報時，即取得控制權。





## 2.1 Basis of Preparation (Continued)

### Basis of consolidation (Continued)

When the Company has, directly or indirectly, less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- (a) the contractual arrangement with the other vote holders of the investee;
- (b) rights arising from other contractual arrangement; and
- (c) the Group's voting rights and potential voting rights.

The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. The results of subsidiaries are consolidated from the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Profit or loss and each component of other comprehensive income are attributed to the owners of the parent of the Group and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control described above. A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

## 2.1 編製基準(續)

### 綜合基準(續)

倘本公司直接或間接擁有少於投資對象大多數的投票或類似權利，則本集團於評估其是否擁有對投資對象的權力時，會考慮一切相關事實及情況，包括：

- (a) 與投資對象其他投票持有人的合約安排；
- (b) 其他合約安排所產生的權利；及
- (c) 本集團的投票權及潛在投票權。

附屬公司的財務報表乃就與本公司相同的報告期間採納一致的會計政策編製。附屬公司的業績由本集團取得控制權當日起綜合計算，並會繼續綜合，直至該等控制權終止。

即使會導致非控股權益出現虧蝕結餘，損益及其他全面收入的各個組成部分仍會歸屬於本集團母公司擁有人及非控股權益。

所有集團內公司間資產、負債、權益、收入及開支以及與本集團成員公司間交易有關的現金流，將於綜合時悉數對銷。

倘事實或情況顯示上文所述三個控制因素中有一個或以上出現變動，則本集團將重新評估其是否仍控制該投資對象。於附屬公司擁有權權益的變動(並無喪失控制權)於入賬時列作權益交易。



## 2.1 Basis of Preparation (Continued)

### Basis of consolidation (Continued)

If the Group loses control over a subsidiary, it derecognises (i) the assets (including goodwill) and liabilities of the subsidiary, (ii) the carrying amount of any non-controlling interest and (iii) the cumulative translation differences recorded in equity; and recognises (i) the fair value of the consideration received, (ii) the fair value of any investment retained and (iii) any resulting surplus or deficit in profit or loss. The Group's share of components previously recognised in other comprehensive income is reclassified to profit or loss or retained profits, as appropriate, on the same basis as would be required if the Group had directly disposed of the related assets or liabilities.

## 2.2 Changes in Accounting Policies and Disclosures

The Group has adopted the following revised standards for the first time for the current year's financial statements.

Amendments to HKAS 19 *Defined Benefit Plans: Employee Contributions*

*Annual Improvements to HKFRSs 2010-2012 Cycle*

*Annual Improvements to HKFRSs 2011-2013 Cycle*

The nature and the impact of each amendment is described below:

- (a) Amendments to HKAS 19 apply to contributions from employees or third parties to defined benefit plans. The amendments simplify the accounting for contributions that are independent of the number of years of employee service, for example, employee contributions that are calculated according to a fixed percentage of salary. If the amount of the contributions is independent of the number of years of service, an entity is permitted to recognise such contributions as a reduction of service cost in the period in which the related service is rendered. The amendments have had no impact on the Group as the Group does not have defined benefit plans.

## 2.1 編製基準(續)

### 綜合基準(續)

倘本集團失去附屬公司的控制權，則會終止確認(i)該附屬公司的資產(包括商譽)及負債；(ii)任何非控股權益的賬面值；及(iii)計入權益的累計匯兌差額；並確認(i)已收代價的公允值；(ii)任何獲保留投資的公允值；及(iii)其因而產生計入損益的盈餘或虧蝕。先前已於其他全面收入確認的本集團應佔部分，乃按照本集團直接出售相關資產及負債時所規定的相同基準，在適當的情況下重新分類至損益或保留利潤。

## 2.2 會計政策的變更及披露

本集團已於本年度財務報表中首次採納下列經修訂準則。

香港會計準則第19號 *界定福利計劃：僱員供款之修訂*

*2010年至2012年週期香港財務報告準則之年度改進*

*2011年至2013年週期香港財務報告準則之年度改進*

各項修訂及詮釋之性質及影響說明如下：

- (a) 香港會計準則第19號修訂本適用於僱員或者第三方向界定福利計劃的供款。該修訂本簡化獨立於僱員服務年期的供款的會計處理，如僱員供款根據薪金的固定比例進行計算。倘供款金額獨立於服務年期，實體可以在僱員提供有關服務期間將僱員供款確認為服務成本的抵減項。由於本集團並無任何界定福利計劃，故該等修訂並無對本集團構成任何影響。



## 2.2 Changes in Accounting Policies and Disclosures

(Continued)

(b) The *Annual Improvements to HKFRSs 2010-2012 Cycle* issued in January 2014 sets out amendments to a number of HKFRSs. Details of the amendments that are effective for the current year are as follows:

- HKFRS 8 *Operating Segments*: Clarifies that an entity must disclose the judgements made by management in applying the aggregation criteria in HKFRS 8, including a brief description of operating segments that have been aggregated and the economic characteristics used to assess whether the segments are similar. The amendments also clarify that a reconciliation of segment assets to total assets is only required to be disclosed if the reconciliation is reported to the chief operating decision maker. The amendments have had no impact on the Group.
- HKAS 16 *Property, Plant and Equipment* and HKAS 38 *Intangible Assets*: Clarifies the treatment of gross carrying amount and accumulated depreciation or amortisation of revalued items of property, plant and equipment and intangible assets. The amendments have had no impact on the Group as the Group does not apply the revaluation model for the measurement of these assets.
- HKAS 24 *Related Party Disclosures*: Clarifies that a management entity (i.e., an entity that provides key management personnel services) is a related party subject to related party disclosure requirements. In addition, an entity that uses a management entity is required to disclose the expenses incurred for management services. The amendment has had no impact on the Group as the Group does not receive any management services from other entities.

## 2.2 會計政策的變更及披露(續)

(b) 於2014年1月頒佈的*2010年至2012年週期香港財務報告準則之年度改進*載列香港財務報告準則的多項修訂。於本年度生效的修訂詳情如下：

- 香港財務報告準則第8號*經營分部*：釐清實體必須披露管理層於應用香港財務報告準則第8號中的合併處理準則時作出的判斷，包括作合併處理的經營分部簡述，以及評估分部是否相似時所用的經濟特徵。該等修訂亦澄清，分部資產與總資產的對賬僅於該對賬乃向主要營運決策者匯報時方須披露。該等修訂並無對本集團構成影響。
- 香港會計準則第16號*物業、廠房及設備*及香港會計準則第38號*無形資產*：釐清物業、廠房及設備以及無形資產重估項目的賬面總值及累計折舊或攤銷處理方法。由於本集團並無使用重估模式計量該等資產，因此該等修訂並無對本集團構成影響。
- 香港會計準則第24號*關連方披露*：釐清管理實體(即提供關鍵管理人員服務的實體)為關連方，須遵守關連方披露規定。此外，使用管理實體的實體須披露就管理服務產生的開支。由於本集團並無接受其他實體提供的任何管理服務，因此該等修訂並無對本集團構成任何影響。



## 2.2 Changes in Accounting Policies and Disclosures

(Continued)

(c) The *Annual Improvements to HKFRSs 2011-2013 Cycle* issued in January 2014 sets out amendments to a number of HKFRSs. Details of the amendments that are effective for the current year are as follows:

- HKFRS 3 *Business Combinations*: Clarifies that joint arrangements but not joint ventures are outside the scope of HKFRS 3 and the scope exception applies only to the accounting in the financial statements of the joint arrangement itself. The amendment is applied prospectively. The amendment has had no impact on the Group as the Company is not a joint arrangement and the Group did not form any joint arrangement during the year.
- HKFRS 13 *Fair Value Measurement*: Clarifies that the portfolio exception in HKFRS 13 can be applied not only to financial assets and financial liabilities, but also to other contracts within the scope of HKFRS 9 or HKAS 39 as applicable. The amendment is applied prospectively from the beginning of the annual period in which HKFRS 13 was initially applied. The amendment has had no impact on the Group as the Group does not apply the portfolio exception in HKFRS 13.
- HKAS 40 *Investment Property*: Clarifies that HKFRS 3, instead of the description of ancillary services in HKAS 40 which differentiates between investment property and owner-occupied property, is used to determine if the transaction is a purchase of an asset or a business combination. The amendment is applied prospectively for acquisitions of investment properties. The amendment has had no impact on the Group as the acquisition of investment properties during the year was not a business combination and so this amendment is not applicable.

## 2.2 會計政策的變更及披露(續)

(c) 於2014年1月頒佈的2011年至2013年週期香港財務報告準則的年度改進載列香港財務報告準則的多項修訂。於本年度生效的修訂詳情如下：

- 香港財務報告準則第3號業務合併：釐清合營安排(而非合營公司)不屬於香港財務報告準則第3號的範圍內，而此範圍豁免僅適用於合營安排自身財務報表的會計處理。該修訂將於生效後應用。由於本公司並非合營安排，且本集團於年內並無成立任何合營安排，因此該修訂並無對本集團構成影響。
- 香港財務報告準則第13號公允價值量：釐清香港財務報告準則第13號所述的組合豁免不僅適用於金融資產及金融負債，亦可應用於香港財務報告準則第9號或香港會計準則第39號(如適用)範圍內的其他合約。該修訂將自香港財務報告準則第13號首次應用的年度期間開始起應用。由於本集團並無應用香港財務報告準則第13號的組合豁免，因此該修訂並無對本集團構成影響。
- 香港會計準則第40號投資物業：釐清須使用香港財務報告準則第3號(而非香港會計準則第40號對輔助服務的描述，該描述區分投資物業與自有物業)以釐定交易屬購置資產或業務合併。該修訂於生效後應用於收購投資物業。由於本集團於年內並無收購任何投資物業，該修訂並不適用，因此該修訂並無對本集團構成影響。



### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards

The Group has not applied the following new and revised HKFRSs, that have been issued but are not yet effective, in these financial statements.

HKFRS 9	<i>Financial Instruments</i> <sup>2</sup>
Amendments to HKFRS 10 and HKAS 28 (2011)	<i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture</i> <sup>1</sup>
Amendments to HKFRS 10, HKFRS 12 and HKAS 28 (2011)	<i>Investment Entities: Applying the Consolidation Exception</i> <sup>1</sup>
Amendments to HKFRS 11	<i>Accounting for Acquisitions of Interests in Joint Operations</i> <sup>1</sup>
HKFRS 14	<i>Regulatory Deferral Accounts</i> <sup>4</sup>
HKFRS 15	<i>Revenue from Contracts with Customers</i> <sup>2</sup>
HKFRS 16	<i>Leases</i> <sup>3</sup>
Amendments to HKAS 1	<i>Disclosure Initiative</i> <sup>1</sup>
Amendments to HKAS 16 and HKAS 38	<i>Clarification of Acceptable Methods of Depreciation and Amortisation</i> <sup>1</sup>
Amendments to HKAS 16 and HKAS 41	<i>Agriculture: Bearer Plants</i> <sup>1</sup>
Amendments to HKAS 27 (2011)	<i>Equity Method in Separate Financial Statements</i> <sup>1</sup>
<i>Annual Improvements 2012-2014 Cycle</i>	Amendments to a number of HKFRSs <sup>1</sup>

- <sup>1</sup> Effective for annual periods beginning on or after 1 January 2016
- <sup>2</sup> Effective for annual periods beginning on or after 1 January 2018
- <sup>3</sup> Effective for annual periods beginning on or after 1 January 2019
- <sup>4</sup> Effective for an entity that first adopts HKFRSs for its annual financial statements beginning on or after 1 January 2016 and therefore is not applicable to the Group

### 2.3 已頒佈但尚未生效的香港財務報告準則

本集團並未於此等財務報表中採納以下已頒佈但尚未生效之新訂及經修訂香港財務報告準則。

香港財務報告準則第9號	<i>金融工具</i> <sup>2</sup>
香港財務報告準則第10號及香港會計準則第28號(2011年)之修訂	<i>投資者與其聯營公司或合營公司之間的資產出售或注資</i> <sup>1</sup>
香港財務報告準則第10號、香港財務報告準則第12號及香港會計準則第28號(2011年)之修訂	<i>投資實體：應用綜合豁免</i> <sup>1</sup>
香港財務報告準則第11號之修訂	<i>收購合營業務權益的會計方法</i> <sup>1</sup>
香港財務報告準則第14號	<i>監管遞延賬目</i> <sup>4</sup>
香港財務報告準則第15號	<i>客戶合約收益</i> <sup>2</sup>
香港財務報告準則第16號	<i>租賃</i> <sup>3</sup>
香港會計準則第1號之修訂	<i>披露計劃</i> <sup>1</sup>
香港會計準則第16號及香港會計準則第38號之修訂	<i>澄清折舊及攤銷的可接受方法</i> <sup>1</sup>
香港會計準則第16號及香港會計準則第41號之修訂	<i>農業：生產性植物</i> <sup>1</sup>
香港會計準則第27號之修訂(2011年)	<i>獨立財務報表之權益法</i> <sup>1</sup>
<i>2012年至2014年週期之年度改進</i>	多項香港財務報告準則之修訂 <sup>1</sup>

- <sup>1</sup> 於2016年1月1日或之後開始之年度期間生效
- <sup>2</sup> 於2018年1月1日或之後開始之年度期間生效
- <sup>3</sup> 於2019年1月1日或之後開始之年度期間生效
- <sup>4</sup> 首次採納香港財務報告準則的實體，適用於2016年1月1日或之後開始的年度財務報表，因此不適用於本集團



### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards (Continued)

Further information about those HKFRSs that are expected to be applicable to the Group is as follows:

In September 2014, the HKICPA issued the final version of HKFRS 9, bringing together all phases of the financial instruments project to replace HKAS 39 and all previous versions of HKFRS 9. The standard introduces new requirements for classification and measurement, impairment and hedge accounting. The Group expects to adopt HKFRS 9 from 1 April 2018. The Group is currently assessing the impact of the standard upon adoption and expects that the adoption of HKFRS 9 will have an impact on the classification and measurement of the Group's financial assets. Further information about the impact will be available nearer the implementation date of the standard.

The amendments to HKFRS 10 and HKAS 28 (2011) address an inconsistency between the requirements in HKFRS 10 and in HKAS 28 (2011) in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require a full recognition of a gain or loss when the sale or contribution of assets between an investor and its associate or joint venture constitutes a business. For a transaction involving assets that do not constitute a business, a gain or loss resulting from the transaction is recognised in the investor's profit or loss only to the extent of the unrelated investor's interest in that associate or joint venture. The amendments are to be applied prospectively. The Group expects to adopt the amendments from 1 April 2016.

The amendments to HKFRS 11 require that an acquirer of an interest in a joint operation in which the activity of the joint operation constitutes a business must apply the relevant principles for business combinations in HKFRS 3. The amendments also clarify that a previously held interest in a joint operation is not remeasured on the acquisition of an additional interest in the same joint operation while joint control is retained. In addition, a scope exclusion has been added to HKFRS 11 to specify that the amendments do not apply when the parties sharing joint control, including the reporting entity, are under common control of the same ultimate controlling party. The amendments apply to both the acquisition of the initial interest in a joint operation and the acquisition of any additional interests in the same joint operation. The amendments are not expected to have any impact on the financial position or performance of the Group upon adoption on 1 April 2016.

### 2.3 已頒佈但尚未生效的香港財務報告準則(續)

預期將適用於本集團的香港財務報告準則的進一步資料如下：

於2014年9月，香港會計師公會頒佈香港財務報告準則第9號的最終版本，將金融工具項目的所有階段集於一起以代替香港會計準則第39號及香港財務報告準則第9號的全部先前版本。該準則引入分類及計量、減值及對沖會計處理的新規定。本集團預期自2018年4月1日起採納香港財務報告準則第9號。本集團正在評估採納該準則的影響及預期採納香港財務報告準則第9號將對本集團金融資產的分類及計量產生影響。進一步關於採納之影響可於接近實施日期時獲得。

香港財務報告準則第10號及香港會計準則第28號(2011年)之修訂針對香港財務報告準則第10號及香港會計準則第28號(2011年)之間有關投資者與其聯營公司或合營公司之間的資產出售或注資兩者規定的不一致性。該等修訂規定，當投資者與其聯營公司或合營公司之間的資產出售或注資構成一項業務時，須確認全數收益或虧損。當交易涉及不構成一項業務的資產時，由該交易產生的收益或虧損於該投資者的損益內確認，惟僅以不相關投資者於該聯營公司或合營公司的權益為限。該等修訂即將應用。本集團預期自2016年4月1日起採納該等修訂。

香港財務報告準則第11號之修訂規定共同經營(其中共同經營的活動構成一項業務)權益的收購方必須應用香港財務報告準則第3號內業務合併的相關原則。該等修訂亦釐清於共同經營中先前所持有的權益於收購相同共同經營中的額外權益而共同控制權獲保留時不得重新計量。此外，香港財務報告準則第11號已增加一項範圍豁免，訂明當共享共同控制權的各方(包括呈報實體)處於同一最終控制方的共同控制之下時，該等修訂不適用。該等修訂適用於收購共同經營的初始權益以及收購相同共同經營中的任何額外權益。該等修訂預期於2016年4月1日採納後，將不會對本集團的財務狀況或表現產生任何影響。



### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards (Continued)

HKFRS 15 establishes a new five-step model to account for revenue arising from contracts with customers. Under HKFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in HKFRS 15 provide a more structured approach for measuring and recognising revenue. The standard also introduces extensive qualitative and quantitative disclosure requirements, including disaggregation of total revenue, information about performance obligations, changes in contract asset and liability account balances between periods and key judgements and estimates. The standard will supersede all current revenue recognition requirements under HKFRSs. In September 2015, the HKICPA issued an amendment to HKFRS 15 regarding a one-year deferral of the mandatory effective date of HKFRS 15 to 1 January 2018. The Group expects to adopt HKFRS 15 on 1 April 2018 and is currently assessing the impact of HKFRS 15 upon adoption.

HKFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for the lessee and the lessor to a contract. For the lessee, HKFRS 16 introduces a single accounting model for all leases, with certain exemptions, which requires the lessee to recognise most leases in the statement of financial position. For the lessor, HKFRS 16 substantially carries forward the lessor accounting requirements in HKAS 17. HKFRS 16 is effective for annual periods beginning on or after 1 January 2019 and early adoption is permitted if HKFRS 15 has also been applied. The Group is yet to assess the full impact of HKFRS 16.

Amendments to HKAS 1 include narrow-focus improvements in respect of the presentation and disclosure in financial statements. The amendments clarify:

- (i) the materiality requirements in HKAS 1;
- (ii) that specific line items in the statement of profit or loss and the statement of financial position may be disaggregated;
- (iii) that entities have flexibility as to the order in which they present the notes to financial statements; and
- (iv) that the share of other comprehensive income of associates and joint ventures accounted for using the equity method must be presented in aggregate as a single line item, and classified between those items that will or will not be subsequently reclassified to profit or loss.

### 2.3 已頒佈但尚未生效的香港財務報告準則(續)

香港財務報告準則第15號建立一個新的五步模式，將應用於客戶合約收益。根據香港財務報告準則第15號，收益按能反映實體預期就交換向客戶轉讓貨物或服務而有權獲得的代價金額確認。香港財務報告準則第15號的原則為計量及確認收益提供更加結構化的方法。該準則亦引入廣泛的定性及定量披露規定，包括分拆收益總額，關於履行責任、不同期間之間合約資產及負債賬目結餘的變動以及主要判斷及估計的資料。該準則將取代香港財務報告準則項下所有現時收益確認的規定。於2015年9月，香港會計師公會頒佈香港財務報告準則第15號之修訂，其有關將香港財務報告準則第15號之強制生效日期延遲一年至2018年1月1日。本集團預期於2018年4月1日採納香港財務報告準則第15號，目前正評估採納香港財務報告準則第15號的影響。

香港財務報告準則第16號載列有關就合約向承租人及出租人作出租賃之確認、計量、呈列及披露之原則。對於承租人，香港財務報告準則第16號對所有租賃引入一個單一會計模式，惟若干豁免除外，該準則規定承租人須於其資產負債表確認大部分租賃。對於出租人，香港財務報告準則第16號轉載香港會計準則第17號有關出租人之大部分會計規定。香港財務報告準則第16號於2019年1月1日或之後開始的年度期間生效，且倘亦採用香港財務報告準則第15號，則可提早應用。本集團尚未評估香港財務報告準則第16號的全面影響。

香港會計準則第1號之修訂載有對財務報表的呈報及披露範疇內具針對性的改進。該等修訂釐清：

- (i) 香港會計準則第1號內的重大的性規定；
- (ii) 損益表及財務狀況表內之特定項目可予細分；
- (iii) 實體就彼等呈列財務報表附註的順序擁有靈活性；及
- (iv) 使用權益法入賬的分佔聯營公司及合營公司的其他全面收益必須作為單獨項目匯總呈列，並且在將會或不會其後重新分類至損益的該等項目間進行歸類。



### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards (Continued)

Furthermore, the amendments clarify the requirements that apply when additional subtotals are presented in the statement of financial position and the statement of profit or loss. The Group expects to adopt the amendments from 1 April 2016. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to HKAS 16 and HKAS 38 clarify the principle in HKAS 16 and HKAS 38 that revenue reflects a pattern of economic benefits that are generated from operating business (of which the asset is part) rather than the economic benefits that are consumed through the use of the asset. As a result, a revenue-based method cannot be used to depreciate property, plant and equipment and may only be used in very limited circumstances to amortise intangible assets. The amendments are to be applied prospectively. The amendments are not expected to have any impact on the financial position or performance of the Group upon adoption on 1 April 2016 as the Group has not used a revenue-based method for the calculation of depreciation of its non-current assets.

### 2.4 Summary of Significant Accounting Policies Investments in associates and joint ventures

An associate is an entity in which the Group has a long term interest of generally not less than 20% of the equity voting rights and over which it is in a position to exercise significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies.

A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require the unanimous consent of the parties sharing control.

### 2.3 已頒佈但尚未生效的香港財務報告準則(續)

此外，該等修訂釐清於財務狀況表及損益表內呈列額外小計時適用的規定。本集團預期於2016年4月1日起採納該等修訂。該等修訂預期不會對本集團的財務報表產生任何重大影響。

香港會計準則第16號及香港會計準則第38號之修訂澄清香港會計準則第16號及香港會計準則第38號中的原則，即收益反映自經營業務(資產為其一部分)產生的經濟利益而非通過使用資產消耗的經濟利益的模式。因此，收益法不得用於折舊物業、廠房及設備，並且僅在非常有限的情況下可用於攤銷無形資產。該等修訂即將應用。預期該等修訂於2016年4月1日獲採納後將不會對本集團的財務狀況或表現產生任何影響，原因是本集團並未使用收益法計算其非流動資產的折舊。

### 2.4 重大會計政策概要 於聯營公司及合營企業的投資

聯營公司為本集團一般擁有不少於20%股本投票權的長期權益，並能對其發揮重大影響力的實體。重大影響力為參與投資對象財政及經營政策決策的權力，但並非控制或共同控制該等政策。

合營企業為一項合營安排，據此，擁有安排之共同控制權的人士均有權享有合營企業的資產淨值。共同控制乃以合約協定分佔一項安排之控制權，其僅在相關活動決策必須獲分佔控制權的人士一致同意時方存在。





## 2.4 Summary of Significant Accounting Policies

(Continued)

### Investments in associates and joint ventures

(Continued)

The Group's investments in associates and joint ventures are stated in the consolidated statement of financial position at the Group's share of net assets under the equity method of accounting, less any impairment losses.

Adjustments are made to bring into line any dissimilar accounting policies that may exist.

The Group's share of the post-acquisition results and other comprehensive income of associates and joint ventures are included in the consolidated statement of profit or loss and consolidated other comprehensive income, respectively. In addition, when there has been a change recognised directly in the equity of the associate or joint venture, the Group recognises its share of any changes, when applicable, in the consolidated statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and its associates or joint ventures are eliminated to the extent of the Group's investments in the associates or joint ventures, except where unrealised losses provide evidence of an impairment of the assets transferred. Goodwill arising from the acquisition of associates or joint ventures is included as part of the Group's investments in associates or joint ventures.

If an investment in an associate becomes an investment in a joint venture or vice versa, the retained interest is not remeasured. Instead, the investment continues to be accounted for under the equity method. In all other cases, upon loss of significant influence over the associate or joint control over the joint venture, the Group measures and recognises any retained investment at its fair value. Any difference between the carrying amount of the associate or joint venture upon loss of significant influence or joint control and the fair value of the retained investment and proceeds from disposal is recognised in profit or loss.

When an investment in an associate or a joint venture is classified as held for sale, it is accounted for in accordance with HKFRS 5 *Non-current Assets Held for Sale and Discontinued Operations*.

## 2.4 重大會計政策概要(續)

### 於聯營公司及合營企業的投資(續)

本集團於聯營公司及合營企業的投資乃按以權益會計法計算之本集團應佔資產淨值減任何減值虧損於綜合財務狀況表內列賬。

倘出現任何不相符的會計政策，即會作出調整加以修正。

本集團應佔聯營公司及合營企業收購後業績和其他全面收入分別計入合併損益表及合併其他全面收入內。此外，倘直接於聯營公司或合營企業的權益確認變動，則本集團會於綜合權益變動表確認其應佔的任何變動(如適用)。本集團與其聯營公司或合營企業進行交易而出現的未實現利益及虧損會互相抵銷，金額以本集團於聯營公司或合營企業的投資為限，但如果未實現虧損證明所轉讓資產發生減值則除外。收購聯營公司或合營企業產生的商譽計入本集團於聯營公司或合營企業的投資的一部分。

倘於聯營公司的投資變為於合營企業的投資或出現相反情況，則不會重新計量保留權益。反之，該投資繼續根據權益法入賬。在所有其他情況下，對聯營公司失去重大影響力或對合營企業失去共同控制後，本集團按其公允值計量及確認任何保留投資。於失去重大影響力或共同控制後聯營公司或合營企業的賬面值與保留投資及來自出售所得款項之公允值之間的差額於損益內確認。

當聯營公司或合營企業的投資被視為持作銷售，將會以香港財務報告準則第5號持作待售之非流動資產及非持續業務計量。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The consideration transferred is measured at the acquisition date fair value which is the sum of the acquisition date fair values of assets transferred by the Group, liabilities assumed by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. For each business combination, the Group elects whether to measure the non-controlling interests in the acquiree that are present ownership interests and entitle their holders to a proportionate share of net assets in the event of liquidation either at fair value or at the proportionate share of the acquiree's identifiable net assets. All other components of non-controlling interests are measured at fair value. Acquisition-related costs are expensed as incurred.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts of the acquiree.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognised in profit or loss.

Any contingent consideration to be transferred by the acquirer is recognised at fair value at the acquisition date. Contingent consideration classified as an asset or liability is measured at fair value with changes in fair value recognized in profit or loss. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred, the amount recognised for non-controlling interests and any fair value of the Group's previously held equity interests in the acquiree over the identifiable net assets acquired and liabilities assumed. If the sum of this consideration and other items is lower than the fair value of the net assets acquired, the difference is, after reassessment, recognised in profit or loss as a gain on bargain purchase.

## 2.4 重大會計政策概要(續)

### 業務併購及商譽

業務併購乃使用收購法入賬。所轉讓之代價乃以收購日期之公平值計量，該公平值為本集團所轉讓之資產於收購日期之公平值、本集團自被收購方之前度擁有人承擔之負債，及本集團發行以換取被收購方控制權之股權之總和。就各業務合併而言，本集團選擇以公平值或被收購方可識別資產淨值之應佔比例，計算於被收購方中現時屬擁有權益並賦予其持有人權利可於清盤時按比例分佔資產淨值之非控股權益。非控股權益之所有其他部分按公平值計量。有關收購成本於產生時支銷。

當本集團收購一項業務時，會根據合約條款、於收購日期之經濟環境及相關條件，評估將承接之金融資產及負債，以作出適合之分類及指定用途。此包括將被收購方主合約中之嵌入式衍生工具分開計算。

倘業務併購分階段進行，先前持有股權應按收購日期公平值計入收益表重新計量及任何產生之收益或虧損確認於損益。

由收購方將予轉讓的任何或然代價將按收購日期的公允值確認。分類為資產或負債之或然代價按公允值計量，而公允值變動於損益確認。倘或然代價歸類為權益毋須重新計量，其日後結算於權益列賬。

商譽起初按成本計量，即已轉讓代價、已確認非控股權益及本集團先前持有的被收購方股權之公平值之總和，超逾與所收購可識別資產淨值及所承擔負債的差額。倘此代價及其他項目的總和低於所收購資產淨值的公平值，於評估後其差額將於收益表內確認為議價購買收益。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Business combinations and goodwill (Continued)

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired. The Group performs its annual impairment test of goodwill as at 31 March. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the Group are assigned to those units or groups of units.

Impairment is determined by assessing the recoverable amount of the cash-generating unit (group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit (group of cash-generating units) is less than the carrying amount, an impairment loss is recognised. An impairment loss recognised for goodwill is not reversed in a subsequent period.

Where goodwill has been allocated to a cash-generating unit (or group of cash-generating units) and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on the disposal. Goodwill disposed of in these circumstances is measured based on the relative value of the operation disposed of and the portion of the cash-generating unit retained.

### Fair value measurement

The Group measures its investment properties and equity investments at fair value at the end of each reporting period. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market for the asset or liability, or in the absence of a principal market, in the most advantageous market for the asset or liability. The principal or the most advantageous market must be accessible by the Group. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

## 2.4 重大會計政策概要(續)

### 業務併購及商譽(續)

於初始確認後，商譽按成本減任何累計減值虧損計量。商譽須每年作減值測試，倘有事件發生或情況改變顯示賬面值有可能減值，則會更頻密地進行檢討。本集團於3月31日進行商譽的年度減值測試。為進行減值測試，因業務合併而購入的商譽自購入之日被分配至預期可從合併產生的協同效益中獲益的本集團各個現金產生單位或現金產出單位組別，而無論本集團其他資產或負債是否已分配予該等單位或單位組別。

減值乃通過評估與商譽相關之現金產生單位(或現金產生單位組別)之可收回金額釐定。倘現金產生單位(或現金產生單位組別)之可收回金額低於賬面值時，減值虧損則予以確認。已就商譽確認之減值虧損不得於其後期間撥回。

倘商譽被分配為現金產生單位(或現金產生單位組別)之一部分，而該單位內部分業務被出售，則出售業務相關商譽於釐定出售業務收益或虧損時列入業務之賬面值。在這些情況下出售之商譽根據已出售業務及所保留現金產生單位部分之相對價值計算。

### 公允值計量

本集團於各報告期末按公允值計量投資物業及股權投資。公允值為市場參與者於計量日期在有序交易中出售資產所收取的價格或轉讓負債所支付的價格。公允值計量乃假設出售資產或轉讓負債的交易於資產或負債主要市場或(在無主要市場情況下)最具優勢市場進行而作出。主要或最具優勢市場須為本集團可進入之市場。資產或負債的公允值乃基於市場參與者於資產或負債定價所用的假設計量(即假設市場參與者會以最佳經濟利益行事)。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Fair value measurement (Continued)

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 – based on quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is observable, either directly or indirectly
- Level 3 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

## 2.4 重大會計政策概要(續)

### 公允值計量(續)

非金融資產的公允值計量須計及市場參與者透過最大限度使用該資產達致最佳用途，或將該資產出售予將最大限度使用該資產達致最佳用途的其他市場參與者以產生經濟利益的能力。

本集團採納適用於不同情況且具備充分數據以供計量公允值的估值方法，以盡量使用相關可觀察元素及盡量減少使用不可觀察元素。

所有於財務報表計量或披露公允值的資產及負債乃基於對公允值計量整體而言屬重大的最低層輸入數據按以下公允值層級分類：

- 第一級 – 基於相同資產或負債於活躍市場的報價(未經調整)
- 第二級 – 按估值技術計量，而對公允值計量而言屬重大的最低層元素可直接或間接觀察得出
- 第三級 – 按估值技術計量，而對公允值計量而言屬重大的最低層元素不可觀察得出

就按經常性基準於財務報表確認的資產及負債而言，本集團透過於各報告期末重新評估分類(基於對公允值計量整體而言屬重大的最低層元素)確定是否發生不同層級轉移。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Impairment of non-financial assets

Where an indication of impairment exists, or when annual impairment testing for an asset is required (other than inventories, financial assets, investment properties and goodwill), the asset's recoverable amount is estimated. An asset's recoverable amount is the higher of the asset's or cash-generating unit's value in use and its fair value less costs of disposal, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is recognised only if the carrying amount of an asset exceeds its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. An impairment loss is charged to the statement of profit or loss in the period in which it arises in those expense categories consistent with the function of the impaired asset.

An assessment is made at the end of each reporting period as to whether there is an indication that previously recognised impairment losses may no longer exist or may have decreased. If such an indication exists, the recoverable amount is estimated. A previously recognised impairment loss of an asset other than goodwill is reversed only if there has been a change in the estimates used to determine the recoverable amount of that asset, but not to an amount higher than the carrying amount that would have been determined (net of any depreciation/amortisation) had no impairment loss been recognised for the asset in prior years. A reversal of such an impairment loss is credited to the statement of profit or loss in the period in which it arises, unless the asset is carried at a revalued amount, in which case the reversal of the impairment loss is accounted for in accordance with the relevant accounting policy for that revalued asset.

## 2.4 重大會計政策概要(續)

### 非金融資產減值

倘有跡象顯示減值存在，或當必須為資產(存貨、金融資產、投資物業及商譽除外)作出年度減值測試時，則會估計資產的可收回金額。資產的可收回金額為資產或現金產生單位的使用價值與其公平值兩者的較高者減出售成本，並就個別資產而釐定，惟不可產生大體上獨立於其他資產或資產組別的現金流入的資產則除外，在此情況下，可收回金額就資產所屬的現金產生單位而釐定。

僅於資產的賬面值超逾其可收回金額時，減值虧損方予確認。評估使用價值時，估計日後現金流量乃使用可反映金額時間值的現行市場評估及該資產特有的風險的稅前折現率折現至現值。減值虧損於其產生期間自收益表與該減值資產功能一致的該等費用類別內扣除。

於各申報日期結束時均評估是否有任何跡象顯示於過往確認的減值虧損可能不再存在或可能已經減少。如該等跡象存在，則會估計可收回金額。僅於用作釐定資產的可收回金額的估計出現變動時，資產(商譽除外)過往確認的減值虧損方可撥回；惟撥回金額不得高於(倘該資產於過往年度未有確認減值虧損)將可釐定的賬面值(扣除任何折舊/攤銷)。有關減值虧損的撥回於產生期間計入損益表，但如該資產按重估金額列賬，則減值損失撥回會根據該重估資產的有關會計政策列賬。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Related parties

A party is considered to be related to the Group if:

- (a) the party is a person or a close member of that person's family and that person
  - (i) has control or joint control over the Group;
  - (ii) has significant influence over the Group; or
  - (iii) is a member of the key management personnel of the Group or of a parent of the Group;

or

- (b) the party is an entity where any of the following conditions applies:
  - (i) the entity and the Group are members of the same group;
  - (ii) one entity is an associate or joint venture of the other entity (or of a parent, subsidiary or fellow subsidiary of the other entity);
  - (iii) the entity and the Group are joint ventures of the same third party;
  - (iv) one entity is a joint venture of a third entity and the other entity is an associate of the third entity;
  - (v) the entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group;
  - (vi) the entity is controlled or jointly controlled by a person identified in (a);
  - (vii) a person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity); and
  - (viii) the entity, or any member of a group of which it is a part, provides key management personnel services to the Group or to the parent of the Group.

## 2.4 重大會計政策概要(續)

### 關連人士

有關人士在下列情況下被視為與本集團有關連：

- (a) 該人士為一名人士或該人士之近親，而該人士：
  - (i) 控制或共同控制本集團；
  - (ii) 對本集團有重大影響力；或
  - (iii) 為本集團或本集團母公司的其中一名主要管理層成員；

或

- (b) 該人士為符合下列任何一項條件之實體：
  - (i) 該實體與本集團屬同一集團之成員公司；
  - (ii) 該實體為另一家實體之聯營公司或合營企業(或另一家實體之母公司、附屬公司或同系附屬公司)；
  - (iii) 該實體與本集團均為同一第三方之合營企業；
  - (iv) 該實體為第三方實體之合營企業，而另一家實體則為該第三方實體的聯營公司；
  - (v) 該實體為就本集團或與本集團有關連之實體之僱員之利益而設之離職後福利計劃；
  - (vi) 該實體受(a)項所識別之人士控制或共同控制；
  - (vii) 於(a)(i)項所識別之人士對該實體有重大影響力或屬該實體(或該實體之母公司)之主要管理層成員之一；及
  - (viii) 實體或實體作為集團任何成員公司其中一部分向本集團或本集團的母公司提供主要管理人員服務。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Property, plant and equipment and depreciation

Property, plant and equipment, other than construction in progress, are stated at cost less accumulated depreciation and any impairment losses. The cost of an item of property, plant and equipment comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use.

Expenditure incurred after items of property, plant and equipment have been put into operation, such as repairs and maintenance, is normally charged to the statement of profit or loss in the period in which it is incurred. In situations where the recognition criteria are satisfied, the expenditure for a major inspection is capitalised in the carrying amount of the asset as a replacement. Where significant parts of property, plant and equipment are required to be replaced at intervals, the Group recognises such parts as individual assets with specific useful lives and depreciates them accordingly.

Depreciation is calculated on the straight-line basis to write off the cost of each item of property, plant and equipment to its residual value over its estimated useful life. The principal annual rates used for this purpose are as follows:

Buildings	3% to 9%
Furniture, fixtures and equipment	9% to 18%
Motor vehicles	9% to 18%

Where parts of an item of property, plant and equipment have different useful lives, the cost of that item is allocated on a reasonable basis among the parts and each part is depreciated separately. Residual values, useful lives and the depreciation method are reviewed, and adjusted if appropriate, at least at each financial year end.

An item of property, plant and equipment including any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on disposal or retirement recognised in the statement of profit or loss in the year the asset is derecognised is the difference between the net sales proceeds and the carrying amount of the relevant asset.

## 2.4 重大會計政策概要(續)

### 物業、廠房和設備及折舊

物業、廠房及設備(除在建工程外)乃按成本減累計折舊及任何減值虧損列賬。物業、廠房及設備項目的成本包括其購買價及使其投入現時運作狀況及將其運往擬定用途地點的任何直接應佔成本。

物業、廠房及設備項目投入使用後所產生的開支，如維修保養費用，通常於產生期間在收益表扣除。在符合確認條件的情況下，大的檢修開支於資產賬面值資本化，作為置換。倘大部分物業、廠房及設備須定期置換，本集團確認該等部分為具備特定可使用年期及據此折舊之個別資產。

折舊乃以直線法於估計可使用年期撇銷各物業、廠房及設備項目的成本至其剩餘價值計算。就此而言使用的主要年率如下：

樓宇	3%至9%
傢俬、裝置及設備	9%至18%
汽車	9%至18%

倘物業、廠房及設備項目的部分有不同的可使用年期，則該項目的成本以合理基準在該等部分之間分配，而各部分將會分開折舊。至少於各財政年結日檢討剩餘價值、可使用年期及折舊方法，並在適當情況下調整。

物業、廠房及設備項目包括初步確認之任何重大部分於出售或預期不會從使用或出售有關項目而取得未來經濟利益時終止確認。於終止確認資產的年度內在收益表確認的任何出售或報廢該等項目的盈虧乃指銷售所得款項淨額與有關資產賬面值的差額。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Property, plant and equipment and depreciation

(Continued)

Construction in progress represents buildings under construction, which is stated at cost less any impairment losses, and is not depreciated. Cost comprises the direct costs of construction and capitalised borrowing costs on related borrowed funds during the period of construction. Construction in progress is reclassified to the appropriate category of property, plant and equipment when completed and ready for use.

### Investment properties

Investment properties are interests in land and buildings (including the leasehold interest under an operating lease for a property which would otherwise meet the definition of an investment property) held to earn rental income and/or for capital appreciation, rather than for use in the production or supply of goods or services or for administrative purposes; or for sale in the ordinary course of business. Such properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the end of the reporting period.

Gains or losses arising from changes in the fair values of investment properties are included in the statement of profit or loss in the year in which they arise.

Any gains or losses on the retirement or disposal of an investment property are recognised in the statement of profit or loss in the year of the retirement or disposal.

If a property occupied by the Group as an owner-occupied property becomes an investment property, the Group accounts for such property in accordance with the policy stated under "Property, plant and equipment and depreciation" up to the date of change in use, and any difference at that date between the carrying amount and the fair value of the property is accounted for as a revaluation in accordance with the policy stated under "Property, plant and equipment and depreciation" above. For a transfer from properties under development to investment properties, any difference between the fair value of the property at that date and its previous carrying amount is recognised in the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 物業、廠房和設備及折舊(續)

在建工程指在建中的大廈，以成本減去任何減值虧損列賬，且不予折舊。成本包括直接建築成本及建築期間相關借貸的資本化借貸成本。在建工程於落成及可予使用時，會重新分類至適當的類別，如物業、廠房及設備。

### 投資物業

投資物業指為賺取租金收入及/或資本增值目的而持有的土地及樓宇權益(包括符合投資物業定義的物業的經營租賃下的租賃權益)，但不包括用作生產或供應貨品或提供服務或行政管理用途；或用作於日常業務過程中出售的土地及樓宇權益。該等物業初步按成本(包括交易成本)計量。初步確認後，投資物業按反映於報告期末市場狀況的公平值列賬。

投資物業公平值變動產生的盈虧，會於產生年度計入損益表。

報廢或出售投資物業產生的任何盈虧，會於報廢或出售的年度在損益表確認。

若本集團擁有的自用物業轉變為投資物業，本集團將根據「物業、廠房和設備及折舊」的政策把該等物業入賬，直至改變用途當日，並計算物業在該日的賬面值與公平值之間的差額根據上述「物業、廠房和設備及折舊」所載政策確認的重估賬。就將發展中物業轉為投資物業而言，物業在該日的公平值與其先前賬面值之間的差額於損益表確認。





## 2.4 Summary of Significant Accounting Policies

(Continued)

### Properties under development

Properties under development are stated at the lower of cost and net realisable value. Cost comprises the land costs, construction costs, capitalised borrowing costs and other costs directly attributed to such properties during the period of construction.

Properties under development are initially classified as non-current assets and transferred to current assets under the category of properties held for sale when the construction of the relevant properties commences and the construction period of the relevant property development project is expected to complete within normal operating cycle.

### Leases

Leases that transfer substantially all the rewards and risks of ownership of assets to the Group, other than legal title, are accounted for as finance leases. At the inception of a finance lease, the cost of the leased asset is capitalised at the present value of the minimum lease payments and recorded together with the obligation, excluding the interest element, to reflect the purchase and financing. Assets held under capitalised finance leases, including prepaid land lease payments under finance leases, are included in property, plant and equipment, and depreciated over the shorter of the lease terms and the estimated useful lives of the assets. The finance costs of such leases are charged to the statement of profit or loss so as to provide a constant periodic rate of charge over the lease terms.

Leases where substantially all the rewards and risks of ownership of assets remain with the lessor are accounted for as operating leases. Where the Group is the lessor, assets leased by the Group under operating leases are included in non-current assets, and rentals receivable under the operating leases are credited to the statement of profit or loss on the straight-line basis over the lease terms. Where the Group is the lessee, rentals payable under operating leases net of any incentives received from the lessor are charged to the statement of profit or loss on the straight-line basis over the lease terms.

Prepaid land lease payments under operating leases are initially stated at cost and subsequently recognised on the straight-line basis over the lease terms.

## 2.4 重大會計政策概要(續)

### 發展中物業

發展中物業按成本值及可變現淨值兩者的較低者列賬。成本包括土地成本、發展開支、借貸成本及其他於建築期間該等物業應佔的直接成本。

起始時發展中物業分類為非流動資產，並於有關物業的建設開始及有關發展項目之預計施工期於正常營運週期內結轉至流動資產中的持作銷售物業。

### 租賃

凡資產所有權(除法定業權外)的絕大部分回報及風險轉移予本集團，均列為融資租賃。於融資租賃生效時，租賃資產之成本按最低應付租金之現值資本化，並連同承擔(不包括利息部份)入賬，以反映購入及融資情況。根據資本化融資租約持有之資產(包括融資租約項下之預付土地租賃款項)均計入物業、廠房及設備，並於租期與資產之估計可使用年期(以較短者為準)內折舊。有關租賃之融資成本於收益表扣除，以便於租期內按固定比率扣除。

凡資產所有權的絕大部分回報及風險仍歸出租人所有，則有關租賃列為經營租賃。倘本集團為出租人，則本集團根據經營租賃出租的資產計入非流動資產，而經營租賃下的應收租金則以直線法於租賃期內計入收益表。倘本集團為承租人，則經營租賃下的應付租金以直線法於租賃期內在收益表扣除。

經營租賃下的預付土地出租金初步按成本列賬，其後則以直線法於租賃期內確認。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Investments and other financial assets

#### Initial recognition and measurement

Financial assets are classified, at initial recognition, as financial assets at fair value through profit or loss and available-for-sale financial investments, or loans and receivables. When financial assets are recognised initially, they are measured at fair value plus transaction costs that are attributable to the acquisition of the financial assets, except in the case of financial assets recorded at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the trade date, that is, the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.

#### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as follows:

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held-for-trading. Financial assets are classified as held-for-trading if they are acquired for the purpose of sale in the near term.

Financial assets at fair value through profit or loss are carried in the statement of financial position at fair value with net changes in fair value presented as other income and gains. These net fair value changes do not include any dividends or interest earned on these financial assets, which are recognised in accordance with the policies set out for "Revenue recognition" below.

Financial assets designated upon initial recognition as at fair value through profit or loss are designated at the date of initial recognition and only if the criteria in HKAS 39 are satisfied.

## 2.4 重大會計政策概要(續)

### 投資及其他金融資產

#### 初次確認及計量

金融資產於初始確認時分類為以公允價值計入損益表的金融資產及可供出售金融投資，或貸款及應收賬款。金融資產於初次確認時以公允價值及收購金融資產應佔交易成本計量，惟以公允價值計入損益表的金融資產除外。

所有金融資產常規買賣均於交易日確認，即本集團承諾購買或出售該項資產的日期。常規買賣乃指需按法規規定或市場慣例在一定期間內轉移資產的金融資產買賣交易。

#### 其後計量

金融資產的其後計量視其以下分類而定：

#### 透過損益以公平值列賬的金融資產

透過損益以公平值列賬之金融資產，包括持作買賣的金融資產。倘金融資產的收購目的為於短期內出售，則分類為持作買賣。

透過損益以公平值列賬之金融資產於財務狀況表按公平值列賬，而公平值之正變動淨額列為其他收入及收益。該等公平淨值變動並未包括根據下文「收入確認」所載政策確認的該等金融資產的任何股息或所賺取的利息。

僅當符合香港會計準則第39號的條件時，在初步確認時指定為按公平值計入損益的金融資產方於初步確認日期指定。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Investments and other financial assets (Continued)

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such assets are subsequently measured at amortised cost using the effective interest rate method less any allowance for impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and includes fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in other income and gains in the statement of profit or loss. The loss arising from impairment is recognised in the statement of profit or loss in finance costs for loans and in other expenses for receivables.

#### Available-for-sale financial investments

Available-for-sale financial investments are non-derivative financial assets in listed and unlisted equity investments and debt securities. Equity investments classified as available for sale are those which are neither classified as held-for-trading nor designated as at fair value through profit or loss. Debt securities in this category are those which are intended to be held for an indefinite period of time and which may be sold in response to needs for liquidity or in response to changes in market conditions.

After initial recognition, available-for-sale financial investments are subsequently measured at fair value, with unrealised gains or losses recognised as other comprehensive income in the available-for-sale investment revaluation reserve until the investment is derecognised, at which time the cumulative gain or loss is recognised in the statement of profit or loss as other income, or until the investment is determined to be impaired, when the cumulative gain or loss is reclassified from the available-for-sale investment revaluation reserve to the statement of profit or loss as other gains or losses. Interest and dividends earned whilst holding the available-for-sale financial investments are reported as interest income and dividend income, respectively and are recognised in the statement of profit or loss as other income in accordance with the policies set out for "Revenue recognition" below.

## 2.4 重大會計政策概要(續)

### 投資及其他金融資產(續)

#### 貸款及應收款項

貸款及應收款項指具有固定或可確定收回金額但無活躍市場報價的非衍生性金融資產。初步計量後，該等資產其後以實際利率法計算的攤餘成本減去任何減值撥備計量。計量攤餘成本時已考慮到收取時產生的任何折價或溢價，包括構成實際利率一部分的費用或成本。實際利率攤銷計入收益表中的其他收入及收益內。減值產生之虧損在損益表中確認為貸款的融資成本及應收款項的其他開支。

#### 可供出售金融投資

可供出售金融投資指上市及非上市的權益投資及債權證券的非衍生金融資產。分類為可供出售的權益投資即未被分類為持作買賣亦非被指定為公允值計入損益的金融資產。該分類中的債權證券乃以並無具體到期日持有為意圖且根據流動性需要和市場行情變化而出售。

於首次確認後，可供出售金融投資按公允值計量，而有關盈虧確認為其他全面收益中的可供出售投資重估儲備，直至投資終止確認為止，屆時過往在權益入賬的累計盈虧均計入損益表作其他收入，或者直至該投資被確定減值為止，屆時該等投資的累計盈虧將由可供出售投資重估儲備轉撥至損益表作其他收入或虧損。所賺取的利息及股息分別列報為利息收入及股息收入，並根據下文「收入確認」一段所載的政策於綜合收益表中確認為其他收入。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Investments and other financial assets (Continued)

#### Available-for-sale financial investments (Continued)

When the fair value of unlisted equity investments cannot be reliably measured because (a) the variability in the range of reasonable fair value estimates is significant for that investment or (b) the probabilities of the various estimates within the range cannot be reasonably assessed and used in estimating fair value, such investments are stated at cost less any impairment losses.

The Group evaluates whether the ability and intention to sell its available-for-sale financial assets in the near term are still appropriate. When, in rare circumstances, the Group is unable to trade these financial assets due to inactive markets, the Group may elect to reclassify these financial assets if management has the ability and intention to hold the assets for the foreseeable future or until maturity.

For a financial asset reclassified from the available-for-sale category, the fair value carrying amount at the date of reclassification becomes its new amortised cost and any previous gain or loss on that asset that has been recognised in equity is amortised to profit or loss over the remaining life of the investment using the effective interest rate. Any difference between the new amortised cost and the maturity amount is also amortised over the remaining life of the asset using the effective interest rate. If the asset is subsequently determined to be impaired, then the amount recorded in equity is reclassified to the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 投資及其他金融資產(續)

#### 可供出售金融投資(續)

倘基於(a)該項投資的合理公允價值估計範圍廣闊或(b)於估計公允價值時無法合理評估並使用該範圍內不同估計的可能性而未能可靠衡量非上市權益投資的公允價值，則該等投資均按成本減任何減值虧損入賬。

本集團評估可供出售的金融資產以判斷其於短期內出售的能力和意圖是否恰當。當本集團由於市場喪失活躍性而無法交易該金融資產本集團將重分類這些金融資產(極少情況)，僅當實體有能力 and 意圖在可見將來或到期日持有該金融資產。

當金融資產被分類出可供出售金融資產類別，該等資產任何原計入權益的盈虧須在該投資的剩餘年限內按實際利率法攤銷入損益。任何新攤銷成本與原預期現金流的差異亦須在資產的剩餘年限內按實際利率法予以攤銷。若該資產於其後被確定減值，原計入權益的金額被分類至損益表。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Derecognition of financial assets

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised (i.e., removed from the Group's consolidated statement of financial position) when:

- the rights to receive cash flows from the asset have expired; or
- the Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risk and rewards of ownership of the asset. When it has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

## 2.4 重大會計政策概要(續)

### 終止確認金融資產

金融資產(或(如適用)金融資產的一部分或同類金融資產組別的一部分)在下列情況下終止確認(從本集團綜合財務狀況表移除):

- 從資產收取現金流量的權利屆滿時;或
- 本集團已轉讓其收取該項資產所得現金流量的權利,或須根據一項「轉付」安排,有責任在無重大延誤情況下將所收取現金流量悉數付予第三方;及(a)本集團已轉讓該項資產的絕大部分風險及回報,或(b)本集團並無轉讓或保留該項資產的絕大部分風險及回報,但已轉讓該項資產的控制權。

當本集團已轉讓其收取該項資產所得現金流量的權利或已訂立一項轉付安排,會評估其是否保留該項資產所有權的風險及回報以及其程度。倘並無轉讓或保留該項資產的絕大部分風險及回報,且並無轉讓該項資產的控制權,該項資產將按本集團於資產的持續參與而確認入賬。在此情況下,本集團亦確認相關負債。已轉讓的資產及相關負債按反映本集團已保留的權利及責任的基準計量。

持續涉及指本集團就已轉讓資產作出之保證,已轉讓資產乃以該項資產之原賬面值及本集團或須償還之代價數額上限(以較低者為準)計算。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Impairment of financial assets

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that occurred after the initial recognition of the asset have an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that a debtor or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

### Financial assets carried at amortised cost

For financial assets carried at amortised cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

The amount of any impairment loss identified is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate (i.e., the effective interest rate computed at initial recognition).

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in the statement of profit or loss. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Loans and receivables together with any associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Group.

## 2.4 重大會計政策概要(續)

### 金融資產減值

本集團於各報告期末時對資產進行評估，以判斷是否存在客觀證據表明某項金融資產或某組金融資產可能已減值。倘於初步確認資產後發生一個或多個事件，而該事件對該項或該組金融資產的估計未來現金流量所造成的影響乃能夠可靠地估計，即存在減值。減值證據可能包括債務人或一組債務人出現重大財政困難、違約或拖欠利息或本金付款，有面臨破產或進行其他財務重組之可能以及有公開資料表明其預計未來現金流量已出現可計量之減幅，如債務人支付能力或所處經濟環境惡化。

### 按攤銷成本入賬的金融資產

對於按攤銷成本列賬的金融資產，本集團首先對個別金額屬重大的金融資產單獨評估是否有客觀減值證據，或對個別金額屬不重大的金融資產共同進行評估。倘本集團認定單獨評估的金融資產並不存在客觀減值證據，無論其金額是否重大，亦應當包括具有類似信貸風險特性的金融資產組合內的資產進行集體減值評估。已個別進行減值測試及已確認減值虧損或繼續確認減值虧損的資產不應進行集體減值評估。

倘有客觀跡象顯示已發生減值虧損，虧損金額按該資產的賬面值與所估計未來現金流量(不包括尚未發生的未來信貸虧損)的現值兩者的差額計算。估計未來現金流量的現值按該金融資產的原實際利率(即初始確認時使用的實際利率)折現。

該資產的賬面值乃透過使用撥備賬扣減，而虧損金額則於收益表確認。利息收入應繼續按照計量減值虧損時對未來現金流量進行折現採用的折現率為基準按扣減後的賬面值計算。當未來收回並無實質展望時，則撇銷貸款及應收款項及任何有關撥備，且所有抵押品已變現或轉讓予本集團。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Impairment of financial assets (Continued)

#### Financial assets carried at amortised cost (Continued)

If, in a subsequent period, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to other expenses in the statement of profit or loss.

#### Available-for-sale financial investments

For available-for-sale financial investments, the Group assesses at the end of each reporting period whether there is objective evidence that an investment or a group of investments is impaired.

If an available-for-sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortisation) and its current fair value, less any impairment loss previously recognised in the statement of profit or loss, is removed from other comprehensive income and recognised in the statement of profit or loss.

In the case of equity investments classified as available for sale, objective evidence would include a significant or prolonged decline in the fair value of an investment below its cost. "Significant" is evaluated against the original cost of the investment and "prolonged" against the period in which the fair value has been below its original cost. Where there is evidence of impairment, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the statement of profit or loss – is removed from other comprehensive income and recognised in the statement of profit or loss. Impairment losses on equity instruments classified as available for sale are not reversed through the statement of profit or loss. Increases in their fair value after impairment are recognised directly in other comprehensive income.

## 2.4 重大會計政策概要(續)

### 金融資產減值(續)

#### 按攤銷成本入賬的金融資產(續)

倘在後續期間，確認減值後發生致使估計減值虧損金額增加或減少的事件，則調整撥備賬以增加或減少先前確認的減值虧損。倘撤銷款項其後收回，則收回金額於損益表以其他開支入賬。

#### 可供出售金融投資

對於可供出售金融投資，本集團於各報告期末進行評估，確定是否存在單項投資或一組投資減值的客觀證據。

如果可供出售的資產發生減值，則將按其成本(減去已償還的本金和攤銷額)與當前公允價值之間的差額，減去任何以前在損益中確認的減值損失，從其他全面收入轉出及轉入損益表中確認。

對於分類為可供出售的權益投資，若一項投資的公允價值大幅或長期下跌至低於其成本價，即屬客觀減值證據。「大幅」乃相對於投資的成本原值而評估，「長期」相對於公允價值低於成本原值的期間。如出現減值證據，累計損失(購入成本與目前公允價值的差額，減該項投資先前在損益表中確認的任何減值損失)將從其他全面收入轉出及轉入損益表中確認。分類為可供出售的權益工具的減值損失，不會在損益表中撥回，減值後公允價值如有增加，則直接在其他全面收入確認。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Impairment of financial assets (Continued)

#### Available-for-sale financial investments (Continued)

The determination of what is “significant” or “prolonged” requires judgement. In making this judgement, the Group evaluates, among other factors, the duration or extent to which the fair value of an investment is less than its cost.

### Financial liabilities

#### Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, or loans and borrowings.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

The Group’s financial liabilities include trade and other payables, senior notes, short-term notes, medium-term notes, corporate bonds, domestic company bonds and interest-bearing bank and other borrowings.

#### Subsequent measurement

The subsequent measurement of financial liabilities depends on their classification as follows:

#### Loans and borrowings

After initial recognition, interest-bearing bank and other borrowings, short-term notes, medium-term notes, corporate bonds, senior notes, and domestic company bonds are subsequently measured at amortised cost, using the effective interest rate method unless the effect of discounting would be immaterial, in which case they are stated at cost. Gains and losses are recognised in the statement of profit or loss when the liabilities are derecognised as well as through the effective interest rate amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in finance costs in the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 金融資產減值(續)

#### 可供出售金融投資(續)

何謂「大幅」或「長期」則需運用判斷決定。在作出此項判斷時，本集團評估(其中包括)某項投資的公允價值低於其成本的持續時間或數額。

### 金融負債

#### 初始確認及計量

金融負債於初始確認時分類為以公允價值計入損益表的金融負債、或貸款及借貸。

所有金融負債乃按公平值初步確認，而倘為貸款及借貸，則扣除直接計入應佔交易成本。

本集團的金融負債包括貿易及其他應付款項、優先票據、短期融資券、中期票據、企業債券、境內公司債券及計息銀行及其他借貸。

#### 其後計量

金融負債的其後計量視其以下分類而定：

#### 貸款及借貸

於初步確認後，計息銀行及其他借貸、短期融資券、中期票據、企業債券、優先票據及境內公司債券其後用實際利率法按攤銷成本計量，惟倘貼現影響並不重大，則於該情況下，金融負債按成本列賬。損益乃於負債終止確認及於實際利率法攤銷過程中於損益表中確認。

攤銷成本乃計算自收購的任何折扣或溢價及屬於實際利率構成部分的費用或成本。實際利率攤銷乃計入損益表中的融資成本內。





## 2.4 Summary of Significant Accounting Policies

(Continued)

### Financial liabilities (Continued)

#### Financial guarantee contracts

Financial guarantee contracts issued by the Group are those contracts that require a payment to be made to reimburse the holder for a loss it incurs because the specified debtor fails to make a payment when due in accordance with the terms of a debt instrument. A financial guarantee contract is recognised initially as a liability at its fair value, adjusted for transaction costs that are directly attributable to the issuance of the guarantee. Subsequent to initial recognition, the Group measures the financial guarantee contract at the higher of: (i) the amount of the best estimate of the expenditure required to settle the present obligation at the end of the reporting period; and (ii) the amount initially recognised less, when appropriate, cumulative amortisation.

#### Derecognition of financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled, or expires.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and a recognition of a new liability, and the difference between the respective carrying amounts is recognised in the statement of profit or loss.

#### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously.

## 2.4 重大會計政策概要(續)

### 金融負債(續)

#### 財務擔保合同

本集團發行的財務擔保合同乃規定於特定債務人未能按照債務票據條款於到期時支付款項時須支付款項以補償持有人所蒙受損失。財務擔保合同初步以公平值確認為負債，並按與發出財務擔保合同有直接關係的交易成本予以調整。在初步確認後，本集團對財務擔保合同的計量以(i)於報告期末時履行有關責任的最佳估計開支金額；及(ii)按初步確認金額減(如適用)累計攤銷，兩者之較高者計算。

#### 終止確認金融負債

當負債項下的責任已解除、取消或期滿，則終止確認金融負債。

如現有金融負債被同一貸款人按條款大部分不同的另一項金融負債取代，或現有負債的條款被大幅修改，有關置換或修改會被視作終止確認原有負債並確認新負債，而其各自賬面值間的差額於損益表確認。

#### 金融工具的抵銷

當目前有可執行法定權利以抵銷已確認金額並擬按淨額基準結算，和將資產變現及償還負債時，金融資產及金融負債會互相抵銷，並在財務狀況表內以淨額列示。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Properties held for sale and held for finance lease

Properties held for sale and held for finance lease include completed properties held for sale and held for finance lease and properties under development expected to be completed within normal operating cycle. Properties held for sale and held for finance lease are stated at the lower of cost and net realisable value. Cost includes land costs, all development expenditure, applicable borrowing costs and other direct costs attributable to such properties. Net realisable value is determined by reference to the prevailing market prices, on an individual property basis.

### Cash and cash equivalents

For the purpose of the consolidated statement of cash flows, cash and cash equivalents comprise cash on hand and demand deposits, and short term highly liquid investments that are readily convertible into known amounts of cash, are subject to an insignificant risk of changes in value, and have a short maturity of generally within three months when acquired, less bank overdrafts which are repayable on demand and form an integral part of the Group's cash management.

For the purpose of the consolidated statement of financial position, cash and cash equivalents comprise cash on hand and at banks, including term deposits, and assets similar in nature to cash, which are not restricted as to use.

### Provisions

A provision is recognised when a present obligation (legal or constructive) has arisen as a result of a past event and it is probable that a future outflow of resources will be required to settle the obligation, provided that a reliable estimate can be made of the amount of the obligation.

When the effect of discounting is material, the amount recognised for a provision is the present value at the end of the reporting period of the future expenditures expected to be required to settle the obligation. The increase in the discounted present value amount arising from the passage of time is included in finance costs in the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 持作銷售及持作融資租賃物業

持作銷售及持作融資租賃物業包括持作銷售及持作融資租賃已落成物業及建築期間預計在正常經營週期內的發展中物業。持作銷售及持作融資租賃物業按成本值及可變現淨值兩者的較低者列賬。成本包括土地成本、所有發展開支、適用的借貸成本及該等物業應佔的其他直接成本。可變現淨值乃參考當前市價按個別物業基準釐定。

### 現金及現金等價物

就綜合現金流量表而言，現金及現金等價物包括手頭現金及活期存款，以及可隨時轉換為已知金額現金的短期高流動性投資，該筆現金承受價值轉變的較低風險，一般於收購起計三個月內到期，並已減去須應要求償還的銀行透支，而成為本集團現金管理的一部分。

就綜合財務狀況表而言，現金及現金等價物包括手頭現金及銀行存款，當中包括定期存款及性質與現金相類的資產，該等存款用途不受限制。

### 撥備

撥備乃於本集團因以往的事件導致現行的責任（不論法定或推定）產生，並將有可能需要於日後作出資源流出以履行責任時確認，惟須可靠地估計有關責任的金額。

倘折現的影響重大，確認為撥備的金額則為預期須用作履行責任的日後開支於報告期末的現值。折現的現值因時間流逝而產生的升幅，乃於損益表中列作融資成本。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Income tax

Income tax comprises current and deferred tax. Income tax relating to items recognised outside profit or loss is recognised outside profit or loss, either in other comprehensive income or directly in equity.

Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period, taking into consideration interpretations and practices prevailing in the countries in which the Group operates.

Deferred tax is provided, using the liability method, on all temporary differences at the end of the reporting period between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- when the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries, associates and joint ventures, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, the carryforward of unused tax credits and any unused tax losses. Deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, the carryforward of unused tax credits and unused tax losses can be utilised, except:

- when the deferred tax asset relating to the deductible temporary differences arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and

## 2.4 重大會計政策概要(續)

### 所得稅

所得稅包括即期及遞延稅項。於損益以外確認項目相關的所得稅於損益以外之其他全面收入或直接於權益確認。

即期稅項資產和負債按預期可自稅務機關收回或須支付予稅務機關的金額，基於報告期末時已頒佈或實際已頒佈的稅率(和稅法)，計及本集團營運所在國家現行詮釋及慣例計量。

在報告期末時，資產與負債的稅基與作為財務報告用途的資產與負債賬面值之間的全部暫時性差異，須按負債法計提遞延稅項撥備。

所有應課稅暫時性差異均確認為遞延稅項負債，惟下列各項除外：

- 倘若遞延稅項負債的起因，是由於商譽而產生，或在一宗非屬業務合併的交易中初步確認資產或負債，而於進行交易時，對會計利潤或應課稅利潤或虧損均無影響；及
- 對於與於附屬公司及聯營公司的投資及於合營企業的權益有關的應課稅暫時性差異而言，倘若撥回暫時性差異的時間可以控制，而暫時性差異不甚可能在可見將來撥回。

對於所有可扣減暫時性差異、結轉未動用稅項抵免及任何未動用稅項虧損，若日後有可能出現應課稅利潤，可用以抵銷該等可扣減暫時性差異、結轉未動用稅項抵免及未動用稅項虧損，則遞延稅項資產確認入賬，惟下列各項除外：

- 倘若有關可扣減暫時性差異的遞延稅項資產的起因，是由於在一宗非屬業務合併的交易中初步確認資產或負債，而於進行交易時，對會計利潤或應課稅利潤或虧損均無影響；及



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Income tax (Continued)

- in respect of deductible temporary differences associated with investments in subsidiaries, associates and joint ventures, deferred tax assets are only recognised to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at the end of each reporting period and are recognised to the extent that it has become probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

### Government grants

Government grants are recognised at their fair value where there is reasonable assurance that the grant will be received and all attaching conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the costs, which it is intended to compensate, are expensed.

Where the grant relates to an asset, the fair value is credited to a deferred income account and is released to the statement of profit or loss over the expected useful life of the relevant asset by equal annual instalments or deducted from the carrying amount of the asset and released to the statement of profit or loss by way of a reduced depreciation charge or over the benefits received by the Group related to such assets.

## 2.4 重大會計政策概要(續)

### 所得稅(續)

- 對於與於附屬公司及聯營公司的投資及於合營企業的權益有關的可扣減暫時性差異而言，只有在暫時性差異有可能在可見將來撥回，而且日後有可能出現應課稅利潤，可用以抵銷該等暫時性差異時，方會確認遞延稅項資產。

遞延稅項資產的賬面值，在各報告期末時予以審閱，若不再可能有足夠應課稅利潤可用以抵扣全部或部分遞延稅項資產，則扣減遞延稅項資產賬面值。過往未予確認的遞延稅項資產於各報告期末時重新評估，而在可能有足夠應課稅利潤可用以抵扣全部或部分遞延稅項資產，則確認過往未予確認的遞延稅項資產。

變現資產或清償負債的期間預期適用的稅率，會用作計量遞延稅項資產及負債，並以報告期末時已經生效或大致上已經生效的稅率(及稅法)為基準。

倘存在可依法執行的權利將即期稅項資產與即期稅項負債抵銷，而遞延稅項與相同應課稅實體及相同稅務機關有關，則遞延稅項資產及遞延稅項負債互相抵銷。

### 政府補助

政府補助於合理地確保本集團將取得該補助並將可符合所有隨附條件時按公平值確認。與開支項目有關的補助，則有系統地於擬作成本開銷期間確認為收入。

當該補助與資產有關時，則以其公平值記錄於遞延收入中，再於有關資產之預計可使用年期內，分期每年分攤計入損益表，或在資產之賬面值扣除，並以扣減折舊費用方式或本集團從該資產得到的得益之攤分方式計入損益表。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Revenue recognition

Revenue is recognised when it is probable that the economic benefits will flow to the Group and when the revenue can be measured reliably, on the following bases:

- (a) from the sale of properties, when the significant risks and rewards of ownership have been transferred to the buyer, provided that the Group maintains neither managerial involvement to the degree usually associated with ownership, nor effective control over the properties sold;
- (b) rental income, on a time proportion basis over the lease terms;
- (c) finance lease income, when the significant risks and rewards incidental to ownership of the properties have been transferred to the lessee;
- (d) property management service and other revenue, when the services have been rendered;
- (e) interest income, on an accrual basis using the effective interest method by applying the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument or a shorter period, when appropriate, to the net carrying amount of the financial asset; and
- (f) income from E-commerce and the provision of logistics and warehousing services, when the services have been rendered.

### Share-based payments

The Company operates a share option scheme for the purpose of providing incentives and rewards to eligible participants who contribute to the success of the Group's operations. Employees (including directors) of the Group receive remuneration in the form of share-based payments, whereby employees render services as consideration for equity instruments ("equity-settled transactions").

The cost of equity-settled transactions with employees for grants after 7 November 2002 is measured by reference to the fair value at the date at which they are granted. The fair value is determined by an external valuer using an appropriate pricing model, further details of which are given in note 38 to the financial statements.

## 2.4 重大會計政策概要(續)

### 收入確認

收入乃於經濟利益有可能流入本集團，並能夠可靠地計量收入之時，按下列基準確認：

- (a) 來自銷售物業的收入，於所有權的重大風險及回報已轉移予買家，而本集團並不保留通常與所有權有關的管理權或對已售物業的有效控制；
- (b) 租金收入，在租賃期內按時間比例基準；
- (c) 融資租賃收入，當物業擁有權相關的主要風險及回報已轉移予承租人；
- (d) 物業管理服務及其他收入，於提供服務時；
- (e) 利息收入，以累計基準計算，於金融工具的預期年期或較短期間(如適用)內採用實際利息法按估計未來現金收入準確折現至金融資產賬面淨額的折現率；及
- (f) 電子商貿及提供物流倉儲服務收入，於提供服務時。

### 以股份形式付款

本公司營運購股權計劃，向為本集團業務成就作出貢獻的合資格參與者提供獎勵及報酬。本集團僱員(包括董事)按以股份形式付款方式收取薪酬，僱員以提供服務作為權益工具的代價(「以權益結算的交易」)。

與僱員之間於2002年11月7日後的以權益結算的交易成本乃參考授出日期的公平值計量。公平值乃由外聘估值師採用適當定價模式釐定，進一步詳情載於財務報表附註38。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Share-based payments (Continued)

The cost of equity-settled transactions is recognised, together with a corresponding increase in equity, over the period in which the performance and/or service conditions are fulfilled in employee benefit expense. The cumulative expense recognised for equity-settled transactions at the end of each reporting period until the vesting date reflects the extent to which the vesting period has expired and the Group's best estimate of the number of equity instruments that will ultimately vest. The charge or credit to the statement of profit or loss for a period represents the movement in the cumulative expense recognised as at the beginning and end of that period.

Service and non-market performance conditions are not taken into account when determining the grant date fair value of awards, but the likelihood of the conditions being met is assessed as part of the Group's best estimate of the number of equity instruments that will ultimately vest. Market performance conditions are reflected within the grant date fair value. Any other conditions attached to an award, but without an associated service requirement, are considered to be non-vesting conditions. Non-vesting conditions are reflected in the fair value of an award and lead to an immediate expensing of an award unless there are also service and/or performance conditions.

For awards that do not ultimately vest because non-market performance and/or service conditions have not been met, no expense is recognised. Where awards include a market or non-vesting condition, the transactions are treated as vesting irrespective of whether the market or non-vesting condition is satisfied, provided that all other performance and/or service conditions are satisfied.

Where the terms of an equity-settled award are modified, as a minimum an expense is recognised as if the terms had not been modified, if the original terms of the award are met. In addition, an expense is recognised for any modification that increases the total fair value of the share-based payments, or is otherwise beneficial to the employee as measured at the date of modification.

## 2.4 重大會計政策概要(續)

### 以股份形式付款(續)

權益結算交易之成本在績效及/或服務條件達成之期間，連同權益之相應升幅一併確認。就權益結算交易於各告期間結束時至歸屬日期確認之累計開支，反映歸屬期屆滿之程度以及本集團就最終歸屬之權益工具數目之最佳估計。期內在損益表扣除或計入之金額，指於該期間期初及期終所確認之累計開支變動。

釐定獎勵獲授當日之公允值時，並不計及服務及非市場績效條件，惟在有可能符合條件的情況下，則評估為本集團對最終將會歸屬權益工具數目最佳估計之一部分。市場績效條件反映於獎勵獲授當日之公允值。獎勵之任何其他附帶條件(但不帶有服務要求)視作非歸屬條件。非歸屬條件反映於獎勵之公允值，除非同時具服務及/或績效條件，否則獎勵即時支銷。

因非市場績效及/或服務條件未能達成而最終無歸屬之獎勵並不確認為支出。凡獎勵包含市場或非歸屬條件，無論市場條件或非歸屬條件獲履行與否，而所有其他績效及/或服務條件均獲履行，則交易仍被視為一項歸屬。

當以權益結算的獎勵的條款經修改，倘符合獎勵的原有條款，則會確認最低額度的開支，猶如條款未經修改。此外，就引致以股份形式付款的總公平值上升或以其他方式對僱員有利的任何改動(以改動當日的計量為準)確認開支。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Share-based payments (Continued)

Where an equity-settled award is cancelled, it is treated as if it had vested on the date of cancellation, and any expense not yet recognised for the award is recognised immediately. This includes any award where non-vesting conditions within the control of either the Group or the employee are not met. However, if a new award is substituted for the cancelled award, and is designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The dilutive effect of outstanding options is reflected as additional share dilution in the computation of earnings per share.

### Other employee benefits

#### Pension schemes

The Group operates a defined contribution Mandatory Provident Fund retirement benefit scheme (the "MPF Scheme") under the Mandatory Provident Fund Schemes Ordinance for all of its employees in Hong Kong. Contributions are made based on a percentage of the employees' basic salaries and are charged to the statement of profit or loss as they become payable in accordance with the rules of the MPF Scheme. The assets of the MPF Scheme are held separately from those of the Group in an independently administered fund. The Group's employer contributions vest fully with the employees when contributed into the MPF Scheme.

The employees of the Group's subsidiaries which operate in Mainland China are required to participate in a central pension scheme operated by the local municipal government. These subsidiaries are required to contribute a certain percentage of their respective payroll costs to the central pension scheme. The contributions are charged to the statement of profit or loss as they become payable in accordance with the rules of the central pension scheme.

## 2.4 重大會計政策概要(續)

### 以股份形式付款(續)

當一項以權益結算的獎勵註銷，會被視作猶如於註銷當日歸屬，及並未就獎勵確認的任何開支將即時確認。此乃包括受本集團或僱員控制的非歸屬條件未能達成的任何獎勵。然而，如一項新獎勵取代一項註銷獎勵，並於授出當日界定為取替的獎勵，如上段所述，註銷及新獎勵兩者會被視為原有獎勵的改動。

尚未行使購股權的攤薄影響用於計算每股盈利時反映為額外股份攤薄。

### 其他僱員福利

#### 退休金計劃

本集團根據強制性公積金計劃條例為其所有香港僱員參與強制性公積金計劃(「強積金計劃」)營運一項定額供款強積金計劃。供款按僱員基本薪金的若干百分比作出，並於根據強積金計劃規則的規定於應付時自收益表扣除。強積金計劃的資產乃與本集團資產分開以獨立管理基金持有。本集團對強積金計劃作出的僱主供款，在供款作出時全數歸屬僱員。

本集團旗下在中國大陸營運的附屬公司的僱員，須參與由地方市政府營運的中央公積金計劃。該等附屬公司須按彼等各自的支薪成本的若干百分比向中央公積金計劃作出供款。供款須按照中央公積金計劃規則的規定於應付時在損益表內扣除。



## 2.4 Summary of Significant Accounting Policies

(Continued)

### Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, i.e., assets that necessarily take a substantial period of time to get ready for their intended use or sale, are capitalised as part of the cost of those assets. The capitalisation of such borrowing costs ceases when the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs capitalised. All other borrowing costs are expensed in the period in which they are incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### Dividends

Final dividends are recognised as a liability when they are approved by the shareholders in a general meeting. Following the implementation of the Hong Kong Companies Ordinance (Cap. 622), proposed final dividends are disclosed in the notes to the financial statements.

### Foreign currencies

These financial statements are presented in Hong Kong dollars, which is the Company's functional currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. Foreign currency transactions recorded by the entities in the Group are initially recorded using their respective functional currency rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency rates of exchange ruling at the end of the reporting period. Differences arising on settlement or translation of monetary items are recognised in the statement of profit or loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was measured. The gain or loss arising on translation of a non-monetary item measures at fair value is treated in line with the recognition of the gain or loss on change in fair value of the item (i.e., translation difference on the item whose fair value gain or loss is recognised in other comprehensive income or profit or loss is also recognised in other comprehensive income or profit or loss, respectively).

## 2.4 重大會計政策概要(續)

### 借貸成本

因收購、建設或生產合資格資產(即須頗長期間準備方可用作其擬定用途或銷售的資產)直接產生的借貸成本，乃作為該等資產的部分成本予以資本化。當資產大致達到擬定用途或銷售時，該等借貸成本則不再予以資本化。待作出合資格資產開支的特定借貸臨時投資所賺取的投資收入於借貸成本資本化時扣除。所有其他借貸成本會於發生當期支銷。借貸成本包括利息及其他由公司借貸資金而產生之費用。

### 股息

當末期股息於股東大會上獲股東批准，該等股息則被確認為負債。隨著香港公司條例(第622章)的實施，建議的末期股息將於財務報表附註中披露。

### 外幣

此等財務報表按港元呈列，而港元為本公司的功能貨幣。本集團內各實體決定其本身的功能貨幣，而各實體的財務報表內各項目均使用該功能貨幣計量。本集團實體所入賬的外幣交易初步普遍按交易日期其各自的功能貨幣匯率入賬。以外幣為單位的貨幣資產及負債，乃按報告期末的功能貨幣匯率換算。因結算或換算貨幣項目產生的一切差額乃於損益表入賬。

按外幣的歷史成本計量的非貨幣項目按最初交易當日的匯率換算。按外幣公平值計量的非貨幣項目按釐定公平值當日的匯率換算。換算非貨幣項目產生的收益或虧損乃按與確認該項目的公平值變動產生按公平值的收益或虧損一致的方法處理(即公平值收益或虧損於其他全面收入或損益確認的項目的換算差額，亦分別於其他全面收入或損益確認)。





## 2.4 Summary of Significant Accounting Policies

(Continued)

### Foreign currencies (Continued)

The functional currencies of certain overseas subsidiaries, joint ventures and associates are currencies other than the Hong Kong dollar. As at the end of the reporting period, the assets and liabilities of these entities are translated into Hong Kong dollars at the exchange rates prevailing at the end of the reporting period and their statements of profit or loss are translated into Hong Kong dollars at the weighted average exchange rates for the year.

The resulting exchange differences are recognised in other comprehensive income and accumulated in the exchange fluctuation reserve. On disposal of a foreign operation, the component of other comprehensive income relating to that particular foreign operation is recognised in the statement of profit or loss.

For the purpose of the consolidated statement of cash flows, the cash flows of overseas subsidiaries are translated into Hong Kong dollars at the exchange rates ruling at the dates of the cash flows. Frequently recurring cash flows of overseas subsidiaries which arise throughout the year are translated into Hong Kong dollars at the weighted average exchange rates for the year.

## 3. Significant Accounting Judgements and Estimates

The preparation of the Group's financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and their accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amounts of the assets or liabilities affected in the future.

### Judgements

In the process of applying the Group's accounting policies, management has made the following judgements, apart from those involving estimations, which have the most significant effect on the amounts recognised in the financial statements:

#### Operating lease commitments – Group as lessor

The Group has entered into commercial property leases on its investment property portfolio. The Group has determined, based on an evaluation of the terms and conditions of the arrangements, that it retains all the significant risks and rewards of ownership of these properties which are leased out on operating leases.

## 2.4 重大會計政策概要(續)

### 外幣(續)

若干海外附屬公司、合營企業及聯營公司的功能貨幣為港元以外的貨幣。於報告期末時，該等實體的資產及負債按報告期末時的匯率換算為港元，而該等公司的損益表按該年度普遍的平均匯率換算為港元。

所產生的匯兌差額確認為其他全面收入，並計入匯兌波動儲備。出售海外實體時，在權益確認為有關該特定海外業務的遞延累計金額在損益表確認。

就綜合現金流量表而言，海外附屬公司的現金流量按現金流量日期的匯率換算為港元。海外附屬公司於年內經常產生的現金流量則按該年度的加權平均匯率換算為港元。

## 3. 重大會計判斷及估計

編製本集團財務報表時需管理層作出影響於報告期末的收入、費用、資產及負債及其隨附披露事項以及或然負債之呈報金額的判斷、預計及假設。然而，此等假設及預計的不明朗因素將引致受影響之資產或負債賬面值於將來或作出重大調整。

### 判斷

在應用本集團的會計政策的過程中，除該等涉及估計者外，管理層已作出下列對財務報表確認的金額有最重大影響的判斷：

#### 經營租賃承擔 – 本集團作為出租人

本集團已就其投資物業組合訂立商業物業租賃。根據對該等安排的條款及條件作出的評估，本集團已釐定，按照經營租賃出租的該等物業所有權的所有重大風險及回報仍歸本集團所有。



### 3. Significant Accounting Judgements and Estimates (Continued)

#### Judgements (Continued)

#### Transfer from properties under development to investment properties

Properties under development are transferred to investment properties when there is a change in use with sufficient evidence. The Group determines whether a change in use has occurred based on an assessment of all relevant facts and circumstances, which include but are not limited to: (a) a business plan that reflects the future rental income generated by the property; (b) the resources to hold and manage an investment property; (c) legal permissibility for the change in use; (d) the commencement of development if the property requires further development for the change in use. Any excess of fair value over the original carrying amount of such properties at the date of transfer was recognised as current year profit or loss.

#### Classification between investment properties and owner-occupied properties

The Group determines whether a property qualifies as an investment property, and has developed criteria in making that judgement. Investment property is a property held to earn rentals or for capital appreciation or both. Therefore, the Group considers whether a property generates cash flows largely independent of the other assets held by the Group. Some properties comprise a portion that is held to earn rentals or for capital appreciation and another portion that is held for use in the production or supply of goods or services or for administrative purposes. If these portions could be sold separately or leased out separately under a finance lease, the Group accounts for the portions separately. If the portions could not be sold separately, the property is an investment property only if an insignificant portion is held for use in the production or supply of goods or services or for administrative purposes. Judgement is made on an individual property basis to determine whether ancillary services are so significant that a property does not qualify as an investment property.

### 3. 重大會計判斷及估計(續)

#### 判斷(續)

#### 發展中物業結轉至投資物業

當有充足證明用途轉變時，發展中物業結轉至投資物業。本集團乃基於所有相關事實及情況的評估釐定用途有否轉變，其中包括但不限於：(a) 反映此物業將來產生租金收入的商業計劃；(b) 持有及經營投資物業所需的資源；(c) 容許改變有關用途的法律許可；(d) 如物業改變用途需其他開發，有關開發需開始進行。於結轉日期該等物業的公平值超出原賬面值的任何金額確認為本年度損益。

#### 投資物業與業主自用物業之間的分類

本集團釐定物業是否符合投資物業的條件，並已制定出一套判斷準則。投資物業是持作賺取租金或資本增值或兩者俱備的物業。因此，本集團考慮物業產生現金流量時是否大體獨立於本集團持有的其他資產。某些物業的部分是為賺取租金或資本增值而持有，而另一部分是為用於生產或供應貨品或服務或作行政用途而持有。倘若此等部分可以分開出售或根據融資租賃分開出租，本集團將把有關部分分開入賬。倘若該等部分無法分開出售，則僅在非主要部分持作生產或供應貨品或服務或作行政用途時，有關物業方會列作投資物業。本集團按個別基準對物業作出判斷，以決定配套服務是否重要，以致物業不符合投資物業資格。



### 3. Significant Accounting Judgements and Estimates (Continued) Estimation uncertainty

The key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

#### Impairment of goodwill

The Group determines whether goodwill is impaired at least on an annual basis. This requires an estimation of the value in use of the cash-generating units to which the goodwill is allocated. Estimating the value in use requires the Group to make an estimate of the expected future cash flows from the cash-generating units and also to choose a suitable discount rate in order to calculate the present value of those cash flows. The carrying amount of goodwill at 31 March 2016 was HK\$34,128,000 (2015: HK\$34,128,000). Further details are given in note 17.

#### Estimation of fair value of investment properties

The Group engaged Savills Valuation and Professional Services Limited ("Savills"), independent professionally qualified valuers, to perform the valuation of the Group's investment properties at the end of the reporting period. The carrying amount of investment properties at 31 March 2016 was HK\$34,814,188,000 (2015: HK\$30,217,792,000). Further details are given in note 14.

#### Impairment allowances for trade receivables and other receivables

The Group estimates the impairment allowances for trade receivables and other receivables by assessing the recoverability based on credit history and prevailing market conditions. This requires the use of estimates and judgements. Allowances are applied to trade receivables and other receivables where events or changes in circumstances indicate that the balances may not be collectible. Where the expectation is different from the original estimate, the difference will affect the carrying amounts of trade receivables and other receivables and thus the impairment loss in the period in which the estimate is changed. The Group reassesses the impairment allowance at the end of each reporting period. At 31 March 2016, the aggregate carrying amounts of trade receivables and other receivables were HK\$1,644,268,000 (2015: HK\$2,082,857,000).

### 3. 重大會計判斷及估計(續)

#### 估計的不確定因素

有關未來的主要假設以及於報告期末時存在重大風險導致於下一個財政年度對資產及負債的賬面值作出重大調整的其他主要估計不確定因素來源在下文論述。

#### 商譽減值

本集團至少每年釐定商譽是否減值。這需要對獲分配商譽的現金產生單位使用價值作出估計。估計使用價值時，本集團須對現金產生單位的預期未來現金流量作出估計，亦須選擇適當的折現率以計算該等現金流量的現值。於2016年3月31日，商譽的賬面值為34,128,000港元(2015年：34,128,000港元)。詳情載於附註17。

#### 投資物業公平值估計

本集團委聘獨立專業合資格估值師第一太平戴維斯估值及專業顧問有限公司(「第一太平戴維斯」)進行本集團投資物業於報告期末時的估值。於2016年3月31日，投資物業的賬面值為34,814,188,000港元(2015年：30,217,792,000港元)。詳情載於附註14。

#### 應收貿易賬款及其他應收款項的減值撥備

本集團估計應收貿易賬款及其他應收款項的減值撥備，方法是透過基於信貸記錄及現行市況來評估可收回性。此舉需要使用估計及判斷。倘事件或情況變動顯示結餘不可收回，則須就應收貿易賬款及其他應收款項作出撥備。倘預計數額與原先估計有所不同，則此差額將影響有關估計變動期間的應收貿易賬款及其他應收款項的賬面值以及減值虧損。本集團於各報告期末時重新評估減值撥備。於2016年3月31日，應收貿易賬款及其他應收款項的賬面總值為1,644,268,000港元(2015年：2,082,857,000港元)。



### 3. Significant Accounting Judgements and Estimates (Continued)

#### Estimation uncertainty(Continued)

##### Land appreciation tax

Under the Provisional Regulations on Land Appreciation Tax ("LAT") implemented upon the issuance of the Provisional Regulations of the PRC on 27 January 1995, all gains arising from the transfer of real estate properties in Mainland China with effect from 1 January 1994 are subject to LAT at progressive rates ranging from 30% to 60% on the appreciation of land value, being the proceeds from sales of properties less deductible expenditures including land use rights, borrowing costs and all property development expenditures.

The subsidiaries of the Group engaging in the property development business in Mainland China are subject to LAT, which has been included in income tax. However, the implementation of these taxes varies amongst various Mainland China cities and the Group has not finalised its LAT returns with various tax authorities. Accordingly, significant judgement is required in determining the amount of land appreciation and its related taxes. The ultimate tax determination is uncertain during the ordinary course of business. The Group recognises these liabilities based on management's best estimates. When the final tax outcome of these matters is different from the amounts that were initially recorded, the differences will impact the income tax and provisions for land appreciation taxes in the period in which the determination is made.

##### Withholding tax arising from the distribution of dividends

Withholding tax arising from the distribution of dividends pursuant to the PRC Corporate Income Tax Law, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in Mainland China. The requirement is effective from 1 January 2008 and applies to earnings after 31 December 2007. A lower withholding tax rate may be applied if there is a tax treaty between Mainland China and the jurisdiction of the foreign investors. For the Group, the applicable rate is 5%. The Group is therefore liable for withholding taxes on dividends distributed by those subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008. Further details are given in note 35.

### 3. 重大會計判斷及估計(續)

#### 估計的不確定因素(續)

##### 土地增值稅

根據於1995年1月27日頒佈實施的中華人民共和國土地增值稅(「土地增值稅」)暫行條例實施細則，於中國大陸轉讓房地產物業產生的所有收益自1994年1月1日起須按介乎土地增值30%至60%之累進利率繳納土地增值稅。土地增值指出售物業所得款項減應課稅開支，包括土地使用權、借貸成本及所有物業開發開支。

本集團附屬公司於中國大陸從事物業開發業務，須繳納土地增值稅(計入所得稅)。然而，中國大陸的不同城市對土地增值稅的實施不盡相同，故本集團並未完成向不同稅務機關申報土地增值稅。因此，有關釐定土地增值及相關稅項須作出重大判斷。於日常業務中釐定的最終稅項金額並不確定。本集團基於管理層之最佳估計確認該等負債。當該等事宜之最終稅項支出與初步列賬之數額出現差異時，該等差額將影響釐定稅項期間之所得稅及土地增值稅撥備。

##### 股息分派產生的預扣稅

股息分派產生的預扣稅乃據中國企業所得稅法，在中國內地成立之外資企業向外國投資者宣派之股息需徵收10%預扣稅。該規定由2008年1月1日起生效，且適用於2007年12月31日後之盈利。倘中國內地與外國投資者司法管轄區內訂立稅務條約，則採用較低之預扣稅率。本集團適用的扣稅率為5%。因此，本集團須為於中國內地成立的附屬公司就2008年1月1日起產生之盈利分派股息而繳納預扣稅。進一步詳情載於附註35。



### 3. Significant Accounting Judgements and Estimates (Continued)

#### Estimation uncertainty (Continued)

##### Deferred tax assets

Deferred tax assets are recognised for unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. The carrying value of deferred tax assets relating to recognised tax losses at 31 March 2016 was HK\$355,795,000 (2015: HK\$152,803,000). The amount of unrecognised tax losses at 31 March 2016 was HK\$652,542,000 (2015: HK\$452,875,000). Further details are contained in note 35 to the financial statements.

### 4. Operating Segment Information

For management purposes, the Group is organised into business units based on their products and services and has five reportable operating segments as follows:

- (a) the property development segment engages in the development of integrated logistics and trade centers and residential and commercial ancillary facilities;
- (b) the property investment segment invests in integrated logistics and trade centers and residential and commercial ancillary facilities;
- (c) the property management segment engages in the management of the Group's developed properties;
- (d) the E-commerce segment engages in the development, operations and maintenance of an E-commerce platform; and
- (e) the "others" segment comprises, principally, the provision of advertising, exhibition, logistics and warehousing services, outlet operations and other services.

### 3. 重大會計判斷及估計(續)

#### 估計的不確定因素(續)

##### 遞延稅項資產

僅在可能取得應課稅利潤作扣減虧損的情況下，方確認由所有未動用稅項虧損產生的遞延稅項資產。在釐定可予確認的遞延稅項資產款項時，須根據可能的時間、未來應課稅利潤的水平連同未來稅項計劃策略，作出重要的管理層判斷。於2016年3月31日，有關因稅項虧損而確認的遞延稅項資產的賬面值為355,795,000港元(2015年：152,803,000港元)。於2016年3月31日，未確認的稅項虧損為652,542,000港元(2015年：452,875,000港元)。詳情載於財務報表附註35。

### 4. 經營分部資料

就管理而言，本集團按其產品及服務劃分為不同的業務單位，並具備以下五個可申報營運分部：

- (a) 物業發展分部從事發展綜合商貿物流中心及住宅及商業配套設施；
- (b) 物業投資分部投資綜合商貿物流中心及住宅及商業配套設施；
- (c) 物業管理分部從事管理本集團的已建成物業；
- (d) 電子商貿分部從事發展、經營及維持電子商貿平台；及
- (e) 「其他」分部基本上包括提供廣告、展覽、物流及倉儲服務、奧特萊斯經營及其他服務。



#### 4. Operating Segment Information (Continued)

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on reportable segment profit/(loss), which is a measure of adjusted profit/(loss) before tax. The adjusted profit/(loss) before tax is measured consistently with the Group's profit before tax except that interest income, finance costs, fair value gains from the Group's financial instruments, head office and corporate expenses are excluded from this measurement.

Segment assets exclude cash and cash equivalents, equity investments at fair value through profit or loss and other unallocated head office and corporate assets as these assets are managed on a group basis.

Segment liabilities exclude interest-bearing bank and other borrowings, senior notes, short-term notes, medium-term notes, corporate bonds, domestic company bonds, tax payables and other unallocated head office and corporate liabilities as these liabilities are managed on a group basis.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to third parties at the then prevailing market prices.

No geographical segment analysis is presented as the majority of the assets and operations of the Group are located in the PRC, which is considered as one geographical location in an economic environment with similar risks and returns.

There was no single customer to the revenue derived from which amounted to 10% or more of the Group's revenue during the year ended 31 March 2016 (2015: Nil).

#### 4. 經營分部資料(續)

管理層會獨立監察營運分部之業績而作出資源分配決定及評定其表現。分部表現乃根據可呈報分部利潤/(虧損)(即經調整稅前利潤/(虧損))評估。經調整稅前利潤/(虧損)與本集團稅前利潤計量方式一致，惟利息收入、融資成本、本集團金融工具公平值收益以及總辦事處及公司開支均無計算在內。

分部資產不包括現金及現金等價物、透過損益以公平值列賬之股本投資及其他未分配總辦事處及公司資產，原因為該等資產按集團整體管理。

分部負債不包括計息銀行及其他借貸、優先票據、短期融資券、中期票據、企業債券、境內公司債券、應付稅項及其他未分配總辦事處及公司負債，原因為該等負債按集團整體管理。

分部間銷售及轉讓乃參考當時向第三方按市價作出銷售的售價進行。

由於本集團的大部分資產及經營均位於中國(被視為處於具類似風險及回報的經濟環境的一個地理位置)，本集團並無呈列地理分部分分析。

截至2016年3月31日止年度，並無單一客戶為本集團收入貢獻10%或以上(2015年：無)。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2016 2016年3月31日



4. Operating Segment Information (Continued)

4. 經營分部資料(續)

Year ended 31 March 2016 截至2016年3月31日止年度		Property development 物業發展 HK\$'000 千港元	Property investment 物業投資 HK\$'000 千港元	Property management 物業管理 HK\$'000 千港元	E-commerce 電子商貿 HK\$'000 千港元	Others 其他 HK\$'000 千港元	Total 總計 HK\$'000 千港元
<b>Segment revenue:</b>	<b>分部收入:</b>						
Sales to external customers	對外客戶銷售	4,715,703	681,314	247,721	202,184	289,340	6,136,262
Intersegment sales	分部間銷售	-	30,058	-	146,228	14,051	190,337
		4,715,703	711,372	247,721	348,412	303,391	6,326,599
Elimination of intersegment sales	分部間銷售對銷						(190,337)
Revenue	收入						6,136,262
Segment results before increase in fair value of investment properties	投資物業公平值增加前分部業績	2,488,203	493,656	(44,460)	202,169	181,566	3,321,134
Increase in fair value of investment properties	投資物業公平值增加	-	3,232,699	-	-	-	3,232,699
Segment results after increase in fair value of investment properties	投資物業公平值增加後分部業績	2,488,203	3,726,355	(44,460)	202,169	181,566	6,553,833
Unallocated cost of sales	未分配銷售成本						(362,081)
Interest income	利息收入						85,947
Loss on held-for-trading investments at fair value through profit or loss, net	透過損益以公平值列賬之持作買賣投資虧損淨額						(5,525)
Unallocated income and gains	未分配收入及收益						985,820
Unallocated expenses	未分配開支						(2,194,375)
Finance costs	融資成本						(159,386)
Profit before tax	稅前利潤						4,904,233
<b>Segment assets</b>	<b>分部資產</b>	36,370,396	32,286,528	45,800	100,455	1,338,433	70,141,612
Reconciliation:	對賬:						
Investments in associates	於聯營公司的投資						60,310
Unallocated assets	未分配資產						13,183,409
Total assets	資產總值						83,385,331
<b>Segment liabilities</b>	<b>分部負債</b>	5,610,040	5,164,724	56,657	544,419	288,382	11,664,222
Reconciliation:	對賬:						
Unallocated liabilities	未分配負債						45,352,644
Total liabilities	負債總額						57,016,866
<b>Other segment information:</b>	<b>其他分部資料:</b>						
Depreciation	折舊	98,266	1,495	403	3,242	14,445	117,851
Corporate and other unallocated amounts	公司及其他未分配金額						33,034
							150,885
Increase in fair value of investment properties	投資物業公平值增加	-	3,232,699	-	-	-	3,232,699
Capital expenditure*	資本開支*	8,973,136	18,032	345	6,181	9,676	9,007,370

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2016 2016年3月31日



4. Operating Segment Information (Continued)

4. 經營分部資料(續)

Year ended 31 March 2015 截至2015年3月31日止年度	Property development 物業發展 HK\$'000 千港元	Property investment 物業投資 HK\$'000 千港元	Property management 物業管理 HK\$'000 千港元	E-commerce 電子商貿 HK\$'000 千港元	Others 其他 HK\$'000 千港元	Total 總計 HK\$'000 千港元
<b>Segment revenue:</b>	<b>分部收入:</b>					
Sales to external customers	8,654,171	573,895	133,321	201,806	194,574	9,757,767
Intersegment sales	–	45,907	41,965	43,127	21,086	152,085
	8,654,171	619,802	175,286	244,933	215,660	9,909,852
Elimination of intersegment sales						(152,085)
Revenue						9,757,767
Segment results before increase in fair value of investment properties	4,875,425	379,064	(88,574)	201,806	112,948	5,480,669
Increase in fair value of investment properties	–	2,398,531	–	–	–	2,398,531
Segment results after increase in fair value of investment properties	4,875,425	2,777,595	(88,574)	201,806	112,948	7,879,200
Unallocated cost of sales						(305,139)
Interest income						68,996
Gains on held-for-trading investments at fair value through profit or loss, net						3,770
Unallocated income and gains						261,330
Unallocated expenses						(1,875,863)
Finance costs						(165,595)
Share of losses of associates						(7,210)
Profit before tax						5,859,489
<b>Segment assets</b>	<b>32,990,415</b>	<b>29,648,772</b>	<b>9,810</b>	<b>329,344</b>	<b>573,974</b>	<b>63,552,315</b>
<i>Reconciliation:</i>	<i>對賬:</i>					
Investment in a joint venture						5,079
Investments in associates						34,884
Unallocated assets						9,661,693
Total assets						73,253,971
<b>Segment liabilities</b>	<b>5,371,768</b>	<b>4,408,104</b>	<b>623,801</b>	<b>323,393</b>	<b>173,222</b>	<b>10,900,288</b>
<i>Reconciliation:</i>	<i>對賬:</i>					
Unallocated liabilities						37,331,867
Total liabilities						48,232,155
<b>Other segment information:</b>	<b>其他分部資料:</b>					
Depreciation	36,077	1,758	1,056	4,442	7,811	51,144
Corporate and other unallocated amounts						42,121
						93,265
Increase in fair value of investment properties	–	2,398,531	–	–	–	2,398,531
Capital expenditure*	18,152,683	43,597	1,042	4,323	294,218	18,495,863

\* Capital expenditure consists of additions to property, plant and equipment, prepaid land lease payments, properties under development and investment properties.

\* 資本開支包括物業、廠房及設備、預付土地出租金、發展中物業及投資物業添置。



31 March 2016 2016年3月31日



## 5. Revenue, Other Income and Gains/(Losses), and Fair value gains on Investment Properties

Revenue represents the net sales of completed properties, finance lease income, rental income, income from the provision of property management services, E-commerce income and other revenue, net of business tax and other sales related tax.

An analysis of revenue, other income and gains/(losses) is as follows:

## 5. 收入、其他收入及收益/(虧損)，及投資物業公平值收益

收入指扣除營業稅後竣工物業銷售淨額、融資租賃收入、租金收入、提供物業管理服務收入、電子商貿收入及其他收入(扣除營業稅及其他銷售相關稅項)。

收入、其他收入及收益/(虧損)分析如下：

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
	Note 附註		
<b>Revenue</b>	<b>收入</b>		
Sales of properties	物業銷售	4,164,135	8,190,793
Finance lease income	融資租賃收入	551,568	463,378
Rental income	租金收入	681,314	573,895
Property management service income	物業管理服務收入	247,721	133,321
E-commerce income	電子商貿收入	202,184	201,806
Other revenue*	其他收入*	289,340	194,574
		<b>6,136,262</b>	<b>9,757,767</b>
<b>Other income</b>	<b>其他收入</b>		
Bank interest income	銀行利息收入	85,947	68,996
Government grants**	政府補貼**	1,001,128	56,454
Others	其他	56,122	43,580
		<b>1,143,197</b>	<b>169,030</b>
<b>Gains/(losses)</b>	<b>收益/(虧損)</b>		
Fair value (losses)/gains on held-for-trading investments at fair value through profit or loss, net	透過損益以公平值列賬之持作買賣投資(虧損)/收益，淨額	(5,525)	3,770
Exchange (losses)/gains	匯兌(虧損)/收益	(71,430)	9,381
Fair value gain on derivative financial instrument	衍生金融工具公平值收益	-	151,915
		<b>(76,955)</b>	<b>165,066</b>
		<b>1,066,242</b>	<b>334,096</b>
<b>Fair value gains on investment properties</b>	<b>投資物業公平值收益</b>	<b>14</b>	<b>2,398,531</b>

\* Other revenue includes amounts of HK\$136,944,000 (2015: HK\$92,476,000) related to income from outlet operations and HK\$143,433,000 (2015: HK\$95,845,000) related to income from logistics and warehousing services.

\*\* Various government grants have been received from the relevant government authorities to foster and support the development of the relevant projects of the Group in Mainland China. There are no unfulfilled conditions or contingencies relating to these subsidies.

\* 其他收入已包括奧特萊斯運營收入136,944,000港元(2015年: 92,476,000港元)及物流及倉儲服務收入143,433,000港元(2015年: 95,845,000港元)。

\*\* 若干政府補貼為相關政府部門給予本集團，以培育及扶持本集團於中國大陸項目的發展。該等補助沒有未履行之條件或或然事件。



## 6. Profit Before Tax

The Group's profit before tax is arrived at after charging/(crediting):

## 6. 稅前利潤

本集團的稅前利潤已扣除/(計入)下列各項：

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
		Notes 附註	
Cost of properties sold	已售物業成本		1,984,613
Cost of properties held for finance lease	融資租賃物業成本		3,563,495
			242,887
Depreciation	折舊	13	152,182
Less: Depreciation capitalised in respect of properties under development	減：就發展中物業資本化折舊		94,523
			(1,297)
			150,885
Amortisation of prepaid land lease payments	預付土地出租金攤銷	16	23,618
Minimum lease payments under operating leases in respect of land and buildings and vehicles	土地及樓宇及汽車經營租賃下的最低租金		14,823
			9,239
Auditors' remuneration	核數師薪酬		13,957
Employee benefit expense (including directors' remuneration):	僱員福利開支(包括董事薪酬)：		4,080
Wages and salaries*	工資及薪金*		718,348
Equity-settled share option expense	以權益結算的購股權開支		707,329
Pension scheme contributions	退休金計劃供款		29,341
			107,938
			855,627
Provision for/(reversal of provision for) impairment of trade receivables**	應收貿易賬款減值撥備/(沖回撥備)**	24	96,660
Loss on disposal of a joint venture**	處置一家合營公司虧損**	18	4,959
Loss on disposal of subsidiaries**	處置附屬公司虧損**		444
Loss on disposal of items of property, plant and equipment	出售物業、廠房及設備項目虧損		61
			114

\* Included amounts of HK\$176,313,000 and HK\$127,665,000 for the years ended 31 March 2016 and 2015, respectively, which were capitalised under properties under development.

\*\* Included in "Other expenses" in the consolidated statement of profit or loss.

\* 包括截至2016年及2015年3月31日止年度的金額分別176,313,000港元及127,665,000港元，已予以資本化計入發展中物業。

\*\* 計入綜合損益表「其他開支」項內。

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## 7. Finance Costs

An analysis of finance costs is as follows:

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Interest on bank and other borrowings (including convertible notes, senior notes, medium-term notes, short-term notes, corporate bonds and domestic company bonds)	銀行及其他借貸利息(包括可換股票據、優先票據、中期票據、短期融資券、企業債券及境內公司債券)	2,049,155	1,617,376
Less: Interest capitalised	減：資本化利息	(1,889,769)	(1,451,781)
Total	總計	159,386	165,595

## 7. 融資成本

融資成本之分析如下：

## 8. Directors' Emoluments

Directors' remuneration for the year, disclosed pursuant to the Rules governing the Listing of Securities on the Hong Kong Stock Exchange (the "Listing Rules"), section 383(1)(a), (b), (c) and (f) of the Hong Kong Companies Ordinance and Part 2 of the Companies (Disclosure of Information about Benefits of Directors) Regulation, is as follows:

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Fees	袍金	4,640	4,640
Other emoluments:	其他酬金：		
Salaries, allowances, and benefits in kind	薪金、津貼及實物福利	17,678	16,131
Performance-related bonuses*	與表現掛鉤的花紅*	34,957	52,898
Equity-settled share option expense	以權益結算的購股權開支	28,181	89,552
Pension scheme contributions	退休金計劃供款	54	48
		85,510	163,269

## 8. 董事酬金

根據香港聯交所證券上市規則(「上市規則」)、香港公司條例第383(1)(a), (b), (c)及(f)條及公司(披露董事利益資料)規例第2部，於本年度的董事酬金披露如下：

\* Certain executive directors of the Company are entitled to a performance based bonus payments which are determined as a percentage of the Group's consolidated net profit attributable to owners of the parent excluding fair value gains on investment properties and related tax effects and fair value gain on derivative financial instrument (in addition to any discretionary bonus (if any)) of the financial year.

\* 本公司若干執行董事有權收取按該財政年度的未計投資物業公平值收益及相關稅務影響和衍生金融工具公平值收益的母公司擁有人應佔淨利潤百分比釐定基於表現之花紅(除任何酌情花紅(如有))。



## 8. Directors' Emoluments (Continued)

During the year, one director was granted share options, in respect of his services to the Group, under the share option scheme of the Company, further details of which are set out in note 38 to the financial statements. The fair value of those options, which is recognised in the statement of profit or loss over the vesting period, was determined as at the date of grant and the amount included in the financial statements for the current year is included in the above directors' remuneration disclosures.

### (a) Independent non-executive directors

The fees paid to independent non-executive directors during the year were as follows:

		Fees	Equity-settled share option expense	Total
		袍金	以權益結算的 購股權開支	總計
		HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元
<b>2016</b>	<b>2016年</b>			
Leung Kwan Yuen Andrew	梁君彥	380	–	380
Li Wai Keung	李偉強	380	–	380
Hui Chiu Chung	許照中	380	–	380
Yung Wing Ki Samuel	容永祺	380	390	770
		<b>1,520</b>	<b>390</b>	<b>1,910</b>

		Fees	Equity-settled share option expense	Total
		袍金	以權益結算的 購股權開支	總計
		HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元
<b>2015</b>	<b>2015年</b>			
Leung Kwan Yuen Andrew	梁君彥	380	782	1,162
Li Wai Keung	李偉強	380	782	1,162
Hui Chiu Chung	許照中	380	782	1,162
Yung Wing Ki Samuel	容永祺	380	1,224	1,604
		<b>1,520</b>	<b>3,570</b>	<b>5,090</b>

## 8. 董事酬金(續)

年內，一名董事就向本集團提供之服務而根據本公司購股權計劃獲授購股權，其進一步詳情載於財務報表附註38。該等購股權的公平值(已於歸屬期間於損益表確認)乃於授出日期釐定，而載於本年度財務報表的金額已包括於上文董事的酬金披露資料。

### (a) 獨立非執行董事

年內付予獨立非執行董事的袍金如下：



**8. Directors' Emoluments** (Continued)  
**(b) Executive directors and non-executive directors**

**8. 董事酬金** (續)  
**(b) 執行董事及非執行董事**

		Fees	Salaries, allowances, and benefits in kind	Performance-related bonuses	Equity-settled share option expense	Pension scheme contributions	Total
		袍金	薪金、津貼及實物福利	與表現掛鉤的花紅	以權益結算的購股權開支	退休金計劃供款	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
<b>2016</b>	<b>2016年</b>						
Executive directors:	執行董事:						
Cheng Chung Hing	鄭松興	-	5,850	13,167	-	18	19,035
Leung Moon Lam*	梁滿林*	-	5,763	10,582	7,222	18	23,585
Fung Sing Hong Stephen*	馮星航*	-	6,065	11,208	20,569	18	37,860
		-	17,678	34,957	27,791	54	80,480
Non-executive directors:	非執行董事:						
Ma Kai Cheung	馬介璋	1,080	-	-	-	-	1,080
Sun Kai Lit Cliff	孫啟烈	680	-	-	-	-	680
Ma Wai Mo	馬偉武	680	-	-	-	-	680
Cheng Tai Po	鄭大報	680	-	-	-	-	680
Lin Ching Hua**	林瓊驊**	-	-	-	-	-	-
		3,120	-	-	-	-	3,120
		3,120	17,678	34,957	27,791	54	83,600



**8. Directors' Emoluments** (Continued)  
**(b) Executive directors and non-executive directors** (Continued)

**8. 董事酬金** (續)  
**(b) 執行董事及非執行董事** (續)

		Fees	Salaries, allowances, and benefits in kind	Performance-related bonuses	Equity-settled share option expense	Pension scheme contributions	Total
		袍金	薪金、津貼及實物福利	與表現掛鉤的花紅	以權益結算的購股權開支	退休金計劃供款	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
2015	2015年						
Executive directors:	執行董事:						
Cheng Chung Hing	鄭松興	-	5,850	18,949	-	18	24,817
Leung Moon Lam*	梁滿林*	-	5,850	18,949	52,721	18	77,538
Xu Yang	許揚	-	926	-	305	-	1,231
Fung Sing Hong Stephen*	馮星航*	-	3,505	15,000	32,956	12	51,473
		-	16,131	52,898	85,982	48	155,059
Non-executive directors:	非執行董事:						
Ma Kai Cheung	馬介璋	1,080	-	-	-	-	1,080
Sun Kai Lit Cliff	孫啟烈	680	-	-	-	-	680
Ma Wai Mo	馬偉武	680	-	-	-	-	680
Cheng Tai Po	鄭大報	680	-	-	-	-	680
Lin Ching Hua**	林瓌驊**	-	-	-	-	-	-
		3,120	-	-	-	-	3,120
		3,120	16,131	52,898	85,982	48	158,179

\* On 1 January 2016, Mr. Leung Moon Lam ceased to act as Chief Executive Officer of the Group but remains as an executive director of the Group, while Mr. Fung Sing Hong Stephen was appointed as the Chief Executive Officer of the Group.

\*\* Mr. Lin Ching Hua, a non-executive director of the Company, has voluntarily decided not to receive any director's emolument in the future from the Company since his appointment on 28 June 2014, including a director's fee of HK\$380,000 and 2,000,000 share options in 2015. Apart from this, there was no agreement under which a director waived or agreed to waive any remuneration during the year.

\* 於2016年1月1日，梁滿林先生不再擔任本集團之行政總裁，但繼續擔任本公司之執行董事，同時馮星航先生獲委任為本集團之行政總裁。

\*\* 本公司之非執行董事林瓌驊先生自願不收取自2014年6月28日上任以後的任何本公司之董事酬金，包括2015年的董事金380,000港元及2,000,000股購股權。除此之外，於本年內無董事放棄或同意放棄酬金的安排。



## 9. Five Highest Paid Employees

The five highest paid employees during the year included three (2015: three) directors, details of whose remuneration are set out in note 8 above. Details of the remuneration of the five highest paid employees for the year are as follows:

## 9. 五位最高薪人士

年內，五位最高薪僱員分別包括三名董事(2015年：三名)，其酬金已載於上文附註8。年內五名最高薪僱員酬金的詳情如下：

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Salaries, allowances and benefits in kind	薪金、津貼及實物福利	23,838	23,429
Bonuses	花紅	34,957	71,298
Equity-settled share option expense	以權益結算的購股權開支	27,791	85,899
Pension scheme contributions	退休金計劃供款	54	54
		<b>86,640</b>	180,680

The number of the five highest paid employees whose remuneration fell within the following bands is as follows:

介乎以下範圍的五名最高薪僱員人數如下：

		Number of employees 僱員人數	
		2016	2015
HK\$2,000,001 to HK\$15,000,000	2,000,001港元至15,000,000港元	2	2
HK\$15,000,001 to HK\$25,000,000	15,000,001港元至25,000,000港元	2	1
HK\$25,000,001 to HK\$50,000,000	25,000,001港元至50,000,000港元	1	–
HK\$50,000,001 to HK\$75,000,000	50,000,001港元至75,000,000港元	–	1
HK\$75,000,001 to HK\$95,000,000	75,000,001港元至95,000,000港元	–	1
		<b>5</b>	5

During the year and in prior years, share options were granted to non-director, highest paid employees in respect of their services to the Group, further details of which are included in the disclosure in note 38 to the financial statements. The fair value of those options, which is recognised in the statement of profit or loss over the vesting period, was determined as at the date of grant and the amount included in the financial statements for the current year is included in the above five highest paid employees' remuneration disclosures.

年內及以前年度，非董事最高薪僱員就其向本集團提供之服務而獲授購股權，其進一步詳情載於財務報表附註38。該等購股權的公平值(已於歸屬期間於損益表確認)乃於授出日期釐定，而載於本年度財務報表的金額已包括於上文五名最高薪僱員酬金的披露資料。



## 10. Income Tax

Hong Kong profits tax has been provided at the rate of 16.5% (2015: 16.5%) on the estimated assessable profits arising in Hong Kong during the year. No provision for Hong Kong profits tax has been made as the Group had no assessable profits arising in Hong Kong during the year (2015: Nil).

Taxes on profits assessable in Mainland China are calculated at the rates of tax prevailing in the provinces in which the Group operates.

Under the relevant income tax law, the PRC subsidiaries are subject to corporate income tax ("CIT") at the statutory rate of 25% (2015: 25%) on their respective taxable income during the year.

The PRC LAT is levied at progressive rates ranging from 30% to 60% on the appreciation of land value, being the proceeds from the sale of properties less deductible expenditures including land costs, borrowing costs and all property development expenditures.

The major components of income tax expenses for the year are as follows:

## 10. 所得稅

年內，於香港產生的估計應課稅溢利乃按16.5% (2015年：16.5%)的稅率計提。年內，由於本集團概無源自香港的應課稅利潤，故並無計提香港利得稅撥備(2015年：無)。

中國大陸的應課稅溢利稅項乃按本集團營運所在省份的現行稅率計提。

根據相關所得稅法，年內，中國附屬公司須就各自應課稅收入按法定稅率25% (2015年：25%)繳納企業所得稅。

中國土地增值稅按30%至60%不等的累進稅率就土地價值(即物業銷售所得款項減包括土地成本、借貸成本及所有物業發展開支在內的可扣減開支)增值徵收。

年內，所得稅開支主要部分如下：

		For the year ended 31 March 截至3月31日止年度		
		Note	2016	2015
		附註	HK\$'000	HK\$'000
			千港元	千港元
Current — Mainland China	即期—中國大陸		<b>1,011,480</b>	819,254
LAT in Mainland China	中國大陸土地增值稅		<b>(23,865)</b>	1,213,663
Deferred Mainland China corporate income tax	遞延中國大陸企業所得稅	35	<b>382,842</b>	111,792
Total tax charged for the year	年度稅項支出總額		<b>1,370,457</b>	2,144,709





### 10. Income Tax (Continued)

A reconciliation of the tax expense applicable to profit before tax at the statutory rate to the tax expense at the Group's effective income tax rate is as follows:

### 10. 所得稅(續)

按法定稅率計算適用於稅前利潤的稅項開支與按本集團本年度實際稅率計算的稅項開支的對賬如下：

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Profit before tax	稅前利潤	4,904,233	5,859,489
Tax at the statutory tax rate of 16.5%	按16.5%法定稅率計算的稅項	809,198	966,816
Higher tax rates enacted by local authorities	地方機關制定的較高稅率	416,656	509,000
Income not subject to tax	毋須繳稅收入	(37,664)	(176,604)
Expenses not deductible for tax	不可扣稅開支	51,975	39,337
Tax losses utilised from previous years	動用過往年度的稅項虧損	–	(4,781)
Losses attributable to associates	聯營公司應佔虧損	–	1,803
Tax losses not recognised	未確認的稅項虧損	80,078	21,155
LAT	土地增值稅	(23,865)	1,213,663
Tax effect of LAT	土地增值稅的稅務影響	5,966	(303,416)
Adjustments in respect of current tax of previous years	過往年度稅項調整	23,363	19,955
Effect of withholding tax on the distributable profits of the Group's PRC subsidiaries	按本集團的中國附屬公司的可分配利潤而計算預扣所得稅的影響	44,750	(142,219)
Tax charge at the Group's effective rate	按本集團實際稅率計算的稅項支出	1,370,457	2,144,709

The share of tax attributable to associates amounting to nil (2015: HK\$1,803,000) is included in "Share of profits and losses of associates" in the consolidated statement of profit or loss.

聯營公司並無應佔稅項(2015年: 1,803,000港元)計入綜合損益表的「應佔聯營公司利潤及虧損」內。



## 11. Dividend

## 11. 股息

For the year ended 31 March  
截至3月31日止年度

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Proposed final dividend — HK5.0 cents per ordinary share (2015: HK14.0 cents per ordinary share)	建議末期股息—每股普通股5.0港仙(2015年：每股普通股14.0港仙)	<b>399,966</b>	1,120,094

The proposed final dividend is subject to the approval of the Company's shareholders at the forthcoming annual general meeting.

擬派末期股息須待本公司股東於應屆股東周年大會批准後，方可作實。

## 12. Earnings Per Share Attributable to Ordinary Equity Holders of the Parent

The calculation of the basic earnings per share is based on the profit for the year attributable to ordinary equity holders of the parent, and the weighted average number of ordinary shares of 7,999,399,905 (2015: 7,650,707,736) in issue during the year.

The calculation of diluted earnings per share is based on the profit for the year attributable to ordinary equity holders of the parent. The weighted average number of ordinary shares used in the calculation is the number of ordinary shares in issue during the year, as used in the basic earnings per share calculation, and the weighted average number of ordinary shares assumed to have been issued at no consideration on the deemed exercise or conversion of all dilutive potential ordinary shares into ordinary shares.

## 12. 歸屬於母公司普通股權益持有人之每股盈利

每股基本盈利乃根據母公司普通股權益持有人應佔年內利潤及年內已發行7,999,399,905股(2015年：7,650,707,736股)普通股的加權平均數計算。

每股攤薄盈利乃根據母公司普通股權益持有人應佔年內利潤計算。計算所用的普通股加權平均數乃為計算每股基本盈利所用的年內已發行普通股股數，而加權平均普通股數目乃假設行使或轉換所有具潛在攤薄性的普通股為普通股按無償發行。



**12. Earnings Per Share Attributable to Ordinary Equity Holders of the Parent (Continued)**

The calculations of basic and diluted earnings per share are based on:

**12. 歸屬於母公司普通股權益持有人的每股盈利(續)**

每股基本及攤薄盈利的計算乃基於：

		For the year ended 31 March 截至3月31日止年度	
		2016 HK\$'000 千港元	2015 HK\$'000 千港元
<b>Earnings</b>	<b>盈利</b>		
Profit attributable to ordinary equity holders of the parent, used in the basic earnings per share calculation	用於計算每股基本盈利之母公司普通股權益持有人應佔利潤	3,537,012	3,727,872
Add: Interest on convertible notes	加：可換股票據利息	–	1,701
Less: Fair value gain on derivative financial instrument	減：衍生金融工具公平值收益	–	(151,915)
		<b>3,537,012</b>	<b>3,577,658</b>
Profit attributable to ordinary equity holders of the parent, used in the diluted earnings per share calculation	用於計算每股攤薄盈利之母公司擁有人應佔利潤		
		<b>3,537,012</b>	<b>3,577,658</b>
		Number of shares 股數	
		2016	2015
<b>Shares</b>	<b>股份</b>		
Weighted average number of ordinary shares in issue during the year used in the basic earnings per share calculation	用於計算每股基本盈利之年內已發行普通股的加權平均數	7,999,399,905	7,650,707,736
Effect of dilution — weighted average number of ordinary shares:	攤薄影響—普通股加權平均數：		
Share options	購股權	29,764,395	74,674,865
Tencent call options	騰訊購股權	–	6,810,690
Convertible notes	可換股票據	–	171,232,876
		<b>8,029,164,300</b>	<b>7,903,426,167</b>



### 13. Property, Plant and Equipment

### 13. 物業、廠房及設備

31 March 2016	2016年3月31日	Notes 附註	Buildings 樓宇 HK\$'000 千港元	Furniture, fixtures and equipment 傢俬、 裝置及設備 HK\$'000 千港元	Motor vehicles 汽車 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2015:	於2015年4月1日：					
Cost	成本		1,348,702	181,634	85,896	1,616,232
Accumulated depreciation	累計折舊		(160,597)	(89,394)	(38,010)	(288,001)
Net carrying amount	賬面淨額		1,188,105	92,240	47,886	1,328,231
At 1 April 2015, net of accumulated depreciation	於2015年4月1日，已扣除累計折舊		1,188,105	92,240	47,886	1,328,231
Additions	添置		3,854	21,316	13,220	38,390
Transfer from properties under development	轉撥自發展中物業	15	353,081	-	-	353,081
Disposals	出售		(1,095)	(4,712)	(646)	(6,453)
Depreciation provided during the year	年度折舊撥備	6	(104,867)	(30,615)	(16,700)	(152,182)
Exchange realignment	匯兌調整		(48,886)	(3,410)	(1,616)	(53,912)
At 31 March 2016, net of accumulated depreciation	於2016年3月31日，已扣除累計折舊		1,390,192	74,819	42,144	1,507,155
At 31 March 2016:	於2016年3月31日：					
Cost	成本		1,648,029	191,041	95,342	1,934,412
Accumulated depreciation	累計折舊		(257,837)	(116,222)	(53,198)	(427,257)
Net carrying amount	賬面淨額		1,390,192	74,819	42,144	1,507,155



13. Property, Plant and Equipment (Continued)

13. 物業、廠房及設備(續)

31 March 2015	2015年3月31日	Notes 附註	Buildings 樓宇 HK\$'000 千港元	Furniture, fixtures and equipment 傢俬、 裝置及設備 HK\$'000 千港元	Motor vehicles 汽車 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2014:	於2014年4月1日:					
Cost	成本		658,730	136,323	59,358	854,411
Accumulated depreciation	累計折舊		(109,236)	(59,459)	(26,793)	(195,488)
Net carrying amount	賬面淨額		549,494	76,864	32,565	658,923
At 1 April 2014, net of accumulated depreciation	於2014年4月1日，已扣除累計折舊		549,494	76,864	32,565	658,923
Additions	添置		7,279	49,133	27,715	84,127
Transfer from properties under development	轉撥自發展中物業	15	681,372	-	-	681,372
Disposals	出售		(25)	(2,948)	(265)	(3,238)
Depreciation provided during the year	年度折舊撥備	6	(51,326)	(31,003)	(12,194)	(94,523)
Exchange realignment	匯兌調整		1,311	194	65	1,570
At 31 March 2015, net of accumulated depreciation	於2015年3月31日，已扣除累計折舊		1,188,105	92,240	47,886	1,328,231
At 31 March 2015:	於2015年3月31日:					
Cost	成本		1,348,702	181,634	85,896	1,616,232
Accumulated depreciation	累計折舊		(160,597)	(89,394)	(38,010)	(288,001)
Net carrying amount	賬面淨額		1,188,105	92,240	47,886	1,328,231



### 13. Property, Plant and Equipment (Continued)

Certain of the Group's buildings with aggregate carrying values of approximately HK\$469,182,000 as at 31 March 2016 (2015: HK\$23,546,000) were pledged to secure general banking facilities granted to the Group (note 29).

At 31 March 2016, certificates of ownership in respect of certain buildings of the Group in the PRC with an aggregate net book value of approximately HK\$1,045,731,000 (2015: HK\$752,134,000) had not been issued by the relevant PRC authorities. The Group is in the process of obtaining the relevant certificates of ownership.

### 14. Investment Properties

	Notes 附註	2016 HK\$'000 千港元	2015 HK\$'000 千港元
Carrying amount at beginning of year		30,217,792	24,033,905
Additions		928,586	2,267,085
Transfer from properties under development	15	424,934	1,446,966
Transfer from completed properties held for sale		1,843,953	–
Transfer to completed properties held for sale		(632,773)	–
Net gain from a fair value adjustment	5	3,232,699	2,398,531
Exchange realignment		(1,201,003)	71,305
Carrying amount at end of year		34,814,188	30,217,792

The Group's investment properties were revalued on 31 March 2016 and 2015 by Savills at RMB28,949,100,000 and RMB24,166,500,000, respectively (equivalent to approximately HK\$34,814,188,000 and HK\$30,217,792,000, respectively), on an open market, existing use basis.

The Group's investment properties with aggregate carrying values of approximately HK\$21,237,246,000 and HK\$20,652,214,000 as at 31 March 2016 and 2015, respectively, were pledged to secure general banking facilities granted to the Group (note 29).

The Group's investment properties with aggregate carrying values of approximately HK\$30,598,954,000 and HK\$26,084,344,000 as at 31 March 2016 and 2015, respectively, are subject to sales restriction (note 1(iv)).

### 13. 物業、廠房及設備(續)

於2016年3月31日，本集團賬面總值分別約469,182,000港元(2015年：23,546,000港元)的若干樓宇已抵押作為本集團獲授一般銀行融資的擔保(附註29)。

於2016年3月31日，本集團於中國賬面淨值合共約1,045,731,000港元(2015年：752,134,000港元)的若干樓宇未獲相關中國機關發出所有權證。本集團正在領取相關所有權證。

### 14. 投資物業

第一太平戴維斯於2016年及2015年3月31日重估本集團的投資物業，按公開市場現有用途基準的價值分別為人民幣28,949,100,000元及人民幣24,166,500,000元(分別相等於約34,814,188,000港元及30,217,792,000港元)。

於2016年及2015年3月31日，本集團賬面總值分別約21,237,246,000港元及20,652,214,000港元的投資物業已抵押作為本集團獲授一般銀行融資的擔保(附註29)。

於2016年及2015年3月31日，本集團賬面總值分別約30,598,954,000港元及26,084,344,000港元的投資物業受到銷售限制(附註1(iv))。



#### 14. Investment Properties (Continued)

The Group's investment properties consist of trade centers, commercial and other ancillary facilities in Mainland China. The Group's investment properties were revalued on 31 March 2016 based on valuations performed by Savills, an independent professionally qualified valuer, at HK\$34,814,188,000 on an open market, existing use basis. Each year, the Group's management decides to appoint which external valuer to be responsible for the external valuations of the Group's properties. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained. The Group's finance department has discussions with the valuer on the valuation assumptions and valuation results twice a year when the valuation is performed for interim and annual financial reporting.

#### Fair value hierarchy

The following table illustrates the fair value measurement hierarchy of the Group's investment properties:

#### 14. 投資物業(續)

本集團的投資物業包括在中國的交易中心、商業及其他配套設施。根據一家獨立專業合資格估值師第一太平戴維斯進行的估值，本集團的投資物業於2016年3月31日的按公開市場現有用途基準重估價值達34,814,188,000港元。本集團的管理層每年決定委任負責對本集團物業進行外部估值的外聘估值師人選。篩選準則包括市場知識、聲譽、獨立性，以及是否維持專業水平。就中期及年度財務報告進行估值時，本集團的財務部與估值師每年就估值假設及估值結果進行兩次討論。

#### 公平值層級

本集團投資物業的公平值計量層級載於下表：

Fair value measurement  
as at 31 March 2016  
using significant  
unobservable inputs  
(Level 3)  
於2016年3月31日  
使用重大不可觀察元素  
的公平值計量  
(第3級)  
HK\$'000  
千港元

Recurring fair value measurement for:	就以下各項的經常性公平值計量：	
Trade centers, commercial and other ancillary facilities	交易中心、商業及 其他配套設施	34,814,188



**14. Investment Properties** (Continued)  
**Fair value hierarchy** (Continued)

**14. 投資物業**(續)  
**公平值層級**(續)

**Fair value measurement  
as at 31 March 2015  
using significant  
unobservable inputs  
(Level 3)**  
於2015年3月31日  
使用重大不可觀察元素  
的公平值計量  
(第3級)  
HK\$'000  
千港元

Recurring fair value measurement for: Trade centers, commercial and other ancillary facilities	就以下各項的經常性公平值計量： 交易中心、商業及 其他配套設施	30,217,792
--	---------------------------------------	------------

During the year, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfers into or out of Level 3 (2015: Nil).

年內，第1級與第2級之間概無發生公平值計量的轉移，第3級亦無公平值計量轉入或轉出(2015年：無)。

Below is a summary of the valuation techniques used and the key inputs to the valuation of investment properties:

以下為投資物業估值所用的估值技術及主要元素的概要：

Valuation technique 估值技術	Significant unobservable inputs 重大不可觀察元素	Range 範圍		
		As at 31 March 2016 於2016年3月31日	As at 31 March 2015 於2015年3月31日	
Trade centers, commercial and other ancillary facilities 交易中心、商業及 其他配套設施	Income capitalisation method 收入資本化法	Market unit rental rate (RMB/sq. m./month) 市場單位租金 (人民幣/平方米/月)	41-144	40-142
		Capitalisation rate 資本化率	3.00%-8.25%	3.00%-8.25%





#### 14. Investment Properties (Continued)

##### Fair value hierarchy (Continued)

The fair values of investment properties are determined principally using the income capitalisation method by capitalising the rental income derived from the existing tenancies with due provisions for the reversionary income potential of the properties. The fair value measurement is positively correlated to the market unit rental rate and negatively correlated to the capitalisation rate. For the portions which were under construction, the expended construction costs and the costs that are expected to be expended to complete the properties have also been taken into account in arriving at their fair values.

#### 15. Properties Under Development

		Notes 附註	2016 HK\$'000 千港元	2015 HK\$'000 千港元
Carrying amount at beginning of year	年初的賬面值		3,697,166	2,933,492
Additions	添置		7,957,375	16,144,651
Transfer to property, plant and equipment	轉撥至物業、廠房及設備	13	(353,081)	(681,372)
Transfer to investment properties	轉撥至投資物業	14	(424,934)	(1,446,966)
Transfer to prepaid land lease payments	轉撥至預付土地出租金	16	(182,681)	(659,404)
Transfer to completed properties held for sale and properties under development held for sale	轉撥至已竣工持作銷售物業及發展中持作銷售物業		(6,171,387)	(12,601,248)
Transfer to properties held for finance lease	轉撥至融資租賃物業		(115,950)	–
Exchange realignment	匯兌調整		(153,654)	8,013
Carrying amount at end of year	年終的賬面值		4,252,854	3,697,166

Certain of the Group's properties under development with aggregate carrying values of approximately HK\$779,665,000 and HK\$190,683,000 as at 31 March 2016 and 2015, respectively, were pledged to secure general banking facilities granted to the Group (note 29).

During the current year, the Group has received government grants with a total amount of approximately RMB833,257,000 (equivalent to HK\$1,002,075,000), which were provided by the local government authorities to support infrastructure construction and development activities in connection with the Group's property development projects. The amount was deducted from the additions of properties under development for the year. An aggregate amount of approximately RMB458,259,000 (equivalent to HK\$559,030,000) (2015: RMB654,082,000 (equivalent to HK\$813,287,000)) which related to properties sold, has been credited to the cost of properties sold during the year.

#### 14. 投資物業(續) 公平值層級(續)

投資物業公平價值主要按收入資本化釐定，方法是將現有租賃所得的租金收入資本化，並就物業的潛在可復歸收入計提適當撥備。公平價值計量與市場租金成正比且與資本化率成反比。就正在建造之部分，在確定公平價值時，已考慮已計及已支銷的建築成本及完成開發項目將支銷的成本。

#### 15. 發展中物業

於2016年及2015年3月31日，本集團賬面總值分別約779,665,000港元及190,683,000港元的若干發展中物業已抵押作為本集團獲授一般銀行融資的擔保(附註29)。

年內，本集團取得總數為約人民幣833,257,000元(相等於1,002,075,000港元)由地方政府機關提供，旨在為集團物業發展項目中有關於基礎建設工程及發展活動提供支持的政府補助。此全額已在添置發展中物業中扣除。其中關於已售出物業累計金額約人民幣458,259,000元(相等於559,030,000港元)(2015年：人民幣654,082,000元(相等於813,287,000港元))在年內於已售物業成本扣除。



## 16. Prepaid Land Lease Payments

## 16. 預付土地出租金

		Notes	2016 HK\$'000 千港元	2015 HK\$'000 千港元
		附註		
Carrying amount at beginning of year	年初的賬面值		802,642	144,093
Additions	添置		83,019	–
Transfer from properties under development	轉撥自發展中物業	15	182,681	659,404
Recognised during the year	年內確認	6	(23,618)	(14,823)
Exchange realignment	匯兌調整		(24,755)	13,968
Carrying amount at end of year	年終的賬面值		1,019,969	802,642
Current portion included in prepayments, deposits and other receivables	計入預付款項、按金及其他應收款項的即期部分		(23,618)	(14,823)
Non-current portion	非即期部分		966,351	787,819

## 17. Goodwill

## 17. 商譽

		HK\$'000 千港元
At 31 March 2015 and 31 March 2016:	於2015年3月31日及2016年3月31日：	
Cost	成本	54,194
Accumulated impairment	累計減值	(20,066)
Net carrying amount	賬面淨額	34,128



## 17. Goodwill (Continued)

### Impairment testing of goodwill

Goodwill acquired through business combinations have been allocated to the hotel cash-generating unit and the property leasing operation cash-generating unit for impairment testing.

- Hotel cash-generating unit
- Property leasing operation cash-generating unit

The carrying amount of goodwill allocated to each of the cash-generating units is as follows:

	Hotel 酒店		Property leasing operation 物業租賃經營		Total 總額	
	2016	2015	2016	2015	2016	2015
	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元
Carrying amount of goodwill 商譽賬面值	-	-	34,128	34,128	34,128	34,128

The Group has leased its hotel properties to an independent party. Full impairment loss of HK\$20,066,000 has been provided on the goodwill related to the hotel operation of the Group in the previous year.

The recoverable amount of the property leasing operation cash-generating unit is determined based on a value-in-use calculation using cash flow projections based on financial budgets approved by senior management covering a five-year period.

The key assumptions adopted on the growth rate and discount rate used in the value-in-use calculation are based on management's best estimates. The growth rate of 5% is determined by considering both internal and external factors relating to the property leasing segment. The discount rate applied to the cash flow projections is 14%.

Management believes that any reasonably possible change in the key assumptions on which the recoverable amounts of goodwill are based would not cause the carrying amounts of goodwill to exceed their recoverable amounts.

## 17. 商譽(續)

### 商譽減值測試

透過業務合併收購的商譽已分配至酒店的現金產生單位及物業租賃經營的現金產生單位作減值測試。

- 酒店的現金產生單位
- 物業租賃經營的現金產生單位

分配於各現金產生單位的商譽賬面值如下：

本集團已出租其酒店物業予一個獨立第三方。有關本集團的酒店營運的商譽在以前年度已計提了全部的減值虧損，金額為20,066,000港元。

物業租賃經營的現金產生單位的可收回金額使用價值計算法確定。該計算法使用以高級管理層批准為期五年的財務預算為基準的現金流量預測。

價值計算法中的增長率及貼現率採用的主要假設是以管理層的最佳預測為基準。5%的增長率是考慮有關物業租賃分部的內部及外部因素而確定。現金流量預測的貼現率為14%。

管理層相信商譽可收回金額的主要假設，如有任何合理性的可能改變，都不會引致商譽賬面值大於其可收回金額。



## 18. Investment in a Joint Venture

## 18. 於一家合營企業的投資

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Share of net assets	應佔資產淨值	-	-
Due from a joint venture	應收一家合營企業款項	-	10,299
		-	10,299
Provision for impairment	減值撥備	-	(5,220)
		-	5,079

Particulars of the Group's joint venture are as follows:

本集團之合營企業詳情如下：

Name	Place of registration and business	Nominal value of issued and fully paid-up registered capital as at 31 March 2016 於2016年3月31日 已發行及繳足 註冊資本面值	Date of deregistration	Percentage of equity attributable to the Group as at 31 March		Principal activities
				於3月31日本集團 應佔權益百分比 2016 %	2015 %	
China South Royal Restaurant (Shenzhen) Co., Ltd. 華南富豪酒樓(深圳)有限公司	PRC/Mainland China 中國/中國大陸	-	16 June 2015 16-06-2015	-	50.5	Restaurant operations 酒樓營運

The joint venture was deregistered on 16 June 2015. The Group recognised a loss from the disposal of the joint venture of HK\$4,959,000 (note 6).

此合營企業於2015年6月16日註銷。本集團因此確認處置此合營企業的虧損金額4,959,000港元(附註6)。

## 19. Investments in Associates

## 19. 於聯營公司的投資

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Due to associates	應付聯營公司款項	<b>(3,316)</b>	(3,514)
Due from associates	應收聯營公司款項	<b>63,626</b>	38,398
		<b>60,310</b>	34,884

The amounts due from/(to) associates included in investments in associates above are unsecured, interest-free and are not expected to be repaid in one year.

計入上述於聯營公司的投資的應收/(應付)聯營公司款項為無抵押、免息及預期不會在一年內償還。



## 19. Investments in Associates (Continued)

Particulars of the associates are as follows:

Name 名稱	Place of registration and business 註冊及經營地點	Nominal value of issued and fully paid- up registered capital 已發行及繳足 註冊資本面值	Date of registration 註冊日期	Percentage of equity attributable to the Group as at 31 March 於3月31日 本集團應佔 權益百分比		Principal activities 主要業務
				2016 %	2015 %	
China South Intimex Technology (Shenzhen) Co., Ltd. 華南泰美科技(深圳)有限公司	PRC/Mainland China 中國/中國大陸	RMB10,000,000 人民幣10,000,000元	18 January 2004 18-01-2004	30	30	Website and software development 網站及軟件開發
Harbin Huayilong Fur Market Co., Ltd. 哈爾濱華德龍皮革城有限公司	PRC/Mainland China 中國/中國大陸	RMB21,000,000 人民幣21,000,000元	17 January 2014 17-01-2014	25	25	Property leasing 物業租賃

The associates have a financial year end of 31 December. The consolidated financial statements are adjusted for the material transactions between the associates and the group companies between 1 January and 31 March annually.

The associates have been accounted for using the equity method in these financial statements.

The following table illustrates the aggregate financial information of the Group's associates:

## 19. 於聯營公司的投資(續)

聯營公司詳情如下：

聯營公司的財政年度乃截至12月31日止。綜合財務報表就每年1月1日至3月31日期間聯營公司與集團成員公司之間的重大交易作出調整。

聯營公司乃以權益法於此等財務報表入賬。

下表列示摘錄本集團聯營公司的財務資料概要：

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Assets 資產		11,934	16,305
Liabilities 負債		72,606	43,902
Revenue 收入		4,178	35
Loss 虧損		(34,515)	(24,035)



## 20. Available-for-sale Investments

## 20. 可供出售金融投資

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Unlisted equity investments, at cost	按成本計算的非上市權益投資	175,512	175,500

As at 31 March 2016, certain unlisted equity investments with a total carrying amount of HK\$175,512,000 (2015: HK\$175,500,000) were stated at cost less impairment because the range of reasonable fair value estimates is so significant that the directors are of the opinion that their fair value cannot be measured reliably. The Group does not intend to dispose of them in the near future.

由於賬面總值為175,512,000港元(2015年: 175,500,000港元)的可供出售金融投資的合理公平值估計範圍頗大, 致使董事認為其公平值不能可靠地計量, 故於2016年3月31日按成本減去減值計量。本集團並無意向於不久將來出售此等投資。

## 21. Other Long-term Receivables

## 21. 其他長期應收款項

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Finance lease receivables*	融資租賃應收款項*	1,758	8,860
Other long-term receivables	其他長期應收款項	2,421	-
		<b>4,179</b>	8,860

\* The balance represents entrusted loans provided by the Group to lessees through Shanghai Pudong Development Bank in connection with the finance lease of its properties. The finance lease receivables, which bear interest at rates ranging from 6.336% to 8.613% per annum, are repayable by monthly instalments within 6 to 10 years. The carrying amounts of the finance lease receivables approximate to their fair values. The amounts of the current portion of the finance lease receivables as at 31 March 2016 was HK\$7,910,000 (2015: HK\$8,224,000) which was included in prepayments, deposits and other receivables (note 25).

\* 結餘指本集團就其物業的融資租賃, 透過上海浦東發展銀行向承租人提供的委託貸款。融資租賃應收款項按年利率介乎6.336%至8.613%計息, 並須於6至10年內每月分期償還。融資租賃應收款項的賬面值與其公平值相若。於2016年3月31日, 融資租賃應收款項的即期部分金額為7,910,000港元(2015年: 8,224,000港元)並已計入預付款項、按金及其他應收款項(附註25)。



## 22. Deposits Paid for Purchase of Land Use Rights

The balance represents deposits paid for acquisitions of land use rights for parcels of land in Mainland China. The carrying amounts of the deposits paid for the purchase of land use rights approximate to their fair values.

## 22. 購買土地使用權支付的按金

該結餘指在中國大陸收購地塊的土地使用權所支付的按金。購買土地使用權支付的按金的賬面值與其公平值相若。

## 23. Properties Held for Sale

## 23. 持作銷售物業

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Completed properties held for sale	持作銷售竣工物業	12,283,168	9,967,608
Properties under development expected to be completed within normal operating cycle	預期於正常營運週期內竣工的發展中物業	12,895,878	13,002,368
		<b>25,179,046</b>	22,969,976
Properties under development expected to be completed and ready for sale	發展中物業預期竣工及可作銷售		
Within one year	一年內	8,055,546	6,535,438
Beyond one year	一年後	4,840,332	6,466,930
Total	總值	<b>12,895,878</b>	13,002,368

Certain of the Group's properties held for sale with an aggregate carrying value of HK\$3,644,590,000 (2015: HK\$3,626,061,000) at the end of the reporting period were pledged to secure the bank loans granted to the Group (note 29).

於報告期末時，賬面值合共3,644,590,000港元(2015年：3,626,061,000港元)的本集團若干持作銷售物業已抵押作為本集團獲授銀行貸款的擔保(附註29)。



## 24. Trade Receivables

## 24. 應收貿易賬款

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Trade receivables	應收貿易賬款	1,388,129	1,778,414
Impairment	減值	(238,856)	(141,788)
		<b>1,149,273</b>	1,636,626

Trade receivables represent sales income, rentals receivable and service income receivables from customers which are payable on issuance of invoices or in accordance with the terms of the related sale and purchase agreements. The Group generally allows a credit period of not exceeding 60 days to its customers. Overdue balances are reviewed regularly by senior management. In view of this and the fact that the Group's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk. Trade receivables are non-interest-bearing. The carrying amounts of the trade receivables approximate to their fair values.

An aged analysis of the trade receivables based on the payment due date as at the end of the reporting period, net of provision, is as follows:

應收貿易賬款指於出具發票時應收或根據相關買賣協議條款應收客戶的銷售收入、應收租金及服務收入。本集團一般提供不超過60天信貸期予客戶。高級管理層定期審閱逾期結餘。有鑑於此及本集團的應收貿易賬款與大量不同客戶有關，故並無重大集中信貸風險。應收貿易賬款為免息。應收貿易賬款賬面值與其公平值相若。

於報告期末時，根據付款到期日，應收貿易賬款扣除撥備後的賬齡分析如下：

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Within 1 month	1個月以內	550,292	952,372
1 to 2 months	1至2個月	108,926	55,269
2 to 3 months	2至3個月	39,340	32,239
Over 3 months	逾3個月	450,715	596,746
		<b>1,149,273</b>	1,636,626





## 24. Trade Receivables (Continued)

The movements in provision for impairment of trade receivables are as follows:

	Note 附註	2016 HK\$'000 千港元	2015 HK\$'000 千港元
Carrying amount at beginning of year		141,788	158,268
Provision for/(reversal of provision for) impairment of trade receivables	6	96,660	(16,400)
Exchange realignment		408	(80)
Carrying amount at end of year		238,856	141,788

The aged analysis of the trade receivables that are not individually nor collectively considered to be impaired is as follows:

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Neither past due nor impaired	未逾期及未減值	297,010	875,257
Less than 1 month past due	逾期少於1個月	253,282	77,115
1 to 3 months past due	逾期1至3個月	148,266	87,508
Over 3 months past due	逾期3個月以上	450,715	596,746
		1,149,273	1,636,626

Receivables that were neither past due nor impaired and past due but not impaired relate to a large number of diversified customers for whom there was no recent history of default. The Group would not release the property ownership certificates to the buyers before the buyers fully settle the payment.

## 24. 應收貿易賬款(續)

應收貿易賬款的減值撥備變動如下：

個別或合計均不被視為減值的應收貿易賬款的賬齡分析如下：

未逾期及未減值以及已逾期但未減值的應收款項與大量不同客戶有關，彼等最近並無欠款記錄。在買家全數清償付款前，本集團不會向其發出房產證。



## 25. Prepayments, Deposits and Other Receivables

## 25. 預付款項、按金及其他應收款項

		2016	2015
	Note	HK\$'000	HK\$'000
	附註	千港元	千港元
Prepayments	預付款項	286,265	207,554
Receivables for disposal of subsidiaries	出售附屬公司的應收款項	–	12,504
Deposits and other receivables	按金及其他應收款項	487,085	425,503
Current portion of finance lease receivables	融資租賃應收款項之 即期部分	7,910	8,224
	21	<b>781,260</b>	653,785

The financial assets included in the above balances relate to receivables for which there was no recent history of default.

於上述結餘入賬的金融資產最近並無欠款記錄。

## 26. Held-for-Trading Investments at Fair Value Through Profit or Loss

## 26. 透過損益以公平值列賬之持作買賣投資

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Listed investment funds at market value	按市值計算的上市投資基金	27,365	32,890

The above listed investment funds at 31 March 2016 and 2015 were classified as held-for-trading upon initial recognition, and designated by the Group as financial assets at fair value through profit or loss since they were acquired or incurred principally for the purpose of selling or repurchasing in the near term.

於2016年及2015年3月31日，上述上市投資基金初步確認時分類為持作買賣，由於收購或產生主要為於短期內銷售或購回，故本集團將其指定為透過損益以公平值列賬的金融資產。



## 27. Cash and Cash Equivalents and Restricted Cash

## 27. 現金及現金等價物及受限制現金

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Cash and bank balances	現金及銀行結餘	11,686,695	8,672,722
Less: Restricted cash*	減：受限制現金*	(2,358,888)	(1,419,253)
Cash and cash equivalents	現金及現金等價物	9,327,807	7,253,469

\* Restricted cash mainly comprises: (i) guarantee deposits for the mortgage loan facilities granted by the banks to purchasers of the Group's properties; (ii) guarantee funds of construction projects to meet local authorities' requirements; (iii) certain amounts of pre-sale proceeds from properties placed as guarantee deposits for the construction of related properties; and (iv) certain amounts of proceeds from lease of properties which have been placed as guarantee deposits for the borrowings.

At the end of the reporting period, the cash and cash equivalents of the Group denominated in Renminbi amounted to HK\$7,709,882,000 (2015: HK\$5,488,597,000). RMB is not freely convertible into other currencies, however, under Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations, the Group is permitted to exchange RMB for other currencies through banks authorised to conduct foreign exchange business.

Cash at banks earns interest at floating rates based on daily bank deposit rates. Short term time deposits are made for varying periods of between one day and three months depending on the immediate cash requirements of the Group, and earn interest at the respective short term time deposit rates. The bank balances and restricted cash are deposited with creditworthy banks with no recent history of default.

Certain of the Group's bank deposits with a carrying amounts of HK\$245,330,000 as at 31 March 2016 (2015: Nil), were pledged to secure general banking facilities granted to the Group (note 29).

\* 受限制現金主要包括：(i)就購買本集團物業之買家獲銀行授予的按揭貸款融資的保證按金；(ii)建設項目的保證金，以符合當地機關的要求；(iii)物業預售的若干所得款項金額，以作為相關物業建設的保證按金；及(iv)租賃物業的若干出租所得款項金額以作為借貸保證的保證按金。

於報告期末，本集團以人民幣為單位的現金及現金等價物達7,709,882,000港元(2015年：5,488,597,000港元)。人民幣並不可自由兌換為其他貨幣，然而，根據中國大陸的外匯管制條例及結匯、付匯及售匯規定，本集團可以透過獲准進行外匯業務的銀行將人民幣兌換為其他貨幣。

存於銀行之現金根據每日銀行存款利率之浮動利率賺取利息。短期定期存款的存款期各異，由一天至三個月不等，視乎本集團即時的現金需求而定，而利息則按各個短期定期存款利率賺取。銀行結餘及受限制現金乃存放於信譽良好且近期並無欠款記錄的銀行。

於2016年3月31日，本集團賬面總值為245,330,000港元(2015年：無)的若干存款已抵押作為本集團獲授一般銀行融資的擔保(附註29)。



## 28. Trade and Other Payables

## 28. 貿易及其他應付款項

		Notes 附註	2016 HK\$'000 千港元	2015 HK\$'000 千港元
Other payables and accruals	其他應付款項及應計項目		<b>2,514,025</b>	1,626,215
Notes payable	應付票據	(i)	<b>203,708</b>	187,560
Deposits and receipts in advance	按金及預收款項		<b>4,184,827</b>	3,913,942
Construction fee and retention payables	應付建築費用及保留金	(ii)	<b>6,367,164</b>	7,806,948
			<b>13,269,724</b>	13,534,665

(i) An aged analysis of the Group's notes payable presented based on the invoice date at the end of the reporting period is as follows:

(i) 於報告期末本集團基於發票日之應付票據的賬齡分析如下：

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
1 to 3 months	1至3個月	<b>72,625</b>	187,560
Over 3 months	超過3個月	<b>131,083</b>	–
		<b>203,708</b>	187,560

(ii) An aged analysis of the construction fee and retention payables as at the end of the reporting period is as follows:

(ii) 於報告期末建築費用及保留金應付款項的賬齡分析如下：

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Within 1 year	1年內	<b>6,152,501</b>	7,714,040
Over 1 year	超過1年	<b>214,663</b>	92,908
		<b>6,367,164</b>	7,806,948

The construction fee and retention payables are non-interest-bearing and repayable within the normal operating cycle or on demand.

應付建築費用及保留金為免息及須於一般業務週期或應要求償還。

The other payables are non-interest-bearing.

其他應付款項為免息。



29. Interest-Bearing Bank and Other Borrowings

29. 計息銀行及其他借貸

		2016			2015		
		Effective interest rate (%) 實際利率 (%)	Maturity 到期	HK\$'000 千港元	Effective interest rate (%) 實際利率 (%)	Maturity 到期	HK\$'000 千港元
<b>Current</b>	<b>即期</b>						
Bank loans – unsecured	銀行貸款 – 無抵押	3.30%–6.00%	2016–2017	1,712,502	5.50%–6.94%	2015–2016	2,357,004
Bank loans – secured	銀行貸款 – 有抵押	3.97%–5.34%	2016–2017	1,691,277	6.16%–6.60%	2015–2016	1,025,328
Current portion of long term bank and other borrowings:	長期銀行及其他借貸的 即期部分：						
Bank loans – unsecured	銀行貸款 – 無抵押	5.15%–7.50% HIBOR+2.65%	2016–2017	654,767	6.15%–7.07% HIBOR+2.65%– HIBOR+2.75%	2015–2016	1,280,871
Bank loans – secured	銀行貸款 – 有抵押	4.41%–7.48%	2016–2017	3,598,332	5.54%–8.00%	2015–2016	2,161,746
				<b>7,656,878</b>			<b>6,824,949</b>
<b>Non-current</b>	<b>非即期</b>						
Bank loans – unsecured	銀行貸款 – 無抵押	5.15%–5.46%	2017–2020	601,300	6.15%–7.07% HIBOR+2.65%– HIBOR+2.75%	2016–2020	1,467,249
Bank loans – secured	銀行貸款 – 有抵押	4.41%–7.48%	2017–2022	8,364,563	5.54%–7.38%	2016–2021	7,173,149
				<b>8,965,863</b>			<b>8,640,398</b>
				<b>16,622,741</b>			<b>15,465,347</b>



**29. Interest-Bearing Bank and Other Borrowings** 29. 計息銀行及其他借貸(續)

(Continued)

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Analysed into:	分析列為：		
Bank loans repayable:	須於以下期間償還的 銀行貸款：		
Within one year or on demand	一年內或應要求	7,656,878	6,824,949
In the second year	第二年	4,368,426	4,296,445
In the third to fifth years, inclusive	第三至第五年 (包括首尾兩年在內)	4,291,375	3,809,632
Beyond five years	五年後	306,062	534,321
		<b>16,622,741</b>	15,465,347

Bank loans with a total amount of HK\$13,654,172,000 (2015: HK\$10,360,223,000) are secured by:

總共13,654,172,000港元(2015年：10,360,223,000港元)的銀行貸款由下列各項抵押：

- |  |  |
|--|--|
| <p>(i) Certain of the Group's buildings with aggregate carrying values of approximately HK\$469,182,000 as at 31 March 2016 (2015: HK\$23,546,000) (note 13);</p>  | <p>(i) 於2016年3月31日賬面總值約469,182,000港元的本集團若干樓宇(2015年：23,546,000港元)(附註13)；</p>                  |
| <p>(ii) Certain of the Group's investment properties situated in Mainland China with aggregate carrying values of approximately HK\$21,237,246,000 as at 31 March 2016 (2015: HK\$20,652,214,000) (note 14);</p>   | <p>(ii) 於2016年3月31日賬面總值約21,237,246,000港元的本集團位於中國大陸的若干投資物業(2015年：20,652,214,000港元)(附註14)；</p> |
| <p>(iii) Certain of the Group's properties under development situated in Mainland China with aggregate carrying values of approximately HK\$779,665,000 as at 31 March 2016 (2015: HK\$190,683,000) (note 15);</p> | <p>(iii) 於2016年3月31日賬面總值約779,665,000港元的本集團位於中國大陸的若干發展中物業(2015年：190,683,000港元)(附註15)；</p>     |
| <p>(iv) Certain of the Group's properties held for sale with aggregate carrying values of approximately HK\$3,644,590,000 as at 31 March 2016 (2015: HK\$3,626,061,000) (note 23); and</p>                         | <p>(iv) 於2016年3月31日賬面總值約3,644,590,000港元的本集團若干持作銷售物業(2015年：3,626,061,000港元)(附註23)；及</p>       |
| <p>(v) Certain of Group's bank deposits with carrying amounts of HK\$245,330,000 as at 31 March 2016 (2015: Nil) (note 27).</p>  | <p>(v) 於2016年3月31日賬面總值達245,330,000港元的本集團若干銀行存款(2015年：無)(附註27)。</p>                           |



## 29. Interest-Bearing Bank and Other Borrowings

(Continued)

Except for the bank loan equivalent to HK\$300,000,000 (2015: HK\$850,000,000), which is denominated in Hong Kong dollars and bears interest at a floating rate of the Hong Kong Inter-bank Offered Rate HIBOR +2.65% (2015: HIBOR +2.65% to HIBOR +2.75%), the other interest-bearing borrowings of the Group are denominated in RMB and bear interest at floating rates ranging from 3.30% to 7.50% per annum (2015: 5.50% to 8.00% per annum).

The carrying amounts of the Group's bank and other borrowings approximate to their fair values, which have been calculated by discounting the expected future cash flows at the prevailing interest rates.

## 30. Short-Term Notes

The Group has the following short-term notes remain in issue at the end of the reporting period:

- (i) On 17 October 2014, China South International completed the issuance of the first tranche of short-term notes of 2014 (the "2014 First tranche STN") with a total principal amount of RMB2,200,000,000 (equivalent to HK\$2,750,880,000) in the national inter-bank market of the PRC. The 2014 First tranche STN carried interest at the rate of 5.4% per annum, payable on 17 October in arrears, and will mature on 17 October 2015. The amount has been fully settled in October 2015.
- (ii) On 9 September 2015, China South International completed the issuance of the first tranche of short-term notes of 2015 (the "2015 First tranche STN") with a total principal amount of RMB2,100,000,000 (equivalent to HK\$2,559,480,000) in the national inter-bank market of the PRC. The 2015 First tranche STN carry interest at the rate of 4.3% per annum, payable on 9 September in arrears, and will mature on 9 September 2016.

The fair value of the short-term notes at 31 March 2016 amounted to HK\$2,588,000,000 (2015: HK\$2,817,041,000). The fair value is calculated using the market price of the short-term notes on 31 March 2016.

## 29. 計息銀行及其他借貸(續)

除按由香港銀行同業拆息加2.65%(2015年:香港銀行同業拆息加2.65%至香港銀行同業拆息加2.75%)之浮動利率計息的300,000,000港元(2015年:850,000,000港元)銀行貸款以港元為單位外,本集團所有其他計息借貸均以人民幣為單位,並按每年3.30%至7.50%的浮動利率計息(2015年:每年5.50%至8.00%的浮動利率)。

本集團計息銀行及其他借貸的賬面值與其公平值相若,乃按預期日後現金流量以當時利率貼現計算。

## 30. 短期融資券

本集團於報告期末尚有以下之短期融資券在發行:

- (i) 華南國際於2014年10月17日完成在中國銀行間市場發行2014年第一期短期融資券,本金總額為人民幣2,200,000,000元(相等於為2,750,880,000港元)。2014年第一期短期融資券年利率為5.4%,每年於10月17日後支付,並將於2015年10月17日到期。其金額已於2015年10月全數支付。
- (ii) 華南國際於2015年9月9日完成在中國銀行間市場發行2015年第一期短期融資券,本金總額為人民幣2,100,000,000元(相等於為2,559,480,000港元)。2015年第一期短期融資券年利率為4.3%,每年於9月9日後支付,並將於2016年9月9日到期。

於2016年3月31日,短期融資券的公平值達2,588,000,000港元(2015年:2,817,041,000港元)。公平值乃使用短期融資券於2016年3月31日的市場價格計算。



### 31. Senior Notes

The Group has the following senior notes remain in issue at the end of the reporting period:

- (i) On 17 October 2012, the Company issued senior notes with an aggregate principal amount of US\$125,000,000 (the "2012 Notes"). The 2012 Notes are listed on the Singapore Exchange Securities Trading Limited. The 2012 Notes carry interest at 13.5% per annum, payable semi-annually on 17 April and 17 October in arrears, and will mature on 17 October 2017, unless redeemed earlier. The offering price was at 97.381% of the 2012 Notes.

At any time on or after 17 October 2015, the Company may redeem the 2012 Notes, in whole or in part, at a redemption price equal to the percentage of the principal amount set forth below plus accrued and unpaid interest as of (but not including) the redemption date if redeemed during the twelve month period beginning on 17 October of each of the years indicated below:

Period	Redemption price
2015	106.750%
2016 and thereafter	103.375%

At any time prior to 17 October 2015, the Company may at its option redeem the 2012 Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the 2012 Notes plus the applicable premium and accrued and unpaid interest, if any, as of (but not including) the redemption date.

At any time prior to 17 October 2015, the Company may redeem up to 35% of the aggregate principal amount of the 2012 Notes with net cash proceeds of one or more sales of common stock of the Company in an equity offering at a redemption price of 113.5% of the principal amount of the 2012 Notes, plus accrued and unpaid interest, if any, to (but not including) the redemption date, provided that at least 65% of the aggregate principal amount of the 2012 Notes originally issued remains outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related sale of the Company's capital stock and is subject to certain conditions.

### 31. 優先票據

本集團於報告期末尚有以下優先票據在發行：

- (i) 於2012年10月17日，本公司發行本金總額125,000,000美元的優先票據（「2012年票據」）。2012年票據於新加坡證券交易所有限公司上市。2012年票據按年利率13.5%計息，每半年於4月17日及10月17日期後支付，並將於2017年10月17日到期（除非提早贖回）。發售價為2012年票據的97.381%。

於2015年10月17日或之後任何時候，本公司可按相等於下述本金額百分比的贖回價，另加截至贖回日期（但不包括該日）的累計及未付利息，贖回全部或部分2012年票據（倘於下文所示各年度10月17日開始的12個月期間內贖回）：

期間	贖回價
2015年	106.750%
2016年及之後	103.375%

於2015年10月17日前任何時間，本公司可按相等於2012票據本金額100%的贖回價，另加截至贖回日期（但不包括該日）2012票據的適用溢價以及累計及未付利息（如有），贖回全部但非部分2012票據。

於2015年10月17日前任何時間，本公司可以在股份發售中進行一次或多次銷售本公司普通股所得的現金款項淨額，按2012票據本金額113.5%的贖回價，另加截至贖回日期（但不包括該日）的累計及未付利息（如有），贖回最多2012票據本金總額的35%，惟每次贖回後2012票據原發行本金總額最少65%須仍未贖回，且任何有關贖回須於相關本公司股本銷售結束後60日內進行及受限於若干條件。





### 31. Senior Notes (Continued)

- (ii) On 29 January 2014, the Company issued senior notes with an aggregate principal amount of US\$400,000,000 (the "2014 Notes"). The 2014 Notes are listed on the Singapore Exchange Securities Trading Limited. The 2014 Notes carry interest at the rate of 8.25% per annum, payable semi-annually on 29 January and 29 July in arrears, and will mature on 29 January 2019, unless redeemed earlier. The offering price was at 98.999% of the principal amount of the 2014 Notes.

At any time and from time to time on or after 29 January 2017, the Company may redeem the 2014 Notes, in whole or in part, at a redemption price equal to the percentage of the principal amount set forth below plus accrued and unpaid interest as of (but not including) the redemption date if redeemed during the twelve month period beginning on 29 January of each of the years indicated below:

Period	Redemption price
2017	104.1250%
2018 and thereafter	102.0625%

At any time prior to 29 January 2017, the Company may at its option redeem the 2014 Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the 2014 Notes plus the applicable premium and accrued and unpaid interest, if any, as of (but not including) the redemption date.

At any time and from time to time prior to 29 January 2017, the Company may redeem up to 35% of the aggregate principal amount of the 2014 Notes with the net cash proceeds of one or more sales of common stock of the Company in an equity offering at a redemption price of 108.25% of the principal amount of the 2014 Notes, plus accrued and unpaid interest, if any, to (but not including) the redemption date, provided that at least 65% of the aggregate principal amount of the 2014 Notes originally issued remains outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related sale of the Company's capital stock and is subject to certain conditions.

### 31. 優先票據(續)

- (ii) 於2014年1月29日，本公司發行本金總額400,000,000美元的優先票據(「2014年票據」)。2014年票據於新加坡證券交易所有限公司上市。2014年票據按年利率8.25%計息，每半年於1月29日及7月29日期後支付，並將於2019年1月29日到期(除非提早贖回)。發售價為2014年票據本金總額的98.999%。

於2017年1月29日或之後任何時候，本公司可按相等於下述本金總額百分比的贖回價，另加截至贖回日期(但不包括該日)的累計及未付利息，贖回全部或部分2014年票據(倘於下文所示各年度1月29日開始的12個月期間內贖回)：

期間	贖回價
2017年	104.1250%
2018年及之後	102.0625%

於2017年1月29日前任何時間，本公司可按相等於2014年票據本金總額100%的贖回價，另加截至贖回日期(但不包括該日)2014年票據的適用溢價以及累計及未付利息(如有)，贖回全部但非部分2014年票據。

於2017年1月29日前任何時間，本公司可以在股份發售中進行一次或多次銷售本公司普通股所得的現金款項淨額，按2014年票據本金總額108.25%的贖回價，另加截至贖回日期(但不包括該日)的累計及未付利息(如有)，贖回最多2014年票據本金總額的35%，惟每次贖回後2014年票據原發行本金總額最少65%須仍未贖回，且任何有關贖回須於相關本公司股本銷售結束後60日內進行及受限於若干條件。

31 March 2016 2016年3月31日



### 31. Senior Notes (Continued)

At the end of the reporting period, the 2012 Notes and 2014 Notes (the "Senior Notes") contain liability components and early redemption options as follow:

- (i) The liability component represents the present value of the contractually determined stream of future cash flows discounted at the prevailing market interest rate at that time applicable to instruments with comparable credit status that provided substantially the same cash flows, on the same terms, but without the embedded derivatives.

The interest charged for the period is calculated by applying effective interest rates of approximately 14.62% and 8.90% per annum to the liability component of the 2012 Notes and 2014 Notes, respectively, since they were issued.

- (ii) Early redemption options are regarded as embedded derivatives not closely related to the host contract. The directors consider that the fair value of the above early redemption options is insignificant on initial recognition and at 31 March 2016.

The Senior Notes recognised in the statement of financial position were calculated as follows:

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Carrying amount at the beginning of year	於年初的賬面值	4,082,811	4,056,838
Payment of interest	支付利息	(389,024)	(389,024)
Interest expenses	利息開支	419,576	414,997
Carrying amount at the end of year	於年終的賬面值	4,113,363	4,082,811

The fair value of the Senior Notes at 31 March 2016 amounted to HK\$4,155,497,000 (2015: HK\$4,028,737,000). The fair value is calculated using the market price of the Senior Notes on 31 March 2016.

On 15 April 2016, the Company redeemed the outstanding 2012 Notes. Further details are given in note 48 to the financial statements.

### 31. 優先票據(續)

於報告期末，2012年票據及2014年票據(「優先票據」)含有下列負債部分及上述提早贖回權：

- (i) 負債部分指合約所釐定未來現金流量按具有可資比較信貸評級並按相同條款提供大致相同現金流量但無嵌入衍生工具的工具當時適用的現行市場利率折現的現值。

期內收取的利息乃按2012年票據及2014年票據發行以來的負債部份分別使用實際年利率約14.62%及8.90%計算。

- (ii) 提早贖回權被視為並非與主合約有密切關係的嵌入衍生工具。董事認為於初始確認及在2016年3月31日，上述提早贖回權的公平值不大。

已於財務狀況表確認的優先票據計算如下：

於2016年3月31日，優先票據的公平值達4,155,497,000港元(2015年：4,028,737,000港元)。公平值乃使用優先票據於2016年3月31日的市場價格計算。

於2016年4月15日，本公司贖回未償還的2012年票據。進一步資料載於財務報表附註48。

31 March 2016 2016年3月31日



### 32. Medium-Term Notes

The Group has the following medium-term notes remain in issue at the end of the reporting period:

- (i) On 9 May 2014, China South International completed the issuance of the first tranche of medium-term notes of 2014 (the "2014 First tranche MTN") with a total principal amount of RMB1,000,000,000 in the national inter-bank market of the PRC. The 2014 First tranche MTN carry interest at the rate of 7.5% per annum, payable annually on 9 May in arrears, and will mature on 9 May 2019.
- (ii) On 12 September 2014, China South International completed the issuance of the second tranche of medium-term notes of 2014 (the "2014 Second tranche MTN") with a total principal amount of RMB1,000,000,000 in the national inter-bank market of the PRC. The 2014 Second tranche MTN carry interest at the rate of 8.4% per annum, payable annually on 12 September in arrears, and will mature on 12 September 2019.
- (iii) On 13 July 2015, China South International completed the issuance of the first tranche of medium-term notes of 2015 (the "2015 First tranche MTN") with a total principal amount of RMB2,000,000,000 in the national inter-bank market of the PRC. The 2015 First tranche MTN carry interest at the rate of 7.0% per annum, payable annually on 13 July in arrears, and will mature on 13 July 2018.

The medium-term notes recognised in the statement of financial position were calculated as follows:

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Carrying amount at the beginning of year	於年初的賬面值	2,704,226	-
Additions	新增	2,415,662	2,483,550
Interest expenses	利息開支	327,161	143,505
Payment of interests	支付利息	(196,953)	-
Exchange realignment	匯兌調整	(223,400)	77,171
Carrying amount at the end of year	於年終的賬面值	5,026,696	2,704,226

The fair value of the medium-term notes at 31 March 2016 amounted to HK\$5,273,563,000 (2015: HK\$2,721,145,000). The fair value is calculated using the market price of the medium-term notes on 31 March 2016.

### 32. 中期票據

本集團於報告期末尚有以下中期票據在發行：

- (i) 華南國際於2014年5月9日完成在中國銀行間市場發行2014年第一期中期票據，本金總額為人民幣1,000,000,000元。2014年第一期票據年利率為7.5%，每年於5月9日後支付，並將於2019年5月9日到期。
- (ii) 華南國際於2014年9月12日完成在中國銀行間市場發行2014年第二期中期票據，本金總額為人民幣1,000,000,000元。2014年第二期票據年利率為8.4%，每年於9月12日後支付，並將於2019年9月12日到期。
- (iii) 華南國際於2015年7月13日完成在中國銀行間市場發行2015年第一期中期票據，本金總額為人民幣2,000,000,000元。2015年第一期中期票據年利率為7.0%，每年於7月13日後支付，並將於2018年7月13日到期。

已於財務狀況表確認的中期票據計算如下：

於2016年3月31日，中期票據的公平值為5,273,563,000港元（2015年：2,721,145,000港元）。公平值乃使用中期票據於2016年3月31日的市場價格計算。



### 33. Corporate Bonds

On 13 April 2015, China South International completed the issuance of the corporate bonds with a total principal amount of RMB1,500,000,000 on the Shanghai Stock Exchange of the PRC. The corporate bonds carry interest at the rate of 7.0% per annum, payable annually on 13 April in arrears, and will mature on 13 April 2021.

The corporate bonds recognised in the statement of financial position was calculated as follows:

### 33. 企業債券

華南國際於2015年4月13日完成於中國上海證券交易所發行本金總額為人民幣1,500,000,000元的企業債券。企業債券年利率為7.0%，每年於4月13日後支付，並將於2021年4月13日到期。

已於財務狀況表確認的企業債券計算如下：

		2016 HK\$'000 千港元
Carrying amount at the beginning of year	於年初的賬面值	–
Additions	新增	1,787,980
Interest expenses	利息開支	128,832
Exchange realignment	匯兌調整	(25,593)
Carrying amount at the end of year	於年終的賬面值	1,891,219

The fair value of the corporate bonds as at 31 March 2016 amounted to HK\$1,867,037,000. The fair value is calculated using the market price of the corporate bonds on 31 March 2016.

於2016年3月31日，企業債券的公平值達1,867,037,000港元。公平值乃使用企業債券於2016年3月31日的市場價格計算。

### 34. Domestic Company Bonds

On 14 January 2016, China South International completed the issuance of the domestic company bonds with a total principal amount of RMB3,000,000,000 on the Shenzhen Stock Exchange of the PRC. The domestic company bonds carry interest at the rate of 5.98% per annum, payable annually on 13 January in arrears, and will mature on 13 January 2019.

### 34. 境內公司債券

華南國際於2016年1月14日完成於深圳證券交易所發行本金總額為人民幣3,000,000,000元的境內公司債券。該境內公司債券年利率為5.98%，每年於1月13日後支付，並將於2019年1月13日到期。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2016 2016年3月31日



34. Domestic Company Bonds (Continued)

The domestic company bonds recognised in the statement of financial position was calculated as follows:

		2016 HK\$'000 千港元
Carrying amount at the beginning of year	於年初的賬面值	–
Additions	新增	3,582,545
Interest expenses	利息開支	47,210
Exchange realignment	匯兌調整	(669)
		<b>3,629,086</b>
Carrying amount at the end of year	於年終的賬面值	<b>3,629,086</b>

The fair value of the domestic company bonds as at 31 March 2016 amounted to HK\$3,662,374,000. The fair value of the domestic company bonds is estimated by discounting the expected future cash flows using an equivalent market interest rate for a similar bond with consideration of the Group's own credit and liquidity risk.

34. 境內公司債券(續)

已於財務狀況表確認的境內公司債券計算如下：

於2016年3月31日境內公司債券的公平值為3,662,374,000港元。境內公司債券的公平值乃透過使用類近債券的相約市場利率(考量過本集團之信貸及流動資金風險)，折讓預期未來現金流量而計算。

35. Deferred Tax

The movements in deferred tax liabilities and assets during the year are as follows:

Deferred tax liabilities

		Note	Accelerated tax depreciation	Revaluation of investment properties	Withholding tax	Revaluation of property, plant and equipment	Capitalised interest expense	Total
		附註	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元	物業、廠房及設備重估 HK\$'000 千港元	資本化利息 HK\$'000 千港元	HK\$'000 千港元
At 1 April 2015	於2015年4月1日		268,531	3,747,265	332,949	95,523	14,828	4,459,096
Deferred tax charged to the statement of profit or loss during the year	年內於損益表內扣除的遞延稅項	10	81,266	808,175	44,750	–	185,503	1,119,694
Deferred tax transferred out in respect of withholding tax paid by a PRC subsidiary	由一家國內附屬公司繳付的代扣所得稅所轉出的遞延稅項		–	–	(21,681)	–	–	(21,681)
Exchange realignment	匯兌調整		(11,419)	(154,711)	(14,663)	(3,652)	(3,198)	(187,643)
At 31 March 2016	於2016年3月31日		338,378	4,400,729	341,355	91,871	197,133	5,369,466

35. 遞延稅項

年內遞延稅項負債及資產之變動如下：

遞延稅項負債

31 March 2016 2016年3月31日



**35. Deferred Tax (Continued)**  
**Deferred tax assets**

**35. 遞延稅項(續)**  
**遞延稅項資產**

			Loss available for offsetting against future taxable profits	Provision for impairment of trade receivables	Tax effect of government grants relating to assets	Total
		Tax effect of LAT	可供抵銷未來 應課稅利潤的 虧損	應收賬款 減值撥備	有關資產之 政府補助的 稅務影響	總計
	Note	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
	附註	千港元	千港元	千港元	千港元	千港元
At 1 April 2015	於2015年4月1日	1,015,870	152,803	39,136	267,514	1,475,323
Deferred tax credited/(charged) to the statement of profit or loss during the year	年內於損益表內計入/(扣除)的遞延稅項	(5,966)	211,838	24,039	506,941	736,852
Exchange realignment	匯兌調整	(38,750)	(8,846)	(1,817)	(17,415)	(66,828)
At 31 March 2016	於2016年3月31日	971,154	355,795	61,358	757,040	2,145,347

**Deferred tax liabilities**

**遞延稅項負債**

			Accelerated tax depreciation	Revaluation of investment properties	Withholding tax	Revaluation of property, plant and equipment	Capitalised interest expense	Total
		Note	加速稅項折舊	投資物業重估	預扣稅	物業、廠房及 設備重估	資本化利息	總計
		附註	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
			千港元	千港元	千港元	千港元	千港元	千港元
At 1 April 2014	於2014年4月1日		190,424	3,136,712	473,979	95,294	-	3,896,409
Deferred tax charged/(credited) to the statement of profit or loss during the year	年內於損益表內扣除/(計入)的遞延稅項	10	77,214	599,633	(142,219)	-	14,745	549,373
Exchange realignment	匯兌調整		893	10,920	1,189	229	83	13,314
At 31 March 2015	於2015年3月31日		268,531	3,747,265	332,949	95,523	14,828	4,459,096



**35. Deferred Tax (Continued)**  
**Deferred tax assets**

**35. 遞延稅項(續)**  
**遞延稅項資產**

		Tax effect of LAT 土地增值稅的 稅務影響	Loss available for offsetting against future taxable profits 可供抵銷未來 應課稅利潤的 虧損	Provision for impairment of trade receivables 應收賬款 減值撥備	Tax effect of government grants relating to assets 有關資產之 政府補助的 稅務影響	Total 總計
	Note 附註	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元
At 1 April 2014	於2014年4月1日	709,048	52,603	44,545	226,607	1,032,803
Deferred tax credited/(charged) to the statement of profit or loss during the year	年內於損益表內計入/(扣除)的 遞延稅項	10 303,416	99,513	(5,485)	40,137	437,581
Exchange realignment	匯兌調整	3,406	687	76	770	4,939
At 31 March 2015	於2015年3月31日	1,015,870	152,803	39,136	267,514	1,475,323

The Group has tax losses arising in Hong Kong of HK\$258,183,000 (2015: HK\$177,216,000) that are available indefinitely for offsetting against future taxable profits of the companies in which the losses arose.

本集團於香港產生的稅項虧損為258,183,000港元(2015年: 177,216,000港元)，可無限期結轉，以抵銷產生虧損的公司未來應課稅溢利。

The Group also has tax losses in Mainland China of HK\$394,359,000 (2015: HK\$275,659,000) that will expire in one to five years for offsetting against future taxable profits.

本集團亦於中國大陸產生稅項虧損為394,359,000港元(2015年: 275,659,000港元)，將於一至五年內屆滿，可用以抵銷未來應課稅溢利。

Deferred tax assets have not been recognised in respect of these losses as they have arisen in subsidiaries that have been loss-making for some time and it is not considered probable that taxable profits will be available against which the tax losses can be utilised.

由於該等虧損由已出現虧損一段時期的附屬公司產生，且被認為並不可能有充足的應課稅溢利以對銷該等可動用的稅項虧損，故並無就該等虧損確認遞延稅項資產。

Pursuant to the PRC Corporate Income Tax Law, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in Mainland China. The requirement is effective from 1 January 2008 and applies to earnings after 31 December 2007. A lower withholding tax rate may be applied if there is a tax treaty between Mainland China and the jurisdiction of the foreign investors. For the Group, the applicable rate is 5%. The Group is therefore liable for withholding taxes on dividends distributed by subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008. In the current year, the Group accrued withholding tax of HK\$44,750,000 (2015: reversal of HK\$142,219,000) for those subsidiaries established in Mainland China.

根據中國企業所得稅法，凡於中國內地成立的外商投資企業向海外投資者宣派的股息須繳納10%預扣所得稅。該規定自2008年1月1日起生效，並適用於2007年12月31日後之盈利。倘中國與海外投資者所處司法權區訂有稅務條約，則可採用較低預扣所得稅率。本集團的適用稅率為5%。因此，本集團須就於中國內地成立的附屬公司分派2008年1月1日後所賺取盈利的股息而繳納預扣所得稅。於本年度，本集團就其於中國內地成立的附屬公司作出之預扣所得稅為44,750,000港元(2015年: 回撥142,219,000港元)。



### 36. Share Capital Shares

### 36. 股本股份

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Issued and fully paid: 7,999,321,999 (31 March 2015: 8,000,671,999) ordinary shares	已發行及繳足： 7,999,321,999股 (2015年3月31日： 8,000,671,999股)普通股	<b>7,043,784</b>	7,034,761

A summary of the movements in the Company's share capital is as follows:

本公司的股本變動摘要如下：

		Notes 附註	Number of shares in issue 已發行股份數目	Share capital 股本 HK\$'000 千港元
At 1 April 2014	於2014年4月1日		6,907,114,000	4,684,476
Exercise of share options	行使購股權	(a)	268,320,000	453,089
Shares repurchased	股份回購		(44,562,000)	-
Conversion of convertible notes	轉換可換股票據		624,999,999	1,045,292
Exercise of Tencent call options	行使騰訊購股權		244,800,000	851,904
At 31 March 2015	於2015年3月31日		8,000,671,999	7,034,761
At 1 April 2015	於2015年4月1日		8,000,671,999	7,034,761
Exercise of share options	行使購股權	(a)	4,650,000	9,023
Shares repurchased	股份回購	(b)	(6,000,000)	-
At 31 March 2016	於2016年3月31日		7,999,321,999	7,043,784

Notes:

附註：

- (a) The subscription rights attaching to 4,650,000 (2015: 268,320,000) share options were exercised at the average subscription price of approximately HK\$1.6900 (2015: HK\$1.4541) per share (note 38), resulting in issue of 4,650,000 shares of a total cash consideration, before expenses, of HK\$7,859,000. An amount of approximately HK\$1,164,000 (2015: HK\$62,917,000) was transferred from the share option reserve to share capital upon the exercise of the share options.
- (b) The Company repurchased a total of 6,000,000 shares at prices ranging from HK\$1.80 to HK\$2.00 per share on The Stock Exchange of Hong Kong Limited during the year. The amount of HK\$11,602,000 in connection with the share repurchase was paid from the distributable profits of the Company. All 6,000,000 shares repurchased were cancelled on 9 October 2015.

- (a) 附於4,650,000(2015年：268,320,000)份購股權之認購權益於年內以每股平均行使價約1.6900港元(2015年：1.4541港元)(附註38)被行使，導致本公司發行4,650,000股(扣除發行開支前價值7,859,000港元)的股本。當購股權行使，約1,164,000港元(2015年：62,917,000港元)由購股權儲備轉撥到發行股本。
- (b) 於本年度內，本公司以每股1.80港元至2.00港元的價格於香港聯交所購回本公司6,000,000股股份。與股份回購有關的金額共11,602,000港元從本公司的可分配利潤中支付。全數6,000,000股購回股份已於2015年10月9日被註銷。



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**36. Share Capital** (Continued)**Share options**

Details of the Company's share option scheme and the share options issued under the scheme are included in note 38 to the financial statements.

**37. Notes to the consolidated statement of cash flows**  
**Major non-cash transactions**

During the year, the Group further subscribed for 288,000,000 shares of HOBA Furnishing, which was satisfied by cash of RMB52,221,000 (equivalent to HK\$63,647,000) and investment properties with fair value aggregated to RMB365,547,000 (equivalent to HK\$445,529,000). Further details are given in note 1(v) to the financial statements.

**38. Share Options**

The Company has adopted a share option scheme on 4 September 2009 (the "Share Option Scheme") to provide incentives and reward to selected eligible persons which includes directors, employees, officers, agents, consultants or representatives of the Group for their contribution or potential contribution to the Company or its subsidiaries. The Share Option Scheme became effective on 30 September 2009 and, unless otherwise cancelled or amended, will remain in force for 10 years from that date. Further details of the Share Option Scheme are set out in the "Report of the Directors" in the Company's annual report.

On 11 April 2011, a total of 226,900,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$1.29 per share and an exercise period ranging from 11 April 2011 to 10 April 2016. Of the total 226,900,000 share options, 15,000,000 share options were granted to an executive director of the Company, and 211,900,000 share options were granted to certain employees of the Group.

The fair value of the 226,900,000 share options granted was HK\$58,175,000 of which no share option expense was recognised during the current year (2015: HK\$24,000).

On 27 June 2012, a total of 116,870,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$1.15 per share and an exercise period ranging from 27 June 2012 to 26 June 2017. Of the total 116,870,000 share options, 69,870,000 share options were granted to certain executive directors, and 47,000,000 share options were granted to certain employees of the Group.

**36. 股本(續)****購股權**

關於本公司的購股權計劃及於計劃下已發行的購股權已詳載於財務報表的附註38。

**37. 綜合現金流量表附註****主要非現金交易**

於本年內，本集團以現金人民幣52,221,000元(相等於63,647,000港元)及公平值人民幣365,547,000元(相等於445,529,000港元)的投資性物業認購288,000,000股好百年家居的股份。進一步詳情載於財務報表附註1(v)。

**38. 購股權**

本公司已於2009年9月4日採納購股權計劃(「購股權計劃」)，向對本公司或其附屬公司作出貢獻或潛在貢獻的經甄選合資格人士(包括本集團董事、僱員、高級職員、代理、顧問或代表)提供獎勵及回報，購股權計劃自2009年9月30日起生效，並由當日起持續十年(除非取消或作出修訂)。購股權計劃的進一步詳情載於公司年報中的「董事會報告」。

於2011年4月11日，本集團授出合共226,900,000份購股權。該等購股權的行使價為每股1.29港元，行使期為2011年4月11日至2016年4月10日。於合共226,900,000份購股權中，15,000,000份購股權已授予本公司一名執行董事，另211,900,000份購股權則授予本集團若干僱員。

所授出的226,900,000份購股權之公平值為58,175,000港元，本集團於本年度內並無確認購股權開支(2015年：24,000港元)。

於2012年6月27日，本集團授出合共116,870,000份購股權。該等購股權的行使價為每股1.15港元，行使期為2012年6月27日至2017年6月26日。於合共116,870,000份購股權中，69,870,000份購股權已授予本公司執行董事，另47,000,000份購股權則授予本集團若干僱員。

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**38. Share Options** (Continued)

The fair value of the 116,870,000 share options granted was HK\$25,140,000, of which no share option expense was recognised during the current year (2015: HK\$76,000).

On 27 June 2013, a total of 186,300,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$1.69 per share and an exercise period ranging from 27 June 2013 to 26 June 2018. Of the total 186,300,000 share options, 70,800,000 share options were granted to certain executive directors of the Company, and 115,500,000 share options were granted to certain employees of the Group.

The fair value of the 186,300,000 share options granted was HK\$44,470,000, of which the Group recognised a share option expense of HK\$202,000 during the current year (2015: HK\$5,907,000).

On 17 February 2014, a total of 48,000,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$4.14 per share and an exercise period ranging from 17 February 2014 to 16 February 2019. Of the total 48,000,000 share options, 8,000,000 share options were granted to certain independent non-executive directors of the Company, and 40,000,000 share options were granted to certain employees of the Group.

The fair value of the 48,000,000 share options granted was HK\$36,470,000, of which the Group recognised a share option expense of HK\$749,000 during the current year (2015: HK\$13,657,000).

On 30 June 2014, a total of 103,300,000 share options under the Share Option Scheme were granted to certain directors, senior management and certain other employees of the Company and its subsidiaries in respect of their services to the Group. These share options have an exercise price of HK\$4.07 per share and an exercise period ranging from 30 June 2014 to 29 June 2019.

The fair value of the 103,300,000 share options granted was HK\$83,552,000, of which the Group recognised a share option expense of HK\$10,689,000 during the current year (2015: HK\$71,078,000).

On 13 January 2016, a total of 79,990,000 share options under the Share Option Scheme were granted to a director of the Company in respect of his services to the Group. These share options have an exercise price of HK\$1.528 per share and an exercise period ranging from 13 January 2016 to 12 January 2022.

**38. 購股權**(續)

所授出 116,870,000 份購股權的公平值為 25,140,000 港元，本集團於本年度內並無確認購股權開支(2015年：76,000 港元)。

於 2013 年 6 月 27 日，根據購股權計劃授出合共 186,300,000 份購股權。該等購股權的行使價為每股 1.69 港元，行使期為 2013 年 6 月 27 日至 2018 年 6 月 26 日。於合共 186,300,000 份購股權中，70,800,000 份購股權已授予本公司執行董事，另 115,500,000 份購股權則授予本集團若干僱員。

於本年度，所授出的 186,300,000 份購股權之公平值為 44,470,000 港元，其中本集團確認購股權開支 202,000 港元(2015 年：5,907,000 港元)。

於 2014 年 2 月 17 日，根據購股權計劃授出合共 48,000,000 份購股權。該等購股權的行使價為每股 4.14 港元，行使期為 2014 年 2 月 17 日至 2019 年 2 月 16 日。於合共 48,000,000 份購股權中，8,000,000 份購股權已授予本公司獨立非執行董事，另 40,000,000 份購股權則授予本集團若干僱員。

所授出的 48,000,000 份購股權的公平值為 36,470,000 港元，其中本集團已於本年度內確認購股權開支 749,000 港元(2015 年：13,657,000 港元)。

於 2014 年 6 月 30 日，根據購股權計劃向本公司若干本公司之董事、高級管理層及本公司及其附屬公司若干僱員就彼等向本集團所提供的服務授出合共 103,300,000 份購股權。該等購股權的行使價為每股 4.07 港元，行使期為 2014 年 6 月 30 日至 2019 年 6 月 29 日。

所授出的 103,300,000 份購股權之公平值為 83,552,000 港元，其中本集團已於本年度內確認購股權開支合共 10,689,000 港元(2015 年：71,078,000 港元)。

於 2016 年 1 月 13 日，根據購股權計劃向本公司一名董事就彼等向本集團所提供的服務授出合共 79,990,000 份購股權。該等購股權的行使價為每股 1.528 港元，行使期為 2016 年 1 月 13 日至 2022 年 1 月 12 日。

31 March 2016 2016年3月31日



### 38. Share Options (Continued)

The fair value of the 79,990,000 share options granted was HK\$29,802,000, of which the Group recognised a share option expense of HK\$17,701,000 during the current year.

The fair value of the share options granted on 13 January 2016 was estimated as at the date of grant by Vigers Appraisal and Consulting Limited, using a binomial model, taking into account the terms and conditions upon which the options were granted. The following table lists the inputs to the model:

Share price at the date of grant (HK\$)	1.520
Exercise price (HK\$)	1.528
Dividend yield (%)	4.86
Expected volatility (%)	39.7-39.9
Risk-free interest rate (%)	0.99-1.12
Exercise multiple	2.9

The expected life of the options is based on historical data and is not necessarily indicative of the exercise patterns that may occur. The expected volatility was determined based on the movement of the share price of the Company since its listing, which may also not necessarily be the actual outcome. No other feature of the options granted was incorporated into the measurement of fair value.

The following share options were outstanding under the Share Option Scheme during the year:

### 38. 購股權(續)

所授出 79,990,000 份購股權之公平值為 29,802,000 港元，其中本集團已於本年度內確認購股權開支合共 17,701,000 港元。

於 2016 年 1 月 13 日授出的購股權的公平值，威格斯資產評估有限公司於授出日期採用二項式模式對該等購股權進行估計，當中已考慮購股權獲授出時的條款及條件。下表列示所用模式的主要元素：

於授出日之股價(港元)	1.520
行使價(港元)	1.528
股息率(%)	4.86
預期波動性(%)	39.7-39.9
無風險利率(%)	0.99-1.12
行使倍數	2.9

購股權的預期年期乃按歷史數據得出，及未必顯示可能發生的行使情況。預期波動性乃按自上市日期起本公司股價之變動而釐定，未必是實際結果。計量公平值時，並無考慮所授出的購股權的其他特性。

於年內根據購股權計劃尚未行使之購股權如下：

		Year ended 31 March 截至3月31日止年度			
		2016		2015	
		Weighted average exercise price per share 每股加權 平均行使價 HK\$ 港元	Number of options 購股權數目 '000 千份	Weighted average exercise price per share 每股加權 平均行使價 HK\$ 港元	Number of options 購股權數目 '000 千份
At beginning of year	於年初	3.7190	175,400	1.8393	344,920
Granted during the year	年內授出	1.5280	79,990	4.0700	103,300
Lapsed during the year	年內失效	1.6900	(500)	1.6900	(1,000)
Exercised during the year	年內行使	1.6900	(4,650)	1.4541	(268,320)
Forfeited during the year	年內沒收	—	—	3.0500	(3,500)
At end of year	於年終	3.0604	250,240	3.7190	175,400



### 38. Share Options (Continued)

The exercise prices and exercise periods of the share options outstanding as at the end of the reporting period are as follows:

2016

Number of options 購股權數目 '000 千股	Exercise price 行使價 HK\$ per share 每股港元	Exercise period 行使期
7,000	1.29	11-04-2011 to 10-04-2016 2011年4月11日至2016年4月10日
1,500	1.69	27-06-2013 to 26-06-2018 2013年6月27日至2018年6月26日
10,500	1.69	27-06-2014 to 26-06-2018 2014年6月27日至2018年6月26日
1,950	1.69	27-06-2015 to 26-06-2018 2015年6月27日至2018年6月26日
22,000	4.14	17-02-2014 to 16-02-2019 2014年2月17日至2019年2月16日
24,000	4.14	17-02-2015 to 16-02-2019 2015年2月17日至2019年2月16日
2,000	4.14	17-02-2016 to 16-02-2019 2016年2月17日至2019年2月16日
49,650	4.07	30-06-2014 to 29-06-2019 2014年6月30日至2019年6月29日
50,650	4.07	30-06-2015 to 29-06-2019 2015年6月30日至2019年6月29日
1,000	4.07	30-06-2016 to 29-06-2019 2016年6月30日至2019年6月29日
39,995	1.528	13-01-2016 to 12-01-2021 2016年1月13日至2021年1月12日
39,995	1.528	13-01-2017 to 12-01-2022 2017年1月13日至2022年1月12日
250,240		

### 38. 購股權(續)

於報告期末，未行使購股權的行使價及行使期如下：

2016年



### 38. Share Options (Continued)

2015		2015年	
Number of options 購股權數目 '000 千股	Exercise price 行使價 HK\$ per share 每股港元	Exercise period 行使期	
7,000	1.29	11-04-2011 to 10-04-2016 2011年4月11日至2016年4月10日	
1,500	1.69	27-06-2013 to 26-06-2018 2013年6月27日至2018年6月26日	
10,850	1.69	27-06-2014 to 26-06-2018 2014年6月27日至2018年6月26日	
6,750	1.69	27-06-2015 to 26-06-2018 2015年6月27日至2018年6月26日	
22,000	4.14	17-02-2014 to 16-02-2019 2014年2月17日至2019年2月16日	
24,000	4.14	17-02-2015 to 16-02-2019 2015年2月17日至2019年2月16日	
2,000	4.14	17-02-2016 to 16-02-2019 2016年2月17日至2019年2月16日	
49,650	4.07	30-06-2014 to 29-06-2019 2014年6月30日至2019年6月29日	
50,650	4.07	30-06-2015 to 29-06-2019 2015年6月30日至2019年6月29日	
1,000	4.07	30-06-2016 to 29-06-2019 2016年6月30日至2019年6月29日	
175,400			

At the end of the reporting period, the Company had 250,240,000 share options outstanding under the Share Option Scheme, which represented approximately 3.13% of the Company's shares in issue as at that date. The exercise in full of the outstanding share options would, under the present capital structure of the Company, result in the issue of 250,240,000 additional ordinary shares of the Company and additional share capital of HK\$765,841,000 (before issue expenses).

Subsequent to the end of the reporting period, a total of 7,000,000 share options were exercised, which have an weighted average exercise price of HK\$1.29 per share.

於報告期末時，根據購股權計劃，本公司有250,240,000份未行使購股權，相當於本公司當日已發行股份約3.13%。根據本公司現時的資本結構而言，全數行使未行使購股權將會導致本公司發行250,240,000股額外普通股及額外股本765,841,000港元(扣除發行開支前)。

於報告期末後，合共7,000,000份購股權已被行使，其中每股加權平均行使價為1.29港元。



### 38. Share Options (Continued)

At the date of approval of these financial statements, the Company had 243,240,000 share options outstanding under the Share Option Scheme, which represented approximately 3.04% of the Company's shares in issue as at that date.

### 39. Other Reserves

The amounts of the Group's reserves and the movements therein for the current year and the prior year are presented in the consolidated statement of changes in equity on pages 133 to 134 of the financial statements.

Pursuant to the relevant laws and regulations for Sino-foreign joint venture enterprises, a portion of the profits of the Group's subsidiaries which are established in the PRC has been transferred to the statutory reserve which is restricted as to use.

### 40. Pledge of Assets

Details of the Group's bank and other borrowings, which are secured by the assets of the Group, are included in notes 13, 14, 15, 23, 27 and 29 to the financial statements.

### 41. Contingent Liabilities

At the end of each reporting period, contingent liabilities not provided for in the financial statements were as follows:

### 38. 購股權(續)

於該等財務報表批准當日，根據購股權計劃，本公司有243,240,000份未行使購股權，相當於本公司當日已發行股份約3.04%。

### 39. 其他儲備

有關本集團於本年度及過往年度的儲備及其變動已呈列於財務報表第133至134頁的綜合權益變動表內。

根據中外合營企業相關法律及法規，本集團旗下在中國成立的附屬公司的部分利潤已轉撥至用途受限制的法定儲備金。

### 40. 資產抵押

以本集團的資產作抵押的銀行及其他借貸詳情載於財務報表附註13、14、15、23、27及29。

### 41. 或然負債

於各報告期末，財務報表內未有撥備的或然負債如下：

		2016 HK\$'000 千港元	2015 HK\$'000 千港元
Guarantees given to banks in connection with facilities granted to:	就以下各方獲授的融資而向銀行提供的擔保：		
Third parties	第三方	5,805,356	6,049,314

The Group has provided guarantees in respect of banking facilities granted by certain banks to the purchasers of the Group's properties held for sale and held for finance lease. Pursuant to the terms of the guarantees, if there is default of the loan payments by the purchasers and lessees, the Group is responsible to repay the outstanding loans together with accrued interest thereon and any penalty owed by the defaulted purchasers and lessees to banks. The Group is then entitled to take over the legal titles and usage rights of the related properties. For trade center units and residential properties sold, the guarantee period commences from the dates of grant of the relevant loans and ends when the purchasers obtain the building ownership certificates which will then be pledged with the banks. For residential and commercial properties under finance leases, the guarantees will be released along with the full repayment of loan principal by the lessees.

本集團就若干銀行授予持作銷售物業及融資租賃物業的買家的銀行信貸提供擔保。根據該等擔保條款，倘該等買家及承租人拖欠貸款還款，本集團負責償還未付貸款，連同應計利息，以及欠款買家及承租人結欠銀行的任何罰金。其後，本集團有權接管相關物業的法律業權及使用權。已售交易中心商舖及住宅物業方面，擔保期由相關貸款授出日期起至買家取得其後抵押予銀行的房地產權證日期止。就融資租賃下的住宅及商業物業而言，擔保將隨承租人償還貸款本金解除。



#### 41. Contingent Liabilities (Continued)

The Group did not incur any material losses during the financial year in respect of the guarantees provided for mortgage facilities granted to the purchasers and lessees of the Group's properties. The directors consider that in case of default on payments, the net realisable value of the related properties can cover the repayment of the outstanding mortgage loans together with any accrued interest and penalty, and therefore the fair value of the guarantees is not significant.

#### 42. Operating Lease Arrangements

##### (a) As lessor

The Group leases its investment properties (note 14) and properties sold with cooperation and leasing arrangements with the purchasers under operating lease arrangements negotiated for terms ranging from one to twenty years. The terms of the leases also require the tenants to pay security deposits.

At the end of each reporting period, the Group had total future minimum lease receivables under non-cancellable operating leases with its tenants falling due as follows:

#### 41. 或然負債(續)

本集團於財政年度內並無因向本集團物業買家及承租人獲授按揭融資所提供擔保錄得任何重大虧損。董事認為，倘出現拖欠款項的情況，相關物業的可變現淨值足以支付未償還按揭貸款連同任何應計利息及罰款，故擔保之公平值並不重大。

#### 42. 經營租賃安排

##### (a) 作為出租人

本集團根據經營租賃安排租賃其投資物業(附註14)及與買家的合作及租賃安排的已出售物業，並磋商1至20年的租賃期。租賃條款亦規定租戶支付押金。

於各報告期末，本集團根據與租戶訂立的不可註銷經營租賃按下列年度到期之未來最低應收租金總額如下：

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Within one year	一年內	660,523	564,281
In the second to fifth years, inclusive	第二至第五年(包括首尾兩年)	1,214,536	1,192,621
After five years	五年後	630,801	769,254
Total	總計	2,505,860	2,526,156



#### 42. Operating Lease Arrangements (Continued)

##### (b) As lessee

The Group leases certain of its land and buildings and vehicles under operating lease arrangements. Leases are negotiated for terms ranging from one to twenty years.

At the end of each reporting period, the Group had total future minimum lease payments under non-cancellable operating leases falling due as follows:

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Within one year	一年內	304,328	314,387
In the second to fifth years, inclusive	第二至第五年(包括首尾兩年)	552,167	578,995
After five years	五年後	141,398	237,869
Total	總計	997,893	1,131,251

#### 43. Commitments

In addition to the operating lease commitments detailed in note 42(b) above, the Group had the following commitments at the end of each reporting period:

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Contracted, but not provided for:	已訂約但未撥備：		
Properties under development	發展中物業	7,350,506	9,253,942

#### 42. 經營租賃安排(續)

##### (b) 作為承租人

本集團以經營租賃安排租用若干土地及房屋及汽車，並磋商一至二十年的租賃期。

於各報告期末，本集團根據不可註銷經營租賃按下列年度到期之未來最低租金總額如下：

#### 43. 承擔

除上文附註42(b)詳述的經營租賃承擔外，於各報告期末，本集團有下列承擔：





#### 44. Related Party Transactions

(a) In addition to the transactions disclosed elsewhere in the financial statements, the Group had the following material transactions with related parties during the year:

#### 44. 關連人士交易

(a) 除財務報表其他部分另有披露的交易外，於年內，本集團與關連人士進行下列重大交易：

	Notes 附註	2016 HK\$'000 千港元	2015 HK\$'000 千港元
Rental expense and related service fees for an office property paid to: A company (2015: two companies) of which a director of the Company is a controlling shareholder	辦公樓的租金開支及相關服務費用支付予： 本公司董事擔任控股股東的一間公司 (2015年：兩間公司)	(i) <b>2,814</b>	2,824
Rental income for certain offices units received from: A company of which a director of the Company is a controlling shareholder	若干辦公樓的租金收入收取自： 本公司董事擔任控股股東的公司	(ii) <b>1,071</b>	888

Notes:

- (i) The Group leased the office property from a company of which a director of the Company is a controlling shareholder. The rental and related service fees were based on terms mutually agreed between both parties.
- (ii) The Group leased certain office units to a related party of which a director of the Company is a controlling shareholder. The rental was based on the rental charged to the other tenants of the Group.

附註：

- (i) 本集團向本公司董事擔任控股股東一間公司租入辦公樓。租金及有關費用根據雙方協定條款計算。
- (ii) 本集團向本公司董事任控股股東的關聯公司出租若干辦公樓。租金根據本集團與其他方的租金確定。



#### 44. Related Party Transactions (Continued)

##### (b) Outstanding balances with related parties

Details of the Group's amounts due from/to its joint venture and associates as at the end of each reporting period are disclosed in notes 18 and 19, respectively.

##### (c) Compensation of key management personnel of the Group

		2016	2015
		HK\$'000	HK\$'000
		千港元	千港元
Short term employee benefits	短期僱員福利	57,275	73,669
Post-employment benefits	離職後福利	54	48
Share-based payments	以權益結算的購股權開支	28,181	89,552
<b>Total compensation paid to key management personnel</b>	<b>支付予主要管理人員的薪酬總額</b>	<b>85,510</b>	<b>163,269</b>

Further details of directors' emoluments are included in note 8 to the financial statements.

The rental expense and rental income for office property received from the related parties above also constitute connected transactions or continuing connected transactions as defined in Chapter 14A of the Listing Rules.

#### 45. Financial Instruments by Category

Other than the held-for-trading investments at fair value through profit or loss as disclosed in note 26 which are stated at fair value and the available-for-sale investments in note 20 which is stated at historical cost, all financial assets and liabilities of the Group as at 31 March 2016 and 2015 are loans and receivables and financial liabilities stated at amortised cost, respectively.

#### 44. 關連人士交易(續)

##### (b) 與關連人士之間的未結付結餘

本集團於各報告期末的應收/應付一家合營企業及聯營公司之款項詳情分別於附註18及19披露。

##### (c) 本集團主要管理人員薪酬

Further details of directors' emoluments are included in note 8 to the financial statements.

董事酬金的進一步詳情載於財務報表附註8。

上述有關支付辦公樓的租金開支及辦公樓的租金收入的關連人士交易亦構成上市規則第14A章定義的關連交易或持續關連交易。

#### 45. 金融工具分類

除附註26所披露的透過損益以公平值列賬之持作買賣投資及附註20所披露的以歷史成本列賬之可供出售金融投資外，於2016年及2015年3月31日，本集團的所有金融資產和負債分別為貸款與應收款項及按攤銷成本入賬的金融負債。



#### 46. Fair Value and Fair Value Hierarchy of Financial Instruments

The carrying amounts and fair values of the Group's financial instruments, other than those with carrying amounts that reasonably approximate to fair values, are as follows:

#### 46. 金融工具之公平值及公平值等級架構

本集團之金融工具之賬面值及公平值(賬面值與公平值極其相近者除外)如下：

		Carrying amounts		Fair values	
		賬面值		公平值	
		2016	2015	2016	2015
		HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元
Corporate bonds	企業債券	1,891,219	–	1,867,037	–
Senior notes	優先票據	4,113,363	4,082,811	4,155,497	4,028,737
Medium-term notes	中期票據	5,026,696	2,704,226	5,273,563	2,721,145
Domestic company bonds	境內公司債券	3,629,086	–	3,662,374	–
Short-term notes	短期融資券	2,525,460	2,750,880	2,588,000	2,817,041
		<b>17,185,824</b>	9,537,917	<b>17,546,471</b>	9,566,923

Management has assessed that the fair values of cash and cash equivalents, trade receivables, financial assets included in prepayments, deposits and other receivables, financial liabilities included in trade and other payables, and amounts due from/(to) associates, approximate to their carrying amounts largely due to the short term maturities of these instruments.

管理層已評估現金及現金等價物、應收賬款、金融資產包括預付款、訂金及其他應收款項、金融負債包括應付及其他應付款項及應收/(付)聯營公司款項之公平值與其各自之賬面值相若，主要因為該等工具於短期內到期。

The Group's management is responsible for determining the policies and procedures for the fair value measurement of financial instruments. The management reports directly to the directors and the audit committee. At each reporting date, the management analyses the movements in the values of financial instruments and determines the major inputs applied in the valuation. The valuation is reviewed and approved by the directors. The valuation process and results are discussed with the audit committee twice a year for interim and annual financial reporting.

本集團管理層負責釐定金融工具公平值計量之政策及程序。管理層直接向董事及審核委員會報告。於各報告日期，管理層分析金融工具之價值變動並釐定估值中適用的主要元素。估值由董事審核及批准。估值過程及結果由審核委員會每年討論兩次，以便呈列中期及年度財務報告。



#### 46. Fair Value and Fair Value Hierarchy of Financial Instruments (Continued)

The fair values of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. The following methods and assumptions were used to estimate the fair values:

The fair values of the non-current portion of finance lease receivables and interest-bearing bank and other borrowings have been calculated by discounting the expected future cash flows using rates currently available for instruments with similar terms, credit risk and remaining maturities. The Group's own non-performance risk in interest-bearing bank and other borrowings as at 31 March 2016 was assessed to be insignificant. The fair values of the domestic company bonds is estimated by discounting the expected future cash flows using an equivalent market interest rate for a similar bond with consideration of the Group's own credit and liquidity risk. The fair values of the non-current portion of finance lease receivables, interest-bearing bank and other borrowings and domestic company bonds are not materially different from their carrying amounts.

The fair value of corporate bonds, senior notes, medium-term notes and short-term notes are calculated using the market prices on 31 March 2016.

As at 31 March 2016, the Group's financial instruments which comprised held-for-trading investments at fair value through profit or loss were measured at fair value. The fair values of held-for-trading investments at fair value through profit or loss are based on quoted market prices.

#### 46. 金融工具之公平值及公平值等級架構(續)

金融資產及負債的公平值按可在自願雙方(強迫或清盤銷售除外)在現有交易中進行交換的工具之金額入賬。估計公平值時所用之方法及假設載述如下：

融資租賃應收款項、計息銀行及其他借貸之非即期部分的公平值乃透過使用當前可供金融工具使用之現行利率按類似條款、信用風險及餘下到期日，折讓預期未來現金流量而計算。於2016年3月31日，本集團自身計息銀行及其他借貸之不履約風險被評定為並不重大。境內公司債券的公平值乃透過使用類近債券的相約市場利率(考量過本集團之信貸及流動資金風險)，折讓預期未來現金流量而計算。融資租賃應收款項、計息銀行及其他借貸非即期部分及境內公司債券的公平值與賬面值相差不大。

企業債券、優先票據、中期票據及短期融資券之公平值乃根據2016年3月31日的市場報價釐定。

於2016年3月31日，本集團之金融工具包含透過損益以公平值列賬之持作買賣投資以公平值計算。透過損益以公平值列賬之持作買賣投資之公平值乃根據市場報價釐定。

31 March 2016 2016年3月31日



**46. Fair Value and Fair Value Hierarchy of Financial Instruments** (Continued)  
**Fair value hierarchy**

The following tables illustrate the fair value measurement hierarchy of the Group's financial instruments:

Assets measured at fair value:

**As at 31 March 2016**

		Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價 的公平值計量 (第1級) HK\$'000 千港元
Held-for-trading investments at fair value through profit or loss	透過損益以公平值列賬之 持作買賣投資	<b>27,365</b>

As at 31 March 2015

於2015年3月31日

		Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價 的公平值計量 (第1級) HK\$'000 千港元
Held-for-trading investments at fair value through profit or loss	透過損益以公平值列賬之 持作買賣投資	<b>32,890</b>

31 March 2016 2016年3月31日



**46. Fair Value and Fair Value Hierarchy of Financial Instruments** (Continued)  
**Fair value hierarchy** (Continued)

During the year, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfer into or out of Level 3 (2015: Nil).

Liabilities for which fair values are disclosed:

As at 31 March 2016

**46. 金融工具之公平值及公平值等級架構**  
(續)  
**公平值等級**(續)

本年內，公平值計量於第1級別與第2級別之間並無轉換及無轉入或轉出至第3級別(2015年：無)。

已披露公平值之金融負債：

於2016年3月31日

		Fair value measurement using 使用以下各項進行公平值計量		
		Quoted prices in active markets (Level 1) 於活躍市場之報價 (第一級) HK\$'000 千港元	Significant observable input (Level 2) 重大可觀察元素 (第二級) HK\$'000 千港元	Total 總計 HK\$'000 千港元
Corporate bonds	企業債券	1,867,037	–	1,867,037
Senior notes	優先票據	4,155,497	–	4,155,497
Medium-term notes	中期票據	5,273,563	–	5,273,563
Short-term notes	短期融資券	2,588,000	–	2,588,000
Domestic company bonds	境內公司債券	–	3,662,374	3,662,374
		<b>13,884,097</b>	<b>3,662,374</b>	<b>17,546,471</b>

As at 31 March 2015

於2015年3月31日

		Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價 的公平值計量 (第一級) HK\$'000 千港元
Senior notes	優先票據	4,028,737
Medium-term notes	中期票據	2,721,145
Short-term notes	短期融資券	2,817,041
		<b>9,566,923</b>



#### 47. Financial Risk Management Objectives and Policies

The Group's principal financial instruments comprise bank and other borrowings, senior notes, short-term notes, medium-term notes, domestic company bonds, corporate bonds and cash and short-term deposits. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various other financial assets such as trade receivables, which arise directly from its operations.

The main risks arising from the Group's financial instruments are interest rate risk, credit risk, liquidity risk, foreign exchange risk and equity price risk. The board of directors reviews and agrees policies for managing each of these risks and they are summarised below.

##### Interest rate risk

The Group's exposure to interest rate risk relates primarily to the Group's borrowings. The interest rates and terms of repayment of the Group's borrowings are disclosed in notes 29, 30, 31, 32, 33 and 34 to the financial statements. The Group's policy is to obtain the most favourable interest rates available for its borrowings.

The Group will constantly assess the interest rate risk it encounters to decide whether it is required to hedge against the possible interest rate risk that may arise.

On 31 March 2016, if the interest rate of bank borrowings had increased/decreased by 0.5% and all other factors remained unchanged, the profit after tax for the year of the Group would have decreased/increased by approximately HK\$58,140,000 (2015: HK\$53,015,000).

#### 47. 財務風險管理目標及政策

本集團主要金融工具包括銀行及其他借貸、優先票據、短期融資券、中期票據、境內公司債券、企業債券及現金及短期存款。該等金融工具主要為本集團業務籌集資金。本集團亦擁有多項其他金融資產，例如直接從業務營運產生的應收貿易賬款。

本集團金融工具所產生的主要風險包括利率風險、信貸風險、流動資金風險、外匯風險及股價風險。董事會對管理上述各項風險的政策進行檢討及協定，該等風險概述如下。

##### 利率風險

本集團面臨的利率風險主要與本集團的借貸相關。本集團借貸的利率及還款期於財務報表附註29、30、31、32、33及34中披露。本集團的政策是為其借貸取得最有利的利率。

本集團將持續評估所遇到的利率風險以決定是否需要對沖可能產生的利率風險。

於2016年3月31日，倘銀行借貸的利率上升/下降0.5%及所有其他因素保持不變，則本集團本年度稅後利潤將會減少/增加約58,140,000港元(2015年：53,015,000港元)。



#### 47. Financial Risk Management Objectives and Policies (Continued)

##### Credit risk

The credit risk of the Group's financial assets, which comprise cash and cash equivalents, trade and other receivables, arises from default of the counterparty, with a maximum exposure equal to the carrying amounts of these instruments. The Group is also exposed to credit risk through the granting of financial guarantees, further details of which are disclosed in note 41 to the financial statements.

To manage the risk, deposits are mainly placed with banks with high credit quality. The Group trades only with recognised and creditworthy third parties. For the sales of properties, the Group has policies in place to ensure that sales are made to buyers with appropriate financial strength and appropriate percentage of down payments. The Group would not release the property ownership certificates to the buyers before the buyers fully settle the payment. It also has other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group reviews regularly the recoverable amount of each individual trade receivable to ensure that adequate impairment losses are made for irrecoverable amounts. With exposure spread over a number of counterparties and customers, the Group has no significant concentration of credit risk.

Further quantitative data in respect of the Group's exposure to credit risk arising from trade receivables are disclosed in note 24 to the financial statements.

##### Liquidity risk

The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans, senior notes, short-term notes, medium-term notes, corporate bonds and domestic company bonds.

#### 47. 財務風險管理目標及政策(續)

##### 信貸風險

本集團金融資產包括現金及現金等價物、應收貿易賬款及其他應收款項的信貸風險來自對方拖欠付款，而可能拖欠的最高金額等於此等工具的賬面值。本集團亦因提供財務擔保而面對信貸風險，有關詳情於財務報表附註41中披露。

為管理風險，本集團主要將存款存入高信貸質素的銀行。本集團僅與知名及具信譽的第三方進行交易。就出售物業方面，本集團已實行政策確保向具有適當財務實力及支付適當百分比首期付款的買家作出銷售。在買家全數清償付款前，本集團不會向其發出房產證。本集團亦擁有其他監控程序以確保採取跟進措施收回逾期款項。此外，本集團定期審閱每名個人的貿易應收賬款的可收回金額，以確保就不可收回金額作出足夠的減值虧損列賬。本集團並無任何重大集中信貸風險，而所面對的風險分散到多名交易對手及客戶。

有關本集團就貿易應收賬款的信貸風險所承擔的風險的進一步量化數據於財務報表附註24中披露。

##### 流動資金風險

本集團的目標是透過使用銀行貸款、優先票據、短期融資券、中期票據、企業債券及境內公司債券，維持資金持續性與靈活性之間的平衡。





**47. Financial Risk Management Objectives and Policies** (Continued)  
**Liquidity risk** (Continued)

The maturity profile of the Group's financial liabilities as at the end of the reporting period, based on the contractual undiscounted payments, was as follows:

**47. 財務風險管理目標及政策(續)**

**流動資金風險(續)**

本集團於報告期末時的金融負債的到期狀況(按照合同未折現付款)如下：

		2016					
		On demand	Within one year	One to two years	Two to five years	Beyond five years	Total
		應要求	一年內	第一至二年	第二至五年	五年後	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
Amounts due to associates	應付聯營公司款項	3,316	-	-	-	-	3,316
Financial liabilities included in trade and other payables	計入應付貿易及其他應付款項的金融負債	-	9,084,897	-	-	-	9,084,897
Corporate bonds	企業債券	-	126,273	126,273	2,308,992	-	2,561,538
Domestic company bonds	境內公司債券	-	215,746	215,746	3,823,546	-	4,255,038
Senior notes	優先票據	-	389,000	1,364,000	3,377,000	-	5,130,000
Medium-term notes	中期票據	-	359,577	359,577	5,361,191	-	6,080,345
Short-term notes	短期融資券	-	2,634,055	-	-	-	2,634,055
Financial guarantees granted to third parties	對第三方授予財務擔保	5,805,356	-	-	-	-	5,805,356
Interest-bearing bank and other borrowings	計息銀行及其他借貸	-	7,751,526	4,750,969	4,581,380	340,300	17,424,175
<b>Total</b>	<b>總計</b>	<b>5,808,672</b>	<b>20,561,074</b>	<b>6,816,565</b>	<b>19,452,109</b>	<b>340,300</b>	<b>52,978,720</b>

		2015					
		On demand	Within one year	One to two years	Two to five years	Beyond five years	Total
		應要求	一年內	第一至二年	第二至五年	五年後	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
Amounts due to associates	應付聯營公司款項	3,514	-	-	-	-	3,514
Financial liabilities included in trade and other payables	計入應付貿易及其他應付款項的金融負債	-	9,620,723	-	-	-	9,620,723
Senior notes	優先票據	-	639,042	386,752	4,713,718	-	5,739,512
Medium-term notes	中期票據	-	198,814	198,814	3,097,241	-	3,494,869
Short-term notes	短期融資券	-	2,805,330	-	-	-	2,805,330
Financial guarantees granted to third parties	對第三方授予財務擔保	6,049,314	-	-	-	-	6,049,314
Interest-bearing bank and other borrowings	計息銀行及其他借貸	-	7,632,769	4,837,168	3,982,654	557,770	17,010,361
<b>Total</b>	<b>總計</b>	<b>6,052,828</b>	<b>20,896,678</b>	<b>5,422,734</b>	<b>11,793,613</b>	<b>557,770</b>	<b>44,723,623</b>



#### 47. Financial Risk Management Objectives and Policies (Continued) Foreign exchange risk

The Group only conducts business within Mainland China. Except for interest payables, repayment of foreign currency loans obtained to finance the Group's operations and any potential future dividends of its subsidiaries that might be declared to their shareholders, the bulk of the Group's revenue, capital investment and expenses are denominated in RMB. At the date of approval of the financial statements, the Group had not experienced any difficulties in obtaining government approval for its necessary foreign exchange purchases. During the year, the Group did not issue any financial instruments for hedging purposes.

The following table demonstrates the sensitivity at the end of the reporting period to a reasonably possible change in the RMB exchange rate, with all other variables held constant, of the Group's profit before tax (due to changes in the fair value of monetary assets and liabilities).

#### 47. 財務風險管理目標及政策(續)

##### 外匯風險

本集團僅在中國大陸經營業務。除應付利息、本集團撥資營運所需而取得的外幣貸款的還款以及其附屬公司可能向其股東宣派的任何潛在股息外，本集團大部分收入、資本投資及開支均以人民幣為單位。於財務報表批准日期，本集團在申領政府批文以購買所需外匯方面，從未遇上任何困難。年內，本集團並無為對沖目的而發行任何金融工具。

下表顯示在所有其他變量維持不變的情況下，本集團稅前利潤於報告期末對人民幣匯率的可能合理變動的敏感度，有關稅前利潤的變動乃因貨幣資產及負債的公平值出現變動所致。

		RMB rate 人民幣匯率變動 %	Increase/ (decrease) in Changes in profit before tax 稅前利潤增加/ (減少) HK\$'000 千港元
<b>2016</b>	<b>2016年</b>		
If Hong Kong dollar weakens against RMB	倘港元兌人民幣轉弱	5	41,035
If Hong Kong dollar strengthens against RMB	倘港元兌人民幣轉強	5	(41,035)
<b>2015</b>	<b>2015年</b>		
If Hong Kong dollar weakens against RMB	倘港元兌人民幣轉弱	5	33,297
If Hong Kong dollar strengthens against RMB	倘港元兌人民幣轉強	5	(33,297)



#### 47. Financial Risk Management Objectives and Policies (Continued) Equity price risk

The equity price risk of the Group mainly arises from the changes in market prices for held-for-trading investments at fair value through profit or loss. The book value of this type of financial assets held by the Group is recognised according to market quotes as at the end of the reporting period.

On 31 March 2016, if the price of listed equity securities held by the Group had increased/decreased by 10%, and all other factors remained unchanged and excluding tax items, the book values of the listed equity securities of the Group would have increased/decreased by HK\$2,737,000 (2015: HK\$3,289,000).

#### Capital management

The primary objectives of the Group's capital management are to safeguard the Group's ability to continue as a going concern and to maintain healthy capital ratios in order to support its business and maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group is not subject to any externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital during the years ended 31 March 2016 and 31 March 2015.

#### 47. 財務風險管理目標及政策(續)

##### 股價風險

本集團的股價風險主要來自透過損益以公平值列賬的持作買賣投資的市價變動。此類由本集團持有金融資產的賬面值乃根據報告期末的市場報價確認。

於2016年3月31日，倘本集團持有的上市股權證券的價格上升/下跌10%，而所有其他因素均保持不變(不包括稅項)，則本集團的上市股權證券的賬面值將增加/減少2,737,000港元(2015年：3,289,000港元)。

##### 資本管理

本集團資本管理的首要目標是為了確保本集團持續發展及穩健資本比率的能力，以支持其業務運作及實現最大股東價值。

本集團根據經濟情況的變動及相關資產的風險特色，管理其資本結構並對其作出調整。為維持或調整資本結構，本集團可能會調整向股東派發的股息付款、向股東返還資本或發行新股。本集團毋須遵守任何外界施加的資本規定。截至2016年3月31日及2015年3月31日止年度，並無更改資本管理的目標、政策或程序。



#### 47. Financial Risk Management Objectives and Policies (Continued)

##### Capital management (Continued)

The Group monitors capital using a gearing ratio, which is net debt divided by the total equity. Net debt includes interest-bearing bank and other borrowings, senior notes, short-term notes, medium-term notes, corporate bonds and domestic company bonds, less cash and cash equivalents and restricted cash. The gearing ratios as at the end of the reporting period were as follows:

		Notes 附註	2016 HK\$'000 千港元	2015 HK\$'000 千港元
Senior notes	優先票據	31	4,113,363	4,082,811
Short-term notes	短期融資券	30	2,525,460	2,750,880
Medium-term notes	中期票據	32	5,026,696	2,704,226
Interest-bearing bank and other borrowings	計息銀行及其他借貸	29	16,622,741	15,465,347
Corporate bonds	企業債券	33	1,891,219	–
Domestic company bonds	境內公司債券	34	3,629,086	–
Less: Cash and cash equivalents and restricted cash	減：現金及現金等價物及受限制現金	27	(11,686,695)	(8,672,722)
Net debt	債務淨額		22,121,870	16,330,542
Total equity	權益總額		26,368,465	25,021,816
Gearing ratio	資本負債比率		84%	65%

#### 48. Events After the Reporting Period

On 15 April 2016, the Company redeemed the full outstanding principal amount of the 2012 Notes in the aggregate amount of US\$125,000,000 at a redemption price equal to 106.750% of the principal amount thereon, plus accrued and unpaid interest.

On 4 May 2016, China South International completed the issuance of the second tranche of domestic company bonds in the PRC with a total principal amount of RMB1,400,000,000 (equivalent to approximately HK\$1,673,200,000) with a term of 3 years. The second tranche of domestic company bonds carry interest at the rate of 6.85% per annum.

#### 47. 財務風險管理目標及政策(續)

##### 資本管理(續)

本集團採用資本負債比率(債務淨額除以權益總額)監控資本情況。債務淨額包括計息銀行及其他借貸、優先票據、短期融資券、中期票據、企業債券及境內公司債券減現金及現金等價物及受限制現金。於報告期末，資本負債比率如下：

#### 48. 報告期間結束後事項

於2016年4月15日，本公司以贖回價相等於本金金額的106.750%加上累計及未支付之利息，贖回2012年票據之全部未償還本金金額合共125,000,000美元。

於2016年5月4日，華南國際完成於中國發行本金總額為人民幣1,400,000,000元(相等於1,673,200,000港元)第二期境內公司債券，期限為3年。該第二期境內公司債券年利率為6.85%。



49. Statement of Financial Position of the Company 49. 公司財務狀況表

		31 March 2016 2016年 3月31日 HK\$'000 千港元	31 March 2015 2015年 3月31日 HK\$'000 千港元
<b>NON-CURRENT ASSETS</b>	<b>非流動資產</b>		
Property, plant and equipment	物業、廠房及設備	1,170	1,564
Investments in subsidiaries	於附屬公司的投資	<b>3,246,958</b>	3,780,958
Total non-current assets	非流動資產總額	<b>3,248,128</b>	3,782,522
<b>CURRENT ASSETS</b>	<b>流動資產</b>		
Due from subsidiaries	應收附屬公司款項	<b>7,366,541</b>	8,212,960
Prepayments, deposits and other receivables	預付款項、按金及 其他應收款項	<b>513</b>	513
Cash and cash equivalents	現金及現金等價物	<b>1,691,193</b>	1,611,283
Total current assets	流動資產總額	<b>9,058,247</b>	9,824,756
<b>CURRENT LIABILITIES</b>	<b>流動負債</b>		
Due to subsidiaries	應付附屬公司款項	–	31,305
Other payables, accruals and deposits received	其他應付款項、應計項目及 已收按金	<b>120,198</b>	131,759
Total current liabilities	流動負債總額	<b>120,198</b>	163,064
<b>NET CURRENT ASSETS</b>	<b>流動資產淨值</b>	<b>8,938,049</b>	9,661,692
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<b>資產總額減流動負債</b>	<b>12,186,177</b>	13,444,214
<b>NON-CURRENT LIABILITIES</b>	<b>非流動負債</b>		
Senior notes	優先票據	<b>4,113,363</b>	4,082,811
Total non-current liabilities	非流動負債總額	<b>4,113,363</b>	4,082,811
Net assets	資產淨值	<b>8,072,814</b>	9,361,403
<b>EQUITY</b>	<b>權益</b>		
Share capital	股本	<b>7,043,784</b>	7,034,761
Other reserves (note)	其他儲備(附註)	<b>1,029,030</b>	2,326,642
Total equity	權益總額	<b>8,072,814</b>	9,361,403

CHENG CHUNG HING 鄭松興  
Director 董事

FUNG SING HONG STEPHEN 馮星航  
Director 董事

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2016 2016年3月31日



49. Statement of Financial Position of the Company 49. 公司財務狀況表(續)

(Continued)

Note:

A summary of the Company's other reserves is as follows:

附註：

公司之其他儲備變動詳情如下：

		Share option reserve 購股權儲備 HK\$'000 千港元	Convertible notes 可換股票據 HK\$'000 千港元	Retained profits 保留利潤 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2014	於2014年4月1日	85,157	37,360	1,277,773	1,400,290
Profit for the year	年內利潤	–	–	2,172,780	2,172,780
Shares repurchased	股份回購	–	–	(150,619)	(150,619)
Equity-settled share option arrangement	以權益結算的購股權安排	90,742	–	–	90,742
Exercise of share options	行使購股權	(62,917)	–	–	(62,917)
Lapse of share options	購股權失效	(215)	–	215	–
Conversion of convertible notes	轉換可換股票據	–	(37,360)	–	(37,360)
Final 2014 dividend paid	已付2014末期股息	–	–	(1,086,274)	(1,086,274)
At 31 March 2015	於2015年3月31日	112,767	–	2,213,875	2,326,642

		Share option reserve 購股權儲備 HK\$'000 千港元	Convertible notes 可換股票據 HK\$'000 千港元	Retained profits 保留利潤 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2015	於2015年4月1日	112,767	–	2,213,875	2,326,642
Loss for the year	年內虧損	–	–	(193,512)	(193,512)
Shares repurchased	股份回購	–	–	(11,602)	(11,602)
Equity-settled share option arrangement	以權益結算的購股權安排	29,341	–	–	29,341
Exercise of share options	行使購股權	(1,164)	–	–	(1,164)
Lapse of share options	購股權失效	(126)	–	126	–
Final 2015 dividend paid	已付2015末期股息	–	–	(1,120,675)	(1,120,675)
At 31 March 2016	於2016年3月31日	140,818	–	888,212	1,029,030

The share option reserve comprises the fair value of share options granted which are yet to be exercised, as further explained in the accounting policy for share-based payments in note 2.4 to the financial statements. The amount will either be transferred to the share capital when the related options are exercised, or be transferred to retained profits should the related options expire.

購股權儲備包含已授出但未行使之購股權的公允值，其會計政策已詳載於財務報表附註2.4內，當有關購股權被行使，此金額會轉入股本，或者當有關購股權失效，此金額會轉至保留利潤。



## 50. Approval of the Financial Statements

The financial statements were approved and authorised for issue by the board of directors on 27 June 2016.

## 50. 批核財務報表

董事會於2016年6月27日批准及授權刊發財務報表。

# Independent Auditors' Report

## 獨立核數師報告



**To the members of China South City Holdings Limited**  
(Incorporated in Hong Kong with limited liability)

We have audited the consolidated financial statements of China South City Holdings Limited (the "Company") and its subsidiaries (together, the "Group") set out on pages 115 to 232, which comprise the consolidated statement of financial position as at 31 March 2015, and the consolidated statement of profit or loss, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Directors' responsibility for the consolidated financial statements

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. Our report is made solely to you, as a body, in accordance with section 405 of the Hong Kong Companies Ordinance, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

**致華南城控股有限公司各股東**  
(於香港註冊成立之有限公司)

我們已審核列載於第115至232頁的華南城控股有限公司(「貴公司」)及其附屬公司(統稱「貴集團」)的財務報表，其中包括於2015年3月31日的綜合財務狀況表，及截至該日止年度的綜合損益表、綜合全面收益表、綜合權益變動表和綜合現金流量表以及主要會計政策概要及其他說明資料。

### 董事就綜合財務報表須承擔的責任

貴公司董事須負責根據香港會計師公會刊發的香港財務報告準則及香港公司條例規定編制綜合財務報表，以令綜合財務報表作出真實而公平的反映，及落實其認為編製綜合財務報表所必要的內部控制，以使綜合財務報表不存在由於欺詐或錯誤而導致的重大錯誤陳述。

### 核數師的責任

我們的責任是根據我們的審核對該等綜合財務報表發表意見。本報告根據香港公司條例第405條僅向閣下(作為團體)報告，除此之外，別無其他目的。本核數師不會就本報告內容向任何其他人士負上或承擔任何責任。

我們已根據香港會計師公會刊發的香港審計準則進行審核。這些準則要求我們遵守道德規範，並規劃及執行審核，以合理確定此等綜合財務報表是否不存有任何重大錯誤陳述。



### Auditors' responsibility (Continued)

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Company and its subsidiaries as at 31 March 2015, and of their financial performance and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

#### Ernst & Young

*Certified Public Accountants*

22/F, CITIC Tower

1 Tim Mei Avenue

Central

Hong Kong

29 June 2015

### 核數師的責任(續)

審核涉及執行程序以獲取有關綜合財務報表所載金額和披露資料的審核證據。所選定的程序取決於核數師的判斷，包括評估由於欺詐或錯誤而導致綜合財務報表存在重大錯誤陳述的風險。在評估該等風險時，核數師考慮與該公司編製綜合財務報表以作出真實且反映相關的內部監控，以設計適當的審核程序，但並非對公司的內部監控的有效性發表意見。審核亦包括評估董事所採用的會計政策的恰當性及作出的會計估計的合理性，以及評估綜合財務報表的整體列報方式。

我們相信，我們所獲得的審核證據充足且適當地為我們的審核意見提供基礎。

### 意見

我們認為，該等綜合財務報表已根據香港財務報告準則真實而公平地反映貴公司及其附屬公司於2015年3月31日的財務狀況及截至該日止年度貴集團的財務表現和現金流量，並已按照香港公司條例妥為編製。

#### 安永會計師事務所

執業會計師

香港

中環

添美道1號

中信大廈22樓

2015年6月29日

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS

## 綜合損益表

Year ended 31 March 2015 截至2015年3月31日止年度

		For the year ended 31 March 截至3月31日止年度		
		2015	2014	
		HK\$'000	HK\$'000	
		千港元	千港元	
	Notes 附註			
<b>REVENUE</b>	收入	5	9,757,767	13,468,322
Cost of sales	銷售成本		<b>(4,582,237)</b>	(6,921,158)
Gross profit	毛利		<b>5,175,530</b>	6,547,164
Other income and gains	其他收入及收益	5	<b>324,715</b>	187,823
Fair value gains on investment properties	投資物業公平值收益	5	<b>2,398,531</b>	1,266,287
Selling and distribution expenses	銷售及分銷開支		<b>(721,991)</b>	(581,229)
Administrative expenses	行政開支		<b>(1,074,206)</b>	(862,968)
Other expenses	其他開支		<b>(70,285)</b>	(234,779)
Finance costs	融資成本	7	<b>(165,595)</b>	(152,852)
Share of profits and losses of:	應佔下列各方的利潤及虧損：			
A joint venture	一家合營企業	18	-	244
Associates	聯營公司		<b>(7,210)</b>	(862)
<b>PROFIT BEFORE TAX</b>	<b>稅前利潤</b>	6	<b>5,859,489</b>	6,168,828
Income tax expenses	所得稅開支	10	<b>(2,144,709)</b>	(2,472,478)
<b>PROFIT FOR THE YEAR</b>	<b>本年度利潤</b>		<b>3,714,780</b>	3,696,350
Attributable to:	下列各方應佔：			
Owners of the parent	母公司擁有人		<b>3,727,872</b>	3,494,481
Non-controlling interests	非控股權益		<b>(13,092)</b>	201,869
			<b>3,714,780</b>	3,696,350
<b>EARNINGS PER SHARE</b>	<b>歸屬於母公司普通股</b>			
<b>ATTRIBUTABLE TO ORDINARY</b>	<b>權益持有人之</b>			
<b>EQUITY HOLDERS OF THE PARENT</b>	<b>每股盈利</b>	12		
Basic	基本			
– for profit for the year	– 本年度利潤		<b>HK48.73 cents</b> 港仙	HK55.71 cents
Diluted	攤薄			
– for profit for the year	– 本年度利潤		<b>HK45.27 cents</b> 港仙	HK47.93 cents

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

## 綜合全面收益表

Year ended 31 March 2015 截至2015年3月31日止年度

		For the year ended 31 March	
		截至3月31日止年度	
		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
<b>PROFIT FOR THE YEAR</b>	本年度利潤	<b>3,714,780</b>	3,696,350
<b>OTHER COMPREHENSIVE INCOME</b>	其他全面收入		
Other comprehensive income to be reclassified to profit or loss in subsequent periods:	將於期後期間重分類至損益的		
Exchange differences on translation of foreign operations	其他全面收入： 換算海外業務的 匯兌差額	<b>58,537</b>	(71,903)
<b>OTHER COMPREHENSIVE INCOME FOR THE YEAR, NET OF TAX</b>	本年度除稅後 其他全面收入	<b>58,537</b>	(71,903)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	本年度總全面收入	<b>3,773,317</b>	3,624,447
Attributable to:	下列各方應佔：		
Owners of the parent	母公司擁有人	<b>3,788,396</b>	3,426,492
Non-controlling interests	非控股權益	<b>(15,079)</b>	197,955
		<b>3,773,317</b>	3,624,447

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## 綜合財務狀況表

31 March 2015 2015年3月31日

			31 March 2015 2015年3月31日	31 March 2014 2014年3月31日
	Notes 附註	HK\$'000 千港元	HK\$'000 千港元	HK\$'000 千港元
<b>NON-CURRENT ASSETS</b>				
<b>非流動資產</b>				
Property, plant and equipment	物業、廠房及設備	13	1,328,231	658,923
Investment properties	投資物業	14	30,217,792	24,033,905
Properties under development	發展中物業	15	3,697,166	2,933,492
Prepaid land lease payments	預付土地出租金	16	787,819	142,895
Goodwill	商譽	17	34,128	34,128
Investment in a joint venture	於一家合營企業的投資	18	5,079	8,919
Investments in associates	於聯營公司的投資	19	34,884	4,141
Available-for-sale investment	可供出售金融投資	20	175,500	–
Finance lease receivables	融資租賃應收款項	21	8,860	17,975
Deposits paid for purchase of land use rights	購買土地使用權支付的按金	22	1,225,250	1,051,593
Deferred tax assets	遞延稅項資產	32	1,475,323	1,032,803
Total non-current assets	非流動資產總值		38,990,032	29,918,774
<b>CURRENT ASSETS</b>				
<b>流動資產</b>				
Properties held for finance lease	持作融資租賃物業		297,940	245,928
Properties held for sale	持作銷售物業	23	22,969,976	13,454,700
Trade receivables	應收貿易賬款	24	1,636,626	2,805,839
Prepayments, deposits and other receivables	預付款項、按金及其他應收款項	25	653,785	729,473
Held for trading investments at fair value through profit or loss	透過損益以公平值列賬之 持作買賣投資	26	32,890	29,120
Cash and cash equivalents and restricted cash	現金及現金等價物及受限制現金	27	8,672,722	12,777,108
Total current assets	流動資產總值		34,263,939	30,042,168
<b>CURRENT LIABILITIES</b>				
<b>流動負債</b>				
Trade and other payables	貿易及其他應付款項	28	13,534,665	13,809,916
Interest-bearing bank and other borrowings	計息銀行及其他借貸	29	6,824,949	5,841,720
Short-term notes	短期融資券	35	2,750,880	–
Tax payables	應付稅項		5,235,130	4,410,502
Derivative financial instrument	衍生金融工具	30	–	181,291
Total current liabilities	流動負債總額		28,345,624	24,243,429
<b>NET CURRENT ASSETS</b>	<b>流動資產淨值</b>		<b>5,918,315</b>	5,798,739
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<b>資產總值減流動負債</b>		<b>44,908,347</b>	35,717,513

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Continued)  
綜合財務狀況表(續)

31 March 2015 2015年3月31日

			<b>31 March 2015</b>	31 March 2014
			<b>2015年3月31日</b>	2014年3月31日
		Notes	<b>HK\$'000</b>	HK\$'000
		附註	千港元	千港元
				(Restated)
				(經重列)
<b>NON-CURRENT LIABILITIES</b>	<b>非流動負債</b>			
Interest-bearing bank and other borrowings	計息銀行及其他借貸	29	<b>8,640,398</b>	6,610,675
Senior notes	優先票據	31	<b>4,082,811</b>	4,056,838
Convertible notes	可換股票據	33	–	1,009,446
Medium-term notes	中期票據	34	<b>2,704,226</b>	–
Deferred tax liabilities	遞延稅項負債	32	<b>4,459,096</b>	3,896,409
Total non-current liabilities	非流動負債總額		<b>19,886,531</b>	15,573,368
Net assets	資產淨值		<b>25,021,816</b>	20,144,145
<b>EQUITY</b>	<b>權益</b>			
Equity attributable to owners of the parent	母公司擁有人應佔權益			
Share capital	股本	36	<b>7,034,761</b>	4,684,476
Other reserves	其他儲備	38	<b>17,832,208</b>	15,285,029
			<b>24,866,969</b>	19,969,505
Non-controlling interests	非控股權益		<b>154,847</b>	174,640
<b>Total equity</b>	<b>權益總額</b>		<b>25,021,816</b>	20,144,145

CHENG CHUNG HING 鄭松興  
Director 董事

LEUNG MOON LAM 梁滿林  
Director 董事

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

## 綜合權益變動表

Year ended 31 March 2015 截至2015年3月31日止年度

		Attributable to owners of the parent 母公司擁有人應佔												
		Share capital	Capital redemption reserve	Statutory surplus reserve	Share premium account	Share option reserve	Exchange fluctuation reserve	Capital reserve	Revaluation reserve	Retained profits	Equity component of convertible notes	Total	Non-controlling interests	Total equity
		股本	資本贖回儲備	法定盈餘儲備	股份溢價賬	購股權儲備	匯兌波動儲備	資本儲備	重估儲備	保留利潤	可換股票據權益部份	總計	非控股權益	權益總額
Notes		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
附註		千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元
		Note (i) 附註(i)												
At 1 April 2013	於2013年4月1日	60,536	204	402,895	3,144,121	66,283	1,465,490	-	286,456	10,427,268	-	15,853,253	189,508	16,042,761
Profit for the year	本年度利潤	-	-	-	-	-	-	-	-	3,494,481	-	3,494,481	201,869	3,696,350
Other comprehensive income for the year:	本年度其他全面收入：													
Exchange differences on translation of foreign operations	換算海外業務的匯兌差額	-	-	-	-	-	(67,989)	-	-	-	-	(67,989)	(3,914)	(71,903)
Total comprehensive income for the year	本年度總全面收入	-	-	-	-	-	(67,989)	-	-	3,494,481	-	3,426,492	197,955	3,624,447
Non-controlling interest arising on business acquisition	業務收購的非控股權益	-	-	-	-	-	-	-	-	-	-	-	164,555	164,555
Acquisition of non-controlling interests of subsidiaries	收購子公司的非控股權益	-	-	-	-	-	-	(232,690)	-	-	-	(232,690)	(95,530)	(328,220)
Capital contribution from non-controlling shareholders	非控股股東的資本出資	-	-	-	-	-	-	-	-	-	-	-	5,054	5,054
Issuance of new shares	發行新股份	36	6,803	-	1,205,218	-	-	-	-	-	-	1,212,021	-	1,212,021
Exercise of share options	行使購股權	37	1,732	-	265,862	(42,022)	-	-	-	-	-	225,572	-	225,572
Lapse of share options	購股權失效	37	-	-	-	(2,461)	-	-	-	2,461	-	-	-	-
Equity-settled share option arrangement	以權益結算的購股權安排	37	-	-	-	63,357	-	-	-	-	-	63,357	-	63,357
Issue of convertible notes	發行可換股票據	33	-	-	-	-	-	-	-	-	37,360	37,360	-	37,360
Transition to no-par value regime on 3 March 2014	於二零一四年三月三日過渡至無股票票面值機制	36	4,615,405	(204)	(4,615,201)	-	-	-	-	-	-	-	-	-
Dividend paid by a subsidiary	附屬公司已派股息	-	-	-	-	-	-	-	-	-	-	-	(286,902)	(286,902)
Final 2013 dividend paid	已付2013年末期股息	-	-	-	-	-	-	-	-	(615,860)	-	(615,860)	-	(615,860)
Transfer from retained profits	轉撥自保留利潤	-	-	281,816	-	-	-	-	-	(281,816)	-	-	-	-
At 31 March 2014	於2014年3月31日	4,684,476	-	684,711*	-	85,157*	1,397,501*	(232,690)*	286,456*	13,026,534**	37,360*	19,969,505	174,640	20,144,145

# Retained profits have been adjusted for the proposed final 2014 dividend in accordance with the current year's presentation, which is described in note 2.4 to the financial statements.

# 保留利潤已根據財務報表附註2.4所述本年度之呈列就擬派末期2014年股息作相對應調整。

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (Continued)

## 綜合權益變動表(續)

Year ended 31 March 2015 截至2015年3月31日止年度

		Attributable to owners of the parent 母公司擁有人應佔										
		Share capital	Statutory surplus reserve	Share option reserve	Exchange fluctuation reserve	Capital reserve	Revaluation reserve	Retained profits	Equity component of convertible notes	Total	Non-controlling interests	Total equity
		股本	法定盈餘儲備	購股權儲備	匯兌波動儲備	資本儲備	重估儲備	保留利潤	權益成份	總計	非控股權益	權益總額
Notes		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
附註		千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元	千港元
		Note (i) 附註(i)										
At 1 April 2014	於2014年4月1日	4,684,476	684,711	85,157	1,397,501	(232,690)	286,456	13,026,534	37,360	19,969,505	174,640	20,144,145
Profit for the year	本年度利潤	-	-	-	-	-	-	3,727,872	-	3,727,872	(13,092)	3,714,780
Other comprehensive income for the year:	本年度其他全面收入：											
Exchange differences on translation of foreign operations	換算海外業務的匯兌差額	-	-	-	60,524	-	-	-	-	60,524	(1,987)	58,537
Total comprehensive income for the year	本年度總全面收入	-	-	-	60,524	-	-	3,727,872	-	3,788,396	(15,079)	3,773,317
Capital contribution from non-controlling shareholders	非控股股東的資本出資	-	-	-	-	5,211	-	-	-	5,211	8,921	14,132
Acquisition of non-controlling interests of subsidiaries	收購子公司的非控股權益	-	-	-	-	-	-	-	-	-	(13,635)	(13,635)
Exercise of Tencent call options	行使騰訊購股權	30	851,904	-	-	-	-	-	-	851,904	-	851,904
Conversion of convertible notes	可換股票據轉換	33	1,045,292	-	-	-	-	-	(37,360)	1,007,932	-	1,007,932
Exercise of share options	行使購股權	37	453,089	-	(62,917)	-	-	-	-	390,172	-	390,172
Lapse of share options	購股權失效	37	-	-	(215)	-	-	215	-	-	-	-
Equity-settled share option arrangement	以權益結算的購股權安排	37	-	-	90,742	-	-	-	-	90,742	-	90,742
Shares repurchase	股份回購	-	-	-	-	-	-	(150,619)	-	(150,619)	-	(150,619)
Final 2014 dividend paid	已付2014年末期股息	-	-	-	-	-	-	(1,086,274)	-	(1,086,274)	-	(1,086,274)
Transfer from retained profits	轉撥自保留利潤	-	396,369	-	-	-	-	(396,369)	-	-	-	-
At 31 March 2015	於2015年3月31日	7,034,761	1,081,080*	112,767*	1,458,025*	(227,479)*	286,456*	15,121,359*	-	24,866,969	154,847	25,021,816

\* These reserve accounts comprise the consolidated other reserves of HK\$17,832,208,000 (31 March 2014: HK\$15,285,029,000) in the consolidated statement of financial position.

\* 該等儲備賬包括綜合財務狀況表所載的綜合其他儲備17,832,208,000港元(2014年3月31日: 15,285,029,000港元)。

Note:

附註:

(i) In accordance with the PRC Company Law, the Company's subsidiaries registered in the PRC are required to appropriate 10% of the annual statutory profit after tax (after offsetting any prior years' losses) to the statutory surplus reserve. When the balance of this reserve fund reaches 50% of the entity's registered capital, any further appropriation is optional. The statutory surplus reserve can be utilised to offset prior years' losses or to increase capital. However, the balance of the statutory surplus reserve must be maintained at a minimum of 25% of registered capital after such usages.

(i) 根據中國公司法，本公司於中國註冊的附屬公司須將年度法定稅後利潤(經抵銷任何過往年度虧損後)的10%撥入法定盈餘儲備。當儲備資金結餘達至實體註冊資本的50%時，可以選擇是否再次撥入資金。法定盈餘儲備可用於抵銷過往年度虧損或增加資本。然而，法定盈餘儲備於作出該等用途後的結餘必須最少維持於註冊資本的25%。

# CONSOLIDATED STATEMENT OF CASH FLOWS

## 綜合現金流量表

Year ended 31 March 2015 截至2015年3月31日止年度

		For the year ended 31 March 截至3月31日止年度	
		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
	Notes 附註		
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>經營活動現金流量</b>		
Profit before tax	稅前利潤	<b>5,859,489</b>	6,168,828
Adjustments for:	調整：		
Finance costs	融資成本	7	152,852
Share of profits and losses of a joint venture and associates	應佔一家合營企業及聯營公司利潤及虧損		618
Bank interest income	銀行利息收入	5	(42,935)
Loss on disposal of items of property, plant and equipment	出售物業、廠房及設備項目虧損	6	973
Depreciation	折舊	6	68,490
Amortisation of prepaid land lease payments	預付土地出租金攤銷	6	1,198
Changes in fair value of investment properties	投資物業公平值變動	5	(1,266,287)
(Reversal of)/provision for impairment of trade receivables	應收貿易賬款減值(沖回)/撥備	6	58,697
Loss on redemption of senior notes	贖回優先票據之虧損	6	176,082
Fair value (gains)/losses, net:	公平值(收益)/虧損，淨額：		
Derivative financial instrument	衍生金融工具	5	(103,348)
Held for trading investments at fair value through profit or loss, net	透過損益以公平值列賬之持作買賣投資	5	2,625
Dividend income from held for trading investments at fair value through profit or loss	透過損益以公平值列賬之持作買賣投資的股息收入		(949)
Gains on disposals of held for trading investments at fair value through profit or loss, net	出售透過損益以公平值列賬之持作買賣投資收益，淨額	5	(4,115)
Equity-settled share option expense	以權益結算的購股權開支	6	63,357
		<b>3,591,431</b>	5,276,086
Increase in properties held for sale	持作銷售物業增加	<b>(2,841,920)</b>	(3,729,992)
(Increase)/decrease in properties held for finance lease	持作融資租賃物業(增加)/減少	<b>(51,421)</b>	135,535
Decrease in finance lease receivables	融資租賃應收款項減少	<b>9,158</b>	11,526
Decrease/(increase) in trade receivables	應收貿易賬款減少/(增加)	<b>1,192,361</b>	(1,927,754)
Increase in prepayments, deposits and other receivables	預付款項、按金及其他應收款項增加	<b>(61,818)</b>	(303,733)
Decrease/(increase) in restricted cash	受限制現金減少/(增加)	<b>58,356</b>	(961,962)
Increase in trade and other payables	貿易及其他應付款項增加	<b>708,071</b>	5,040,795
		<b>2,604,218</b>	3,540,501
Cash generated from operations	經營所得的現金	<b>(1,217,408)</b>	(837,601)
Overseas taxes paid	已付海外稅項		
		<b>1,386,810</b>	2,702,900
Net cash flows from operating activities	經營活動現金流入淨額		



CONSOLIDATED STATEMENT OF CASH FLOWS (Continued)

綜合現金流量表(續)

Year ended 31 March 2015 截至2015年3月31日止年度

		For the year ended 31 March 截至3月31日止年度	
		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
	Notes 附註		
Net cash flows from operating activities	經營活動現金流入淨額	<b>1,386,810</b>	2,702,900
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	<b>投資活動現金流量</b>		
Purchases of items of property, plant and equipment	購買物業、廠房及設備項目	<b>(84,127)</b>	(76,206)
Dividends received from held for trading investments at fair value through profit or loss	透過損益以公平值列賬之持作買賣投資已收股息	<b>195</b>	949
Proceeds from disposal of items of property, plant and equipment	出售物業、廠房及設備項目所得款項	<b>3,124</b>	9,645
Proceeds from disposal of held for trading investments at fair value through profit or loss	出售透過損益以公平值列賬之持作買賣投資所得款項	–	90,013
Purchase of available-for-sale investment	購買可供出售金融投資	<b>(175,500)</b>	–
Investment in an associate	於一家聯營公司的投資	<b>(30,733)</b>	(7,484)
Acquisition of non-controlling interests of subsidiaries	收購子公司的非控股權益	<b>(239,342)</b>	(3,896)
Acquisition of subsidiaries	收購附屬公司	–	221,160
Proceeds received from disposal of subsidiaries	出售附屬公司所得款項	<b>139,261</b>	249,480
Net advances (to)/from a joint venture	一家合營企業(所得)/所付墊款淨額	<b>(3,349)</b>	244
Additions to properties under development	發展中物業添置	<b>(12,022,895)</b>	(3,255,401)
Interest received	已收利息	<b>68,996</b>	42,935
Net cash flows used in investing activities	投資活動現金流出淨額	<b>(12,344,370)</b>	(2,728,561)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>融資活動現金流量</b>		
Issue of 2014 Notes	發行2014票據	–	3,012,607
Issue of medium-term notes	發行中期票據	<b>2,483,550</b>	–
Issue of convertible notes	發行可換股票據	–	972,064
Issue of short-term notes	發行短期融資券	<b>2,750,880</b>	–
Proceeds from issue of shares	股份發行所得款	–	1,496,660
Capital contribution from non-controlling shareholders	非控股股東出資	<b>8,921</b>	5,054
Shares repurchase	股份回購	<b>(150,619)</b>	–
Payment for redemption of 2011 Notes	購回2011票據付款	–	(2,032,064)
Payment for interest on senior notes	優先票據利息付款	<b>(389,024)</b>	(378,330)
Payment for interest on convertible notes	可換股票據利息付款	<b>(31,688)</b>	(31,688)
New bank and other borrowings	新借銀行及其他貸款	<b>9,346,170</b>	8,025,934
Repayment of bank and other borrowings	償還銀行及其他貸款	<b>(6,370,970)</b>	(4,512,231)
Exercise of share options	行使購股權	<b>390,171</b>	225,572
Exercise of Tencent call options	行使騰訊購股權	<b>822,528</b>	–
Dividends paid	分派股息	<b>(1,086,274)</b>	(615,860)
Dividends paid to a non-controlling shareholder	分派股息至一位非控股股東	–	(286,902)
Interest paid	已付利息	<b>(960,997)</b>	(698,635)
Net cash flows from financing activities	融資活動現金流入淨額	<b>6,812,648</b>	5,182,181
<b>NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>現金及現金等價物(減少)/增加淨額</b>	<b>(4,144,912)</b>	5,156,520
Cash and cash equivalents at beginning of year	年初的現金及現金等價物	<b>11,303,044</b>	6,264,714
Effect of foreign exchange rate changes, net	匯率變動影響淨額	<b>95,337</b>	(118,190)
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>年終的現金及現金等價物</b>	<b>7,253,469</b>	11,303,044
<b>ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS</b>	<b>現金及現金等價物結餘分析</b>		
Cash and cash equivalents	現金及現金等價物	<b>7,253,469</b>	11,303,044

# NOTES TO FINANCIAL STATEMENTS

## 財務報表附註

31 March 2015 2015年3月31日

### 1. Corporate and Group Information

China South City Holdings Limited (the "Company") is a limited liability company incorporated in Hong Kong. The registered office of the Company is located at Room 2205, 22/F, Sun Life Tower, The Gateway, 15 Canton Road, Tsimshatsui, Kowloon, Hong Kong.

During the year, the Company and its subsidiaries (collectively referred to as the "Group") was principally engaged in the development and operation of large-scale integrated logistics and trade centers, development of supporting residential and commercial facilities, property management, provision of E-commerce and logistics and warehousing services.

#### Information about subsidiaries

Particulars of the Company's principal subsidiaries are as follows:

### 1. 公司及本集團資料

華南城控股有限公司(「本公司」)在香港註冊成立為有限公司。本公司註冊辦事處位於香港九龍尖沙咀廣東道15號港威大廈永明金融大樓22樓2205室。

年內，本公司及其附屬公司(統稱「本集團」)主要從事發展及經營大型綜合商貿物流及商貿中心、開發商住配套設施、物業管理、電子商貿及物流倉儲服務。

#### 附屬公司資料

本公司的主要附屬公司詳情如下：

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2015 於2015年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
China South International Industrial Materials City (Shenzhen) Co., Ltd. (ii)(iv) 華南國際工業原料城(深圳)有限公司(ii)(iv)	The People's Republic of China ("PRC")/ Mainland China 中國/中國大陸	HK\$2,200,000,000 2,200,000,000港元	18 December 2002 18-12-2002	100	-	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Nanchang China South City Company Limited (i)(v) 南昌華南城有限公司(i)(v)	PRC/Mainland China 中國/中國大陸	Renminbi ("RMB") 1,100,000,000 人民幣1,100,000,000元	16 November 2007 16-11-2007	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Nanning China South City Company Limited (iii)(v) 南寧華南城有限公司(iii)(v)	PRC/Mainland China 中國/中國大陸	RMB1,000,000,000 人民幣1,000,000,000元	28 August 2009 28-08-2009	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Xi'an China South City Company Limited (iii) 西安華南城有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB1,000,000,000 人民幣1,000,000,000元	12 November 2009 12-11-2009	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

1. Corporate and Group Information (Continued)  
Information about subsidiaries (Continued)

1. 公司及本集團資料(續)  
附屬公司資料(續)

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2015 於2015年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company 本公司應佔 權益百分比		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
Harbin China South City Company Limited (iii) 哈爾濱華南城有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB500,000,000 人民幣500,000,000元	9 January 2012 09-01-2012	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Harbin Baoliton Market Development Management Company Limited (iii) 哈爾濱寶力通市場開發管理有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB500,000,000 人民幣500,000,000元	22 December 2011 22-12-2011	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Zhengzhou China South City Company Limited (iii) 鄭州華南城有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB1,000,000,000 人民幣1,000,000,000元	17 May 2012 17-05-2012	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Hefei China South City Company Limited (ii)(vi) 合肥華南城有限公司(ii)(vi)	PRC/Mainland China 中國/中國大陸	RMB600,000,000 人民幣600,000,000元	25 December 2012 25-12-2012	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Chongqing China South City Company Limited (ii) 重慶華南城有限公司(ii)	PRC/Mainland China 中國/中國大陸	RMB800,304,000/ RMB1,000,000,000 人民幣800,304,000元/ 人民幣1,000,000,000元	27 December 2013 27-12-2013	-	100	Development and management of integrated logistics trade centers 綜合商貿物流及商品交易中心 開發及營運
Shenzhen Huasheng Commercial Development Company Limited (iii) 深圳華盛商業發展有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB50,000,000 人民幣50,000,000元	19 November 2010 19-11-2010	-	100	Management of outlet operations 奧特萊斯商場經營管理

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

1. Corporate and Group Information (Continued)  
Information about subsidiaries (Continued)

1. 公司及本集團資料(續)  
附屬公司資料(續)

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2015 於2015年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company 本公司應佔 權益百分比		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
Shenzhen China South City E-Commerce Technology Company Limited (ii) 深圳華南城網科技有限公司(ii)	PRC/Mainland China 中國/中國大陸	RMB100,000,000 人民幣100,000,000元	19 April 2012 19-04-2012	-	100	Development, operations and maintenance of E-commerce platform 電子商貿平台開發、經營及管理
Shenzhen First Asia Pacific Property Management Co., Ltd. (i) 深圳第一亞大物業管理有限公司(i)	PRC/Mainland China 中國/中國大陸	RMB50,000,000 人民幣50,000,000元	31 December 2003 31-12-2003	2.5	97.5	Provision of property management services 提供物業管理服務
Qianlong Logistics Group Limited (iii) 乾龍物流集團有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB200,000,000 人民幣200,000,000元	2 July 2004 02-07-2004	-	100	Provision of logistics services 提供物流服務
Shenzhen HOBA Home Furnishing Chain Store Company Limited (iii)(vii) 深圳市好百年家居連鎖股份有限公司(iii)(vii)	PRC/Mainland China 中國/中國大陸	RMB192,000,000/ RMB480,000,000 人民幣192,000,000元/ 人民幣480,000,000元	12 October 2001 12-10-2001	-	37.5	Furnishing market operation 家居廣場運營
Shenzhen China South City Advertising Co., Ltd. (iii) 深圳市華南城廣告有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB1,500,000 人民幣1,500,000元	20 July 2004 20-07-2004	-	100	Provision of advertising services 提供廣告服務
Shenzhen China South International Convention and Exhibition Center Co., Ltd. (iii) 深圳市華南城國際會展中心有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB2,000,000 人民幣2,000,000元	10 February 2006 10-02-2006	-	100	Provision of exhibition services 提供展覽服務
ASEAN City (BVI) Limited 東盟城(BVI)有限公司	British Virgin Islands 英屬處女群島	US\$1 1美元	23 October 2007 23-10-2007	100	-	Investment holding 投資控股

NOTES TO FINANCIAL STATEMENTS (Continued)

財務報表附註(續)

31 March 2015 2015年3月31日

1. Corporate and Group Information (Continued)  
Information about subsidiaries (Continued)

1. 公司及本集團資料(續)  
附屬公司資料(續)

Name 名稱	Place of incorporation/ registration and business 註冊成立/註冊及 經營地點	Nominal value of issued ordinary/ registered share capital as at 31 March 2015 於2015年3月31日 已發行普通/註冊 股本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Company		Principal activities 主要業務
				Direct 直接 %	Indirect 間接 %	
China South City Management Company Limited 華南城管理有限公司	Hong Kong 香港	HK\$1 1港元	9 November 2007 09-11-2007	-	100	Provision of management services 提供管理服務
China South City Group Limited (iii) 華南城集團有限公司(iii)	PRC/Mainland China 中國/中國大陸	RMB300,000,000 人民幣300,000,000元	20 July 2004 20-07-2004	-	100	Investment holding 投資控股

Notes:

- (i) Sino-foreign equity joint ventures under PRC law
- (ii) A wholly-foreign-owned enterprise under PRC law
- (iii) Limited companies under PRC law
- (iv) Pursuant to certain land purchase agreements entered into by China South International Industrial Materials City (Shenzhen) Co., Ltd., the saleable gross floor area of properties built on these parcels of land is limited to 30% of the total buildable gross floor area. The portion of the gross floor area with restriction to sale is used by the Group for leasing and self-use.
- (v) Pursuant to certain land purchase agreements entered into by Nanchang China South City Company Limited and Nanning China South City Company Limited in 2010, respectively, the saleable gross floor area of trade centers and storage facilities built on these parcels of land are limited to 60% of the total buildable gross floor area. This restriction does not apply to the properties built for residential, commercial and other uses, and also does not apply to the land obtained by the two companies subsequent to 2010. The portion of the gross floor area with restriction to sale is used by the Group for leasing and self-use.

附註：

- (i) 中國法律下的中外合資經營公司。
- (ii) 中國法律下的外商獨資企業。
- (iii) 中國法律下的有限公司。
- (iv) 根據華南國際工業原料城(深圳)有限公司訂立的數份土地購買合同，建在該等地塊上的物業的可銷售建築面積限於總建築面積的30%。部分受到銷售限制的建築面積，本集團用於出租和自用。
- (v) 根據南昌華南城有限公司和南寧華南城有限公司於2010年各自訂立的若干土地購買合同，建在該項目若干地塊上的交易中心商舖和倉儲物業的可銷售建築面積限於該等物業總可建築面積的60%。此限制不適用於住宅、商務及其他用途的物業，亦不適用於兩間公司於2010年以後獲得的土地。部分受到銷售限制的建築面積，本集團用於出租和自用。

## NOTES TO FINANCIAL STATEMENTS (Continued)

### 財務報表附註(續)

31 March 2015 2015年3月31日

#### 1. Corporate and Group Information (Continued)

##### Information about subsidiaries (Continued)

Notes: (Continued)

- (vi) Pursuant to certain land purchase agreements entered into by Hefei China South City Company Limited in May 2013, June 2013 and April 2014, the saleable gross floor areas of trade centers built on these parcels of land are limited to 50% of the total buildable gross floor areas. This restriction does not apply to the properties built for residential, commercial and other uses. The portion of the gross floor area with restriction to sale is used by the Group for leasing and self-use.
- (vii) Pursuant to an agreement entered into with Shenzhen HOBA Home Furnishing Chain Store Company Limited ("HOBA Furnishing") in July 2013, the Group has agreed to subscribe for 360,000,000 shares of HOBA Furnishing at a total consideration of RMB522,210,000, out of which the Group has paid an amount of RMB104,442,000 (equivalent to HK\$132,861,000) at the end of the reporting period. The amount represents a 37.5% of the issued share capital of HOBA Furnishing. HOBA Furnishing is accounted for as a subsidiary of the Group because the Group already has more than 50% of the voting rights of HOBA Furnishing.

#### 2.1 Basis of Preparation

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") (which include all Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations) issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the Hong Kong Companies Ordinance. They have been prepared under the historical cost convention, except for investment properties, a derivative financial instrument and held for trading investments at fair value through profit or loss, which have been measured at fair value. These financial statements are presented in Hong Kong dollars and all values are rounded to the nearest thousand except when otherwise indicated.

#### Basis of consolidation

The consolidated financial statements include the financial statements of the Company and its subsidiaries for the year ended 31 March 2015. A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee (i.e., existing rights that give the Group the current liability to direct the relevant activities of the investee).

#### 1. 公司及本集團資料(續)

##### 附屬公司資料(續)

附註：(續)

- (vi) 根據合肥華南城有限公司在2013年5月和6月及2014年4月訂立的土地購買合同，建在該等地塊上的交易中心商舖的可銷售建築面積限於該物業總可建築面積的50%。此限制不適用於住宅、商務及其他用途的物業。部分受到銷售限制的建築面積，本集團用於出租和自用。
- (vii) 根據和深圳市好百年家居連鎖股份有限公司(「好百年家居」)在2013年7月簽訂的協議，本集團承諾以總作價人民幣522,210,000元認購好百年家居360,000,000股股份，於報告期末，其中的人人民幣104,442,000元(相當於132,861,000港元)本集團已付款。該金額代表37.5%好百年家居已發行股份。由於本集團已擁有好百年家居多於50%的投票權，好百年家居會以集團附屬公司入賬。

#### 2.1 編製基準

該等財務報表乃根據香港會計師公會(「香港會計師公會」)頒佈之香港財務報告準則(「香港財務報告準則」)(當中包括所有香港財務報告準則、香港會計準則(「香港會計準則」)及詮釋)、香港公認會計原則及香港公司條例之規定而編製，並按歷史成本法編製，惟投資物業、衍生金融工具及透過損益以公平值列帳之持作買賣投資按公平值計量則除外。除另有說明外，此等財務報表以港元呈列，所有數值均已四捨五入至最接近千位數。

#### 綜合基準

合併財務報表包括本公司及其附屬公司截至2015年3月31日止年度的財務報表。附屬公司為本公司直接或間接控制的實體(包括結構性實體)。當本集團承受或享有參與投資對象業務所得的可變回報，且能透過對投資對象的權力(即賦予本集團現有權力主導投資對象相關活動的既存權利)影響該等回報時，即取得控制權。

31 March 2015 2015年3月31日

**2.1 Basis of Preparation (Continued)****Basis of consolidation (Continued)**

When the Company has, directly or indirectly, less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- (a) the contractual arrangement with the other vote holders of the investee;
- (b) rights arising from other contractual arrangement; and
- (c) the Group's voting rights and potential voting rights.

The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. The results of subsidiaries are consolidated from the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Profit or loss and each component of other comprehensive income are attributed to the owners of the parent of the Group and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control described in the accounting policy for subsidiaries below. A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises (i) the assets (including goodwill) and liabilities of the subsidiary, (ii) the carrying amount of any non-controlling interest and (iii) the cumulative translation differences recorded in equity; and recognises (i) the fair value of the consideration received, (ii) the fair value of any investment retained and (iii) any resulting surplus or deficit in profit or loss. The Group's share of components previously recognised in other comprehensive income is reclassified to profit or loss or retained profits, as appropriate, on the same basis as would be required if the Group had directly disposed of the related assets or liabilities.

**2.1 編製基準(續)****綜合基準(續)**

倘本公司直接或間接擁有少於投資對象大多數的投票或類似權利，則本集團於評估其是否擁有對投資對象的權力時，會考慮一切相關事實及情況，包括：

- (a) 與投資對象其他投票持有人的合約安排；
- (b) 其他合約安排所產生的權利；及
- (c) 本集團的投票權及潛在投票權。

附屬公司的財務報表乃就與本公司相同的報告期間採納一致的會計政策編製。附屬公司的業績由本集團取得控制權當日起綜合計算，並會繼續綜合，直至該等控制權終止。

即使會導致非控股權益出現虧蝕結餘，損益及其他全面收入的各個組成部分仍會歸屬於本集團母公司擁有人及非控股權益。所有集團內公司間資產、負債、權益、收入及開支以及與本集團成員公司間交易有關的現金流，將於綜合時悉數對銷。

倘事實或情況顯示三項關於控制權的元素中有一項或以上元素發生變動，則本集團將重新評估其是否仍控制該投資對象。於附屬公司擁有權權益的變動(並無喪失控制權)於入賬時列作權益交易。

倘本集團失去附屬公司的控制權，則會終止確認(i)該附屬公司的資產(包括商譽)及負債；(ii)任何非控股權益的賬面值；及(iii)計入權益的累計匯兌差額；並確認(i)已收代價的公允值；(ii)任何獲保留投資的公允值；及(iii)其因而產生計入損益的盈餘或虧蝕。先前已於其他全面收入確認的本集團應佔部分，乃按照本集團直接出售相關資產及負債時所規定的相同基準，在適當的情況下重新分類至損益或保留利潤。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

## 2.2 Changes in Accounting Policies and Disclosures

The Group has adopted the following new and revised HKFRSs for the first time for the current year's financial statements.

Amendments to HKFRS 10, HKFRS 12 and HKAS 27 (2011)	<i>Investment Entities</i>
Amendments to HKAS 32	<i>Offsetting Financial Assets and Financial Liabilities</i>
Amendments to HKAS 36	<i>Recoverable Amount Disclosures for Non-Financial Assets</i>
Amendments to HKAS 39	<i>Novation of Derivatives and Continuation of Hedge Accounting</i>
HK(IFRIC)-Int 21	<i>Levies</i>
Amendment to HKFRS 2 included in <i>Annual Improvements 2010-2012 Cycle</i>	<i>Definition of Vesting Condition<sup>1</sup></i>
Amendment to HKFRS 3 included in <i>Annual Improvements 2010-2012 Cycle</i>	<i>Accounting for Contingent Consideration in a Business Combination<sup>1</sup></i>
Amendment to HKFRS 13 included in <i>Annual Improvements 2010-2012 Cycle</i>	<i>Short-term Receivables and Payables</i>
Amendment to HKFRS 1 included in <i>Annual Improvements 2011-2013 Cycle</i>	<i>Meaning of Effective HKFRSs</i>

<sup>1</sup> Effective from 1 July 2014

Other than as further explained below regarding the impact of Amendments to HKFRS 10, HKFRS 12 and HKAS 27 (2011), Amendments to HKAS 32, Amendments to HKAS 39, HK(IFRIC)-Int 21, Amendment to HKFRS 2, Amendment to HKFRS 3, Amendment to HKFRS 13, and certain amendments, the adoption of the new and revised HKFRSs has had no significant financial effect on these financial statements.

## 2.2 會計政策的變更及披露

本集團於本年度財務報表內首次採納以下新訂及經修訂香港財務報告準則。

香港財務報告準則第10號、香港財務報告準則第12號及香港會計準則第27號(2011年)之修訂	投資實體
香港會計準則第32號之修訂	抵銷金融資產及金融負債
香港會計準則第36號之修訂	非金融資產的可收回金額披露
香港會計準則第39號之修訂	衍生工具的更替及對沖會計的延續
香港(國際財務報告詮釋委員會)－詮釋第21號	徵費
2010年至2012年週期之年度改進項下香港財務報告準則第2號之修訂	歸屬條件之定義 <sup>1</sup>
2010年至2012年週期之年度改進項下香港財務報告準則第3號之修訂	業務合併之或然代價之會計處理 <sup>1</sup>
2010年至2012年週期之年度改進項下香港財務報告準則第13號之修訂	短期應收款項及應付款項
2011年至2013年週期之年度改進項下香港財務報告準則第1號之修訂	有效香港財務報告準則之定義

<sup>1</sup> 自2014年7月1日起生效

除下文進一步所闡述之有關香港財務報告準則第10號、香港財務報告準則第12號及香港會計準則第27號(2011年)之修訂、香港會計準則第32號之修訂、香港會計準則第39號之修訂、香港(國際財務報告詮釋委員會)－詮釋第21號、香港財務報告準則第2號之修訂、香港財務報告準則第3號之修訂、香港財務報告準則第13號之修訂及其他若干修訂之影響以外，採納新訂及經修訂香港財務報告準則對該等財務報表並無重大財務影響。



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**2.2 Changes in Accounting Policies and Disclosures**

(Continued)

The principal effects of adopting these new and revised HKFRSs are as follows:

- (a) Amendments to HKFRS 10 include a definition of an investment entity and provide an exception to the consolidation requirement for entities that meet the definition of an investment entity. Investment entities are required to account for subsidiaries at fair value through profit or loss rather than consolidate them. Consequential amendments were made to HKFRS 12 and HKAS 27 (2011). The amendments to HKFRS 12 also set out the disclosure requirements for investment entities. The amendments have had no impact on the Group as the Company does not qualify as an investment entity as defined in HKFRS 10.
- (b) The HKAS 32 Amendments clarify the meaning of “currently has a legally enforceable right to set off” for offsetting financial assets and financial liabilities. The amendments also clarify the application of the offsetting criteria in HKAS 32 to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. The amendments have had no impact on the Group as the Group does not have any offsetting arrangement.
- (c) The HKAS 39 Amendments provide an exception to the requirement of discontinuing hedge accounting in situations where over-the-counter derivatives designated in hedging relationships are directly or indirectly, novated to a central counterparty as a consequence of laws or regulations, or the introduction of laws or regulations. For continuance of hedge accounting under this exception, all of the following criteria must be met: (i) the novations must arise as a consequence of law or regulations, or the introductions of laws or regulations; (ii) the parties to the hedging instrument agree that one or more clearing counterparties replace their original counterparty to become the new counterparty to each of the parties; and (iii) the novations do not result in changes to the terms of the original derivative other than changes directly attributable to the change in counterparty to achieve clearing. The amendments have had no impact on the Group as the Group has not novated any derivatives during the current and prior years.

**2.2 會計政策的變更及披露(續)**

採納該等新訂及經修訂香港財務報告準則之主要影響如下：

- (a) 香港財務報告準則第10號之修訂包括投資實體的定義，並為符合一間投資實體定義的實體豁免綜合入賬。投資實體須按公允值計入損益將附屬公司入賬，而非予以綜合入賬。香港財務報告準則第12號及香港會計準則第27號(2011年)已作出後續修訂。香港財務報告準則第12號之修訂亦載列投資實體的披露規定。由於本公司並非香港財務報告準則第10號所界定的投資實體，故本集團預期該等修訂將不會對本集團構成任何影響。
- (b) 香港會計準則第32號之修訂為抵銷金融資產及金融負債釐清「目前具有合法可執行抵銷權利」的釋義。該等修訂亦釐清香港會計準則第32號的抵銷標準於結算系統的應用(例如中央結算所系統)，而該系統乃採用非同步的總額結算機制。由於本集團並無任何抵銷安排，故該等修訂對本集團概無影響。
- (c) 香港會計準則第39號之修訂列明因法例或法規，或引入法例或法規，導致於對沖關係中所指定之場外衍生工具直接或間接被更替為主要交易對手時，終止對沖會計規定之例外情況。就於有關例外情況下持續使用對沖會計法而言，必須符合以下所有準則：(i)更替必須為法例或法規，或引入法例或法規所導致；(ii)對沖工具的訂約方協定一名或多名結算交易對手取代其原有交易對手，成為各訂約方的新交易對手；及(iii)更替不會導致原有衍生工具之條款出現變動，惟就進行結算而變動交易對手所直接引致的變動除外。由於本集團於本年度及過往年度並無更替任何衍生工具，故該等修訂對本集團概無影響。

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## 2.2 Changes in Accounting Policies and Disclosures

(Continued)

- (d) HK(IFRIC)-Int 21 clarifies that an entity recognises a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. The interpretation also clarifies that a levy liability is accrued progressively only if the activity that triggers payment occurs over a period of time, in accordance with the relevant legislation. For a levy that is triggered upon reaching a minimum threshold, the interpretation clarifies that no liability should be recognised before the specified minimum threshold is reached. The interpretation has had no impact on the Group as the Group applied, in prior years, the recognition principles under HKAS 37 Provisions, Contingent Liabilities and Contingent Assets which for the levies incurred by the Group are consistent with the requirements of HK(IFRIC)-Int 21.
- (e) The HKFRS 2 Amendment clarifies various issues relating to the definitions of performance and service conditions which are vesting conditions, including (i) a performance condition must contain a service condition; (ii) a performance target must be met while the counterparty is rendering service; (iii) a performance target may relate to the operations or activities of an entity, or to those of another entity in the same group; (iv) a performance condition may be a market or non-market condition; and (v) if the counterparty, regardless of the reason, ceases to provide service during the vesting period, the service condition is not satisfied. The amendment has had no impact on the Group.
- (f) The HKFRS 3 Amendment clarifies that contingent consideration arrangements arising from a business combination that are not classified as equity should be subsequently measured at fair value through profit or loss whether or not they fall within the scope of HKFRS 9 or HKAS 39. The amendment has had no impact on the Group.
- (g) The HKFRS 13 Amendment clarifies that short-term receivables and payables with no stated interest rates can be measured at invoice amounts when the effect of discounting is immaterial. The amendment has had no impact on the Group.

In addition, the requirements of Part 9 "Accounts and Audit" of the Hong Kong Companies Ordinance (Cap.622) came into effect for the first time, during the current financial year. The main impact to the financial statements is on the presentation and disclosure of certain information in the financial statements.

## 2.2 會計政策的變更及披露(續)

- (d) 香港(國際財務報告詮釋委員會)－詮釋第21號釐清於引發付款之活動發生時(由相關法例所識別)，實體須確認徵費責任。詮釋亦釐清徵費責任僅於引發付款之活動持續發生一段時間時，方根據相關法例逐步累計。就達到最低限額時所引致的徵費而言，該項詮釋釐清於達到指定最低限額前，概不會確認任何責任。由於本集團於過往年度採用香港會計準則第37號撥備、或然負債及或然資產項下之確認原則，而就本集團所引致之徵費而言，該項詮釋與香港(國際財務報告詮釋委員會)－詮釋第21號之規定相符，故該項詮釋對本集團概無影響。
- (e) 香港財務報告準則第2號之修訂釐清多項與歸屬條件之績效及服務條件之定義相關事宜，包括(i)績效條件須包含服務條件；(ii)當交易對手提供服務時，必須達成績效目標；(iii)績效目標可能與實體的經營或活動有關，或與同一集團內其他實體的經營或活動有關；(iv)績效條件可為市場或非市場條件；及(v)倘交易對手於歸屬期內不論因任何原因不再提供服務，則服務條件未獲達成。該項修訂對本集團概無影響。
- (f) 香港財務報告準則第3號之修訂釐清自業務合併產生的或然代價未被分類為權益的安排。無論該等安排是否納入香港財務報告準則第9號或香港會計準則第39號的範疇之內，其後應按公允值計入損益。該修訂對本集團並無影響。
- (g) 香港財務報告準則第13號之修訂釐清當折現的影響不重大時，無明確利率的短期應收款項及應付款項可按發票金額計量。該項修訂對本集團概無影響。

此外，香港公司條例(第622章)第9部「帳目及審計」之規定於本財政年度首次開始實施。主要影響乃若干資料於財務報表的呈列及披露。

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### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards

The Group has not applied the following new and revised HKFRSs, that have been issued but are not yet effective, in these financial statements.

HKFRS 9	<i>Financial Instruments</i> <sup>4</sup>
Amendments to HKFRS 10 and HKAS 28 (2011)	<i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture</i> <sup>2</sup>
Amendments to HKFRS 10, HKFRS 12 and HKAS 28 (2011)	<i>Investment Entities: Applying the Consolidation Exception</i> <sup>2</sup>
Amendments to HKFRS 11	<i>Accounting for Acquisitions of Interests in Joint Operations</i> <sup>2</sup>
HKFRS 14	<i>Regulatory Deferral Accounts</i> <sup>5</sup>
HKFRS 15	<i>Revenue from Contracts with Customers</i> <sup>2</sup>
Amendments to HKAS 1	<i>Disclosure Initiative</i> <sup>2</sup>
Amendments to HKAS 16 and HKAS 38	<i>Clarification of Acceptable Methods of Depreciation and Amortisation</i> <sup>2</sup>
Amendments to HKAS 16 and HKAS 41	<i>Agriculture: Bearer Plants</i> <sup>2</sup>
Amendments to HKAS 19	<i>Defined Benefit Plans: Employee Contribution</i> <sup>1</sup>
Amendments to HKAS 27 (2011)	<i>Equity Method in Separate Financial Statements</i> <sup>2</sup>
<i>Annual Improvements 2010-2012 Cycle</i>	Amendments to a number of HKFRSs <sup>1</sup>
<i>Annual Improvements 2011-2013 Cycle</i>	Amendments to a number of HKFRSs <sup>1</sup>
<i>Annual Improvements 2012-2014 Cycle</i>	Amendments to a number of HKFRSs <sup>2</sup>

- <sup>1</sup> Effective for annual periods beginning on or after 1 July 2014
- <sup>2</sup> Effective for annual periods beginning on or after 1 January 2016
- <sup>3</sup> Effective for annual periods beginning on or after 1 January 2017
- <sup>4</sup> Effective for annual periods beginning on or after 1 January 2018
- <sup>5</sup> Effective for an entity that first adopts HKFRSs for its annual financial statements beginning on or after 1 January 2016 and therefore is not applicable to the Group

### 2.3 已頒佈但尚未生效的香港財務報告準則

本集團並未於此等綜合財務報表中採納以下已頒佈但尚未生效之新訂及經修訂香港財務報告準則。

香港財務報告準則第9號	<i>金融工具</i> <sup>4</sup>
香港財務報告準則第10號及香港會計準則第28號(2011年)之修訂	<i>投資者與其聯營公司或合營公司之間的資產出售或注資</i> <sup>2</sup>
香港財務報告準則第10號、香港財務報告準則第12號及香港會計準則第28號(2011年)之修訂	<i>投資實體：應用綜合豁免</i> <sup>2</sup>
香港財務報告準則第11號之修訂	<i>收購合營業務權益的會計方法</i> <sup>2</sup>
香港財務報告準則第14號	<i>監管遞延賬目</i> <sup>5</sup>
香港財務報告準則第15號	<i>客戶合約收益</i> <sup>2</sup>
香港會計準則第1號之修訂	<i>披露計劃</i> <sup>2</sup>
香港會計準則第16號及香港會計準則第38號之修訂	<i>澄清折舊及攤銷的可接受方法</i> <sup>2</sup>
香港會計準則第16號及香港會計準則第41號之修訂	<i>農業：生產性植物</i> <sup>2</sup>
香港會計準則第19號之修訂	<i>界定福利計劃：僱員供款</i> <sup>1</sup>
香港會計準則第27號之修訂(2011年)	<i>獨立財務報表之權益法</i> <sup>2</sup>
<i>2010年至2012年週期之年度改進</i>	多項香港財務報告準則之修訂 <sup>1</sup>
<i>2011年至2013年週期之年度改進</i>	多項香港財務報告準則之修訂 <sup>1</sup>
<i>2012年至2014年週期之年度改進</i>	多項香港財務報告準則之修訂 <sup>2</sup>

- <sup>1</sup> 於2014年7月1日或之後開始之年度期間生效
- <sup>2</sup> 於2016年1月1日或之後開始之年度期間生效
- <sup>3</sup> 於2017年1月1日或之後開始之年度期間生效
- <sup>4</sup> 於2018年1月1日或之後開始之年度期間生效
- <sup>5</sup> 首次採納香港財務報告準則的實體，適用於2016年1月1日或之後開始的年度財務報表，因此不適用於本集團

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### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards (Continued)

Further information about those HKFRSs that are expected to be applicable to the Group is as follows:

In September 2014, the HKICPA issued the final version of HKFRS 9, bringing together all phases of the financial instruments project to replace HKAS 39 and all previous versions of HKFRS 9. The standard introduces new requirements for classification and measurement, impairment and hedge accounting. The Group expects to adopt HKFRS 9 from 1 April 2018. The Group expects that the adoption of HKFRS 9 will have an impact on the classification and measurement of the Group's financial assets. Further information about the impact will be available nearer the implementation date of the standard.

The amendments to HKFRS 10 and HKAS 28 (2011) address an inconsistency between the requirements in HKFRS 10 and in HKAS 28 (2011) in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require a full recognition of a gain or loss when the sale or contribution of assets between an investor and its associate or joint venture constitutes a business. For a transaction involving assets that do not constitute a business, a gain or loss resulting from the transaction is recognised in the investor's profit or loss only to the extent of the unrelated investor's interest in that associate or joint venture. The amendments are to be applied prospectively. The Group expects to adopt the amendments from 1 April 2016.

The amendments to HKFRS 11 require that an acquirer of an interest in a joint operation in which the activity of the joint operation constitutes a business must apply the relevant principles for business combinations in HKFRS 3. The amendments also clarify that a previously held interest in a joint operation is not remeasured on the acquisition of an additional interest in the same joint operation while joint control is retained. In addition, a scope exclusion has been added to HKFRS 11 to specify that the amendments do not apply when the parties sharing joint control, including the reporting entity, are under common control of the same ultimate controlling party. The amendments apply to both the acquisition of the initial interest in a joint operation and the acquisition of any additional interests in the same joint operation. The amendments are not expected to have any impact on the financial position or performance of the Group upon adoption on 1 April 2016.

### 2.3 已頒佈但尚未生效的香港財務報告準則(續)

預期將適用於本集團的香港財務報告準則的進一步資料如下：

於2014年9月，香港會計師公會頒佈香港財務報告準則第9號的最終版本，將金融工具項目的所有階段集於一起以代替香港會計準則第39號及香港財務報告準則第9號的全部先前版本。該準則引入分類及計量、減值及對沖會計處理的新規定。本集團預期自2018年4月1日起採納香港財務報告準則第9號。本集團預期採納香港財務報告準則第9號將對本集團金融資產的分類及計量產生影響。有關影響的進一步資料將於接近該準則的實施日期獲得。

香港財務報告準則第10號及香港會計準則第28號(2011年)之修訂針對香港財務報告準則第10號及香港會計準則第28號(2011年)之間有關投資者與其聯營公司或合營公司之間的資產出售或注資兩者規定的不一致性。該等修訂規定，當投資者與其聯營公司或合營公司之間的資產出售或注資構成一項業務時，須確認全數收益或虧損。當交易涉及不構成一項業務的資產時，由該交易產生的收益或虧損於該投資者的損益內確認，惟僅以不相關投資者於該聯營公司或合營公司的權益為限。該等修訂即將應用。本集團預期自2016年4月1日起採納該等修訂。

香港財務報告準則第11號之修訂規定共同經營(其中共同經營的活動構成一項業務)權益的收購方必須應用香港財務報告準則第3號內業務合併的相關原則。該等修訂亦釐清於共同經營中先前所持有的權益於收購相同共同經營中的額外權益而共同控制權獲保留時不得重新計量。此外，香港財務報告準則第11號已增加一項範圍豁免，訂明當共享共同控制權的各方(包括呈報實體)處於同一最終控制方的共同控制之下時，該等修訂不適用。該等修訂適用於收購共同經營的初始權益以及收購相同共同經營中的任何額外權益。該等修訂預期於2016年4月1日採納後，將不會對本集團的財務狀況或表現產生任何影響。

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### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards (Continued)

HKFRS 15 establishes a new five-step model that will apply to revenue arising from contracts with customers. Under HKFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in HKFRS 15 provide a more structured approach for measuring and recognising revenue. The standard also introduces extensive qualitative and quantitative disclosure requirements, including disaggregation of total revenue, information about performance obligations, changes in contract asset and liability account balances between periods and key judgements and estimates. The standard will supersede all current revenue recognition requirements under HKFRSs. The Group expects to adopt HKFRS 15 on 1 April 2017 and is currently assessing the impact of HKFRS 15 upon adoption.

Amendments to HKAS 1 include narrow-focus improvements in respect of the presentation and disclosure in financial statements in five areas, including materiality, disaggregation and subtotals, notes structure, disclosure of accounting policies and presentation of items of other comprehensive income arising from equity accounted investments. The amendments further encourage entities to apply professional judgement in determining what information to disclose and how to structure the disclosure in the financial statements. The Group expects to adopt the amendments from 1 April 2016.

Amendments to HKAS 16 and HKAS 38 clarify the principle in HKAS 16 and HKAS 38 that revenue reflects a pattern of economic benefits that are generated from operating business (of which the asset is part) rather than the economic benefits that are consumed through the use of the asset. As a result, a revenue-based method cannot be used to depreciate property, plant and equipment and may only be used in very limited circumstances to amortise intangible assets. The amendments are to be applied prospectively. The amendments are not expected to have any impact on the financial position or performance of the Group upon adoption on 1 April 2016 as the Group has not used a revenue-based method for the calculation of depreciation of its non-current assets.

### 2.3 已頒佈但尚未生效的香港財務報告準則(續)

香港財務報告準則第15號建立一個新的五步模式，將應用於客戶合約收益。根據香港財務報告準則第15號，收益按能反映實體預期就交換向客戶轉讓貨物或服務而有權獲得的代價金額確認。香港財務報告準則第15號的原則為計量及確認收益提供更加結構化的方法。該準則亦引入廣泛的定性及定量披露規定，包括分拆收益總額，關於履行責任、不同期間之間合約資產及負債賬目結餘的變動以及主要判斷及估計的資料。該準則將取代香港財務報告準則項下所有現時收益確認的規定。本集團預期於2017年4月1日採納香港財務報告準則第15號，目前正評估採納香港財務報告準則第15號的影響。

香港會計準則第1號之修訂包括有關五個財務報表呈列及披露範疇的收窄集中改善，包括重要性水平、細分與分類匯總、附註結構、會計政策披露以及於權益入賬投資所產生之其他全面收入項目的呈現。該等修訂進一步鼓勵實體應用專業判斷以釐定將予披露的資料及如何在財務報表中編排披露。本集團預期自2016年4月1日起採納該等修訂。

香港會計準則第16號及香港會計準則第38號之修訂澄清香港會計準則第16號及香港會計準則第38號中的原則，即收益反映自經營業務(該資產為其一部分)產生的經濟利益而非通過使用資產消耗的經濟利益的模式。因此，收益法不得用於折舊物業、廠房及設備，並且僅在非常有限的情況下可用於攤銷無形資產。該等修訂即將應用。預期該等修訂於2016年4月1日採納後將不會對本集團的財務狀況或表現產生任何影響，原因是本集團並未使用收益法計算其非流動資產的折舊。

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### 2.3 Issued but not yet effective Hong Kong Financial Reporting Standards (Continued)

The *Annual Improvements to HKFRSs 2010-2012 Cycle* issued in January 2014 sets out amendments to a number of HKFRSs. Except for those described in note 2.2, the Group expects to adopt the amendments from 1 April 2015. None of the amendments are expected to have a significant financial impact on the Group. Details of the amendment most applicable to the Group are as follows:

HKFRS 8 *Operating Segments*: Clarifies that an entity must disclose the judgements made by management in applying the aggregation criteria in HKFRS 8, including a brief description of operating segments that have been aggregated and the economic characteristics used to assess whether the segments are similar. The amendments also clarify that a reconciliation of segment assets to total assets is only required to be disclosed if the reconciliation is reported to the chief operating decision maker.

### 2.4 Summary of Significant Accounting Policies Investments in associates and joint ventures

An associate is an entity in which the Group has a long term interest of generally not less than 20% of the equity voting rights and over which it is in a position to exercise significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies.

A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require the unanimous consent of the parties sharing control.

### 2.3 已頒佈但尚未生效的香港財務報告準則(續)

於2014年1月頒佈的2010年至2012年週期之年度改進載列多項香港財務報告準則之修訂。除附註2.2所述者外，本集團預期自2015年4月1日起採納該等修訂。預期該等修訂概無對本集團構成重大財務影響。最適用於本集團的修訂詳情如下：

香港財務報告準則第8號經營分部：釐清實體於應用香港財務報告準則第8號內的綜合標準時必須披露管理層作出的判斷，包括所綜合經營分部的概況以及用於評估分部是否類似時的經濟特徵。該等修訂亦釐清分部資產與總資產的對賬僅在該對賬報告予最高營運決策者之情況下方須披露。

### 2.4 重大會計政策概要 於聯營公司及合營企業的投資

聯營公司為本集團一般擁有不少於20%股本投票權的長期權益，並能對其發揮重大影響力的實體。重大影響力為參與投資對象財政及經營政策決策的權力，但並非控制或共同控制該等政策。

合營企業為一項合營安排，據此，擁有安排之共同控制權的人士均有權享有合營企業的資產淨值。共同控制乃以合約協定分佔一項安排之控制權，其僅在相關活動決策必須獲分佔控制權的人士一致同意時方存在。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Investments in associates and joint ventures**

(Continued)

The Group's investments in associates and joint ventures are stated in the consolidated statement of financial position at the Group's share of net assets under the equity method of accounting, less any impairment losses.

Adjustments are made to bring into line any dissimilar accounting policies that may exist.

The Group's share of the post-acquisition results and other comprehensive income of associates and joint ventures are included in the consolidated statement of profit or loss and consolidated other comprehensive income, respectively. In addition, when there has been a change recognised directly in the equity of the associate or joint venture, the Group recognises its share of any changes, when applicable, in the consolidated statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and its associates or joint ventures are eliminated to the extent of the Group's investments in the associates or joint ventures, except where unrealised losses provide evidence of an impairment of the assets transferred. Goodwill arising from the acquisition of associates or joint ventures is included as part of the Group's investments in associates or joint ventures.

If an investment in an associate becomes an investment in a joint venture or vice versa, the retained interest is not remeasured. Instead, the investment continues to be accounted for under the equity method. In all other cases, upon loss of significant influence over the associate or joint control over the joint venture, the Group measures and recognises any retained investment at its fair value. Any difference between the carrying amount of the associate or joint venture upon loss of significant influence or joint control and the fair value of the retained investment and proceeds from disposal is recognised in profit or loss.

When an investment in an associate or a joint venture is classified as held for sale, it is accounted for in accordance with HKFRS 5.

**2.4 重大會計政策概要(續)****於聯營公司及合營企業的投資(續)**

本集團於聯營公司及合營企業的投資乃按以權益會計法計算之本集團應佔資產淨值減任何減值虧損於綜合財務狀況表內列賬。

倘出現任何不相符的會計政策，即會作出調整加以修正。

本集團應佔聯營公司及合營企業收購後業績和其他全面收入分別計入合併損益表及合併其他全面收入內。此外，倘直接於聯營公司或合營企業的權益確認變動，則本集團會於綜合權益變動表確認其應佔的任何變動(如適用)。本集團與其聯營公司或合營企業進行交易而出現的未實現利益及虧損會互相抵銷，金額以本集團於聯營公司或合營企業的投資為限，但如果未實現虧損證明所轉讓資產發生減值則除外。收購聯營公司或合營企業產生的商譽計入本集團於聯營公司或合營企業的投資的一部分。

倘於聯營公司的投資變為於合營企業的投資或出現相反情況，則不會重新計量保留權益。反之，該投資繼續根據權益法入賬。在所有其他情況下，對聯營公司失去重大影響力或對合營企業失去共同控制後，本集團按其公允值計量及確認任何保留投資。於失去重大影響力或共同控制後聯營公司或合營企業的賬面值與保留投資及來自出售所得款項之公允值之間的差額於損益內確認。

當聯營公司或合營企業的投資被視為持作銷售，將會以香港財務報告準則第5號計量。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The consideration transferred is measured at the acquisition date fair value which is the sum of the acquisition date fair values of assets transferred by the Group, liabilities assumed by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. For each business combination, the Group elects whether to measure the non-controlling interests in the acquiree that are present ownership interests and entitle their holders to a proportionate share of net assets in the event of liquidation either at fair value or at the proportionate share of the acquiree's identifiable net assets. All other components of non-controlling interests are measured at fair value. Acquisition-related costs are expensed as incurred.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts of the acquiree.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognised in profit or loss.

Any contingent consideration to be transferred by the acquirer is recognised at fair value at the acquisition date. Contingent consideration classified as an asset or liability that is a financial instrument and within the scope of HKAS 39 is measured at fair value with changes in fair value either recognised in profit or loss or as a change to other comprehensive income. If the contingent consideration is not within the scope of HKAS 39, it is measured in accordance with the appropriate HKFRS. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred, the amount recognised for non-controlling interests and any fair value of the Group's previously held equity interests in the acquiree over the identifiable net assets acquired and liabilities assumed. If the sum of this consideration and other items is lower than the fair value of the net assets acquired, the difference is, after reassessment, recognised in profit or loss as a gain on bargain purchase.

## 2.4 重大會計政策概要(續)

### 業務併購及商譽

業務併購乃使用收購法入賬。所轉讓之代價乃以收購日期之公平值計量，該公平值為本集團所轉讓之資產於收購日期之公平值、本集團自被收購方之前度擁有人承擔之負債，及本集團發行以換取被收購方控制權之股權之總和。就各業務合併而言，本集團選擇以公平值或被收購方可識別資產淨值之應佔比例，計算於被收購方中現時屬擁有權益並賦予其持有人權利可於清盤時按比例分佔資產淨值之非控股權益。非控股權益之所有其他部分按公平值計量。有關收購成本於產生時支銷。

當本集團收購一項業務時，會根據合約條款、於收購日期之經濟環境及相關條件，評估將承接之金融資產及負債，以作出適合之分類及指定用途。此包括將被收購方主合約中之嵌入式衍生工具分開計算。

倘業務併購分階段進行，先前持有股權應按收購日期公平值計入收益表重新計量及任何產生之收益或虧損確認於損益。

由收購方將予轉讓的任何或然代價將於收購日期按公平值確認。或然代價(被視為一項資產或負債，即金融工具)根據香港會計準則第39號按公平值及公平變動於收益表確認或確認為其他全面收入的變動。倘或然代價不屬於香港會計準則第39號之範圍的情況下，則按適用之香港財務報告準則計量。分類為權益之或然代價則其毋須重新計量，其後結算於權益內入賬。

商譽起初按成本計量，即已轉讓代價、已確認非控股權益及本集團先前持有的被收購方股權之公平值之總和，超過與所收購可識別資產淨值及所承擔負債的差額。倘此代價及其他項目的總和低於所收購資產淨值的公平值，於評估後其差額將於收益表內確認為議價購買收益。



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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Business combinations and goodwill** (Continued)

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired. The Group performs its annual impairment test of goodwill as at 31 March. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the Group are assigned to those units or groups of units.

Impairment is determined by assessing the recoverable amount of the cash-generating unit (group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit (group of cash-generating units) is less than the carrying amount, an impairment loss is recognised. An impairment loss recognised for goodwill is not reversed in a subsequent period.

Where goodwill has been allocated to a cash-generating unit (or group of cash-generating units) and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on the disposal. Goodwill disposed of in these circumstances is measured based on the relative value of the disposed operation disposed of and the portion of the cash-generating unit retained.

**Fair value measurement**

The Group measures its investment properties, derivative financial instrument and equity investments at fair value at the end of each reporting period. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market for the asset or liability, or in the absence of a principal market, in the most advantageous market for the asset or liability. The principal or the most advantageous market must be accessible by the Group. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

**2.4 重大會計政策概要(續)****業務併購及商譽(續)**

於初始確認後，商譽按成本減任何累計減值虧損計量。商譽須每年作減值測試，倘有事件發生或情況改變顯示賬面值有可能減值，則會更頻密地進行檢討。本集團於3月31日進行商譽的年度減值測試。為進行減值測試，因業務合併而購入的商譽自購入之日被分配至預期可從合併產生的協同效益中獲益的本集團各個現金產生單位或現金產出單位組別，而無論本集團其他資產或負債是否已分配予該等單位或單位組別。

減值乃通過評估與商譽相關之現金產生單位(或現金產生單位組別)之可收回金額釐定。倘現金產生單位(或現金產生單位組別)之可收回金額低於賬面值時，減值虧損則予以確認。已就商譽確認之減值虧損不得於其後期間撥回。

倘商譽被分配為現金產生單位(或現金產生單位組別)之一部分，而該單位內部分業務被出售，則出售業務相關商譽於釐定出售業務收益或虧損時列入業務之賬面值。在這些情況下出售之商譽根據已出售業務及所保留現金產生單位部分之相對價值計算。

**公允值計量**

本集團於各報告期末按公允值計量投資物業、衍生金融工具及股權投資。公允值為市場參與者於計量日期在有序交易中出售資產所收取的價格或轉讓負債所支付的價格。公允值計量乃假設出售資產或轉讓負債的交易於資產或負債主要市場或(在無主要市場情況下)最具優勢市場進行而作出。主要或最具優勢市場須為本集團可進入之市場。資產或負債的公允值乃基於市場參與者於資產或負債定價所用的假設計量(即假設市場參與者會以最佳經濟利益行事)。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Fair value measurement (Continued)

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 – based on quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is observable, either directly or indirectly
- Level 3 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

## 2.4 重大會計政策概要(續)

### 公允值計量(續)

非金融資產的公允值計量須計及市場參與者透過最大限度使用該資產達致最佳用途，或將該資產出售予將最大限度使用該資產達致最佳用途的其他市場參與者以產生經濟利益的能力。

本集團採納適用於不同情況且具備充分數據以供計量公允值的估值方法，以盡量使用相關可觀察輸入數據及盡量減少使用不可觀察輸入數據。

所有於財務報表計量或披露公允值的資產及負債乃基於對公允值計量整體而言屬重大的最低層輸入數據按以下公允值層級分類：

- 第一級 – 基於相同資產或負債於活躍市場的報價(未經調整)
- 第二級 – 按估值技術計量，而對公允值計量而言屬重大的最低層輸入數據可直接或間接觀察得出
- 第三級 – 按估值技術計量，而對公允值計量而言屬重大的最低層輸入數據不可觀察得出

就按經常性基準於財務報表確認的資產及負債而言，本集團透過於各報告期末重新評估分類(基於對公允值計量整體而言屬重大的最低層輸入數據)確定是否發生不同層級轉移。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Impairment of non-financial assets**

Where an indication of impairment exists, or when annual impairment testing for an asset is required (other than inventories, financial assets, investment properties and goodwill), the asset's recoverable amount is estimated. An asset's recoverable amount is the higher of the asset's or cash-generating unit's value in use and its fair value less costs of disposal, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is recognised only if the carrying amount of an asset exceeds its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. An impairment loss is charged to the statement of profit or loss in the period in which it arises in those expense categories consistent with the function of the impaired asset.

An assessment is made at the end of each reporting period as to whether there is an indication that previously recognised impairment losses may no longer exist or may have decreased. If such an indication exists, the recoverable amount is estimated. A previously recognised impairment loss of an asset other than goodwill is reversed only if there has been a change in the estimates used to determine the recoverable amount of that asset, but not to an amount higher than the carrying amount that would have been determined (net of any depreciation/amortisation) had no impairment loss been recognised for the asset in prior years. A reversal of such an impairment loss is credited to the statement of profit or loss in the period in which it arises, unless the asset is carried at a revalued amount, in which case the reversal of the impairment loss is accounted for in accordance with the relevant accounting policy for that revalued asset.

**2.4 重大會計政策概要(續)****非金融資產減值**

倘有跡象顯示減值存在，或當必須為資產(存貨、金融資產、投資物業及商譽除外)作出年度減值測試時，則會估計資產的可收回金額。資產的可收回金額為資產或現金產生單位的使用價值與其公平值兩者的較高者減出售成本，並就個別資產而釐定，惟不可產生大體上獨立於其他資產或資產組別的現金流入的資產則除外，在此情況下，可收回金額就資產所屬的現金產生單位而釐定。

僅於資產的賬面值超逾其可收回金額時，減值虧損方予確認。評估使用價值時，估計日後現金流量乃使用可反映金額時間值的現行市場評估及該資產特有的風險的稅前折現率折現至現值。減值虧損於其產生期間自收益表與該減值資產功能一致的該等費用類別內扣除。

於各申報日期結束時均評估是否有任何跡象顯示於過往確認的減值虧損可能不再存在或可能已經減少。如該等跡象存在，則會估計可收回金額。僅於用作釐定資產的可收回金額的估計出現變動時，資產(商譽除外)過往確認的減值虧損方可撥回；惟撥回金額不得高於(倘該資產於過往年度未有確認減值虧損)將可釐定的賬面值(扣除任何折舊/攤銷)。有關減值虧損的撥回於產生期間計入損益表，但如該資產按重估金額列賬，則減值損失撥回會根據該重估資產的有關會計政策列賬。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Related parties

A party is considered to be related to the Group if:

- (a) the party is a person or a close member of that person's family and that person
  - (i) has control or joint control over the Group;
  - (ii) has significant influence over the Group; or
  - (iii) is a member of the key management personnel of the Group or of a parent of the Group;

or

- (b) the party is an entity where any of the following conditions applies:
  - (i) the entity and the Group are members of the same group;
  - (ii) one entity is an associate or joint venture of the other entity (or of a parent, subsidiary or fellow subsidiary of the other entity);
  - (iii) the entity and the Group are joint ventures of the same third party;
  - (iv) one entity is a joint venture of a third entity and the other entity is an associate of the third entity;
  - (v) the entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group;
  - (vi) the entity is controlled or jointly controlled by a person identified in (a); and
  - (vii) a person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

## 2.4 重大會計政策概要(續)

### 關連人士

有關人士在下列情況下被視為與本集團有關連：

- (a) 該人士為一名人士或該人士之近親，而該人士：
  - (i) 控制或共同控制本集團；
  - (ii) 對本集團有重大影響力；或
  - (iii) 為本集團或本集團母公司的其中一名主要管理層成員；

或

- (b) 該人士為符合下列任何一項條件之實體：
  - (i) 該實體與本集團屬同一集團之成員公司；
  - (ii) 該實體為另一家實體之聯營公司或合營企業(或另一家實體之母公司、附屬公司或同系附屬公司)；
  - (iii) 該實體與本集團均為同一第三方之合營企業；
  - (iv) 該實體為第三方實體之合營企業，而另一家實體則為該第三方實體的聯營公司；
  - (v) 該實體為就本集團或與本集團有關連之實體之僱員之利益而設之離職後福利計劃；
  - (vi) 該實體受(a)項所識別之人士控制或共同控制；及
  - (vii) 於(a)(i)項所識別之人士對該實體有重大影響力或屬該實體(或該實體之母公司)之主要管理層成員之一。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Property, plant and equipment and depreciation**

Property, plant and equipment, other than construction in progress, are stated at cost less accumulated depreciation and any impairment losses. The cost of an item of property, plant and equipment comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use.

Expenditure incurred after items of property, plant and equipment have been put into operation, such as repairs and maintenance, is normally charged to the statement of profit or loss in the period in which it is incurred. In situations where the recognition criteria are satisfied, the expenditure for a major inspection is capitalised in the carrying amount of the asset as a replacement. Where significant parts of property, plant and equipment are required to be replaced at intervals, the Group recognises such parts as individual assets with specific useful lives and depreciates them accordingly.

Depreciation is calculated on the straight-line basis to write off the cost of each item of property, plant and equipment to its residual value over its estimated useful life. The principal annual rates used for this purpose are as follows:

Buildings	3% to 9%
Furniture, fixtures and equipment	9% to 18%
Motor vehicles	9% to 18%

Where parts of an item of property, plant and equipment have different useful lives, the cost of that item is allocated on a reasonable basis among the parts and each part is depreciated separately. Residual values, useful lives and the depreciation method are reviewed, and adjusted if appropriate, at least at each financial year end.

An item of property, plant and equipment including any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on disposal or retirement recognised in the statement of profit or loss in the year the asset is derecognised is the difference between the net sales proceeds and the carrying amount of the relevant asset.

**2.4 重大會計政策概要(續)****物業、廠房和設備及折舊**

物業、廠房及設備(除在建工程外)乃按成本減累計折舊及任何減值虧損列賬。物業、廠房及設備項目的成本包括其購買價及使其投入現時運作狀況及將其運往擬定用途地點的任何直接應佔成本。

物業、廠房及設備項目投入使用後所產生的開支，如維修保養費用，通常於產生期間在收益表扣除。在符合確認條件的情況下，大的檢修開支於資產賬面值資本化，作為置換。倘大部分物業、廠房及設備須定期置換，本集團確認該等部分為具備特定可使用年期及據此折舊之個別資產。

折舊乃以直線法於估計可使用年期撇銷各物業、廠房及設備項目的成本至其剩餘價值計算。就此而言使用的主要年率如下：

樓宇	3%至9%
傢俬、裝置及設備	9%至18%
汽車	9%至18%

倘物業、廠房及設備項目的部分有不同的可使用年期，則該項目的成本以合理基準在該等部分之間分配，而各部分將會分開折舊。至少於各財政年結日檢討剩餘價值、可使用年期及折舊方法，並在適當情況下調整。

物業、廠房及設備項目包括初步確認之任何重大部分於出售或預期不會從使用或出售有關項目而取得未來經濟利益時終止確認。於終止確認資產的年度內在收益表確認的任何出售或報廢該等項目的盈虧乃指銷售所得款項淨額與有關資產賬面值的差額。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Property, plant and equipment and depreciation

(Continued)

Construction in progress represents buildings under construction, which is stated at cost less any impairment losses, and is not depreciated. Cost comprises the direct costs of construction and capitalised borrowing costs on related borrowed funds during the period of construction. Construction in progress is reclassified to the appropriate category of property, plant and equipment when completed and ready for use.

### Investment properties

Investment properties are interests in land and buildings (including the leasehold interest under an operating lease for a property which would otherwise meet the definition of an investment property) held to earn rental income and/or for capital appreciation, rather than for use in the production or supply of goods or services or for administrative purposes; or for sale in the ordinary course of business. Such properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the end of the reporting period.

Gains or losses arising from changes in the fair values of investment properties are included in the statement of profit or loss in the year in which they arise.

Any gains or losses on the retirement or disposal of an investment property are recognised in the statement of profit or loss in the year of the retirement or disposal.

If a property occupied by the Group as an owner-occupied property becomes an investment property, the Group accounts for such property in accordance with the policy stated under "Property, plant and equipment and depreciation" up to the date of change in use, and any difference at that date between the carrying amount and the fair value of the property is accounted for as a revaluation in accordance with the policy stated under "Property, plant and equipment and depreciation" above. For a transfer from properties under development to investment properties, any difference between the fair value of the property at that date and its previous carrying amount is recognised in the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 物業、廠房和設備及折舊(續)

在建工程指在建中的大廈，以成本減去任何減值虧損列賬，且不予折舊。成本包括直接建築成本及建築期間相關借貸的資本化借貸成本。在建工程於落成及可予使用時，會重新分類至適當的類別，如物業、廠房及設備。

### 投資物業

投資物業指為賺取租金收入及/或資本增值目的而持有的土地及樓宇權益(包括符合投資物業定義的物業的經營租賃下的租賃權益)，但不包括用作生產或供應貨品或提供服務或行政管理用途；或用作於日常業務過程中出售的土地及樓宇權益。該等物業初步按成本(包括交易成本)計量。初步確認後，投資物業按反映於報告期末市場狀況的公平值列賬。

投資物業公平值變動產生的盈虧，會於產生年度計入損益表。

報廢或出售投資物業產生的任何盈虧，會於報廢或出售的年度在損益表確認。

若本集團擁有的自用物業轉變為投資物業，本集團將根據「物業、廠房和設備及折舊」的政策把該等物業入賬，直至改變用途當日，並計算物業在該日的賬面值與公平值之間的差額根據上述「物業、廠房和設備及折舊」所載政策確認的重估賬。就將發展中物業轉為投資物業而言，物業在該日的公平值與其先前賬面值之間的差額於損益表確認。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Properties under development**

Properties under development are stated at the lower of cost and net realisable value. Cost comprises the land costs, construction costs, capitalised borrowing costs and other cost directly attributed to such properties during the period of construction.

Properties under development are initially classified as non-current assets and transferred to current assets under the category of properties held for sale when the construction of the relevant properties commences and the construction period of the relevant property development project is expected to complete within normal operating cycle.

**Leases**

Leases that transfer substantially all the rewards and risks of ownership of assets to the Group, other than legal title, are accounted for as finance leases. At the inception of a finance lease, the cost of the leased asset is capitalised at the present value of the minimum lease payments and recorded together with the obligation, excluding the interest element, to reflect the purchase and financing. Assets held under capitalised finance leases, including prepaid land lease payments under finance leases, are included in property, plant and equipment, and depreciated over the shorter of the lease terms and the estimated useful lives of the assets. The finance costs of such leases are charged to the statement of profit or loss so as to provide a constant periodic rate of charge over the lease terms.

Leases where substantially all the rewards and risks of ownership of assets remain with the lessor are accounted for as operating leases. Where the Group is the lessor, assets leased by the Group under operating leases are included in non-current assets, and rentals receivable under the operating leases are credited to the statement of profit or loss on the straight-line basis over the lease terms. Where the Group is the lessee, rentals payable under operating leases net of any incentives received from the lessor are charged to the statement of profit or loss on the straight-line basis over the lease terms.

Prepaid land lease payments under operating leases are initially stated at cost and subsequently recognised on the straight-line basis over the lease terms.

**2.4 重大會計政策概要(續)****發展中物業**

發展中物業按成本值及可變現淨值兩者的較低者列賬。成本包括土地成本、發展開支、借貸成本及其他於建築期間該等物業應佔的直接成本。

起始時發展中物業分類為非流動資產，並於有關物業的建設開始及有關發展項目之預計施工期於正常營運週期內結轉至流動資產中的持作銷售物業。

**租賃**

凡資產所有權(除法定業權外)的絕大部分回報及風險轉移予本集團，均列為融資租賃。於融資租賃生效時，租賃資產之成本按最低應付租金之現值資本化，並連同承擔(不包括利息部份)入賬，以反映購入及融資情況。根據資本化融資租約持有之資產(包括融資租約項下之預付土地租賃款項)均計入物業、廠房及設備，並於租期與資產之估計可使用年期(以較短者為準)內折舊。有關租賃之融資成本於收益表扣除，以便於租期內按固定比率扣除。

凡資產所有權的絕大部分回報及風險仍歸出租人所有，則有關租賃列為經營租賃。倘本集團為出租人，則本集團根據經營租賃出租的資產計入非流動資產，而經營租賃下的應收租金則以直線法於租賃期內計入收益表。倘本集團為承租人，則經營租賃下的應付租金以直線法於租賃期內在收益表扣除。

經營租賃下的預付土地出租金初步按成本列賬，其後則以直線法於租賃期內確認。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Investments and other financial assets

#### Initial recognition and measurement

Financial assets are classified, at initial recognition, as financial assets at fair value through profit or loss, loans and receivables. When financial assets are recognised initially, they are measured at fair value plus transaction costs that are attributable to the acquisition of the financial assets, except in the case of financial assets recorded at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the trade date, that is, the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.

#### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as follows:

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for trading. Financial assets are classified as held for trading if they are acquired for the purpose of sale in the near term.

Financial assets at fair value through profit or loss are carried in the statement of financial position at fair value with net changes in fair value presented as other income and gains. These net fair value changes do not include any dividends or interest earned on these financial assets, which are recognised in accordance with the policy set out for "Revenue recognition" below.

Financial assets designated upon initial recognition as at fair value through profit or loss are designated at the date of initial recognition and only if the criteria in HKAS 39 are satisfied.

## 2.4 重大會計政策概要(續)

### 投資及其他金融資產

#### 初次確認及計量

金融資產於初始確認時分類為以公允價值計入損益表的金融資產、貸款及應收賬款。金融資產於初次確認時以公允價值及收購金融資產應佔交易成本計量，惟以公允價值計入損益表的金融資產除外。

所有金融資產常規買賣均於交易日確認，即本集團承諾購買或出售該項資產的日期。常規買賣乃指需按法規規定或市場慣例在一定期間內轉移資產的金融資產買賣交易。

#### 其後計量

其後計量的金融資產視其以下分類而定：

#### 透過損益以公平值列賬的金融資產

透過損益以公平值列賬之金融資產，包括持作買賣的金融資產。倘金融資產的收購目的為於短期內出售，則分類為持作買賣。

透過損益以公平值列賬之金融資產於財務狀況表按公平值列賬，而公平值之正變動淨額列為其他收入及收益。該等公平淨值變動並未包括根據下文「收入確認」所載政策確認的該等金融資產的任何股息或所賺取的利息。

僅當符合香港會計準則第39號的條件時，在初步確認時指定為按公平值計入損益的金融資產方於初步確認日期指定。



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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Investments and other financial assets** (Continued)**Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such assets are subsequently measured at amortised cost using the effective interest rate method less any allowance for impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and includes fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in other income and gains in the statement of profit or loss. The loss arising from impairment is recognised in the statement of profit or loss in finance costs for loans and in other expenses for receivables.

**Available-for-sale financial investments**

Available-for-sale financial investments are non-derivative financial assets in listed and unlisted equity investments and debt securities. Equity investments classified as available for sale are those which are neither classified as held for trading nor designated as at fair value through profit or loss. Debt securities in this category are those which are intended to be held for an indefinite period of time and which may be sold in response to needs for liquidity or in response to changes in market conditions.

After initial recognition, available-for-sale financial investments are subsequently measured at fair value, with unrealised gains or losses recognised as other comprehensive income in the available-for-sale investment revaluation reserve until the investment is derecognised, at which time the cumulative gain or loss is recognised in the statement of profit or loss in other income, or until the investment is determined to be impaired, when the cumulative gain or loss is reclassified from the available-for-sale investment revaluation reserve to the statement of profit or loss in other gains or losses. Interest and dividends earned whilst holding the available-for-sale financial investments are reported as interest income and dividend income, respectively and are recognised in the statement of profit or loss as other income in accordance with the policies set out for "Revenue recognition" below.

**2.4 重大會計政策概要(續)****投資及其他金融資產(續)****貸款及應收款項**

貸款及應收款項指具有固定或可確定收回金額但無活躍市場報價的非衍生性金融資產。初步計量後，該等資產其後以實際利率法計算的攤餘成本減去任何減值撥備計量。計量攤餘成本時已考慮到收取時產生的任何折價或溢價，包括構成實際利率一部分的費用或成本。實際利率攤銷計入收益表中的其他收入及收益內。減值產生之虧損在損益表中確認為貸款的融資成本及應收款項的其他開支。

**可供出售金融投資**

可供出售金融投資指上市及非上市的權益投資及債權證券的非衍生金融資產。分類為可供出售的權益投資即未被分類為持作買賣亦非被指定為公允值計入損益的金融資產。該分類中的債權證券乃以並無具體到期日持有為意圖且根據流動性需要和市場行情變化而出售。

於首次確認後，可供出售金融投資按公允值計量，而有關盈虧確認為其他全面收益中的可供出售投資重估儲備，直至投資終止確認為止，屆時過往在權益入賬的累計盈虧均計入損益表的其他收入，或者直至該投資被確定減值為止，屆時該等投資的累計盈虧將由可供出售投資重估儲備撥至損益表的其他收入或虧損。所賺取的利息及股息分別列報為利息收入及股息收入，並根據下文「收入確認」一段所載的政策於綜合收益表中確認為其他收入。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Investments and other financial assets (Continued)

#### Available-for-sale financial investments (Continued)

When the fair value of unlisted equity investments cannot be reliably measured because (a) the variability in the range of reasonable fair value estimates is significant for that investment or (b) the probabilities of the various estimates within the range cannot be reasonably assessed and used in estimating fair value, such investments are stated at cost less any impairment losses.

The Group evaluates whether the ability and intention to sell its available-for-sale financial assets in the near term are still appropriate. When, in rare circumstances, the Group is unable to trade these financial assets due to inactive markets, the Group may elect to reclassify these financial assets if management has the ability and intention to hold the assets for the foreseeable future or until maturity.

For a financial asset reclassified from the available-for-sale category, the fair value carrying amount at the date of reclassification becomes its new amortised cost and any previous gain or loss on that asset that has been recognised in equity is amortised to profit or loss over the remaining life of the investment using the effective interest rate. Any difference between the new amortised cost and the maturity amount is also amortised over the remaining life of the asset using the effective interest rate. If the asset is subsequently determined to be impaired, then the amount recorded in equity is reclassified to the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 投資及其他金融資產(續)

#### 可供出售金融投資(續)

倘基於(a)該項投資的合理公允價值估計範圍廣闊或(b)於估計公允價值時無法合理評估並使用該範圍內不同估計的可能性而未能可靠衡量非上市權益投資的公允價值，則該等投資均按成本減任何減值虧損入賬。

本集團評估可供出售的金融資產以判斷其於短期內出售的能力和意圖是否恰當。當本集團由於市場喪失活躍性而無法交易該金融資產本集團將重分類這些金融資產(極少情況)，僅當實體有能力和意圖在可見將來或到期日持有該金融資產。

當金融資產被分類出可供出售金融資產類別，該等資產任何原計入權益的盈虧須在該投資的剩餘年限內按實際利率法攤銷入損益。任何新攤銷成本與原預期現金流的差異亦須在資產的剩餘年限內按實際利率法予以攤銷。若該資產於其後被確定減值，原計入權益的金額被分類至損益表。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Derecognition of financial assets**

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised (i.e., removed from the Group's consolidated statement of financial position) when:

- the rights to receive cash flows from the asset have expired; or
- the Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risk and rewards of ownership of the asset. When it has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

**2.4 重大會計政策概要(續)****終止確認金融資產**

金融資產(或(如適用)金融資產的一部分或同類金融資產組別的一部分)在下列情況下終止確認(從本集團綜合財務狀況表移除):

- 從資產收取現金流量的權利屆滿時; 或
- 本集團已轉讓其收取該項資產所得現金流量的權利, 或須根據一項「轉付」安排, 有責任在無重大延誤情況下將所收取現金流量悉數付予第三方; 及(a)本集團已轉讓該項資產的絕大部分風險及回報, 或(b)本集團並無轉讓或保留該項資產的絕大部分風險及回報, 但已轉讓該項資產的控制權。

當本集團已轉讓其收取該項資產所得現金流量的權利或已訂立一項轉付安排, 會評估其是否保留該項資產所有權的風險及回報以及其程度。倘並無轉讓或保留該項資產的絕大部分風險及回報, 且並無轉讓該項資產的控制權, 該項資產將按本集團於資產的持續參與而確認入賬。在此情況下, 本集團亦確認相關負債。已轉讓的資產及相關負債按反映本集團已保留的權利及責任的基準計量。

持續涉及指本集團就已轉讓資產作出之保證, 已轉讓資產乃以該項資產之原賬面值及本集團或須償還之代價數額上限(以較低者為準)計算。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Impairment of financial assets

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that occurred after the initial recognition of the asset have an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that a debtor or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

### Financial assets carried at amortised cost

For financial assets carried at amortised cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

The amount of any impairment loss identified is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate (i.e., the effective interest rate computed at initial recognition).

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in the statement of profit or loss. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Loans and receivables together with any associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Group.

## 2.4 重大會計政策概要(續)

### 金融資產減值

本集團於各報告期末時對資產進行評估，以判斷是否存在客觀證據表明某項金融資產或某組金融資產可能已減值。倘於初步確認資產後發生一個或多個事件，而該事件對該項或該組金融資產的估計未來現金流量所造成的影響乃能夠可靠地估計，即存在減值。減值證據可能包括債務人或一組債務人出現重大財政困難、違約或拖欠利息或本金付款，有面臨破產或進行其他財務重組之可能以及有公開資料表明其預計未來現金流量已出現可計量之減幅，如債務人支付能力或所處經濟環境惡化。

### 按攤銷成本入賬的金融資產

對於按攤銷成本列賬的金融資產，本集團首先對個別金額屬重大的金融資產單獨評估是否有客觀減值證據，或對個別金額屬不重大的金融資產共同進行評估。倘本集團認定單獨評估的金融資產並不存在客觀減值證據，無論其金額是否重大，亦應當包括具有類似信貸風險特性的金融資產組合內的資產進行集體減值評估。已個別進行減值測試及已確認減值虧損或繼續確認減值虧損的資產不應進行集體減值評估。

倘有客觀跡象顯示已發生減值虧損，虧損金額按該資產的賬面值與所估計未來現金流量(不包括尚未發生的未來信貸虧損)的現值兩者的差額計算。估計未來現金流量的現值按該金融資產的原實際利率(即初始確認時使用的實際利率)折現。

該資產的賬面值乃透過使用撥備賬扣減，而虧損金額則於收益表確認。利息收入應繼續按照計量減值虧損時對未來現金流量進行折現採用的折現率為基準按扣減後的賬面值計算。當未來收回並無實質展望時，則撇銷貸款及應收款項及任何有關撥備，且所有抵押品已變現或轉讓予本集團。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Impairment of financial assets** (Continued)**Financial assets carried at amortised cost** (Continued)

If, in a subsequent period, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to other expenses in the statement of profit or loss.

**Available-for-sale financial investments**

For available-for-sale financial investments, the Group assesses at the end of each reporting period whether there is objective evidence that an investment or a group of investments is impaired.

If an available-for-sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortisation) and its current fair value, less any impairment loss previously recognised in the statement of profit or loss, is removed from other comprehensive income and recognised in the statement of profit or loss.

In the case of equity investments classified as available for sale, objective evidence would include a significant or prolonged decline in the fair value of an investment below its cost. "Significant" is evaluated against the original cost of the investment and "prolonged" against the period in which the fair value has been below its original cost. Where there is evidence of impairment, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the statement of profit or loss – is removed from other comprehensive income and recognised in the statement of profit or loss. Impairment losses on equity instruments classified as available for sale are not reversed through the statement of profit or loss. Increases in their fair value after impairment are recognised directly in other comprehensive income.

**2.4 重大會計政策概要(續)****金融資產減值(續)****按攤銷成本入賬的金融資產(續)**

倘在後續期間，確認減值後發生致使估計減值虧損金額增加或減少的事件，則調整撥備賬以增加或減少先前確認的減值虧損。倘撇銷款項其後收回，則收回金額於損益表以其他開支入賬。

**可供出售金融投資**

對於可供出售金融投資，本集團於各報告期末進行評估，確定是否存在單項投資或一組投資減值的客觀證據。

如果可供出售的資產發生減值，則將按其成本(減去已償還的本金和攤銷額)與當前公允價值之間的差額，減去任何以前在損益中確認的減值損失，從其他全面收入轉出及轉入損益表中確認。

對於分類為可供出售的權益投資，若一項投資的公允價值大幅或長期下跌至低於其成本價，即屬客觀減值證據。「大幅」乃相對於投資的成本原值而評估，「長期」相對於公允價值低於成本原值的期間。如出現減值證據，累計損失(購入成本與目前公允價值的差額，減該項投資先前在損益表中確認的任何減值損失)將從其他全面收入轉出及轉入損益表中確認。分類為可供出售的權益工具的減值損失，不會在損益表中撥回，減值後公允價值如有增加，則直接在其他全面收入確認。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Impairment of financial assets (Continued)

#### Available-for-sale financial investments (Continued)

The determination of what is “significant” or “prolonged” requires judgement. In making this judgement, the Group evaluates, among other factors, the duration or extent to which the fair value of an investment is less than its cost.

### Financial liabilities

#### Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

The Group’s financial liabilities include trade and other payables, senior notes, short-term notes, medium-term notes, convertible notes, a derivative financial instrument and interest-bearing bank and other borrowings.

#### Subsequent measurement

The subsequent measurement of financial liabilities depends on their classification as follows:

#### Loans and borrowings

After initial recognition, interest-bearing banks and other borrowings, senior notes, short-term notes and medium-term notes are subsequently measured at amortised cost, using the effective interest rate method unless the effect of discounting would be immaterial, in which case they are stated at cost. Gains and losses are recognised in the statement of profit or loss when the liabilities are derecognised as well as through the effective interest rate amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in finance costs in the statement of profit or loss.

## 2.4 重大會計政策概要(續)

### 金融資產減值(續)

#### 可供出售金融投資(續)

何謂「大幅」或「長期」則需運用判斷決定。在作出此項判斷時，本集團評估(其中包括)某項投資的公允價值低於其成本的持續時間或數額。

### 金融負債

#### 初始確認及計量

金融負債於初始確認時分類為以公允價值計入損益表的金融負債、貸款及借貸。

所有金融負債乃按公平值初步確認，而倘為貸款及借貸，則扣除直接計入應佔交易成本。

本集團的金融負債包括貿易及其他應付款項、優先票據、短期融資券、中期票據、可換股票據、衍生金融工具及計息銀行及其他借貸。

#### 其後計量

金融負債的計量取決於其分類如下：

#### 貸款及借貸

於初步確認後，計息銀行及其他貸款、優先票據、短期融資券及中期票據其後用實際利率法按攤銷成本計量，惟倘貼現影響並不重大，則於該情況下，金融負債按成本列賬。損益乃於負債終止確認及於實際利率法攤銷過程中於損益表中確認。

攤銷成本乃計算自收購的任何折扣或溢價及屬於實際利率構成部分的費用或成本。實際利率攤銷乃計入損益表中的融資成本內。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Financial liabilities** (Continued)**Financial guarantee contracts**

Financial guarantee contracts issued by the Group are those contracts that require a payment to be made to reimburse the holder for a loss it incurs because the specified debtor fails to make a payment when due in accordance with the terms of a debt instrument. A financial guarantee contract is recognised initially as a liability at its fair value, adjusted for transaction costs that are directly attributable to the issuance of the guarantee. Subsequent to initial recognition, the Group measures the financial guarantee contract at the higher of: (i) the amount of the best estimate of the expenditure required to settle the present obligation at the end of the reporting period; and (ii) the amount initially recognised less, when appropriate, cumulative amortisation.

**Convertible notes**

The component of convertible notes that exhibits characteristics of a liability is recognised as a liability in the statement of financial position, net of transaction costs. On issuance of convertible notes, the fair value of the liability component is determined using a market rate for an equivalent non-convertible note; and this amount is carried as a long term liability on the amortised cost basis until extinguished on conversion or redemption. The remainder of the proceeds is allocated to the conversion option that is recognised and included in shareholders' equity, net of transaction costs. The carrying amount of the conversion option is not remeasured in subsequent years. Transaction costs are apportioned between the liability and equity components of the convertible notes based on the allocation of proceeds to the liability and equity components when the instruments are first recognised.

**Derivative financial instruments**

Derivative financial instruments of the Group represent call options granted to the counterparty. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Any gains or losses arising from changes in fair value of derivatives are taken directly to the consolidated statement of profit or loss.

**Derecognition of financial liabilities**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled, or expires.

**2.4 重大會計政策概要(續)****金融負債(續)****財務擔保合同**

本集團發行的財務擔保合同乃規定於特定債務人未能按照債務票據條款於到期時支付款項時須支付款項以補償持有人所蒙受損失。財務擔保合同初步以公平值確認為負債，並按與發出財務擔保合同有直接關係的交易成本予以調整。在初步確認後，本集團對財務擔保合同的計量以(i)於報告期末時履行有關責任的最佳估計開支金額；及(ii)按初步確認金額減(如適用)累計攤銷，兩者之較高者計算。

**可換股票據**

展示負債特點的可換股票據部分於扣除交易成本後在財務狀況表確認為負債。發行可換股票據時，負債部分的公平值按相同價值的非可換股票據的市場比率釐定；而此金額按攤銷成本基準列賬為長期負債，直至於兌換或贖回時償清債務為止。餘下所得款項分配至兌換期權，並於扣除交易成本後在股東權益確認及計入股東權益。兌換期權的賬面值不會於往後年度重新計量。交易成本按照該可換股票據初始發行時其負債部分價值和權益部分價值按照比例分攤。

**衍生金融工具**

本集團衍生工具代表授予交易對手的購股權。衍生金融工具在衍生合約訂立時以公允價值作初始確認，並以公允價值作為其後計量。任何由衍生金融工具的公允價值改變引致的收益或虧損，會直接在綜合損益表確認。

**終止確認金融負債**

當負債項下的責任已解除、取消或期滿，則終止確認金融負債。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Derecognition of financial liabilities (Continued)

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and a recognition of a new liability, and the difference between the respective carrying amounts is recognised in the statement of profit or loss.

### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously.

### Properties held for sale and held for finance lease

Properties held for sale and held for finance lease includes completed properties held for sale and held for finance lease and properties under development expected to be completed within normal operating cycle. Properties held for sale and held for finance lease are stated at the lower of cost and net realisable value. Cost includes land cost, all development expenditure, applicable borrowing costs and other direct costs attributable to such properties. Net realisable value is determined by reference to the prevailing market prices, on an individual property basis.

### Cash and cash equivalents

For the purpose of the consolidated statement of cash flows, cash and cash equivalents comprise cash on hand and demand deposits, and short term highly liquid investments that are readily convertible into known amounts of cash, are subject to an insignificant risk of changes in value, and have a short maturity of generally within three months when acquired, less bank overdrafts which are repayable on demand and form an integral part of the Group's cash management.

For the purpose of the consolidated statement of financial position, cash and cash equivalents comprise cash on hand and at banks, including term deposits, and assets similar in nature to cash, which are not restricted as to use.

## 2.4 重大會計政策概要(續)

### 終止確認金融負債(續)

如現有金融負債被同一貸款人按條款大部分不同的另一項金融負債取代，或現有負債的條款被大幅修改，有關置換或修改會被視作終止確認原有負債並確認新負債，而其各自賬面值間的差額於損益表確認。

### 金融工具的抵銷

當目前有可執行法定權利以抵銷已確認金額並擬按淨額基準結算，和將資產變現及償還負債時，金融資產及金融負債會互相抵銷，並在財務狀況表內以淨額列示。

### 持作銷售及持作融資租賃物業

持作銷售及持作融資租賃物業包括持作銷售及持作融資租賃已落成物業及建築期間預計在正常經營週期內的發展中物業。持作銷售及持作融資租賃物業按成本值及可變現淨值兩者的較低者列賬。成本包括土地成本、所有發展開支、適用的借貸成本及該等物業應佔的其他直接成本。可變現淨值乃參考當前市價按個別物業基準釐定。

### 現金及現金等價物

就綜合現金流量表而言，現金及現金等價物包括手頭現金及活期存款，以及可隨時轉換為已知金額現金的短期高流動性投資，該筆現金承受價值轉變的較低風險，一般於收購起計三個月內到期，並已減去須應要求償還的銀行透支，而成為本集團現金管理的一部分。

就綜合財務狀況表而言，現金及現金等價物包括手頭現金及銀行存款，當中包括定期存款及性質與現金相類的資產，該等存款用途不受限制。



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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Provisions**

A provision is recognised when a present obligation (legal or constructive) has arisen as a result of a past event and it is probable that a future outflow of resources will be required to settle the obligation, provided that a reliable estimate can be made of the amount of the obligation.

When the effect of discounting is material, the amount recognised for a provision is the present value at the end of the reporting period of the future expenditures expected to be required to settle the obligation. The increase in the discounted present value amount arising from the passage of time is included in finance costs in the statement of profit or loss.

**Income tax**

Income tax comprises current and deferred tax. Income tax relating to items recognised outside profit or loss is recognised outside profit or loss, either in other comprehensive income or directly in equity.

Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period, taking into consideration interpretations and practices prevailing in the countries in which the Group operates.

Deferred tax is provided, using the liability method, on all temporary differences at the end of the reporting period between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- when the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries, associates and joint ventures, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

**2.4 重大會計政策概要(續)****撥備**

撥備乃於本集團因以往的事件導致現行的責任(不論法定或推定)產生，並將有可能需要於日後作出資源流出以履行責任時確認，惟須可靠地估計有關責任的金額。

倘折現的影響重大，確認為撥備的金額則為預期須用作履行責任的日後開支於報告期末的現值。折現的現值因時間流逝而產生的升幅，乃於損益表中列作融資成本。

**所得稅**

所得稅包括即期及遞延稅項。於損益以外確認項目相關的所得稅於損益以外之其他全面收入或直接於權益確認。

即期稅項資產和負債按預期可自稅務機關收回或須支付予稅務機關的金額，基於報告期末時已頒佈或實際已頒佈的稅率(和稅法)，計及本集團營運所在國家現行詮釋及慣例計量。

在報告期末時，資產與負債的稅基與作為財務報告用途的資產與負債賬面值之間的全部暫時性差異，須按負債法計提遞延稅項撥備。

所有應課稅暫時性差異均確認為遞延稅項負債，惟下列各項除外：

- 倘若遞延稅項負債的起因，是由於商譽而產生，或在一宗非屬業務合併的交易中初步確認資產或負債，而於進行交易時，對會計利潤或應課稅利潤或虧損均無影響；及
- 對於與於附屬公司及聯營公司的投資及於合營企業的權益有關的應課稅暫時性差異而言，倘若撥回暫時性差異的時間可以控制，而暫時性差異不甚可能在可見將來撥回。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Income tax (Continued)

Deferred tax assets are recognised for all deductible temporary differences, the carry forward of unused tax credits and any unused tax losses. Deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, the carry forward of unused tax credits and unused tax losses can be utilised, except:

- when the deferred tax asset relating to the deductible temporary differences arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries, associates and joint ventures, deferred tax assets are only recognised to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at the end of each reporting period and are recognised to the extent that it has become probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

## 2.4 重大會計政策概要(續)

### 所得稅(續)

對於所有可扣減暫時性差異、結轉未動用稅項抵免及任何未動用稅項虧損，若日後有可能出現應課稅利潤，可用以抵銷該等可扣減暫時性差異、結轉未動用稅項抵免及未動用稅項虧損，則遞延稅項資產確認入賬，惟下列各項除外：

- 倘若有關可扣減暫時性差異的遞延稅項資產的起因，是由於在一宗非屬業務合併的交易中初步確認資產或負債，而於進行交易時，對會計利潤或應課稅利潤或虧損均無影響；及
- 對於與附屬公司及聯營公司的投資及於合營企業的權益有關的可扣減暫時性差異而言，只有在暫時性差異有可能在可見將來撥回，而且日後有可能出現應課稅利潤，可用以抵銷該等暫時性差異時，方會確認遞延稅項資產。

遞延稅項資產的賬面值，在各報告期末時予以審閱，若不再可能有足夠應課稅利潤可用以抵扣全部或部分遞延稅項資產，則扣減遞延稅項資產賬面值。過往未予確認的遞延稅項資產於各報告期末時重新評估，而在可能有足夠應課稅利潤可用以抵扣全部或部分遞延稅項資產，則確認過往未予確認的遞延稅項資產。

變現資產或清償負債的期間預期適用的稅率，會用作計量遞延稅項資產及負債，並以報告期末時已經生效或大致上已經生效的稅率(及稅法)為基準。

倘存在可依法執行的權利將即期稅項資產與即期稅項負債抵銷，而遞延稅項與相同應課稅實體及相同稅務機關有關，則遞延稅項資產及遞延稅項負債互相抵銷。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Government grant**

Government grants are recognised at their fair value where there is reasonable assurance that the grant will be received and all attaching conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the costs, which it is intended to compensate, are expensed.

Where the grant relates to an asset, the fair value is credited to a deferred income account and is released to the statement of profit or loss over the expected useful life of the relevant asset by equal annual instalments or deducted from the carrying amount of the asset and released to the statement of profit or loss by way of a reduced depreciation charge or over the benefits received by the Group related to such assets.

**Revenue recognition**

Revenue is recognised when it is probable that the economic benefits will flow to the Group and when the revenue can be measured reliably, on the following bases:

- (a) from the sale of properties, when the significant risks and rewards of ownership have been transferred to the buyer, provided that the Group maintains neither managerial involvement to the degree usually associated with ownership, nor effective control over the properties sold;
- (b) rental income, on a time proportion basis over the lease terms;
- (c) finance lease income, when the significant risks and rewards incidental to ownership of the properties have been transferred to the lessee;
- (d) property management service and other fee income, when the services have been rendered;
- (e) interest income, on an accrual basis using the effective interest method by applying the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument or a shorter period, when appropriate, to the net carrying amount of the financial asset; and
- (f) income from E-commerce and the provision of logistics and warehousing services, when the services have been rendered.

**2.4 重大會計政策概要(續)****政府補助**

政府補助於合理地確保本集團將取得該補助並將可符合所有隨附條件時按公平值確認。與開支項目有關的補助，則有系統地於擬作成本開銷期間確認為收入。

當該補助與資產有關時，則以其公平值記錄於遞延收入中，再於有關資產之預計可使用年期內，分期每年分攤計入損益表，或在資產之賬面值扣除，並以扣減折舊費用方式或本集團從該資產得到的得益之攤分方式計入損益表。

**收入確認**

收入乃於經濟利益有可能流入本集團，並能夠可靠地計量收入之時，按下列基準確認：

- (a) 來自銷售物業的收入，於所有權的重大風險及回報已轉移予買家，而本集團並不保留通常與所有權有關的管理權或對已售物業的有效控制；
- (b) 租金收入，在租賃期內按時間比例基準；
- (c) 融資租賃收入，當物業擁有權相關的主要風險及回報已轉移予承租人；
- (d) 物業管理服務及其他費用收入，於提供服務時；
- (e) 利息收入，以累計基準計算，於金融工具的預期年期或較短期間(如適用)內採用實際利息法按估計未來現金收入準確折現至金融資產賬面淨額的折現率；及
- (f) 電子商貿及提供物流倉儲服務收入，於提供服務時。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Share-based payments

The Company operates share option schemes for the purpose of providing incentives and rewards to eligible participants who contribute to the success of the Group's operations. Employees (including directors) of the Group receive remuneration in the form of share-based payments, whereby employees render services as consideration for equity instruments ("equity-settled transactions").

The cost of equity-settled transactions with employees for grants after 7 November 2002 is measured by reference to the fair value at the date at which they are granted. The fair value is determined by an external valuer using an appropriate pricing model, further details of which are given in note 37 to the financial statements.

The cost of equity-settled transactions is recognised, together with a corresponding increase in equity, over the period in which the performance and/or service conditions are fulfilled in employee benefit expense. The cumulative expense recognised for equity-settled transactions at the end of each reporting period until the vesting date reflects the extent to which the vesting period has expired and the Group's best estimate of the number of equity instruments that will ultimately vest. The charge or credit to the statement of profit or loss for a period represents the movement in the cumulative expense recognised as at the beginning and end of that period.

No expense is recognised for awards that do not ultimately vest, except for equity-settled transactions where vesting is conditional upon a market or non-vesting condition, which are treated as vesting irrespective of whether or not the market or non-vesting condition is satisfied, provided that all other performance and/or service conditions are satisfied.

Where the terms of an equity-settled award are modified, as a minimum an expense is recognised as if the terms had not been modified, if the original terms of the award are met. In addition, an expense is recognised for any modification that increases the total fair value of the share-based payments, or is otherwise beneficial to the employee as measured at the date of modification.

## 2.4 重大會計政策概要(續)

### 以股份形式付款

本公司營運購股權計劃，向為本集團業務成就作出貢獻的合資格參與者提供獎勵及報酬。本集團僱員(包括董事)按以股份形式付款方式收取薪酬，僱員以提供服務作為權益工具的代價(「以權益結算的交易」)。

與僱員之間於2002年11月7日後的以權益結算的交易成本乃參考授出日期的公平值計量。公平值乃由外聘估值師採用適當定價模式釐定，進一步詳情載於財務報表附註37。

以權益結算的交易成本連同相應的權益增值於達致表現及/或服務條件期間確認。於各申報期間結束時就直至歸屬日期以權益結算的交易確認的累計開支反映歸屬期的屆滿情況及本集團對最終將歸屬的權益工具數目的最佳估計。就某期間在收益表內扣除或計入的金額，為該期間期初及期末確認的累計開支變動。

不會就最終未有歸屬的獎勵確認任何開支，惟歸屬乃視乎市況或非歸屬條件而定者除外，有關獎勵不論市況如何或非歸屬條件是否達成，均視作已歸屬，前提是所有其他表現及/或服務條件均已達成。

當以權益結算的獎勵的條款經修改，倘符合獎勵的原有條款，則會確認最低額度的開支，猶如條款未經修改。此外，就引致以股份形式付款的總公平值上升或以其他方式對僱員有利的任何改動(以改動當日的計量為準)確認開支。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Share-based payments** (Continued)

Where an equity-settled award is cancelled, it is treated as if it had vested on the date of cancellation, and any expense not yet recognised for the award is recognised immediately. This includes any award where non-vesting conditions within the control of either the Group or the employee are not met. However, if a new award is substituted for the cancelled award, and is designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The dilutive effect of outstanding options is reflected as additional share dilution in the computation of earnings per share.

**Other employee benefits****Pension schemes**

The Group operates a defined contribution Mandatory Provident Fund retirement benefit scheme (the "MPF Scheme") under the Mandatory Provident Fund Schemes Ordinance for all of its employees in Hong Kong. Contributions are made based on a percentage of the employees' basic salaries and are charged to the statement of profit or loss as they become payable in accordance with the rules of the MPF Scheme. The assets of the MPF Scheme are held separately from those of the Group in an independently administered fund. The Group's employer contributions vest fully with the employees when contributed into the MPF Scheme.

The employees of the Group's subsidiaries which operate in Mainland China are required to participate in a central pension scheme operated by the local municipal government. These subsidiaries are required to contribute certain percentage of their respective payroll costs to the central pension scheme. The contributions are charged to the statement of profit or loss as they become payable in accordance with the rules of the central pension scheme.

**2.4 重大會計政策概要(續)****以股份形式付款(續)**

當一項以權益結算的獎勵註銷，會被視作猶如於註銷當日歸屬，及並未就獎勵確認的任何開支將即時確認。此乃包括受本集團或僱員控制的非歸屬條件未能達成的任何獎勵。然而，如一項新獎勵取代一項註銷獎勵，並於授出當日界定為取替的獎勵，如上段所述，註銷及新獎勵兩者會被視為原有獎勵的改動。

尚未行使購股權的攤薄影響用於計算每股盈利時反映為額外股份攤薄。

**其他僱員福利****退休金計劃**

本集團根據強制性公積金計劃條例為其所有香港僱員參與強制性公積金計劃(「強積金計劃」)營運一項定額供款強積金計劃。供款按僱員基本薪金的若干百分比作出，並於根據強積金計劃規則的規定於應付時自收益表扣除。強積金計劃的資產乃與本集團資產分開以獨立管理基金持有。本集團對強積金計劃作出的僱主供款，在供款作出時全數歸屬僱員。

本集團旗下在中國大陸營運的附屬公司的僱員，須參與由地方市政府營運的中央公積金計劃。該等附屬公司須按彼等各自的支薪成本的若干百分比向中央公積金計劃作出供款。供款須按照中央公積金計劃規則的規定於應付時在損益表內扣除。

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## 2.4 Summary of Significant Accounting Policies

(Continued)

### Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, i.e., assets that necessarily take a substantial period of time to get ready for their intended use or sale, are capitalised as part of the cost of those assets. The capitalisation of such borrowing costs ceases when the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs capitalised. All other borrowing costs are expensed in the period in which they are incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### Dividends

Final dividends are recognised as a liability when they are approved by the shareholders in a general meeting. In prior years, final dividends proposed by the directors were classified as a separate allocation of retained profits within the equity section of the statement of financial position, until they have been approved by the shareholders in a general meeting. Following the implementation of the Hong Kong Companies Ordinance (Cap. 622), proposed final dividends are disclosed in the notes to the financial statements.

### Foreign currencies

These financial statements are presented in Hong Kong dollars, which is the Company's functional currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. Foreign currency transactions recorded by the entities in the Group are initially recorded using their respective functional currency rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency rates of exchange ruling at the end of the reporting period. Differences arising on settlement or translation of monetary items are recognised in the statement of profit or loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was measured. The gain or loss arising on translation of a non-monetary item measures at fair value is treated in line with the recognition of the gain or loss on change in fair value of the item (i.e., translation difference on the item whose fair value gain or loss is recognised in other comprehensive income or profit or loss is also recognised in other comprehensive income or profit or loss, respectively).

## 2.4 重大會計政策概要(續)

### 借貸成本

因收購、建設或生產合資格資產(即須頗長期間準備方可用作其擬定用途或銷售的資產)直接產生的借貸成本，乃作為該等資產的部分成本予以資本化。當資產大致達到擬定用途或銷售時，該等借貸成本則不再予以資本化。待作出合資格資產開支的特定借貸臨時投資所賺取的投資收入於借貸成本資本化時扣除。所有其他借貸成本會於發生當期支銷。借貸成本包括利息及其他由公司借貸資金而產生之費用。

### 股息

當末期股息於股東大會上獲股東批准，該等股息則被確認為負債。於以前年度，董事建議的末期股息將於財務狀況表中權益項目下的保留利潤分類為獨立分配，直至該等股息於股東大會上獲股東批准為止。隨著香港公司條例(第622章)的實施，建議的末期股息將於財務報表附註中披露。

### 外幣

此等財務報表按港元呈列，而港元為本公司的功能貨幣。本集團內各實體決定其本身的功能貨幣，而各實體的財務報表內各項目均使用該功能貨幣計量。本集團實體所入賬的外幣交易初步普遍按交易日期其各自的功能貨幣匯率入賬。以外幣為單位的貨幣資產及負債，乃按報告期末的功能貨幣匯率換算。因結算或換算貨幣項目產生的一切差額乃於損益表入賬。

按外幣的歷史成本計量的非貨幣項目按最初交易當日的匯率換算。按外幣公平值計量的非貨幣項目按釐定公平值當日的匯率換算。換算非貨幣項目產生的收益或虧損乃按與確認該項目的公平值變動產生按公平值的收益或虧損一致的方法處理(即公平值收益或虧損於其他全面收入或損益確認的項目的換算差額，亦分別於其他全面收入或損益確認)。

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**2.4 Summary of Significant Accounting Policies**

(Continued)

**Foreign currencies** (Continued)

The functional currencies of certain overseas subsidiaries, joint ventures and associates are currencies other than the Hong Kong dollar. As at the end of the reporting period, the assets and liabilities of these entities are translated into Hong Kong dollars at the exchange rates prevailing at the end of the reporting period and their statements of profit or loss are translated into Hong Kong dollars at the weighted average exchange rates for the year.

The resulting exchange differences are recognised in other comprehensive income and accumulated in the exchange fluctuation reserve. On disposal of a foreign operation, the component of other comprehensive income relating to that particular foreign operation is recognised in the statement of profit or loss.

For the purpose of the consolidated statement of cash flows, the cash flows of overseas subsidiaries are translated into Hong Kong dollars at the exchange rates ruling at the dates of the cash flows. Frequently recurring cash flows of overseas subsidiaries which arise throughout the year are translated into Hong Kong dollars at the weighted average exchange rates for the year.

**3. Significant Accounting Judgements and Estimates**

The preparation of the Group's financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and their accompanying disclosures and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amounts of the assets or liabilities affected in the future.

**Judgements**

In the process of applying the Group's accounting policies, management has made the following judgements, apart from those involving estimations, which have the most significant effect on the amounts recognised in the financial statements:

**2.4 重大會計政策概要(續)****外幣(續)**

若干海外附屬公司、合營企業及聯營公司的功能貨幣為港元以外的貨幣。於報告期末時，該等實體的資產及負債按報告期末時的匯率換算為港元，而該等公司的損益表按該年度普遍的平均匯率換算為港元。

所產生的匯兌差額確認為其他全面收入，並計入匯兌波動儲備。出售海外實體時，在權益確認有關該特定海外業務的遞延累計金額在損益表確認。

就綜合現金流量表而言，海外附屬公司的現金流量按現金流量日期的匯率換算為港元。海外附屬公司於年內經常產生的現金流量則按該年度的加權平均匯率換算為港元。

**3. 重大會計判斷及估計**

編製本集團財務報表時需管理層作出影響於報告期末的收入、費用、資產及負債及其隨附披露事項以及或然負債之呈報金額的判斷、預計及假設。然而，此等假設及預計的不明朗因素將引致受影響之資產或負債賬面值於將來或作出重大調整。

**判斷**

在應用本集團的會計政策的過程中，除該等涉及估計者外，管理層已作出下列對財務報表確認的金額有最重大影響的判斷：

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### 3. Significant Accounting Judgements and Estimates (Continued) Judgements (Continued)

#### Operating lease commitments – Group as lessor

The Group has entered into commercial property leases on its investment property portfolio. The Group has determined, based on an evaluation of the terms and conditions of the arrangements, that it retains all the significant risks and rewards of ownership of these properties which are leased out on operating leases.

#### Classification between investment properties and owner-occupied properties

The Group determines whether a property qualifies as an investment property, and has developed criteria in making that judgement. Investment property is a property held to earn rentals or for capital appreciation or both. Therefore, the Group considers whether a property generates cash flows largely independent of the other assets held by the Group. Some properties comprise a portion that is held to earn rentals or for capital appreciation and another portion that is held for use in the production or supply of goods or services or for administrative purposes. If these portions could be sold separately or leased out separately under a finance lease, the Group accounts for the portions separately. If the portions could not be sold separately, the property is an investment property only if an insignificant portion is held for use in the production or supply of goods or services or for administrative purposes. Judgement is made on an individual property basis to determine whether ancillary services are so significant that a property does not qualify as an investment property.

#### Transfer from properties under development to investment properties

Properties under development are transferred to investment properties when there is a change in use with sufficient evidence. The Group determines whether a change in use has occurred based on an assessment of all relevant facts and circumstances, which include but are not limited to: (a) a business plan that reflects the future rental income generated by the property; (b) the resources to hold and manage an investment property; (c) legal permissibility for the change in use; (d) the commencement of development if the property requires further development for the change in use. Any excess of fair value over the original carrying amount of such properties at the date of transfer was recognised as current year profit or loss.

### 3. 重大會計判斷及估計(續)

#### 判斷(續)

#### 經營租賃承擔 – 本集團作為出租人

本集團已就其投資物業組合訂立商業物業租賃。根據對該等安排的條款及條件作出的評估，本集團已釐定，按照經營租賃出租的該等物業所有權的所有重大風險及回報仍歸本集團所有。

#### 投資物業與業主自用物業之間的分類

本集團釐定物業是否符合投資物業的條件，並已制定出一套判斷準則。投資物業是持作賺取租金或資本增值或兩者俱備的物業。因此，本集團考慮物業產生現金流量時是否大體獨立於本集團持有的其他資產。某些物業的部分是為賺取租金或資本增值而持有，而另一部分是為用於生產或供應貨品或服務或作行政用途而持有。倘若此等部分可以分開出售或根據融資租賃分開出租，本集團將把有關部分分開入賬。倘若該等部分無法分開出售，則僅在非主要部分持作生產或供應貨品或服務或作行政用途時，有關物業方會列作投資物業。本集團按個別基準對物業作出判斷，以決定配套服務是否重要，以致物業不符合投資物業資格。

#### 發展中物業結轉至投資物業

當有充足證明用途轉變時，發展中物業結轉至投資物業。本集團乃基於所有相關事實及情況的評估釐定用途有否轉變，其中包括但不限於：(a) 反映此物業將來產生租金收入的商業計劃；(b) 持有及經營投資物業所需的資源；(c) 容許改變有關用途的法律許可；(d) 如物業改變用途需其他開發，有關開發需開始進行。於結轉日期該等物業的公平值超出原賬面值的任何金額確認為本年度損益。



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### 3. Significant Accounting Judgements and Estimates (Continued)

#### Estimation uncertainty

The key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

#### Impairment of goodwill

The Group determines whether goodwill is impaired at least on an annual basis. This requires an estimation of the value in use of the cash-generating units to which the goodwill is allocated. Estimating the value in use requires the Group to make an estimate of the expected future cash flows from the cash-generating units and also to choose a suitable discount rate in order to calculate the present value of those cash flows. The carrying amount of goodwill at 31 March 2015 was HK\$34,128,000 (2014: HK\$34,128,000). Further details are given in note 17.

#### Estimation of fair value of investment properties

The Group engaged Savills Valuation and Professional Services Limited ("Savills"), independent professionally qualified valuers, to perform the valuation of the Group's investment properties at the end of the reporting period. The carrying amount of investment properties at 31 March 2015 was HK\$30,217,792,000 (2014: HK\$24,033,905,000). Further details are given in note 14.

#### Impairment allowances for trade receivables and other receivables

The Group estimates the impairment allowances for trade receivables and other receivables by assessing the recoverability based on credit history and prevailing market conditions. This requires the use of estimates and judgements. Allowances are applied to trade receivables and other receivables where events or changes in circumstances indicate that the balances may not be collectible. Where the expectation is different from the original estimate, the difference will affect the carrying amounts of trade receivables and other receivables and thus the impairment loss in the period in which the estimate is changed. The Group reassesses the impairment allowances at the end of each reporting period. At 31 March 2015, the carrying amounts of trade receivables and other receivables were HK\$2,082,857,000 (2014: HK\$3,313,022,000).

### 3. 重大會計判斷及估計(續)

#### 估計的不確定因素

有關未来的主要假設以及於報告期末時存在重大風險導致於下一個財政年度對資產及負債的賬面值作出重大調整的其他主要估計不確定因素來源在下文論述。

#### 商譽減值

本集團至少每年釐定商譽是否減值。這需要對獲分配商譽的現金產生單位使用價值作出估計。估計使用價值時，本集團須對現金產生單位的預期未來現金流量作出估計，亦須選擇適當的折現率以計算該等現金流量的現值。於2015年3月31日，商譽的賬面值為34,128,000港元(2014年：34,128,000港元)。詳情載於附註17。

#### 投資物業公平值估計

本集團委聘獨立專業合資格估值師第一太平戴維斯估值及專業顧問有限公司(「第一太平戴維斯」)進行本集團投資物業於報告期末時的估值。於2015年3月31日，投資物業的賬面值為30,217,792,000港元(2014年：24,033,905,000港元)。詳情載於附註14。

#### 應收貿易賬款及其他應收款項的減值撥備

本集團估計應收貿易賬款及其他應收款項的減值撥備，方法是透過基於信貸記錄及現行市況來評估可收回性。此舉需要使用估計及判斷。倘事件或情況變動顯示結餘不可收回，則須就應收貿易賬款及其他應收款項作出撥備。倘預計數額與原先估計有所不同，則此差額將影響有關估計變動期間的應收貿易賬款及其他應收款項的賬面值以及減值虧損。本集團於各報告期末時重新評估減值撥備。於2015年3月31日，應收貿易賬款及其他應收款項的賬面值為2,082,857,000港元(2014年：3,313,022,000港元)。

31 March 2015 2015年3月31日

### 3. Significant Accounting Judgements and Estimates (Continued)

#### Estimation uncertainty (Continued)

##### Deferred tax assets

Deferred tax assets are recognised for unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. The carrying value of deferred tax assets relating to recognised tax losses at 31 March 2015 was HK\$152,803,000 (2014: HK\$52,603,000). The amount of unrecognised tax losses at 31 March 2015 was HK\$452,875,000 (2014: HK\$467,972,000). Further details are contained in note 32 to the financial statements.

### 4. Operating Segment Information

For management purposes, the Group is organised into business units based on their products and services and has five reportable operating segments as follows:

- (a) the property development segment engages in the development of integrated logistics and trade centers and supporting residential and commercial facilities;
- (b) the property investment segment invests in integrated logistics and trade centers and supporting residential and commercial facilities;
- (c) the property management segment engages in the management of the Group's developed properties;
- (d) the E-commerce segment engages in the development, operations and maintenance of an E-commerce platform; and
- (e) the "others" segment comprises, principally, the provision of advertising, exhibition, logistics and warehousing, outlet center operation and other services.

### 3. 重大會計判斷及估計(續)

#### 估計的不確定因素(續)

##### 遞延稅項資產

僅在可能取得應課稅利潤作扣減虧損的情況下，方確認由所有未動用稅項虧損產生的遞延稅項資產。在釐定可予確認的遞延稅項資產款項時，須根據可能的時間、未來應課稅利潤的水平連同未來稅項計劃策略，作出重要的管理層判斷。於2015年3月31日，有關因稅項虧損而確認的遞延稅項資產的賬面值為152,803,000港元(2014年：52,603,000港元)。於2015年3月31日，未確認的稅項虧損為452,875,000港元(2014年：467,972,000港元)。詳情載於財務報表附註32。

### 4. 經營分部資料

就管理而言，本集團按其產品及服務劃分為不同的業務單位，並具備以下五個可申報營運分部：

- (a) 物業發展分部從事發展綜合商貿物流中心及住宅及商業配套設施；
- (b) 物業投資分部投資綜合商貿物流中心及住宅及商業配套設施；
- (c) 物業管理分部從事管理本集團的已建成物業；
- (d) 電子商貿分部從事發展、經營及維持電子商貿平台；及
- (e) 「其他」分部基本上包括提供廣告、展覽、物流倉儲、奧特萊斯中心經營及其他服務。

31 March 2015 2015年3月31日

**4. Operating Segment Information** (Continued)

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on reportable segment profit/(loss), which is a measure of adjusted profit/(loss) before tax. The adjusted profit/(loss) before tax is measured consistently with the Group's profit before tax except that interest income, finance costs, fair value gains from the Group's financial instruments as well as head office and corporate expenses are excluded from this measurement.

Segment assets exclude cash and cash equivalents, equity investments at fair value through profit or loss and other unallocated head office and corporate assets as these assets are managed on a group basis.

Segment liabilities exclude interest-bearing bank and other borrowings, senior notes, short-term notes, medium-term notes, convertible notes, a derivative financial instrument, tax payables and other unallocated head office and corporate liabilities as these liabilities are managed on a group basis.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to third parties at the then prevailing market prices.

No geographical segment analysis is presented as the majority of the assets and operation of the Group are located in PRC, which is considered as one geographical location in an economic environment with similar risks and returns.

There was no single customer to the revenue derived from which amounted to 10% or more of the Group's revenue during the year ended 31 March 2015 (2014: Nil).

**4. 經營分部資料**(續)

管理層會獨立監察營運分部之業績而作出資源分配決定及評定其表現。分部表現乃根據可呈報分部利潤／(虧損)(即經調整稅前利潤／(虧損))評估。經調整稅前利潤／(虧損)與本集團稅前利潤計量方式一致，惟利息收入、融資成本、本集團金融工具公平值收益以及總辦事處及公司開支均無計算在內。

分部資產不包括現金及現金等價物、透過損益以公平值列賬之股本投資及其他未分配總辦事處及公司資產，原因為該等資產按集團整體管理。

分部負債不包括計息銀行及其他借貸、優先票據、短期融資券、中期票據、可換股票據、衍生金融工具、應付稅項及其他未分配總辦事處及公司負債，原因為該等負債按集團整體管理。

分部間銷售及轉讓乃參考當時向第三方按市價作出銷售的售價進行。

由於本集團的大部分資產及經營均位於中國(被視為處於具類似風險及回報的經濟環境的一個地理位置)，本集團並無呈列地理分部分析。

截至2015年3月31日止年度，並無單一客戶為本集團收入貢獻10%或以上(2014年：無)。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

4. Operating Segment Information (Continued)

4. 經營分部資料(續)

Year ended 31 March 2015 截至2015年3月31日止年度		Property development 物業發展 HK\$'000 千港元	Property investment 物業投資 HK\$'000 千港元	Property management 物業管理 HK\$'000 千港元	E-commerce 電子商貿 HK\$'000 千港元	Others 其他 HK\$'000 千港元	Total 總計 HK\$'000 千港元
<b>Segment revenue:</b>	<b>分部收入:</b>						
Sales to external customers	對外部客戶銷售	8,654,171	573,895	133,321	201,806	194,574	9,757,767
Intersegment sales	分部間銷售	-	45,907	41,965	43,127	21,086	152,085
		8,654,171	619,802	175,286	244,933	215,660	9,909,852
Elimination of intersegment sales	分部間銷售對銷						(152,085)
Revenue	收入						9,757,767
Segment results before increase in fair value of investment properties	投資物業公平值增加前分部業績	4,875,425	379,064	(88,574)	201,806	112,948	5,480,669
Increase in fair value of investment properties	投資物業公平值增加	-	2,398,531	-	-	-	2,398,531
Segment results after increase in fair value of investment properties	投資物業公平值增加後分部業績	4,875,425	2,777,595	(88,574)	201,806	112,948	7,879,200
Unallocated cost of sales	未分配銷售成本						(305,139)
Interest income	利息收入						68,996
Gains on held for trading investments at fair value through profit or loss, net	透過損益以公平值列賬之持作買賣 投資收益,淨額						3,770
Unallocated income and gains	未分配收入及收益						251,949
Unallocated expenses	未分配開支						(1,866,482)
Finance costs	融資成本						(165,595)
Share of losses of associates	應佔聯營公司虧損						(7,210)
Profit before tax	稅前利潤						5,859,489
<b>Segment assets</b>	<b>分部資產</b>	32,990,415	29,648,772	9,810	329,344	573,974	63,552,315
<i>Reconciliation:</i>	<i>對賬:</i>						
Investment in a joint venture	於一家合營企業的投資						5,079
Investments in associates	於聯營公司的投資						34,884
Unallocated assets	未分配資產						9,661,693
Total assets	資產總值						73,253,971
<b>Segment liabilities</b>	<b>分部負債</b>	5,371,768	4,408,104	623,801	323,393	173,222	10,900,288
<i>Reconciliation:</i>	<i>對賬:</i>						
Unallocated liabilities	未分配負債						37,331,867
Total liabilities	負債總額						48,232,155
<b>Other segment information:</b>	<b>其他分部資料:</b>						
Depreciation	折舊	36,077	1,758	1,056	4,442	7,811	51,144
Corporate and other unallocated amounts	公司及其他未分配金額						42,121
							93,265
Increase in fair value of investment properties	投資物業公平值增加	-	2,398,531	-	-	-	2,398,531
Capital expenditure*	資本開支*	18,152,683	43,597	1,042	4,323	294,218	18,495,863

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

4. Operating Segment Information (Continued)

4. 經營分部資料(續)

Year ended 31 March 2014 截至2014年3月31日止年度	Property development 物業發展 HK\$'000 千港元	Property investment 物業投資 HK\$'000 千港元	Property management 物業管理 HK\$'000 千港元	E-commerce 電子商貿 HK\$'000 千港元	Others 其他 HK\$'000 千港元	Total 總計 HK\$'000 千港元
<b>Segment revenue:</b>	<b>分部收入：</b>					
Sales to external customers	12,812,583	304,866	67,074	189,128	94,671	13,468,322
Intersegment sales	-	18,353	41,542	48,180	-	108,075
	12,812,583	323,219	108,616	237,308	94,671	13,576,397
Elimination of intersegment sales						(108,075)
Revenue						13,468,322
Segment results before increase in fair value of investment properties	6,293,333	246,389	(45,897)	188,912	71,724	6,754,461
Increase in fair value of investment properties	-	1,266,287	-	-	-	1,266,287
Segment results after increase in fair value of investment properties	6,293,333	1,512,676	(45,897)	188,912	71,724	8,020,748
Unallocated cost of sales						(207,297)
Interest income						48,635
Unallocated income and gains						139,188
Unallocated expenses						(1,678,976)
Finance costs						(152,852)
Share of profit of a joint venture						244
Share of losses of associates						(862)
Profit before tax						6,168,828
<b>Segment assets</b>	20,518,873	24,968,944	4,584	7,510	119,415	45,619,326
<i>Reconciliation:</i>	<i>對賬：</i>					
Investment in a joint venture						8,919
Investments in associates						4,141
Unallocated assets						14,328,556
Total assets						59,960,942
<b>Segment liabilities</b>	9,954,756	4,946,443	52,611	611	78,042	15,032,463
<i>Reconciliation:</i>	<i>對賬：</i>					
Unallocated liabilities						24,784,334
Total liabilities						39,816,797
<b>Other segment information:</b>	<b>其他分部資料：</b>					
Depreciation	-	-	969	1,333	4,881	7,183
Corporate and other unallocated amounts						61,307
						68,490
Increase in fair value of investment properties	-	1,266,287	-	-	-	1,266,287
Capital expenditure*	15,286,126	879,270	4,085	1,417	28,107	16,199,005

\* Capital expenditure consists of additions to property, plant and equipment, properties under development and investment properties.

\* 資本開支包括物業、廠房及設備、發展中物業及投資物業添置。

NOTES TO FINANCIAL STATEMENTS (Continued)

財務報表附註(續)

31 March 2015 2015年3月31日

5. Revenue, Other Income and Gains

Revenue represents the net sales of completed properties, finance lease income, rental income, income from the provision of property management services, E-commerce income and other fee income, net of business tax and other sales related tax.

An analysis of revenue, other income and gains is as follows:

5. 收入、其他收入及收益

收入指扣除營業稅後竣工物業銷售淨額、融資租賃收入、租金收入、提供物業管理服務收入、電子商貿收入及其他費用收入(扣除營業稅及其他銷售相關稅項)。

收入、其他收入及收益分析如下：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
	Notes 附註		
<b>Revenue</b>	<b>收入</b>		
Sales of properties	物業銷售	8,190,793	12,534,980
Finance lease income	融資租賃收入	463,378	277,603
Rental income	租金收入	573,895	304,866
Property management service income	物業管理服務收入	133,321	67,074
E-commerce income	電子商貿收入	201,806	189,128
Other fee income*	其他費用收入*	194,574	94,671
		<b>9,757,767</b>	<b>13,468,322</b>
<b>Other income</b>	<b>其他收入</b>		
Interest income from:	來自下列各項的利息收入：		
Banks	銀行	68,996	42,935
Finance lease receivables	融資租賃應收款項	-	5,700
Government subsidies	政府補貼	56,454	10,270
Others	其他	43,580	24,080
		<b>169,030</b>	<b>82,985</b>
<b>Gains</b>	<b>收益</b>		
Fair value gains/(losses) on held for trading investments at fair value through profit or loss, net	透過損益以公平值列賬之持作買賣投資收益/(虧損)，淨額	3,770	(2,625)
Gains on disposal of held for trading investments at fair value through profit or loss, net	出售透過損益以公平值列賬之持作買賣投資收益，淨額	-	4,115
Fair value gain on derivative financial instrument	衍生金融工具公平值收益	151,915	103,348
		<b>155,685</b>	<b>104,838</b>
		<b>324,715</b>	<b>187,823</b>
<b>Fair value gains on investment properties</b>	<b>投資物業公平值收益</b>	<b>2,398,531</b>	<b>1,266,287</b>

\* Other fee income includes an amount of HK\$92,476,000 (2014: HK\$68,742,000) related to income from retail outlet operations and HK\$95,845,000 (2014: HK\$24,813,000) related to income from logistics and warehousing services.

\* 其他費用收入已包括奧特萊斯運營收入92,476,000港元(2014年：68,742,000港元)及物流及倉儲服務收入95,845,000港元(2014年：24,813,000港元)。

NOTES TO FINANCIAL STATEMENTS (Continued)

財務報表附註(續)

31 March 2015 2015年3月31日

6. Profit Before Tax

The Group's profit before tax is arrived at after charging/(crediting):

6. 稅前利潤

本集團的稅前利潤已扣除/(計入)下列各項：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
	Notes 附註		
Cost of properties sold	已售物業成本	<b>3,563,495</b>	6,409,079
Cost of properties held for finance lease	融資租賃物業成本	<b>215,251</b>	110,171
Depreciation	折舊	<b>94,523</b>	69,631
Less: Depreciation capitalised in respect of properties under development	減：就發展中物業資本化折舊	<b>(1,258)</b>	(1,141)
		<b>93,265</b>	68,490
Amortisation of prepaid land lease payments	預付土地出租金攤銷	<b>14,823</b>	1,198
Minimum lease payments under operating leases in respect of land and buildings and vehicles	土地及樓宇及汽車經營租賃下的最低租金	<b>13,957</b>	14,264
Auditors' remuneration	核數師薪酬	<b>4,000</b>	4,000
Employee benefit expense (including directors' remuneration):	僱員福利開支(包括董事薪酬)：		
Wages and salaries*	工資及薪金*	<b>707,329</b>	582,836
Equity-settled share option expense	以權益結算的購股權開支	<b>90,742</b>	63,357
Pension scheme contributions	退休金計劃供款	<b>86,974</b>	52,023
		<b>885,045</b>	698,216
Foreign exchange differences, net	外匯差額淨額	<b>(9,381)</b>	(6,318)
(Reversal of)/provision for impairment of trade receivables**	應收貿易賬款減值(沖回)/撥備**	<b>(16,400)</b>	58,697
Loss on redemption of senior notes**	贖回優先票據之虧損**	-	176,082
Loss on disposal of items of property, plant and equipment	出售物業、廠房及設備項目虧損	<b>114</b>	973

\* Included amounts of HK\$127,665,100 and HK\$95,658,000 for the years ended 31 March 2015 and 2014, respectively, which were capitalised under properties under development.

\*\* Included in "Other expenses" in the consolidated statement of profit or loss.

\* 包括截至2015年及2014年3月31日止年度的金額分別127,665,100港元及95,658,000港元，已予以資本化計入發展中物業。

\*\* 計入綜合損益表「其他開支」項內。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**7. Finance Costs**

An analysis of finance costs is as follows:

**7. 融資成本**

融資成本之分析如下：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Interest on bank and other borrowings (including convertible notes, senior notes, medium-term notes and short-term notes)	銀行及其他借貸利息 (包括可換股票據、優先票據、 中期票據及短期融資券)	<b>1,617,376</b>	1,207,689
Less: Interest capitalised	減：資本化利息	<b>(1,451,781)</b>	(1,054,837)
Total	總計	<b>165,595</b>	152,852

**8. Directors' Emoluments**

Directors' remuneration for the year, disclosed pursuant to the Rules governing the Listing of Securities on the Hong Kong Stock Exchange (the "Listing Rules") and section 383(1)(a), (b), (c) and (f) of the Hong Kong Companies Ordinance, is as follows:

**8. 董事薪金**

根據香港聯交所證券上市規則(「上市規則」)及香港公司條例第383(1)(a), (b), (c)及(f)條，於本年度的董事薪酬披露如下：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Fees	袍金	<b>4,640</b>	4,640
Other emoluments:	其他酬金：		
Salaries, allowances, and benefits in kind	薪金、津貼及實物福利	<b>16,131</b>	14,136
Performance-related bonuses*	與表現掛鉤的花紅*	<b>52,898</b>	55,080
Equity-settled share option expense	以權益結算的購股權開支	<b>89,552</b>	23,414
Pension scheme contributions	退休金計劃供款	<b>48</b>	30
		<b>163,269</b>	97,300

\* Certain executive directors of the Company are entitled to bonus payments which are determined as a percentage of the Group's consolidated net profit after taxation and non-controlling interests but before non-operating items of the financial year.

\* 本公司若干執行董事有權收取按本集團除稅及非控股權益後但計及本財政年度非營運性項目前綜合淨利潤百分比釐定的花紅。



NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**8. Directors' Emoluments** (Continued)

During the year, three directors were granted share options, in respect of their services to the Group, under the share option scheme of the Company, further details of which are set out in note 37 to the financial statements. The fair value of those options, which is recognised in the statement of profit or loss over the vesting period, was determined as at the date of grant and the amount included in the financial statements for the current year is included in the above directors' remuneration disclosures.

**(a) Independent non-executive directors**

The fees paid to independent non-executive directors during the year were as follows:

		Fees	Equity-settled share option expense	Total
		袍金	以權益結算的 購股權開支	總計
		HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元
<b>2015</b>	<b>2015年</b>			
Leung Kwan Yuen Andrew	梁君彥	380	782	1,162
Li Wai Keung	李偉強	380	782	1,162
Hui Chiu Chung	許照中	380	782	1,162
Yung Wing Ki Samuel	容永祺	380	1,224	1,604
		<b>1,520</b>	<b>3,570</b>	<b>5,090</b>

		Fees	Equity-settled share option expense	Total
		袍金	以權益結算的 購股權開支	總計
		HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元
2014	2014年			
Leung Kwan Yuen Andrew	梁君彥	380	1,059	1,439
Li Wai Keung	李偉強	380	1,059	1,439
Hui Chiu Chung	許照中	380	1,059	1,439
Yung Wing Ki Samuel	容永祺	380	1,059	1,439
		<b>1,520</b>	<b>4,236</b>	<b>5,756</b>

**8. 董事薪金**(續)

年內，三名董事就向本集團提供之服務而根據本公司購股權計劃獲授購股權，其進一步詳情載於財務報表附註37。該等購股權的公平值(已於歸屬期間於損益表確認)乃於授出日期釐定，而載於本年度財務報表的金額已包括於上文董事的酬金披露資料。

**(a) 獨立非執行董事**

年內付予獨立非執行董事的袍金如下：

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

8. Directors' Emoluments (Continued)  
(b) Executive directors and non-executive directors

8. 董事薪金(續)  
(b) 執行董事及非執行董事

		Fees	Salaries, allowances, and benefits in kind	Performance-related bonuses	Equity-settled share option expense	Pension scheme contributions	Total
		袍金	薪金、津貼及實物福利	與表現掛鉤的花紅	以權益結算的購股權開支	退休金計劃供款	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
<b>2015</b>	<b>2015年</b>						
Executive directors:	執行董事:						
Cheng Chung Hing	鄭松興	-	5,850	18,949	-	18	24,817
Leung Moon Lam	梁滿林	-	5,850	18,949	52,721	18	77,538
Xu Yang	許揚	-	926	-	305	-	1,231
Fung Sing Hong Stephen	馮星航	-	3,505	15,000	32,956	12	51,473
		-	16,131	52,898	85,982	48	155,059
Non-executive directors:	非執行董事:						
Ma Kai Cheung	馬介璋	1,080	-	-	-	-	1,080
Sun Kai Lit Cliff	孫啟烈	680	-	-	-	-	680
Ma Wai Mo	馬偉武	680	-	-	-	-	680
Cheng Tai Po	鄭大報	680	-	-	-	-	680
Lin Ching Hua	林璟驊	-	-	-	-	-	-
		3,120	-	-	-	-	3,120
		3,120	16,131	52,898	85,982	48	158,179

NOTES TO FINANCIAL STATEMENTS (Continued)

財務報表附註(續)

31 March 2015 2015年3月31日

8. Directors' Emoluments (Continued)

(b) Executive directors and non-executive directors (Continued)

8. 董事薪金(續)

(b) 執行董事及非執行董事(續)

		Fees	Salaries, allowances, and benefits in kind	Performance-related bonuses	Equity-settled share option expense	Pension scheme contributions	Total
		袍金	薪金、津貼及實物福利	與表現掛鉤的花紅	以權益結算的購股權開支	退休金計劃供款	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
2014	2014年						
Executive directors:	執行董事：						
Cheng Chung Hing	鄭松興	-	5,800	27,540	-	15	33,355
Leung Moon Lam	梁滿林	-	5,800	27,540	16,445	15	49,800
Xu Yang	許揚	-	2,536	-	2,733	-	5,269
		-	14,136	55,080	19,178	30	88,424
Non-executive directors:	非執行董事：						
Ma Kai Cheung	馬介璋	1,080	-	-	-	-	1,080
Sun Kai Lit Cliff	孫啟烈	680	-	-	-	-	680
Ma Wai Mo	馬偉武	680	-	-	-	-	680
Cheng Tai Po	鄭大報	680	-	-	-	-	680
		3,120	-	-	-	-	3,120
		3,120	14,136	55,080	19,178	30	91,544

Mr. Lin Ching Hua, a non-executive director of the Company, has voluntarily decided not to receive any director's emolument from the Company, including a director fee of HK\$380,000 per annum and the 2,000,000 share options granted to him during the year. Apart from this, there was no agreement under which a director waived or agreed to waive any remuneration during the year (2014: Nil).

本公司之非執行董事林璟驊先生自願不收取任何本公司之董事酬金，包括每年董事金380,000港元及於年內授予他的2,000,000股購股權。除此之外，無董事放棄或同意放棄酬金的安排(2014年：無)。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**9. Five Highest Paid Employees**

The five highest paid employees during the year included three (2014: three) directors, details of whose remuneration are set out in note 8 above. Details of the remuneration of the five highest paid employees for the year are as follows:

**9. 五位最高薪人士**

年內，五位最高薪僱員分別包括三名董事(2014年：三名)，其酬金已載於上文附註8。年內五名最高薪僱員薪金的詳情如下：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Salaries, allowances and benefits in kind	薪金、津貼及實物福利	23,429	21,318
Bonuses	花紅	71,298	78,303
Equity-settled share option expense	以權益結算的購股權開支	85,899	44,397
Pension scheme contributions	退休金計劃供款	54	60
		<b>180,680</b>	<b>144,078</b>

The number of the five highest paid employees whose remuneration fell within the following bands is as follows:

介乎以下範圍的五名最高薪僱員人數如下：

		Number of employees 僱員人數	
		2015	2014
HK\$2,000,001 to HK\$15,000,000	2,000,001港元至15,000,000港元	2	2
HK\$15,000,001 to HK\$25,000,000	15,000,001港元至25,000,000港元	1	–
HK\$25,000,001 to HK\$50,000,000	25,000,001港元至50,000,000港元	–	2
HK\$50,000,001 to HK\$75,000,000	50,000,001港元至75,000,000港元	1	1
HK\$75,000,001 to HK\$100,000,000	75,000,001港元至100,000,000港元	1	–
		<b>5</b>	<b>5</b>

During the year, share options were granted to non-director, highest paid employees in respect of their services to the Group, further details of which are included in the disclosure in note 37 to the financial statements. The fair value of those options, which is recognised in the statement of profit or loss over the vesting period, was determined as at the date of grant and the amount included in the financial statements for the current year is included in the above five highest paid employees' remuneration disclosures.

年內，非董事最高薪僱員就其向本集團提供之服務而獲授購股權，其進一步詳情載於財務報表附註37。該等購股權的公平值(已於歸屬期間於損益表確認)乃於授出日期釐定，而載於本年度財務報表的金額已包括於上文五名最高薪僱員酬金的披露資料。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

### 10. Income Tax

Hong Kong profits tax has been provided at the rate of 16.5% (2014: 16.5%) on the estimated assessable profits arising in Hong Kong during the year. No provision for Hong Kong profits tax has been made as the Group had no assessable profits arising in Hong Kong during the year (2014: Nil).

Taxes on profits assessable in Mainland China are calculated at the rates of tax prevailing in the provinces in which the Group operates.

Under the relevant income tax law, the PRC subsidiaries are subject to corporate income tax ("CIT") at a statutory rate of 25% (2014: 25%) on their respective taxable income during the year.

The PRC land appreciation tax ("LAT") is levied at progressive rates ranging from 30% to 60% on the appreciation of land value, being the proceeds from the sale of properties less deductible expenditures including land costs, borrowing costs and all property development expenditures. Amounts of LAT of approximately HK\$1,213,663,000 and HK\$1,270,280,000 were charged to the consolidated statement of profit or loss for the years ended 31 March 2015 and 2014, respectively.

The major components of income tax expenses for the year are as follows:

### 10. 所得稅

年內，於香港產生的估計應課稅溢利乃按16.5% (2014年：16.5%)的稅率計提。年內，由於本集團概無源自香港的應課稅利潤，故並無計提香港利得稅撥備(2014年：無)。

中國大陸的應課稅溢利稅項乃按本集團營運所在省份的現行稅率計提。

根據相關所得稅法，年內，中國附屬公司須就各自應課稅收入按法定稅率25% (2014年：25%)繳納企業所得稅。

中國土地增值稅按30%至60%不等的累進稅率就土地價值(即物業銷售所得款項減包括土地成本、借貸成本及所有物業發展開支在內的可扣減開支)增值徵收。為數約1,213,663,000港元及1,270,280,000港元的土地增值稅，已分別在截至2015年及2014年3月31日止年度的綜合損益表內扣除。

年內，所得稅開支主要部分如下：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Current — Mainland China	即期—中國大陸	819,254	1,239,428
LAT in Mainland China	中國大陸土地增值稅	1,213,663	1,270,280
Deferred Mainland China corporate income tax (note 32)	遞延中國大陸企業所得稅 (附註32)	111,792	(37,230)
Total tax charged for the year	年度稅項支出總額	2,144,709	2,472,478

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**10. Income Tax** (Continued)

A reconciliation of the tax expense applicable to profit before tax at the statutory rate to the tax expense at the Group's effective income tax rate is as follows:

**10. 所得稅**(續)

按法定稅率計算適用於稅前利潤的稅項開支與按本集團本年度實際稅率計算的稅項開支的對賬如下：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Profit before tax	稅前利潤	5,859,489	6,168,828
Tax at the statutory tax rate of 16.5%	按16.5%法定稅率計算的稅項	966,816	1,017,857
Higher tax rates enacted by local authorities	地方機關制定的較高稅率	509,000	544,796
Income not subject to tax	毋須繳稅收入	(176,604)	(135,876)
Expenses not deductible for tax	不可扣稅開支	39,337	70,345
Tax losses utilised from previous years	動用過往年度的稅項虧損	(4,781)	(11,568)
Losses attributable to a joint venture and associates	一家合營企業及 聯營公司應佔虧損	1,803	38
Tax losses not recognised	未確認的稅項虧損	21,155	89,489
LAT	土地增值稅	1,213,663	1,270,280
Tax effect of LAT	土地增值稅的稅務影響	(303,416)	(317,570)
Adjustments in respect of current tax of previous years	過往年度稅項調整	19,955	(109,768)
Effect of withholding tax on the distributable profits of the Group's PRC subsidiaries	按本集團的中國附屬公司的 可分配利潤而計算預扣稅的 影響	(142,219)	54,455
Tax charged at the Group's effective rate	按本集團實際稅率計算的 稅項支出	2,144,709	2,472,478

The share of tax attributable to associates and a joint venture amounting to approximately HK\$1,803,000 (2014: HK\$99,000) and nil (2014: credit of HK\$61,000), respectively, is included in "Share of profits and losses of a joint venture and associates" in the consolidated statement of profit or loss.

聯營公司及一家合營企業應佔稅項分別為約1,803,000港元(2014年:99,000港元)及無(2014年:回撥61,000港元),並計入綜合損益表的「應佔一家合營企業及聯營公司利潤及虧損」內。

31 March 2015 2015年3月31日

## 11. Dividends

## 11. 股息

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Proposed final dividends — HK14.0 cents per ordinary share (2014: HK14.0 cents per ordinary share)	建議末期股息—每股普通股 14.0港仙(2014年： 每股普通股14.0港仙)	1,120,094	966,996

The proposed final dividends are subject to the approval of the Company's shareholders at the forthcoming annual general meeting.

擬派末期股息須待本公司股東於應屆股東周年大會批准後，方可作實。

## 12. Earnings Per Share Attributable to Ordinary Equity Holders of the Parent

The calculation of the basic earnings per share is based on the profit for the year attributable to ordinary equity holders of the parent, and the weighted average number of ordinary shares of 7,650,707,736 (2014: 6,272,737,781) in issue during the year.

The calculation of diluted earnings per share is based on the profit for the year attributable to ordinary equity holders of the parent. The weighted average number of ordinary shares used in the calculation is the number of ordinary shares in issue during the year, as used in the basic earnings per share calculation, and the weighted average number of ordinary shares assumed to have been issued at no consideration on the deemed exercise or conversion of all dilutive potential ordinary shares into ordinary shares.

## 12. 歸屬於母公司普通股權益持有人之每股盈利

每股基本盈利乃根據母公司普通股權益持有人應佔年內利潤及年內已發行7,650,707,736股(2014年：6,272,737,781股)普通股的加權平均數計算。

每股攤薄盈利乃根據母公司普通股權益持有人應佔年內利潤計算。計算所用的普通股加權平均數乃為計算每股基本盈利所用的年內已發行普通股股數，而加權平均普通股數目乃假設行使或轉換所有具潛在攤薄性的普通股為普通股按無償發行。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**12. Earnings Per Share Attributable to Ordinary Equity Holders of the Parent (Continued)**

The calculations of basic and diluted earnings per share are based on:

**12. 歸屬於母公司普通股權益持有人之每股盈利(續)**

每股基本及攤薄盈利的計算乃基於：

		For the year ended 31 March 截至3月31日止年度	
		2015 HK\$'000 千港元	2014 HK\$'000 千港元
<b>Earnings</b>	<b>盈利</b>		
Profit attributable to ordinary equity holders of the parent, used in the basic earnings per share calculation	用於計算每股基本盈利之母公司普通股權益持有人應佔利潤	3,727,872	3,494,481
Add: Interest on convertible notes	加：可換股票據利息	1,701	—
Less: Fair value gain on derivative financial instrument	減：衍生金融工具公平值收益	(151,915)	(103,348)
Profit attributable to ordinary equity holders of the parent, used in the diluted earnings per share calculation	用於計算每股攤薄盈利之母公司擁有人應佔利潤	3,577,658	3,391,133

		Number of Shares 股數	
		2015	2014
<b>Shares</b>	<b>股份</b>		
Weighted average number of ordinary shares in issue during the year used in the basic earnings per share calculation	用於計算每股基本盈利之年內已發行普通股的加權平均數	7,650,707,736	6,272,737,781
Effect of dilution — weighted average number of ordinary shares:	攤薄影響—普通股加權平均數：		
Share options	購股權	74,674,865	187,848,507
Tencent call option (note 30)	騰訊購股權(附註30)	6,810,690	5,174,361
Convertible notes	可換股票據	171,232,876	609,589,041
		7,903,426,167	7,075,349,690



NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

13. Property, Plant and Equipment

13. 物業、廠房及設備

		Buildings	Furniture, fixtures and equipment	Motor vehicles	Total
		樓宇	傢俬、裝置及設備	汽車	總計
31 March 2015	2015年3月31日	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元
At 1 April 2014:	於2014年4月1日：				
Cost	成本	658,730	136,323	59,358	854,411
Accumulated depreciation	累計折舊	(109,236)	(59,459)	(26,793)	(195,488)
Net carrying amount	賬面淨額	549,494	76,864	32,565	658,923
At 1 April 2014, net of accumulated depreciation	於2014年4月1日·已扣除累計折舊	549,494	76,864	32,565	658,923
Additions	添置	7,279	49,133	27,715	84,127
Transfer from properties under development (note 15)	轉撥自發展中物業(附註15)	681,372	–	–	681,372
Disposals	出售	(25)	(2,948)	(265)	(3,238)
Depreciation provided during the year (note 6)	年度折舊撥備(附註6)	(51,326)	(31,003)	(12,194)	(94,523)
Exchange realignment	匯兌調整	1,311	194	65	1,570
At 31 March 2015, net of accumulated depreciation	於2015年3月31日·已扣除累計折舊	1,188,105	92,240	47,886	1,328,231
At 31 March 2015:	於2015年3月31日：				
Cost	成本	1,348,702	181,634	85,896	1,616,232
Accumulated depreciation	累計折舊	(160,597)	(89,394)	(38,010)	(288,001)
Net carrying amount	賬面淨額	1,188,105	92,240	47,886	1,328,231

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

13. Property, Plant and Equipment (Continued)

13. 物業、廠房及設備(續)

		Buildings 樓宇 HK\$'000 千港元	Furniture, fixtures and equipment 傢俬、 裝置及設備 HK\$'000 千港元	Motor vehicles 汽車 HK\$'000 千港元	Total 總計 HK\$'000 千港元
31 March 2014	2014年3月31日				
At 1 April 2013:	於2013年4月1日:				
Cost	成本	612,226	64,459	54,298	730,983
Accumulated depreciation	累計折舊	(76,045)	(35,027)	(18,765)	(129,837)
Net carrying amount	賬面淨額	536,181	29,432	35,533	601,146
At 1 April 2013, net of accumulated depreciation	於2013年4月1日, 已扣除累計折舊	536,181	29,432	35,533	601,146
Additions	添置	942	64,462	10,802	76,206
Acquisition of a subsidiary	收購一家附屬公司	-	9,424	-	9,424
Transfer from properties under development (note 15)	轉撥自發展中物業 (附註15)	53,585	-	-	53,585
Disposals	出售	(5,991)	(1,133)	(3,494)	(10,618)
Depreciation provided during the year (note 6)	年度折舊撥備(附註6)	(34,158)	(25,255)	(10,218)	(69,631)
Exchange realignment	匯兌調整	(1,065)	(66)	(58)	(1,189)
At 31 March 2014, net of accumulated depreciation	於2014年3月31日, 已扣除累計折舊	549,494	76,864	32,565	658,923
At 31 March 2014:	於2014年3月31日:				
Cost	成本	658,730	136,323	59,358	854,411
Accumulated depreciation	累計折舊	(109,236)	(59,459)	(26,793)	(195,488)
Net carrying amount	賬面淨額	549,494	76,864	32,565	658,923

## NOTES TO FINANCIAL STATEMENTS (Continued)

### 財務報表附註(續)

31 March 2015 2015年3月31日

#### 13. Property, Plant and Equipment (Continued)

Certain of the Group's buildings with aggregate carrying values of approximately HK\$23,546,000 and HK\$15,952,000 as at 31 March 2015 and 2014, respectively, were pledged to secure general banking facilities granted to the Group (note 29).

At 31 March 2015, certificates of ownership in respect of certain buildings of the Group in the PRC with an aggregate net book value of approximately HK\$752,134,000 (2014: HK\$195,732,000) had not been issued by the relevant PRC authorities. The Group is in the process of obtaining the relevant certificates of ownership.

#### 14. Investment Properties

		Notes	2015	2014
		附註	HK\$'000	HK\$'000
			千港元	千港元
Carrying amount at beginning of year	年初的賬面值		24,033,905	19,425,946
Additions	添置		2,267,085	879,270
Transfer from properties under development	轉撥自發展中物業	15	1,446,966	2,793,225
Transfer from properties held for finance lease	轉撥自持作融資租賃物業		–	188,797
Transfer to properties held for sale	轉撥自持作銷售物業		–	(460,291)
Net gain from a fair value adjustment	公平值調整淨收益	5	2,398,531	1,266,287
Exchange realignment	匯兌調整		71,305	(59,329)
Carrying amount at end of year	年終的賬面值		30,217,792	24,033,905

The above investment properties are held under medium term leases and are situated in Mainland China.

#### 13. 物業、廠房及設備(續)

於2015年及2014年3月31日，本集團賬面總值分別約23,546,000港元及15,952,000港元的若干樓宇已抵押作為本集團獲授一般銀行融資的擔保(附註29)。

於2015年3月31日，本集團於中國賬面淨值合共約752,134,000港元(2014年：195,732,000港元)的若干樓宇未獲相關中國機關發出所有權證。本集團正在領取相關所有權證。

#### 14. 投資物業

上述投資物業按中期租賃持有，並位於中國大陸。

## NOTES TO FINANCIAL STATEMENTS (Continued)

### 財務報表附註(續)

31 March 2015 2015年3月31日

#### 14. Investment Properties (Continued)

The Group's investment properties were revalued on 31 March 2015 and 2014 by Savills at RMB24,166,500,000 and RMB19,267,200,000, respectively (equivalent to HK\$30,217,792,000 and HK\$24,033,905,000, respectively), on an open market, existing use basis.

The Group's investment properties with aggregate carrying values of approximately HK\$20,652,214,000 and HK\$16,035,574,000 as at 31 March 2015 and 2014, respectively, were pledged to secure general banking facilities granted to the Group (note 29).

The Group's investment properties with aggregate carrying values of approximately HK\$26,084,344,000 and HK\$22,818,938,000 as at 31 March 2015 and 2014, respectively, are subject to sales restriction (note 1(iv),(v) and (vi)).

The Group's investment properties consist of commercial properties in Mainland China. The directors of the Company have determined that the investment properties consist of one class of asset, i.e., commercial properties, based on the nature, characteristics and risks of each property. The Group's investment properties were revalued on 31 March 2015 based on valuations performed by Savills, an independent professionally qualified valuer, at approximately HK\$30,217,792,000 on an open market, existing use basis. Each year, the Group's management decides, to appoint which external valuer to be responsible for the external valuations of the Group's properties. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained. The Group's management has discussions with the valuer on the valuation assumptions and valuation results twice a year when the valuation is performed for interim and annual financial reporting.

#### 14. 投資物業(續)

第一太平戴維斯於2015年及2014年3月31日重估本集團的投資物業，按公開市場現有用途基準的價值分別為人民幣24,166,500,000元及人民幣19,267,200,000元(分別相等於30,217,792,000港元及24,033,905,000港元)。

於2015年及2014年3月31日，本集團賬面總值分別約20,652,214,000港元及16,035,574,000港元的投資物業已抵押作為本集團獲授一般銀行融資的擔保(附註29)。

於2015年及2014年3月31日，本集團賬面總值分別約26,084,344,000港元及22,818,938,000港元的投資物業受到銷售限制(附註1(iv),(v)和(vi))。

本集團的投資物業包括在中國的商業物業。本公司董事認為，投資物業按照各物業的性質、特性及風險分為一類資產(商業物業)。根據一家獨立專業合資格估值師第一太平戴維斯進行的估值，本集團的投資物業於2015年3月31日的按公開市場現有用途基準重估價值約30,217,792,000港元。本集團的管理層每年決定委任負責對本集團物業進行外部估值的外聘估值師人選。篩選準則包括市場知識、聲譽、獨立性，以及是否維持專業水平。就中期及年度財務報告進行估值時，本集團的管理層與估值師每年就估值假設及估值結果進行兩次討論。

31 March 2015 2015年3月31日

**14. Investment Properties** (Continued)**Fair value hierarchy**

The following table illustrates the fair value measurement hierarchy of the Group's investment properties:

**14. 投資物業**(續)**公平值層級**

下表說明本集團投資物業的公平值計量層級：

		Fair value measurement as at 31 March 2015 using significant unobservable inputs (Level 3) 於2015年3月31日 使用重大非觀察輸入數據 的公平值計量 (第3級) HK\$'000 千港元
Recurring fair value measurement for:	就以下各項的經常性公平值計量：	
Commercial properties	商業物業	30,217,792

During the year, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfers into or out of Level 3.

年內，第1級與第2級之間概無發生公平值計量的轉移，第3級亦無公平值計量轉入或轉出。

Below is a summary of the valuation techniques used and the key inputs to the valuation of investment properties:

以下為投資物業估值所用的估值技術及主要輸入數據的概要：

	Valuation technique 估值技術	Significant unobservable inputs 重大非觀察輸入數據	Range 範圍
As at 31 March 2015 於2015年3月31日			
Commercial properties 商業物業	Income capitalisation method 收入資本化法	Market unit rental rate (RMB/sq. m./month) 市場單位租金(人民幣/平方米/月)	25-385
		Capitalisation rate 資本化率	3.00%-8.00%

The fair values of investment properties are determined principally using the income capitalisation method by capitalising the rental income derived from the existing tenancies with due provisions for the reversionary income potential of the properties. The fair value measurement is positively correlated to the market unit rental rate and negatively correlated to capitalisation rate. For the portions which were under construction, the expended construction costs and the costs that are expected to be expended to complete the properties has also been taken into account in arriving at their fair values.

投資物業公平價值主要按收入資本化釐定，方法是將現有租賃所得的租金收入資本化，並就物業的潛在可復歸收入計提適當撥備。公平價值計量與市場租金成正比且與資本化率成反比。就正在建造之部分，在確定公平價值時，已考慮已計及已支銷的建築成本及完成開發項目將支銷的成本。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

15. Properties Under Development

15. 發展中物業

			2015	2014
		Notes	HK\$'000	HK\$'000
		附註	千港元	千港元
Carrying amount at beginning of year	年初的賬面值		2,933,492	2,381,710
Additions	添置		16,144,651	15,243,529
Transfer to property, plant and equipment	轉撥至物業、廠房及設備	13	(681,372)	(53,585)
Transfer to investment properties	轉撥至投資物業	14	(1,446,966)	(2,793,225)
Transfer to prepaid land lease payments	轉撥至預付土地出租金	16	(659,404)	(38,864)
Transfer to completed properties held for sale and properties under development held for sale	轉撥至已竣工持作銷售物業及發展中持作銷售物業		(12,601,248)	(11,801,130)
Exchange realignment	匯兌調整		8,013	(4,943)
Carrying amount at end of year	年終的賬面值		3,697,166	2,933,492

The above properties under development are held under medium or long term leases and situated in Mainland China.

Certain of the Group's properties under development with aggregate carrying values of approximately HK\$190,683,000 and HK\$234,035,000 as at 31 March 2015 and 2014, respectively, were pledged to secure general banking facilities granted to the Group (note 29).

During the current year, the Group has received government grants with a total amount of approximately RMB858,047,000 (equivalent to HK\$1,072,903,000), which were provided by the local government authorities to support infrastructure construction and development activities in connection with the Group's property development projects. The amount was deducted from the additions of properties under development for the year. An aggregate amount of approximately RMB654,082,000 (equivalent to HK\$813,287,000) (2014: RMB14,472,000 (equivalent to HK\$18,349,000)) which related to properties sold, has been credited to the cost of properties sold during the year.

上述發展中物業按中期或長期租賃持有，並位於中國大陸。

於2015年及2014年3月31日，本集團賬面總值分別約190,683,000港元及234,035,000港元的若干發展中物業已抵押作為本集團獲授一般銀行融資的擔保(附註29)。

年內，本集團取得總數為約人民幣858,047,000(相等於1,072,903,000港元)由地方政府機關提供，旨在為集團物業發展項目中有關於基礎建設工程及發展活動提供支持的政府補助。此全額已在添置發展中物業中扣除。其中關於已售出物業累計金額約人民幣654,082,000(相等於813,287,000港元)(2014年：人民幣14,472,000(相等於18,349,000港元))在年內於已售物業成本扣除。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

16. Prepaid Land Lease Payments

16. 預付土地出租金

			2015	2014
		Notes	HK\$'000	HK\$'000
		附註	千港元	千港元
Carrying amount at beginning of year	年初的賬面值		144,093	105,630
Transfer from properties under development	轉撥自發展中物業	15	659,404	38,864
Recognised during the year	年內確認	6	(14,823)	(1,198)
Exchange realignment	匯兌調整		13,968	797
Carrying amount at end of year	年終的賬面值		802,642	144,093
Current portion included in prepayments, deposits and other receivables	計入預付款項、按金及其他應收款項的即期部分		(14,823)	(1,198)
Non-current portion	非即期部分		787,819	142,895

17. Goodwill

17. 商譽

		HK\$'000
		千港元
At 1 April 2013:	於2013年4月1日：	
Cost	成本	20,066
Accumulated impairment	累計減值	(20,066)
Net carrying amount	賬面淨額	-
Cost at 1 April 2013, net of accumulated impairment	於2013年4月1日，已扣除累計減值	-
Acquisition of a subsidiary	收購一間附屬公司	34,128
At 31 March 2014	於2014年3月31日	34,128
At 31 March 2014 and 31 March 2015:	於2014年3月31日及2015年3月31日：	
Cost	成本	54,194
Accumulated impairment	累計減值	(20,066)
Net carrying amount	賬面淨額	34,128

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

17. Goodwill (Continued)

Impairment testing of goodwill

Goodwill acquired through business combinations have been allocated to the hotel cash-generating unit and the property leasing operation cash-generating unit for impairment testing.

- Hotel cash-generating unit
- Property leasing cash-generating unit

The carrying amount of goodwill allocated to each of the cash-generating units is as follows:

	Hotel		Property leasing		Total		
	酒店		物業租賃		總額		
	2015	2014	2015	2014	2015	2014	
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
	千港元	千港元	千港元	千港元	千港元	千港元	
Carrying amount of goodwill	商譽賬面值	-	-	34,128	34,128	34,128	34,128

The Group has leased its hotel properties to an independent party. Full impairment loss of HK\$20,066,000 has been provided on the goodwill related to the hotel operation of the Group in previous year.

The recoverable amount of the property leasing operation cash-generating unit is determined based on a value-in-use calculation using cash flow projections based on financial budgets approved by senior management covering a five-year period.

The key assumptions adopted on growth rate and discount rate used in the value-in-use calculation is based on management's best estimates. The growth rate of 5% is determined by considering both internal and external factors relating to the property leasing segment. The discount rate applied to the cash flow projections is 15%.

Management believes that any reasonably possible change in the key assumptions on which the recoverable amounts of goodwill are based would not cause the carrying amounts of goodwill to exceed their recoverable amounts.

17. 商譽(續)

商譽減值測試

透過業務合併收購的商譽已分配至酒店的現金產生單位及物業租賃的現金產生單位作減值測試。

- 酒店的現金產生單位
- 物業租賃的現金產生單位

分配於各現金產生單位的商譽賬面值如下：

本集團已出租其酒店物業予一個獨立第三方。有關本集團的酒店營運的商譽在以前年度已計提了全部的減值虧損，金額為20,066,000港元。

物業租賃的現金產生單位的可收回金額使用價值計算法確定。該計算法使用以高級管理層批准為期五年的財務預算為基準的現金流量預測。

價值計算法中的增長率及貼現率採用的主要假設是以管理層的最佳預測為基準。5%的增長率是考慮有關物業租賃分部的內部及外部因素而確定。現金流量預測的貼現率為15%。

管理層相信商譽可收回金額的主要假設，如有任何合理性的可能改變，都不會引致商譽賬面值大於其可收回金額。



NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

18. Investment in a Joint Venture

18. 於一家合營企業的投資

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Share of net assets	應佔資產淨值	–	–
Due from a joint venture	應收一家合營企業款項	10,299	14,127
		10,299	14,127
Provision for impairment	減值撥備	(5,220)	(5,208)
		5,079	8,919

The amount due from a joint venture is unsecured, has no fixed terms of repayment and bears interest at 7% per annum. The carrying amount of the amount due from a joint venture approximates to its fair value.

應收一家合營企業款項為無抵押、無固定還款期及按年7%計息。該應收一家合營企業款項的賬面值與其公平值相若。

Particulars of the Group's joint venture is as follows:

本集團合營企業詳情如下：

Name	Place of registration and business	Nominal value of issued and fully paid-up registered capital as at 31 March 2015 於2015年3月31日 已發行及繳足註冊 資本面值	Date of incorporation/ registration 註冊成立/ 註冊日期	Percentage of equity attributable to the Group as at 31 March		Principal activities
				2015	2014	
名稱	註冊及 經營地點			於3月31日本集團 應佔權益百分比	2014 %	主要業務
China South Royal Restaurant (Shenzhen) Co., Ltd. <sup>#</sup> 華南富豪酒樓(深圳)有限公司 <sup>#</sup>	PRC/Mainland China 中國/中國大陸	RMB5,000,000 人民幣5,000,000元	16 June 2005 16-06-2005	50.5	50.5	Restaurant operations 酒樓營運

Note:

附註：

<sup>#</sup> The Group holds a 50.5% of the registered capital of China South Royal Restaurant (Shenzhen) Co., Ltd, a sino-foreign equity joint venture. Pursuant to the shareholders' agreement and the articles of association of the joint venture, none of the parties has unilateral control over the operating and financing decisions of the joint venture. Accordingly, the directors account for the Group's interest in the company as an investment in a joint venture.

<sup>#</sup> 本集團持有華南富豪酒樓(深圳)有限公司(一家中外合資經營公司)註冊資本的50.5%。根據股東協議及合營企業組織章程細則，任何一方對該等合營企業的經營及財務決策均無單方面控制的權利。因此，董事認為將本集團於其中的權益入賬列為於一家合營企業的投資。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**18. Investment in a Joint Venture (Continued)**

The Company holds the 50.5% of the registered capital of the joint venture through a wholly-owned subsidiary. The joint venture has financial year end of 31 December. The consolidated financial statements are adjusted for the material transactions between the joint venture and the group companies between 1 January and 31 March annually.

The following table illustrates the financial information of the Group's joint venture:

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Share of joint venture's assets and liabilities:	應佔合營企業資產及負債：		
Current assets	流動資產	218	4,936
Non-current assets	非流動資產	–	1,107
Current liabilities	流動負債	(6,825)	(11,615)
Net liabilities	負債淨值	(6,607)	(5,572)
Share of joint venture's results:	應佔合營企業業績：		
Revenue	收入	16,976	19,262
Expenses	開支	(16,976)	(19,018)
Profit for the year	本年度利潤	–	244

**18. 於一家合營企業的投資(續)**

本公司透過一家全權擁有的附屬公司擁有一家合營企業註冊資本的50.5%。合營企業的財政年度乃截至12月31日止。綜合財務報表就每年1月1日至3月31日期間合營企業與集團成員公司之間的重大交易作出調整。

下表說明本集團合營企業的財務資料概要：

**19. Investments in Associates**

**19. 於聯營公司的投資**

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Share of net assets	應佔資產淨值	–	7,234
Due to associates	應付聯營公司款項	(3,514)	(3,134)
Due from associates	應收聯營公司款項	38,398	41
		34,884	4,141

The amounts due from/(to) associates included in investments in associates above are unsecured, interest-free and have no fixed terms of repayment.

計入上述於聯營公司的投資的應收/(應付)聯營公司款項為無抵押、免息及無固定還款期。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

19. Investments in Associates (Continued)

Particulars of the associates are as follows:

Name	Place of registration and business	Nominal value of issued and fully paid-up registered capital	Date of incorporation/ registration	Percentage of equity attributable to the Group as at 31 March		Principal activities
				2015	2014	
China South Intimex Technology (Shenzhen) Co., Ltd. 華南泰美科技(深圳)有限公司	PRC/Mainland China 中國/中國大陸	RMB10,000,000 人民幣10,000,000元	18 January 2004 18-01-2004	30	30	Website and software development 網站及軟件開發
Harbin Huayilong Fur Market Co., Ltd. 哈爾濱華億龍皮革城有限公司	PRC/Mainland China 中國/中國大陸	RMB21,000,000 人民幣21,000,000元	17 January 2014 17-01-2014	25	25	Property leasing 物業租賃

The associates have financial year end of 31 December. The consolidated financial statements are adjusted for the material transactions between the associates and the group companies between 1 January and 31 March annually.

The associates have been accounted for using the equity method in these financial statements.

The following table illustrates the aggregate financial information of the Group's associates:

19. 於聯營公司的投資(續)

聯營公司詳情如下：

聯營公司的財政年度乃截至12月31日止。綜合財務報表就每年1月1日至3月31日期間聯營公司與集團成員公司之間的重大交易作出調整。

聯營公司乃以權益法於此等財務報表入賬。

下表列示摘錄本集團聯營公司的財務資料概要：

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Assets	資產	16,305	43,751
Liabilities	負債	43,902	18,661
Revenue	收入	35	18
Loss	虧損	(24,035)	(2,874)

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**20. Available-for-sale Investment**

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Unlisted equity investment, at cost	按成本計算的非上市權益投資	175,500	-

As at 31 March 2015, certain unlisted equity investments with a carrying amount of HK\$175,500,000 (2014: Nil) were stated at cost less impairment because the range of reasonable fair value estimates is so significant that the directors are of the opinion that their fair value cannot be measured reliably. The Group does not intend to dispose of them in the near future.

**21. Finance Lease Receivables**

The balance represents entrusted loans provided by the Group to lessees through Shanghai Pudong Development Bank in connection with the finance lease of its properties. The finance lease receivables, which bear interest at rates ranging from 6.336% to 6.435% per annum, are repayable by monthly instalments within 10 years. The carrying amounts of the finance lease receivables approximate to their fair values. The amounts of the current portion of the finance lease receivables as at 31 March 2015 was approximately HK\$8,224,000 (2014: HK\$8,204,000) which was included in prepayments, deposits and other receivables.

**20. 可供出售金融投資**

由於帳面值為175,500,000港元(2014年：無)的可供出售金融投資的合理公平價值估計範圍頗大，致使董事認為其公平值不能可靠地計量，故於2015年3月31日按成本減去減值計量。本集團並無意向於不久將來出售此等投資。

**21. 融資租賃應收款項**

結餘指本集團就其物業的融資租賃，透過上海浦東發展銀行向承租人提供的委託貸款。融資租賃應收款項按年利率介乎6.336%至6.435%計息，並須於10年內每月分期償還。融資租賃應收款項的賬面值與其公平值相若。於2015年3月31日，融資租賃應收款項的即期部分金額分別為約8,224,000港元(2014年：8,204,000港元)，已計入預付款項、按金及其他應收款項。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**22. Deposits Paid for Purchase of Land Use Rights**

The balance represents deposits paid for acquisitions of land use rights for parcels of land in Mainland China. The carrying amounts of the deposits paid for the purchase of land use rights approximate to their fair values.

**22. 購買土地使用權支付的按金**

結餘指在中國大陸收購地塊的土地使用權所支付的按金。購買土地使用權支付的按金的賬面值與其公平值相若。

**23. Properties Held for Sale**

**23. 持作銷售物業**

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Completed properties held for sale	持作銷售竣工物業	9,967,608	7,093,329
Properties under development expected to be completed within normal operating cycle	預期於正常營運週期內竣工的發展中物業	13,002,368	6,361,371
		<b>22,969,976</b>	13,454,700
Properties under development expected to be completed and ready for sale	發展中物業預期竣工及可作銷售		
Within one year	一年內	6,535,438	3,001,786
Beyond one year	一年後	6,466,930	3,359,585
Total	總值	<b>13,002,368</b>	6,361,371

Certain of the Group's properties held for sale with an aggregate carrying value of approximately HK\$3,626,061,000 (2014: HK\$3,707,127,000) at the end of the reporting period were pledged to secure the bank loans granted to the Group (note 29).

於報告期末時，賬面值合共約3,626,061,000港元(2014年：3,707,127,000港元)的本集團若干持作銷售物業已抵押作為本集團獲授銀行貸款的擔保(附註29)。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

24. Trade Receivables

24. 應收貿易賬款

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Trade receivables	應收貿易賬款	1,778,414	2,964,107
Impairment	減值	(141,788)	(158,268)
		<b>1,636,626</b>	<b>2,805,839</b>

Trade receivables represent sales income, rentals receivable and service income receivables from customers which are payable on issuance of invoices or in accordance with the terms of the related sale and purchase agreements. The Group generally allows a credit period of not exceeding 60 days to its customers. Overdue balances are reviewed regularly by senior management. In view of this and the fact that the Group's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk. Trade receivables are non-interest-bearing. The carrying amounts of the trade receivables approximate to their fair values.

An aged analysis of the trade receivables based on the payment due date as at the end of the reporting period, net of provision, is as follows:

應收貿易賬款指於出具發票時應收或根據相關買賣協議條款應收客戶的銷售收入、應收租金及服務收入。本集團一般提供不超過60天信貸期予客戶。高級管理層定期審閱逾期結餘。有鑑於此及本集團的應收貿易賬款與大量不同客戶有關，故並無重大集中信貸風險。應收貿易賬款為免息。應收貿易賬款賬面值與其公平值相若。

於報告期末時，根據付款到期日，應收貿易賬款扣除撥備後的賬齡分析如下：

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Within 1 month	1個月以內	952,372	1,805,792
1 to 2 months	1至2個月	55,269	208,048
2 to 3 months	2至3個月	32,239	316,165
Over 3 months	逾3個月	596,746	475,834
		<b>1,636,626</b>	<b>2,805,839</b>

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**24. Trade Receivables (Continued)**

The movements in provision for impairment of trade receivables are as follows:

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Carrying amount at beginning of year	年初的賬面值	158,268	100,721
(Reversal of)/provision for impairment losses (note 6)	減值(沖回)/撥備 (附註6)	(16,400)	58,697
Exchange realignment	匯兌調整	(80)	(1,150)
Carrying amount at end of year	年終的賬面值	141,788	158,268

The aged analysis of the trade receivables that are not individually nor collectively considered to be impaired is as follows:

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Neither past due nor impaired	未逾期及未減值	875,257	499,802
Less than 1 month past due	逾期少於1個月	77,115	1,305,990
1 to 3 months past due	逾期1至3個月	87,508	524,213
Over 3 months past due	逾期3個月以上	596,746	475,834
		1,636,626	2,805,839

Receivables that were neither past due nor impaired and past due but not impaired relate to a large number of diversified customers for whom there was no recent history of default. The Group would not release the property ownership certificates to the buyers before the buyers fully settle the payment.

**24. 應收貿易賬款(續)**

應收貿易賬款的減值撥備變動如下：

個別或合計均不被視為減值的應收貿易賬款的賬齡分析如下：

未逾期及未減值以及已逾期但未減值的應收款項與大量不同客戶有關，彼等最近並無欠款記錄。在買家全數清償付款前，本集團不會向其發出房產證。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

25. Prepayments, Deposits and Other Receivables

25. 預付款項、按金及其他應收款項

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Prepayments	預付款項	207,554	222,290
Receivables for disposal of subsidiaries*	出售附屬公司的應收款項*	12,504	202,107
Deposits and other receivables	按金及其他應收款項	425,503	296,872
Current portion of finance lease receivables (note 21)	融資租賃應收款項之即期部分 (附註21)	8,224	8,204
		<b>653,785</b>	729,473

The financial assets included in the above balances relate to receivables for which there was no recent history of default.

於上述結餘入賬的金融資產最近並無欠款記錄。

\* The amount represented receivables from an independent third party in connection with the disposal of certain subsidiaries by the Group in 2012. An amount of RMB157,820,000 was settled in the current year and the remaining balance is expected to be collected before 31 March 2016. The carrying amount of the receivables balance approximates to its fair value.

\* 指於2012年，本集團出售若干附屬公司予獨立第三方之應收款。人民幣157,820,000元已於本年度償付，餘額預期於2016年3月31日前收回。應收款項的賬面值與其公平值相若。

26. Held for Trading Investments at Fair Value Through Profit Or Loss

26. 透過損益以公平值列賬之持作買賣投資

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Listed investment funds at market value	按市值計算的上市投資基金	32,890	29,120

The above listed investment funds at 31 March 2015 and 2014 were classified as held for trading upon initial recognition, and designated by the Group as financial assets at fair value through profit or loss since they were acquired or incurred principally for the purpose of selling or repurchasing in the near term.

於2015年及2014年3月31日，上述上市投資基金初步確認時分類為持作買賣，由於收購或產生主要為於短期內銷售或購回，故本集團將其指定為透過損益以公平值列賬的金融資產。



NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

27. Cash and Cash Equivalents and Restricted Cash

27. 現金及現金等價物及受限制現金

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Cash and bank balances	現金及銀行結餘	8,672,722	12,777,108
Less: Restricted cash*	減：受限制現金*	(1,419,253)	(1,474,064)
Cash and cash equivalents	現金及現金等價物	7,253,469	11,303,044

\* Restricted cash mainly comprises: (i) guarantee deposits for the mortgage loan facilities granted by the banks to purchasers of the Group's properties; (ii) guarantee funds of construction projects to meet local authorities' requirements; and (iii) certain amount of pre-sale proceeds of properties placed as guarantee deposits for the construction of related properties.

At the end of the reporting period, the cash and cash equivalents of the Group denominated in Renminbi amounted to approximately HK\$5,488,597,000 (2014: HK\$8,219,500,000). RMB is not freely convertible into other currencies, however, under Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations, the Group is permitted to exchange RMB for other currencies through banks authorised to conduct foreign exchange business.

Cash at banks earns interest at floating rates based on daily bank deposit rates. Short term time deposits are made for varying periods of between one day and three months depending on the immediate cash requirements of the Group, and earn interest at the respective short term time deposit rates. The bank balances and restricted cash are deposited with creditworthy banks with no recent history of default.

\* 受限制現金主要包括：(i)就購買本集團物業之買家獲銀行授予的按揭貸款融資的保證按金；(ii)建設項目的保證金，以符合當地機關的要求及(iii)物業預售的若干所得款項金額，以作為相關物業建設的保證按金。

於報告期末，本集團以人民幣為單位的現金及現金等價物約5,488,597,000港元(2014年：8,219,500,000港元)。人民幣並不可自由兌換為其他貨幣，然而，根據中國大陸的外匯管制條例及結匯、付匯及售匯規定，本集團可以透過獲准進行外匯業務的銀行將人民幣兌換為其他貨幣。

存於銀行現金根據每日銀行存款利率按浮動利率賺取利息。短期定期存款的存款期各異，由一天至三個月不等，視乎本集團即時的現金需求而定，而利息則按各個短期定期存款利率賺取。銀行結餘及受限制現金乃存放於信譽良好且近期並無欠款記錄的銀行。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

28. Trade and Other Payables

28. 貿易及其他應付款項

			2015	2014
		Notes	HK\$'000	HK\$'000
		附註	千港元	千港元
Other payables and accruals	其他應付款項及應計項目		1,626,215	2,647,884
Notes payable	應付票據	(i)	187,560	62,495
Deposits and receipts in advance	按金及預收款項		3,913,942	5,120,311
Construction fee and retention payables	應付建築費用及保留金	(ii)	7,806,948	5,979,226
			<b>13,534,665</b>	13,809,916

(i) An aged analysis of the Group's notes payable presented based on the invoice date at the end of the reporting period is as follows:

(i) 於報告期末本集團基於發票日之應付票據的賬齡分析如下：

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
1 to 3 months	1至3個月	187,560	62,495

(ii) An aged analysis of the construction fee and retention payables as at the end of reporting period is as follows:

(ii) 於報告期末建築費用及保留金應付款項的賬齡分析如下：

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Within 1 year	1年內	7,714,040	5,923,618
Over 1 year	超過1年	92,908	55,608
		<b>7,806,948</b>	5,979,226

The construction fee and retention payables are non-interest-bearing and repayable within the normal operating cycle or on demand.

應付建築費用及保留金為免息及須於一般業務週期或應要求償還。

The other payables are non-interest-bearing.

其他應付款項為免息。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

29. Interest-Bearing Bank and Other Borrowings

29. 計息銀行及其他借貸

		2015			2014		
		Effective interest rate (%) 實際利率 (%)	Maturity 到期	HK\$'000 千港元	Effective interest rate (%) 實際利率 (%)	Maturity 到期	HK\$'000 千港元
<b>Current</b>	<b>即期</b>						
Bank loans – unsecured	銀行貸款 – 無抵押	5.50%–6.94%	2015–2016	2,357,004	6.00%–7.87% HIBOR+2.75%	2014–2015	2,163,740
Bank loans – secured	銀行貸款 – 有抵押	6.16%–6.60%	2015–2016	1,025,328	5.40%–6.80%	2014–2015	1,122,660
Current portion of long term bank and other borrowings:	長期銀行及其他借貸的 即期部分：						
Bank loans – unsecured	銀行貸款 – 無抵押	6.15%–7.07% HIBOR+2.65%– HIBOR+2.75%	2015–2016	1,280,871	6.15%–7.38%	2014–2015	606,632
Bank loans – secured	銀行貸款 – 有抵押	5.54%–8.00%	2015–2016	2,161,746	5.90%–7.07%	2014–2015	1,948,688
				<b>6,824,949</b>			<b>5,841,720</b>
<b>Non-current</b>	<b>非即期</b>						
Bank loans – unsecured	銀行貸款 – 無抵押	6.15%–7.07% HIBOR+2.65%– HIBOR+2.75%	2016–2020	1,467,249	6.15%–7.38%	2015–2020	1,190,789
Bank loans – secured	銀行貸款 – 有抵押	5.54%–7.38%	2016–2021	7,173,149	5.90%–7.07%	2015–2020	5,419,886
				<b>8,640,398</b>			<b>6,610,675</b>
				<b>15,465,347</b>			<b>12,452,395</b>

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**29. Interest-Bearing Bank and Other Borrowings** 29. 計息銀行及其他借貸(續)  
(Continued)

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Analysed into:	分析列為：		
Bank loans repayable:	須於以下期間償還的 銀行貸款：		
Within one year or on demand	一年內或應要求	<b>6,824,949</b>	5,841,720
In the second year	第二年	<b>4,296,445</b>	2,834,159
In the third to fifth years, inclusive	第三至第五年 (包括首尾兩年在內)	<b>3,809,632</b>	3,182,155
Beyond five years	五年後	<b>534,321</b>	594,361
		<b>15,465,347</b>	12,452,395

31 March 2015 2015年3月31日

**29. Interest-Bearing Bank and Other Borrowings**

(Continued)

Bank loans with a total amount of HK\$10,360,223,000 (2014: HK\$8,491,234,000) are secured by:

- (i) Certain of the Group's buildings with aggregate carrying values of approximately HK\$23,546,000 and HK\$15,952,000 as at 31 March 2015 and 2014, respectively (note 13);
- (ii) Certain of the Group's investment properties situated in Mainland China with aggregate carrying values of approximately HK\$20,652,214,000 and HK\$16,035,574,000 as at 31 March 2015 and 2014, respectively (note 14);
- (iii) Certain of the Group's properties under development situated in Mainland China with aggregate carrying values of approximately HK\$190,683,000 and HK\$234,035,000 as at 31 March 2015 and 2014, respectively (note 15); and
- (iv) Certain of the Group's properties held for sale with aggregate carrying values of approximately HK\$3,626,061,000 and HK\$3,707,127,000 as at 31 March 2015 and 2014, respectively (note 23).

Except for the bank loan equivalent to HK\$850,000,000 (2014: HK\$500,000,000), which is denominated in Hong Kong dollars and bears interest at floating rate ranging from the Hong Kong Inter-bank Offered Rate ("HIBOR") +2.65% to HIBOR+2.75%, the other interest-bearing borrowings of the Group are denominated in RMB and bear interest at floating rates ranging from 5.5% to 8.0% per annum (2014: 5.40% to 7.87% per annum).

The carrying amounts of the Group's bank and other borrowings approximate to their fair values, which have been calculated by discounting the expected future cash flows at the prevailing interest rates.

**29. 計息銀行及其他借貸(續)**

10,360,223,000 港元 (2014 年 : 8,491,234,000 港元) 的銀行貸款由下列各項抵押 :

- (i) 於2015年及2014年3月31日賬面總值分別約23,546,000港元及15,952,000港元的本集團若干樓宇(附註13) ;
- (ii) 於2015年及2014年3月31日賬面總值分別約20,652,214,000港元及16,035,574,000港元的本集團位於中國大陸的若干投資物業(附註14) ;
- (iii) 於2015年及2014年3月31日賬面總值分別約190,683,000港元及234,035,000港元的本集團位於中國大陸的若干發展中物業(附註15) ;
- (iv) 於2015年及2014年3月31日賬面總值分別約3,626,061,000港元及3,707,127,000港元的本集團若干持作銷售物業(附註23)。

除按由香港銀行同業拆息加2.65%至香港銀行同業拆息加2.75%之浮動利率計息的850,000,000港元(2014年 : 500,000,000港元)銀行貸款以港元為單位外,本集團所有其他計息借貸均以人民幣為單位,並按每年5.5%至8.0%的浮動利率計息(2014年 : 每年5.40%至7.87%的浮動利率)。

本集團計息銀行及其他借貸的賬面值與其公平值相若,乃按預期日後現金流量以當時利率貼現計算。

31 March 2015 2015年3月31日

### 30. Derivative Financial Instrument

Pursuant to an agreement entered into between the Company and a third party, which is a subsidiary of Tencent Holdings Limited (the "Investor"), on 15 January 2014 (the "Investment and Cooperation Agreement"), the Investor has subscribed for an aggregate of 680,300,000 new shares of the Company at a subscription price of HK\$2.20 per share. Pursuant to the Investment and Cooperation Agreement, the Company has also agreed to irrevocably grant the option to the Investor to subscribe for a further 244,800,000 new shares at the option price of HK\$3.50 per share (subject to adjustments (if any)) during the period from 23 January 2014 to 23 January 2016 (the "Tencent call option").

On 23 September 2014, the subscription rights attaching to 244,800,000 options were exercised by the Investor at the subscription price of HK\$3.36 per share (as adjusted by the dividend declared by the Company), resulting in the issue of 244,800,000 new shares for a total cash consideration, before expenses, of HK\$822,528,000. In addition, the fair value of the Tencent call option as at the exercise date of HK\$29,376,000 (31 March 2014: HK\$181,291,000) was transferred to the share capital account upon the exercise of the options.

### 31. Senior Notes

The Group issued the following senior notes in the current and prior years:

- (i) On 14 January 2011, the Company issued senior notes with an aggregate principal amount of US\$250,000,000 (the "2011 Notes"). The 2011 Notes were listed on the Singapore Exchange Securities Trading Limited. The 2011 Notes carried interest at 13.5% per annum, were payable semi-annually on 14 January and 14 July in arrears, and would mature on 14 January 2016, unless redeemed earlier. The offering price was at 97.381% of the principal amount of the 2011 Notes.

### 30. 衍生金融工具

根據本公司與第三方(騰訊控股有限公司一家子公司)(「投資者」)於2014年1月15日所訂立的投資及合作協議,投資者按認購價每股2.20港元認購合共680,300,000股新股份。根據該協議,本公司亦同意不可撤回地向投資者授出購股權,可按購股權價格每股3.50港元(可予調整(如有)),由2014年1月23日至2016年1月23日期間內進一步認購244,800,000股新股份(「騰訊購股權」)。

於2014年9月23日,投資者以購股權價格每股3.36港元(按本公司宣派之股息已作調整)行使244,800,000份購股權,發行244,800,000新股的總代價約為822,528,000港元。在完成行使騰訊購股權當日的公允值29,376,000港元(2014年3月31日:181,291,000港元)已轉撥至股本。

### 31. 優先票據

本集團於今年及以前年度發行以下優先票據:

- (i) 於2011年1月14日,本公司發行本金總額250,000,000美元的優先票據(「2011票據」)。2011票據於新加坡證券交易所有限公司上市。2011票據按年利率13.5%計息,每半年於1月14日及7月14日期後支付,並將於2016年1月14日到期(除非提早贖回)。發售價為2011票據本金額的97.381%。

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**31. Senior Notes** (Continued)

(i) (Continued)

On 20 February 2014, the Company redeemed the outstanding 2011 Notes with a principal amount of US\$241,000,000 from the open market. The total consideration of the redemption was US\$260,521,000 (equivalent to HK\$2,032,064,000), which included redemption price at 106.750% of the principal amount and pro rata accrued and unpaid interest. The carrying amount of the redeemed 2011 Notes was US\$237,946,000 (equivalent to HK\$1,855,982,000), resulting in a loss on redemption of the 2011 Notes amounting to HK\$176,082,000 for 2014.

(ii) On 17 October 2012, the Company issued senior notes with an aggregate principal amount of US\$125,000,000 (the "2012 Notes"). The 2012 Notes are listed on the Singapore Exchange Securities Trading Limited. The 2012 Notes carry interest at 13.5% per annum, payable semi-annually on 17 April and 17 October in arrears, and will mature on 17 October 2017, unless redeemed earlier. The offering price was at 97.381% of the principal amount of the 2012 Notes.

At any time on or after 17 October 2015, the Company may redeem the 2012 Notes, in whole or in part, at a redemption price equal to the percentage of the principal amount set forth below plus accrued and unpaid interest as of (but not including) the redemption date if redeemed during the twelve month period beginning on 17 October of each of the years indicated below:

Period	Redemption price
2015	106.750%
2016 and thereafter	103.375%

**31. 優先票據**(續)

(i) (續)

於2014年2月20日，本公司已從公開市場贖回2011票據之餘下本金總額為241,000,000美元。總贖回代價為260,521,000美元(相當於2,032,064,000港元)，包括以本金額106.750%計算的贖回價及按比例計算的累計及未付利息。所贖回2011票據的賬面值為237,946,000美元(相當於1,855,982,000港元)，導致於2014年錄得176,082,000港元虧損。

(ii) 於2012年10月17日，本公司發行本金總額125,000,000美元的優先票據(「2012票據」)。2012票據於新加坡證券交易所有限公司上市。2012票據按年利率13.5%計息，每半年於4月17日及10月17日期後支付，並將於2017年10月17日到期(除非提早贖回)。發售價為2012票據本金額的97.381%。

於2015年10月17日或之後任何時候，本公司可按相等於下述本金額百分比的贖回價，另加截至贖回日期(但不包括該日)的累計及未付利息，贖回全部或部分2012票據(倘於下文所示各年度10月17日開始的12個月期間內贖回)：

期間	贖回價
2015年	106.750%
2016年及之後	103.375%

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**31. Senior Notes** (Continued)

(ii) (Continued)

At any time prior to 17 October 2015, the Company may at its option redeem the 2012 Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the 2012 Notes plus the applicable premium and accrued and unpaid interest, if any, as of (but not including) the redemption date.

At any time prior to 17 October 2015, the Company may redeem up to 35% of the aggregate principal amount of the 2012 Notes with the net cash proceeds of one or more sales of common stock of the Company in an equity offering at a redemption price of 113.5% of the principal amount of the 2012 Notes, plus accrued and unpaid interest, if any, to (but not including) the redemption date, provided that at least 65% of the aggregate principal amount of the 2012 Notes originally issued remains outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related sale of the Company's capital stock and is subject to certain conditions.

(iii) On 29 January 2014, the Company issued senior notes with an aggregate principal amount of US\$400,000,000 (the "2014 Notes"). The 2014 Notes are listed on the Singapore Exchange Securities Trading Limited. The 2014 Notes carry interest at the rate of 8.25% per annum, payable semi-annually on 29 January and 29 July in arrears, and will mature on 29 January 2019, unless redeemed earlier. The offering price was at 98.999% of the principal amount of the 2014 Notes.

At any time and from time to time on or after 29 January 2017, the Company may redeem the 2014 Notes, in whole or in part, at a redemption price equal to the percentage of the principal amount set forth below plus accrued and unpaid interest as of (but not including) the redemption date if redeemed during the twelve month period beginning on 29 January of each of the years indicated below:

Period	Redemption price
2017	104.1250%
2018 and thereafter	102.0625%

**31. 優先票據**(續)

(ii) (續)

於2015年10月17日前任何時間，本公司可按相等於2012票據本金額100%的贖回價，另加截至贖回日期(但不包括該日)2012票據的適用溢價以及累計及未付利息(如有)，贖回全部但非部分2012票據。

於2015年10月17日前任何時間，本公司可以在股份發售中進行一次或多次銷售本公司普通股所得的現金款項淨額，按2012票據本金額113.5%的贖回價，另加截至贖回日期(但不包括該日)的累計及未付利息(如有)，贖回最多2012票據本金總額的35%，惟每次贖回後2012票據原發行本金總額最少65%須仍未贖回，且任何有關贖回須於相關本公司股本銷售結束後60日內進行及受限於若干條件。

(iii) 於2014年1月29日，本公司發行本金總額400,000,000美元的優先票據(「2014票據」)。2014票據於新加坡證券交易所有限公司上市。2014票據按年利率8.25%計息，每半年於1月29日及7月29日期後支付，並將於2019年1月29日到期(除非提早贖回)。發售價為2014票據本金額的98.999%。

於2017年1月29日或之後任何時候，本公司可按相等於下述本金額百分比的贖回價，另加截至贖回日期(但不包括該日)的累計及未付利息，贖回全部或部分2014票據(倘於下文所示各年度1月29日開始的12個月期間內贖回)：

期間	贖回價
2017年	104.1250%
2018年及之後	102.0625%



31 March 2015 2015年3月31日

**31. Senior Notes** (Continued)

(iii) (Continued)

At any time prior to 29 January 2017, the Company may at its option redeem the 2014 Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the 2014 Notes plus the applicable premium and accrued and unpaid interest, if any, as of (but not including) the redemption date.

At any time and from time to time prior to 29 January 2017, the Company may redeem up to 35% of the aggregate principal amount of the 2014 Notes with the net cash proceeds of one or more sales of common stock of the Company in an equity offering at a redemption price of 108.25% of the principal amount of the 2014 Notes, plus accrued and unpaid interest, if any, to (but not including) the redemption date, provided that at least 65% of the aggregate principal amount of the 2014 Notes originally issued remains outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related sale of the Company's capital stock and is subject to certain conditions.

At the end of the reporting period, the 2012 Notes and 2014 Notes (the "Senior Notes") contain liability components and early redemption options as follow:

- (i) The liability component represents the present value of the contractually determined stream of future cash flows discounted at the prevailing market interest rate at that time applicable to instruments with comparable credit status that provided substantially the same cash flows, on the same terms, but without the embedded derivatives.

The interest charged for the period is calculated by applying effective interest rates of approximately 14.62% and 8.90% per annum to the liability component of the 2012 Notes and 2014 Notes, respectively, since they were issued.

- (ii) Early redemption options are regarded as embedded derivatives not closely related to the host contract. The directors consider that the fair value of the above early redemption options is insignificant on initial recognition and at 31 March 2015.

**31. 優先票據**(續)

(iii) (續)

於2017年1月29日前任何時間，本公司可按相等於2014票據本金額100%的贖回價，另加截至贖回日期(但不包括該日)2014票據的適用溢價以及累計及未付利息(如有)，贖回全部但非部分2014票據。

於2017年1月29日前任何時間，本公司可以在股份發售中進行一次或多次銷售本公司普通股所得的現金款項淨額，按2014票據本金額108.25%的贖回價，另加截至贖回日期(但不包括該日)的累計及未付利息(如有)，贖回最多2014票據本金總額的35%，惟每次贖回後2014票據原發行本金總額最少65%須仍未贖回，且任何有關贖回須於相關本公司股本銷售結束後60日內進行及受限於若干條件。

於報告期末，2012票據及2014年票據(「優先票據」)含有下列負債部分及上述提早贖回權：

- (i) 負債部分指合約所釐定未來現金流量按具有可資比較信貸評級並按相同條款提供大致相同現金流量但無嵌入衍生工具的工具當時適用的現行市場利率折現的現值。

期內收取的利息乃按2012票據及2014票據發行以來的負債部份分別使用實際年利率約14.62%及8.90%計算。

- (ii) 提早贖回權被視為並非與主合約有密切關係的嵌入衍生工具。董事認為於初始確認及在2015年3月31日，上述提早贖回權的公平值不大。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**31. Senior Notes** (Continued)

The Senior Notes recognised in the statement of financial position were calculated as follows:

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Carrying amount at the beginning of year	於年初的賬面值	4,056,838	2,853,402
Additions	添置	–	3,012,607
Payment of interest	支付利息	(389,024)	(378,330)
Repurchase of 2011 Notes	贖回2011票據	–	(1,855,982)
Interest expenses	利息開支	414,997	425,141
Carrying amount at the end of year	於年終的賬面值	4,082,811	4,056,838

The fair value of the Senior Notes at 31 March 2015 amounted to HK\$4,028,737,000 (2014: HK\$4,157,767,000). The fair value is calculated using the market price of the Senior Notes on 31 March 2015.

**31. 優先票據**(續)

已於財務狀況表確認的優先票據計算如下：

於2015年3月31日，優先票據的公平值達4,028,737,000港元(2014年：4,157,767,000港元)。公平值乃使用優先票據於2015年3月31日的市場價格計算。

**32. Deferred Tax**

The movements in deferred tax liabilities and assets during the year are as follows:

**Deferred tax liabilities**

		Accelerated tax depreciation 加速稅項折舊 HK\$'000 千港元	Revaluation of investment properties 投資物業重估 HK\$'000 千港元	Withholding tax 預扣稅 HK\$'000 千港元	Revaluation of property, plant and equipment 物業、廠房及 設備重估 HK\$'000 千港元	Capitalised interest expense 資本化利息 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2014	於2014年4月1日	190,424	3,136,712	473,979	95,294	–	3,896,409
Deferred tax charged/(credited) to the statement of profit or loss during the year (note 10)	年內於損益表內扣除/ (計入)的遞延稅項 (附註10)	77,214	599,633	(142,219)	–	14,745	549,373
Exchange realignment	匯兌調整	893	10,920	1,189	229	83	13,314
At 31 March 2015	於2015年3月31日	268,531	3,747,265	332,949	95,523	14,828	4,459,096

**32. 遞延稅項**

年內，遞延稅項負債及資產變動如下：

**遞延稅項負債**

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**32. Deferred Tax (Continued)**  
**Deferred tax assets**

**32. 遞延稅項(續)**  
**遞延稅項資產**

		Tax effect of LAT 土地增值稅的 稅務影響 HK\$'000 千港元	Loss available for offsetting against future taxable profits 可供抵銷未來 應課稅利潤的 虧損 HK\$'000 千港元	Provision for impairment of trade receivables 應收賬款 減值撥備 HK\$'000 千港元	Tax effect of government grants relating to assets 有關資產之 政府補助的 稅務影響 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2014	於2014年4月1日	709,048	52,603	44,545	226,607	1,032,803
Deferred tax credited/(charged) to the statement of profit or loss during the year (note 10)	年內於損益表內計入/(扣除)的 遞延稅項(附註10)	303,416	99,513	(5,485)	40,137	437,581
Exchange realignment	匯兌調整	3,406	687	76	770	4,939
At 31 March 2015	於2015年3月31日	1,015,870	152,803	39,136	267,514	1,475,323

**Deferred tax liabilities**

**遞延稅項負債**

		Accelerated tax depreciation 加速稅項折舊 HK\$'000 千港元	Revaluation of investment properties 投資物業重估 HK\$'000 千港元	Withholding tax 預扣稅 HK\$'000 千港元	Revaluation of property, plant and equipment 物業、廠房及 設備重估 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2013	於2013年4月1日	144,691	2,831,250	421,247	95,485	3,492,673
Deferred tax charged to the statement of profit or loss during the year (note 10)	年內於損益表內扣除的 遞延稅項(附註10)	46,779	316,571	54,455	-	417,805
Exchange realignment	匯兌調整	(1,046)	(11,109)	(1,723)	(191)	(14,069)
At 31 March 2014	於2014年3月31日	190,424	3,136,712	473,979	95,294	3,896,409

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**32. Deferred Tax (Continued)**  
**Deferred tax assets**

**32. 遞延稅項(續)**  
**遞延稅項資產**

		Tax effect of LAT 土地增值稅的 稅務影響 HK\$'000 千港元	Loss available for offsetting against future taxable profits 可供抵銷未來 應課稅利潤的 虧損 HK\$'000 千港元	Provision for impairment of trade receivables 應收賬款 減值撥備 HK\$'000 千港元	Tax effect of government grants relating to assets 有關資產之 政府補助的 稅務影響 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2013	於2013年4月1日	397,407	-	31,792	157,033	586,232
Deferred tax credited to the statement of profit or loss during the year (note 10)	年內計入損益表內的 遞延稅項(附註10)	317,570	53,401	13,027	71,037	455,035
Exchange realignment	匯兌調整	(5,929)	(798)	(274)	(1,463)	(8,464)
At 31 March 2014	於2014年3月31日	709,048	52,603	44,545	226,607	1,032,803

The Group has tax losses arising in Hong Kong of HK\$177,216,000 (2014: HK\$185,205,000) that are available indefinitely for offsetting against future taxable profits of the companies in which the losses arose.

The Group also has tax losses in Mainland China of HK\$275,659,000 (2014: HK\$282,767,000) that will expire in one to five years for offsetting against future taxable profits.

Deferred tax assets have not been recognised in respect of these losses as they have arisen in subsidiaries that have been loss-making for some time and it is not considered probable that taxable profits will be available against which the tax losses can be utilised.

Pursuant to the PRC Corporate Income Tax Law, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in Mainland China. The requirement is effective from 1 January 2008 and applies to earnings after 31 December 2007. A lower withholding tax rate may be applied if there is a tax treaty between Mainland China and the jurisdiction of the foreign investors. The Group is therefore liable for withholding taxes on dividends distributed by subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008. In the current year, the Group reversed withholding tax of HK\$142,219,000 (2014: accrued of HK\$54,455,000) for those subsidiaries established in Mainland China.

本集團於香港產生的稅項虧損177,216,000港元(2014年: 185,205,000港元), 可無限期結轉, 以抵銷產生虧損的公司未來應課稅溢利。

本集團亦於中國大陸產生稅項虧損275,659,000港元(2014年: 282,767,000港元), 將於一至五年內屆滿, 可用以抵銷未來應課稅溢利。

由於該等虧損由已出現虧損一段時期的附屬公司產生, 且被認為並不可能有充足的應課稅溢利以對銷該等可動用的稅項虧損, 故並無就該等虧損確認遞延稅項資產。

根據中國企業所得稅法, 於中國內地成立的外商投資企業向海外投資者宣派的股息須繳納10%預扣稅。是項規定自2008年1月1日起生效, 並適用於2007年12月31日後賺取的盈利。倘中國大陸與海外投資者所處司法權區訂立稅務條約, 則可繳納較低預扣稅。因此, 本集團須就於中國內地成立的附屬公司分派2008年1月1日後所賺取盈利的股息而繳納預扣稅。於本年度, 本集團就其於中國內地成立的附屬公司作出之預扣稅為回撥142,219,000港元(2014年: 應計54,455,000港元)。

31 March 2015 2015年3月31日

**33. Convertible Notes**

On 9 April 2013, the Group issued convertible notes (the “Notes”) with a nominal value of HK\$975,000,000. The Notes are convertible at the option of the noteholders at the conversion price of HK\$1.56 per share. The Notes are listed on the Singapore Exchange Securities Trading Limited. The Notes carry interest at the rate of 6.5% per annum, payable semi-annually on 9 April and 9 October in arrears, and will mature on 9 April 2018.

During the year, the noteholders exercised their right to convert the Notes in the aggregate principal amount of HK\$975,000,000 into 624,999,999 shares (the “Convertible Shares”). The Convertible Shares have been allotted and issued on 9 July 2014. The Convertible Shares rank pari passu with all the existing issued shares of the Company.

The carrying amount of the Notes as at the conversion date, including liability component and equity component of approximately HK\$1,007,932,000 and HK\$37,360,000, respectively, was transferred to the share capital account upon the conversion.

**34. Medium-Term Notes**

The Group has issued the following medium-term notes in the current year:

- (i) On 9 May 2014, China South International Industrial Material City (Shenzhen) Company Limited (“China South International”, a wholly owned subsidiary of the Group), completed the issuance of the first tranche of medium-term notes (the “First tranche notes”) in the total principal amount of RMB1,000,000,000 in the national inter-bank market of the PRC. The First tranche notes carry interest at the rate of 7.5% per annum, payable annually on 9 May in arrears, and will mature on 9 May 2019.
- (ii) On 12 September 2014, China South International has completed the issuance of the second tranche of medium-term notes (the “Second tranche notes”) in the total principal amount of RMB1,000,000,000 in the national inter-bank market of the PRC. The Second tranche notes carry interest at the rate of 8.4% per annum, payable annually on 12 September in arrears, and will mature on 12 September 2019.

**33. 可換股票據**

於2013年4月9日，本集團發行面值為975,000,000港元之可換股票據(「票據」)。票據持有人可選擇按每股1.56港元之兌換價兌換票據。票據於新加坡證券交易所有限公司上市。票據票面利率按年6.5厘計息，每半年於4月9日及10月9日期後支付，並將於2018年4月9日到期。

本年內，票據持有人已行使其權利將合共本金額975,000,000港元之票據轉換成624,999,999股股份(「轉換股份」)。轉換股份已於2014年7月9日獲配發及發行。轉換股份在各方面與所有現時已發行股份享有同等地位。

於轉換日，票據的帳面值，包括負債部分約1,007,932,000港元及權益部分37,360,000港元已轉撥到已發行股本。

**34. 中期票據**

本集團於本年內發行以下之中期票據：

- (i) 本公司全資附屬公司華南國際工業原料城(深圳)有限公司(「華南國際」)於2014年5月9日完成在中國銀行間市場發行第一期中期票據(「第一期票據」)，本金總額為人民幣1,000,000,000元。第一期票據年利率為7.5%，每年於5月9日後支付，並將於2019年5月9日到期。
- (ii) 華南國際於2014年9月12日完成在中國銀行間市場發行第二期中期票據(「第二期票據」)，本金總額為人民幣1,000,000,000元。第二期票據年利率為8.4%，每年於9月12日後支付，並將於2019年9月12日到期。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**34. Medium-Term Notes** (Continued)

The medium-term notes recognised in the statement of financial position were calculated as follows:

		2015 HK\$'000 千港元
Carrying amount at the beginning of year	年初的賬面值	–
Additions	新增	2,483,550
Interest expenses	利息開支	143,505
Exchange realignment	匯兌調整	77,171
Carrying amount at the end of year	年終的賬面值	2,704,226

The fair value of the medium-term notes at 31 March 2015 amounted to approximately HK\$2,721,145,000. The fair value is calculated using the market price of the medium-term notes on 31 March 2015.

**34. 中期票據**(續)

已於財務狀況表確認的中期票據計算如下：

於2015年3月31日，中期票據的公平值達約2,721,145,000港元。公平值乃使用中期票據於2015年3月31日的市場價格計算。

**35. Short-Term Notes**

The Group has issued the following short-term notes in the current year:

- (i) On 17 October 2014, China South International completed the issuance of the first tranche of short-term notes in the total principal amount of RMB2,200,000,000 (equivalent to approximately HK\$2,750,880,000) in the national inter-bank market of the PRC. The first tranche of short-term notes carry interest at the rate of 5.4% per annum, payable on 17 October in arrears, and will mature on 17 October 2015.

The fair value of the short-term notes at 31 March 2015 amounted to approximately HK\$2,817,041,000. The fair value is calculated using the market price of the short-term notes on 31 March 2015.

**35. 短期融資券**

本集團於本年內發行以下之短期融資券：

- (i) 華南國際於2014年10月17日完成在中國銀行間市場發行第一期短期融資券，本金總額為人民幣2,200,000,000(相等於約為2,750,880,000港元)。第一期短期融資券年利率為5.4%，於10月17日後支付，到期日為2015年10月17日。

於2015年3月31日，短期融資券的公平值達約2,817,041,000港元。公平值乃使用短期融資券於2015年3月31日的市場價格計算。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

36. Share Capital  
Shares

36. 股本  
股份

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Issued and fully paid: 8,000,671,999 (31 March 2014: 6,907,114,000) ordinary shares	已發行及繳足： 8,000,671,999股 (2014年3月31日： 6,907,114,000股) 普通股	7,034,761	4,684,476

A summary of the movements in the Company's share capital is as follows:

本公司的股本變動摘要如下：

		Number of shares in issue 已發行股份數目	Share capital 股本 HK\$'000 千港元	Share premium account 股份溢價賬 HK\$'000 千港元	Capital redemption reserve 資本贖回儲備 HK\$'000 千港元	Total 總計 HK\$'000 千港元
At 1 April 2013	於2013年4月1日	6,053,564,000	60,536	3,144,121	204	3,204,861
Exercise of share options (note (b))	行使購股權(附註(b))	173,250,000	1,732	265,862	-	267,594
Issuance of new shares	發行新股	680,300,000	6,803	1,205,218	-	1,212,021
Transition to no-par value regime on 3 March 2014 (note (a))	於二零一四年三月三日過渡至 無股票票面值機制(附註(a))	-	4,615,405	(4,615,201)	(204)	-
At 31 March 2014	於2014年3月31日	6,907,114,000	4,684,476	-	-	4,684,476
At 1 April 2014	於2014年4月1日	6,907,114,000	4,684,476	-	-	4,684,476
Exercise of share options (note (b))	行使購股權(附註(b))	268,320,000	453,089	-	-	453,089
Shares repurchased	股份回購	(44,562,000)	-	-	-	-
Conversion of convertible notes (note 33)	可換股票據轉換(附註33)	624,999,999	1,045,292	-	-	1,045,292
Exercise of Tencent call options (note 30)	行使騰訊購股權(附註30)	244,800,000	851,904	-	-	851,904
At 31 March 2015	於2015年3月31日	8,000,671,999	7,034,761	-	-	7,034,761

Notes:

附註：

(a) In accordance with the transitional provisions set out in Section 37 of Schedule 11 to the Hong Kong Companies Ordinance, on 3 March 2014, any amount standing to the credit of the share premium account has become part of the Company's share capital.

(a) 根據於2014年3月3日的香港公司條例附表11第37條之過渡性條文，股份溢價賬之任何進賬金額均成為本公司股本之一部份。

## NOTES TO FINANCIAL STATEMENTS (Continued)

### 財務報表附註(續)

31 March 2015 2015年3月31日

### 36. Share Capital (Continued)

#### Shares (Continued)

Notes: (Continued)

- (b) The subscription rights attaching to 268,320,000 (2014: 173,250,000) share options were exercised at the average subscription price of approximately HK\$1.4541 (2013: 1.3020) per share (note 37), resulting in issue of 268,320,000 shares of a total cash consideration, before expenses, of approximately HK\$390,171,000. An amount of approximately HK\$62,917,000 (2014: HK\$42,022,000) was transferred from the share option reserve to share capital upon the exercise of the share options.

#### Share options

Details of the Company's share option scheme and the share options issued under the scheme are included in note 37 to the financial statements.

### 37. Share Options

The Company has adopted a share option scheme on 4 September 2009 (the "Share Option Scheme") to provide incentives and reward to selected eligible persons which includes directors, employees, officers, agents, consultants or representatives of the Group for their contribution or potential contribution to the Company or its subsidiaries. The Share Option Scheme became effective on 30 September 2009 and, unless otherwise cancelled or amended, will remain in force for 10 years from that date. Further details of the Share Option Scheme are set out in the "Report of the Directors" in the Company's annual report.

On 11 April 2011, a total of 226,900,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$1.29 per share and an exercise period ranging from 11 April 2011 to 10 April 2016. Of the total 226,900,000 share options, 15,000,000 share options were granted to an executive director of the Company, and 211,900,000 share options were granted to certain employees of the Group.

The fair value of the 226,900,000 share options granted was HK\$58,175,000 of which the Group recognised a share option expense of HK\$24,000 during the current year (2014: HK\$1,860,000).

On 27 June 2012, a total of 116,870,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$1.15 per share and an exercise period ranging from 27 June 2012 to 26 June 2017. Of the total 116,870,000 share options, 69,870,000 share options were granted to certain executive directors, and 47,000,000 share options were granted to certain employees of the Group.

### 36. 股本(續)

#### 股份(續)

附註:(續)

- (b) 附於268,320,000(2014年:173,250,000)份購股權之認購權益於年內以每股平均行使價約1.4541(2013:1.3020)港元(附註37)被行使,導致本公司發行268,320,000股(扣除發行開支前價值約390,171,000港元)的股本。當購股權行使,約62,917,000港元(2014年:42,022,000港元)由購股權儲備轉撥到發行股本。

#### 購股權

關於公司的購股權計劃及於計劃下已發行的購股權已詳載於財務報表的附註37。

### 37. 購股權

本公司已於2009年9月4日採納購股權計劃(「購股權計劃」),向對本公司或其附屬公司作出貢獻或潛在貢獻的經甄選合資格人士(包括本集團董事、僱員、高級職員、代理、顧問或代表)提供獎勵及回報,購股權計劃自2009年9月30日起生效,並由當日起持續十年(除非取消或作出修訂)。購股權計劃的進一步詳情載於公司年報中的「董事會報告」。

於2011年4月11日,本集團授出合共226,900,000份購股權。該等購股權的行使價為每股1.29港元,行使期為2011年4月11日至2016年4月10日。於合共226,900,000份購股權中,15,000,000份購股權已授予本公司一名執行董事,另211,900,000份購股權則授予本集團若干僱員。

所授出226,900,000份購股權之公平值為58,175,000港元,其中本集團於本年度確認購股權開支24,000港元(2014年:1,860,000港元)。

於2012年6月27日,本集團授出合共116,870,000份購股權。該等購股權的行使價為每股1.15港元,行使期為2012年6月27日至2017年6月26日。於合共116,870,000份購股權中,69,870,000份購股權已授予本公司執行董事,另47,000,000份購股權則授予本集團若干僱員。



31 March 2015 2015年3月31日

**37. Share Options** (Continued)

The fair value of the 116,870,000 share options granted was HK\$25,140,000, of which the Group recognised a share option expense of HK\$76,000 during the current year (2014: HK\$3,369,000).

On 27 June 2013, a total of 186,300,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$1.69 per share and an exercise period ranging from 27 June 2013 to 26 June 2018. Of the total 186,300,000 share options, 70,800,000 share options were granted to certain executive directors of the Company, and 115,500,000 share options were granted to certain employees of the Group.

The fair value of the 186,300,000 share options granted was HK\$44,470,000, of which the Group recognised a share option expense of HK\$5,907,000 during the current year (2014: HK\$36,064,000). Included in the amount, 1,500,000 share options were forfeited during the year and HK\$222,000 was transferred from the share option reserve to profit or loss.

On 17 February 2014, a total of 48,000,000 share options under the Share Option Scheme were granted. These share options have an exercise price of HK\$4.14 per share and an exercise period ranging from 17 February 2014 to 16 February 2019. Of the total 48,000,000 share options, 8,000,000 share options were granted to certain independent non-executive directors of the Company, and 40,000,000 share options were granted to certain employees of the Group.

The fair value of the 48,000,000 share options granted was HK\$36,470,000, of which the Group recognised a share option expense of HK\$13,657,000 during the current year (2014: HK\$22,064,000).

On 30 June 2014, a total of 103,300,000 share options under the Share Option Scheme were granted to certain directors, senior management and certain other employees of the Company and its subsidiaries in respect of their services to the Group. These share options have an exercise price of HK\$4.07 per share and an exercise period ranging from 30 June 2014 to 29 June 2019.

The fair value of the 103,300,000 share options granted was HK\$83,552,000, of which the Group recognised a share option expense of HK\$71,078,000 during the current year. Included in the amount, 2,000,000 share options were forfeited during the year and HK\$3,000 was transferred from the share option reserve to profit or loss.

**37. 購股權**(續)

所授出 116,870,000 份購股權的公平值為 25,140,000 港元，其中本集團已於本年度內確認購股權開支 76,000 港元 (2014 年：3,369,000 港元)。

於 2013 年 6 月 27 日，根據購股權計劃授出合共 186,300,000 份購股權。該等購股權的行使價為每股 1.69 港元，行使期為 2013 年 6 月 27 日至 2018 年 6 月 26 日。於合共 186,300,000 份購股權中，70,800,000 份購股權已授予本公司執行董事，另 115,500,000 份購股權則授予本集團若干僱員。

於本年度，所授出 186,300,000 份購股權之公平值為 44,470,000 港元，其中本集團確認購股權開支 5,907,000 港元 (2014 年：36,064,000 港元)。此金額中，包括 1,500,000 份在年內沒收的購股權而由購股權儲備轉至損益的 222,000 港元。

於 2014 年 2 月 17 日，根據購股權計劃授出合共 48,000,000 份購股權。該等購股權的行使價為每股 4.14 港元，行使期為 2014 年 2 月 17 日至 2019 年 2 月 16 日。於合共 48,000,000 份購股權中，8,000,000 份購股權已授予本公司獨立非執行董事，另 40,000,000 份購股權則授予本集團若干僱員。

所授出 48,000,000 份購股權的公平值為 36,470,000 港元，其中本集團已於本年度內確認購股權開支 13,657,000 港元 (2014 年：22,064,000 港元)。

於 2014 年 6 月 30 日，根據購股權計劃向本公司若干本公司之董事、高級管理層及本公司及其附屬公司若干僱員就彼等向本集團所提供的服務授出合共 103,300,000 份購股權。該等購股權的行使價為每股 4.07 港元，行使期為 2014 年 6 月 30 日至 2019 年 6 月 29 日。

所授出 103,300,000 份購股權之公平值為 83,552,000 港元，本集團已於本年度內確認購股權開支合共 71,078,000 港元。此金額中，包括 2,000,000 份在年內沒收的購股權而由購股權儲備轉至損益的 3,000 港元。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**37. Share Options** (Continued)

The share options granted on 30 June 2014 were estimated as at the date of grant by Vigers Appraisal and Consulting Limited, using a binomial model, taking into account the terms and conditions upon which the options were granted. The following table lists the inputs to the model:

Share price at the date of grant (HK\$)	4.07
Exercise price (HK\$)	4.07
Dividend yield (%)	4.50
Expected volatility (%)	32.9
Risk-free interest rate (%)	1.368
Exercise multiple	1.53-2.2

The expected life of the options is based on historical data and is not necessarily indicative of the exercise patterns that may occur. The expected volatility was determined based on the movement of the share price of the company since listing, which may also not necessarily be the actual outcome. No other feature of the options granted was incorporated into the measurement of fair value.

The following share options were outstanding under the Share Option Scheme during the year:

**37. 購股權**(續)

於2014年6月30日授出的購股權，威格斯資產評估有限公司於授出日期採用二項式模式對該等購股權進行估計，當中已考慮購股權獲授出時的條款及條件。下表列示所用模式的輸入值：

於授出日之股價(港元)	4.07
行使價(港元)	4.07
股息率(%)	4.50
預期波動性(%)	32.9
無風險利率(%)	1.368
行使倍數	1.53-2.2

購股權的預期年期乃按歷史數據得出，及未必顯示可能發生的行使情況。預期波動性乃按自上市日期起本公司股價之變動而釐定，未必是實際結果。計量公平值時，並無考慮所授出的購股權的其他特性。

下列購股權於年內根據購股權計劃尚未行使：

		Year ended 31 March 截至3月31日止年度			
		2015		2014	
		Weighted average exercise price per share 每股加權 平均行使價 HK\$ 港元	Number of options 購股權數目 '000 千份	Weighted average exercise price per share 每股加權 平均行使價 HK\$ 港元	Number of options 購股權數目 '000 千份
At beginning of year	於年初	1.8393	344,920	1.2354	299,970
Granted during the year	年內授出	4.0700	103,300	2.1919	234,300
Lapsed during the year	年內失效	1.6900	(1,000)	-	-
Exercised during the year	年內行使	1.4541	(268,320)	1.3020	(173,250)
Forfeited during the year	年內沒收	3.0500	(3,500)	1.5012	(16,100)
At end of year	於年終	3.7190	175,400	1.8393	344,920

## NOTES TO FINANCIAL STATEMENTS (Continued)

## 財務報表附註(續)

31 March 2015 2015年3月31日

**37. Share Options** (Continued)

The exercise prices and exercise periods of the share options outstanding as at the end of the reporting period are as follows:

2015

Number of options 購股權數目 '000 千股	Exercise price 行使價 HK\$ per share 每股港元	Exercise period 行使期
7,000	1.29	11-04-2011 to 10-04-2016 2011年4月11日至2016年4月10日
1,500	1.69	27-06-2013 to 26-06-2018 2013年6月27日至2018年6月26日
10,850	1.69	27-06-2014 to 26-06-2018 2014年6月27日至2018年6月26日
6,750	1.69	27-06-2015 to 26-06-2018 2015年6月27日至2018年6月26日
22,000	4.14	17-02-2014 to 16-02-2019 2014年2月17日至2019年2月16日
24,000	4.14	17-02-2015 to 16-02-2019 2015年2月17日至2019年2月16日
2,000	4.14	17-02-2016 to 16-02-2019 2016年2月17日至2019年2月16日
49,650	4.07	30-06-2014 to 29-06-2019 2014年6月30日至2019年6月29日
50,650	4.07	30-06-2015 to 29-06-2019 2015年6月30日至2019年6月29日
1,000	4.07	30-06-2016 to 29-06-2019 2016年6月30日至2019年6月29日
175,400		

**37. 購股權**(續)

於報告期末，未行使購股權的行使價及行使期如下：

2015年

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**37. Share Options** (Continued)  
**2014**

**37. 購股權**(續)  
**2014年**

Number of options 購股權數目 '000 千股	Exercise price 行使價 HK\$ per share 每股港元	Exercise period 行使期
12,400	1.29	11-04-2011 to 10-04-2016 2011年4月11日至2016年4月10日
2,600	1.29	11-04-2012 to 10-04-2016 2012年4月11日至2016年4月10日
7,950	1.29	11-04-2013 to 10-04-2016 2013年4月11日至2016年4月10日
8,800	1.29	11-04-2014 to 10-04-2016 2014年4月11日至2016年4月10日
47,435	1.15	27-06-2012 to 26-06-2017 2012年6月27日至2017年6月26日
48,435	1.15	27-06-2013 to 26-06-2017 2013年6月27日至2017年6月26日
3,000	1.15	27-06-2014 to 26-06-2017 2014年6月27日至2017年6月26日
69,900	1.69	27-06-2013 to 26-06-2018 2013年6月27日至2018年6月26日
88,150	1.69	27-06-2014 to 26-06-2018 2014年6月27日至2018年6月26日
8,250	1.69	27-06-2015 to 26-06-2018 2015年6月27日至2018年6月26日
22,000	4.14	17-02-2014 to 16-02-2019 2014年2月17日至2019年2月16日
24,000	4.14	17-02-2015 to 16-02-2019 2015年2月17日至2019年2月16日
2,000	4.14	17-02-2016 to 16-02-2019 2016年2月17日至2019年2月16日
344,920		

31 March 2015 2015年3月31日

**37. Share Options** (Continued)

At the end of the reporting period, the Company had 175,400,000 share options outstanding under the Share Option Scheme, which represented approximately 2.19% of the Company's shares in issue as at that date. The exercise in full of the outstanding share options would, under the present capital structure of the Company, result in the issue of 175,400,000 additional ordinary shares of the Company and additional share capital of HK\$652,320,000 (before issue expenses).

Subsequent to the end of the reporting period, a total of 350,000 shares were exercised, which have an weighted average exercise price of HK\$3.40 per share.

At the date of approval of these financial statements, the Company had 175,050,000 share options outstanding under the Share Option Scheme, which represented approximately 2.19% of the Company's shares in issue as at that date.

**38. Other Reserves**

The amounts of the Group's reserves and the movements therein for the current year and the prior year are presented in the consolidated statement of changes in equity on pages 119 to 120 of the financial statements.

Pursuant to the relevant laws and regulations for Sino-foreign joint venture enterprises, a portion of the profits of the Group's subsidiaries which are established in the PRC has been transferred to the statutory reserve which is restricted as to use.

**37. 購股權**(續)

於報告期末時，根據購股權計劃，本公司有175,400,000份未行使購股權，相當於本公司當日已發行股份約2.19%。根據本公司現時的資本結構而言，全數行使未行使購股權將會導致本公司發行175,400,000股額外普通股及額外股本652,320,000港元(扣除發行開支前)。

於報告期末後，合共350,000份購股權已被行使，其中每股加權平均行使價為3.40港元。

於該等財務報表批准當日，根據購股權計劃，本公司有175,050,000份未行使購股權，相當於本公司當日已發行股份約2.19%。

**38. 其他儲備**

本集團的儲備金額及於本年度及過往年度的變動乃於財務報表第119至120頁的綜合權益變動表呈列。

根據中外合營企業相關法律及法規，本集團旗下在中國成立的附屬公司的部分利潤已轉撥至用途受限制的法定儲備金。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

### 39. Pledge of Assets

Details of the Group's bank and other borrowings, which are secured by the assets of the Group, are included in notes 13, 14, 15, 23 and 29 to the financial statements.

### 40. Contingent Liabilities

At the end of each reporting period, contingent liabilities not provided for in the financial statements were as follows:

### 39. 資產抵押

以本集團的資產作抵押的銀行及其他借貸詳情載於財務報表附註13、14、15、23及29。

### 40. 或然負債

於各報告期末，財務報表內未有撥備的或然負債如下：

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Guarantees given to banks in connection with facilities granted to: Third parties	就以下各方獲授的融資而向銀行提供的擔保： 第三方	6,049,314	3,741,002

The Group has provided guarantees in respect of banking facilities granted by certain banks to the purchasers of the Group's properties held for sale and held for finance lease. Pursuant to the terms of the guarantees, if there is default of the loan payments by the purchasers and lessees, the Group is responsible to repay the outstanding loans together with accrued interest thereon and any penalty owed by the defaulted purchasers and lessees to banks. The Group is then entitled to take over the legal titles and usage rights of the related properties. For trade center units and residential properties sold, the guarantee period commences from the dates of grant of the relevant loans and ends when the purchasers obtain the building ownership certificate which will then be pledged with the banks. For residential and commercial properties under finance leases, the guarantees will be released along with the full repayment of loan principal by the lessees.

若干銀行授予本集團持作銷售物業及融資租賃物業的買家的銀行信貸，本集團就該等銀行貸款提供擔保。根據該等擔保條款，倘該等買家及承租人拖欠貸款還款，本集團負責償還未付貸款，連同應計利息，以及欠款買家及承租人結欠銀行的任何罰金。其後，本集團有權接管相關物業的法律業權及使用權。已售交易中心商舖及住宅物業方面，擔保期由相關貸款授出日期起至買家取得其後抵押予銀行的房地產權證日期止。就融資租賃下的住宅及商業物業而言，擔保將隨承租人償還貸款本金解除。

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#### 40. Contingent Liabilities (Continued)

The Group did not incur any material losses during the financial year in respect of the guarantees provided for mortgage facilities granted to the purchasers and lessees of the Group's properties. The directors consider that in case of default on payments, the net realisable value of the related properties can cover the repayment of the outstanding mortgage loans together with any accrued interest and penalty, and therefore the fair value of the guarantees is not significant.

#### 41. Operating Lease Arrangements

##### (a) As lessor

The Group leases its investment properties (note 14) and properties sold with cooperation and leasing arrangements with the purchasers under operating lease arrangements negotiated for terms ranging from one to twelve years. The terms of the leases also require the tenants to pay security deposits.

At the end of each reporting period, the Group had total future minimum lease receivables under non-cancellable operating leases with its tenants falling due as follows:

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Within one year	一年內	564,281	380,299
In the second to fifth years, inclusive	第二至第五年(包括首尾兩年在內)	1,192,621	721,201
After five years	五年後	769,254	671,594
Total	總計	2,526,156	1,773,094

#### 40. 或然負債(續)

本集團於財政年度內並無因向本集團物業買家及承租人獲授按揭融資所提供擔保錄得任何重大虧損。董事認為，倘出現拖欠款項的情況，相關物業的可變現淨值足以支付未償還按揭貸款連同任何應計利息及罰款，是故擔保公平值並非有重大影響。

#### 41. 經營租賃安排

##### (a) 作為出租人

本集團根據經營租賃安排租賃其投資物業(附註14)及與買家的合作及租賃安排的已出售物業，並磋商1至12年的租賃期。租賃條款亦規定租戶支付押金。

於各報告期末，本集團根據與租戶訂立的不可註銷經營租賃按下列到期日之未來最低應收租金總額如下：

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**41. Operating Lease Arrangements** (Continued)

**(b) As lessee**

The Group leases certain of its land and buildings, vehicles and properties under operating lease arrangements. Leases are negotiated for terms ranging from one to eighteen years.

At the end of each reporting period, the Group had total future minimum lease payments under non-cancellable operating leases falling due as follows:

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Within one year	一年內	314,387	343,479
In the second to fifth years, inclusive	第二至第五年(包括首尾兩年在內)	578,995	822,356
After five years	五年後	237,869	345,050
Total	總計	1,131,251	1,510,885

**42. COMMITMENTS**

In addition to the operating lease commitments detailed in note 41(b) above, the Group had the following commitments at the end of each reporting period:

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Contracted, but not provided for:	已訂約但未撥備：		
Properties under development	發展中物業	9,253,942	5,763,592

**41. 經營租賃安排**(續)

**(b) 作為承租人**

本集團以經營租賃安排租賃若干土地及房屋、汽車及已售物業，並磋商一至十八年的租賃期。

於各報告期末，本集團根據不可註銷經營租賃按下列到期日之未來最低租金總額如下：

**42. 承擔**

除上文附註41(b)詳述的經營租賃承擔外，於各報告期末，本集團有下列承擔：



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**43. Related Party Transactions**

(a) In addition to the transactions disclosed elsewhere in the financial statements, the Group had the following material transactions with related parties during the year:

**43. 關連人士交易**

(a) 除財務報表另有披露的交易外，於年內，本集團與關連人士進行了下列重大交易：

	Notes 附註	2015 HK\$'000 千港元	2014 HK\$'000 千港元
Rental expense and related service fees for an office property paid to: Two companies (2014: one company) of which a director of the Company is a controlling shareholder	辦公樓的租金開支及相關服務費用支付予： 本公司董事擔任控股股東的兩間公司 (2014年：一間公司) (i)	2,824	1,902
Rental expenses for certain units of trade centers paid to: Certain directors and a close family member of a director	數個交易中心的租金開支支付予： 數名主要董事及一名董事的近親家庭成員 (ii)	–	398
Construction project design fee income received from: A company of which a director of the Company is a controlling shareholder	工程項目設計收入收取： 本公司董事擔任控股股東的公司 (iii)	–	1,121
Rental income for certain offices units received from: A company of which a director of the Company is a controlling shareholder	數個辦公樓的租金收入收取： 本公司董事擔任控股股東的公司 (iv)	888	367

Notes:

- (i) The Group leased the office property of two companies of which a director of the Company is a controlling shareholder. The rental and related service fees were based on terms mutually agreed between both parties.
- (ii) The Group leased certain units of the trade centers owned by certain directors and a close family member of a director. The rental fees were based on terms mutually agreed between the Group and the related parties.
- (iii) The Group provided construction project design services to a related party of which a director of the Company is a controlling shareholder. The design service fee was determined according to the published prices and conditions offered to the major customers of the Group.
- (iv) The Group leased office units to a related party of which a director of the Company is a controlling shareholder. The rental was based on the rental charge to the other tenants of the Group.

附註：

- (i) 本集團向本公司董事擔任控股股東的兩間公司租入辦公樓。租金及有關費用根據雙方協定條款計算。
- (ii) 本集團向數名主要董事及一名董事的近親家庭成員租入數個交易中心。租金及有關費用根據本集團及有關方協定條款計算。
- (iii) 本集團提供工程項目設計服務予本公司董事擔任控股股東的關聯公司。該設計費之釐定乃按照本集團向主要客戶提供的公開價格及條款。
- (iv) 本集團向本公司董事任控股股東的關聯公司出租辦公樓。租金根據本集團與其他方的租金確定。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**43. Related Party Transactions (Continued)**

**(b) Outstanding balances with related parties**

Details of the Group's amounts due from/to its joint venture and associates as at the end of each reporting period are disclosed in notes 18 and 19, respectively.

**(c) Compensation of key management personnel of the Group**

		2015	2014
		HK\$'000	HK\$'000
		千港元	千港元
Short term employee benefits	短期僱員福利	73,669	73,856
Post-employment benefits	離職後福利	48	30
Share-based payments	以權益結算的購股權開支	89,552	23,414
Total compensation paid to key management personnel	支付予主要管理人員的薪酬總額	163,269	97,300

Further details of directors' emoluments are included in note 8 to the financial statements.

The rental expense and related service fees for the office property and trade centers paid to the related parties, and the construction project design fee income and rental income for office property received from the related parties above also constitute connected transactions or continuing connected transactions as defined in Chapter 14A of the Listing Rules.

**44. Financial Instruments by Category**

Other than the held for trading investments at fair value through profit or loss as disclosed in note 26 and the derivative financial instrument as disclosed in note 30 to the financial statements which are stated at fair value, all financial assets and liabilities of the Group as at 31 March 2015 and 2014 are loans and receivables and financial liabilities stated at amortised cost, respectively.

**43. 關連人士交易(續)**

**(b) 與關連人士之間的未結付結餘**

本集團於各報告期末的應收／應付一家合營企業及聯營公司款項詳情分別在附註18及19披露。

**(c) 本集團主要管理人員薪酬**

董事酬金的進一步詳情載於財務報表附註8。

上述有關支付辦公樓及交易中心的租金開支及相關服務費用的關連人士交易及有關收取工程項目設計收入及辦公樓的租金收入的關連人士交易亦構成上市規則第14A章定義的關連交易或持續關連交易。

**44. 金融工具分類**

除財務報表附註26所披露的透過損益以公平值列賬之持作買賣投資及附註30所披露的衍生金融工具作為金融資產及負債按公平值於損益中記賬並於初步確認時指定為此外，於2015年及2014年3月31日，本集團的所有金融資產和負債分別為貸款與應收款項及按攤銷成本入賬的金融負債。

31 March 2015 2015年3月31日

#### 45. Fair Value and Fair Value Hierarchy of Financial Instruments

The carrying amounts and fair values of the Group's financial instruments, other than those with carrying amounts that reasonably approximate to fair values, are as follows:

#### 45. 金融工具之公平值及公平值等級架構

本集團之金融工具之賬面值及公平值(賬面值與公平值極其相近者除外)如下：

		Carrying amounts		Fair values	
		賬面值		公平值	
		2015	2014	2015	2014
		HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元
Senior notes	優先票據	4,082,811	4,056,838	4,028,737	4,157,767
Medium-term notes	中期票據	2,704,226	–	2,721,145	–
Short-term notes	短期融資券	2,750,880	–	2,817,041	–
		<b>9,537,917</b>	4,056,838	<b>9,566,923</b>	4,157,767

Management has assessed that the fair values of cash and cash equivalents, trade receivables, financial assets included in prepayments, deposits and other receivables, financial liabilities included in trade and other payables, amount due from a joint venture and amounts due from/(to) associates, approximate to their carrying amounts largely due to the short term maturities of these instruments.

The Group's management is responsible for determining the policies and procedures for the fair value measurement of financial instruments. The management reports directly to the directors and the audit committee. At each reporting date, the management analyses the movements in the values of financial instruments and determines the major inputs applied in the valuation. The valuation is reviewed and approved by the directors. The valuation process and results are discussed with the audit committee twice a year for interim and annual financial reporting.

管理層已評估，現金及現金等價物、應收賬款、金融資產包括預付款、訂金及其他應收款項、金融負債包括應付及其他應付款項、應收一家合營企業款項及應收/(付)聯營公司款項之公平值與其各自之賬面值相若，主要因為該等工具短期內到期。

本集團管理層負責釐定金融工具公平值計量之政策及程序。管理層直接向董事及審核委員會報告。於各報告日期，管理層分析金融工具之價值變動並釐定估值中適用的主要輸入值。估值由董事審核及批准。估值過程及結果由審核委員會進行每年兩次，即中期及年度財務申報時討論。

31 March 2015 2015年3月31日

**45. Fair Value and Fair Value Hierarchy of Financial Instruments** (Continued)

The fair values of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. The following methods and assumptions were used to estimate the fair values:

The fair values of the non-current portion of finance lease receivables and interest-bearing bank and other borrowings have been calculated by discounting the expected future cash flows using rates currently available for instruments with similar terms, credit risk and remaining maturities. The Group's own non-performance risk in interest-bearing bank and other borrowings as at 31 March 2015 was assessed to be insignificant. The fair value of the liability portion of the convertible notes is estimated by discounting the expected future cash flows using an equivalent market interest rate for a similar convertible note with consideration of the Group's own non-performance risk. The fair values of the non-current portion of finance lease receivables and interest-bearing bank and other borrowings, and the liability portion of the convertible notes are not materially different from their carrying amounts.

The fair value of senior notes, medium-term notes and short-term notes are calculated using the market price on 31 March 2015.

As at 31 March 2015, the Group's financial instruments which comprised held for trading investments at fair value through profit or loss were measured at fair value. The fair values of held for trading investments at fair value through profit or loss are based on quoted market prices.

The fair value of the derivative financial instrument, which represents option granted on 23 January 2014 to subscribe for the Company's shares by the Investor, is calculated by an external valuer using a Binomial Model, taking into account the terms and conditions upon which the option was granted. The following table lists the inputs to the model:

Share price at the date of grant (HK\$)	4.25
Exercise price (HK\$)	3.50
Dividend yield (%)	3.63
Expected volatility (%)	48.54
Risk-free interest rate (%)	0.36

The expected volatility was determined based on the movement of the share price of the company since listing, which may not necessarily be the actual outcome. No other feature of the option granted was incorporated into the measurement of fair value.

**45. 金融工具之公平值及公平值等級架構** (續)

金融資產及負債的公平值按可在有意雙方(強迫或清盤銷售除外)之間的現時交易中進行交換的工具的金額入賬。已採用下列方法及假設對公平值進行估計：

融資租賃應收款項、計息銀行及其他借貸非即期部分之公平值採用與該等工具相似條款、信貸風險及剩餘到期時間之現行利率對預期未來現金流量進行貼現計算得出。於2015年3月31日，本集團自身計息銀行及其他借貸之不履約風險被評定為並不重大。可換股票據之負債部份的公平值參照市場上相類似可換股票據的利率及考慮本集團自身不履約風險，計算剩餘到期時間之現行利率對預期未來現金流量進行貼現。融資租賃應收款項、計息銀行及其他借貸非即期部分和可換股票據之負債部份的公平值與賬面值相差不大。

優先票據、中期票據及短期融資券之公平值乃根據2015年3月31日的市場報價釐定。

於2015年3月31日，本集團之金融工具包含透過損益以公平值列賬之持作買賣投資以公平值計算。透過損益以公平值列賬之持作買賣投資之公平值乃根據市場報價釐定。

於2014年1月23日授予投資者認購本公司股份之購股權之衍生金融工具公平值，由第三方評估師採用二項式模式對該等購股權進行估計，當中已考慮購股權獲授出時的條款及條件。下表列示所用模式的輸入值：

於授出日之股價(港元)	4.25
行使價(港元)	3.50
股息率(%)	3.63
預期波動性(%)	48.54
無風險利率(%)	0.36

預期波動性乃按自上市日期起本公司股價之變動而釐定，未必是實際結果。計量公平值時，並無考慮所授出的購股權的其他特性。

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#### 45. Fair Value and Fair Value Hierarchy of Financial Instruments (Continued)

##### Fair value hierarchy

The following tables illustrate the fair value measurement hierarchy of the Group's financial instruments:

Assets measured at fair value:

As at 31 March 2015

		Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價 的公平值計量 (第1級) HK\$'000 千港元
Held for trading investments at fair value through profit or loss	透過損益以公平值列賬之 持作買賣投資	32,890

As at 31 March 2014

於2014年3月31日

		Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價 的公平值計量 (第1級) HK\$'000 千港元
Held for trading investments at fair value through profit or loss	透過損益以公平值列賬之 持作買賣投資	29,120

The Company did not have any financial assets measured at fair value as at 31 March 2015 and 31 March 2014.

於2015年3月31日及2014年3月31日，本公司無以公平值計量的金融資產。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**45. Fair Value and Fair Value Hierarchy of Financial Instruments** (Continued)

**Fair value hierarchy** (Continued)

Liabilities measured at fair value:

**As at 31 March 2015**

		Fair value measurement using significant observable inputs (Level 2) 使用重大可觀察輸入值的公平值計量 (第2級) HK\$'000 千港元
Derivative financial instrument	衍生金融工具	-

As at 31 March 2014

於2014年3月31日

		Fair value measurement using significant observable inputs (Level 2) 使用重大可觀察輸入值的公平值計量 (第2級) HK\$'000 千港元
Derivative financial instrument	衍生金融工具	181,291

During the year, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfer into or out of Level 3 (2014: Nil).

本年內，公平值計量於第1級別與第2級別之間並無轉換及無轉入或轉出至第3級別(2014年：無)。

Liabilities for which fair values are disclosed:

已披露公平值之金融負債：

**As at 31 March 2015**

於2015年3月31日

		Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價的公平值計量 (第一級) HK\$'000 千港元
Senior notes	優先票據	4,028,737
Medium-term notes	中期票據	2,721,145
Short-term notes	短期融資券	2,817,041
		<b>9,566,923</b>

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#### 45. Fair Value and Fair Value Hierarchy of Financial Instruments (Continued)

##### Fair value hierarchy (Continued)

As at 31 March 2014

#### 45. 金融工具之公平值及公平值等級架構 (續)

##### 公平值等級(續)

於2014年3月31日

	Fair value measurement using quoted prices in active markets (Level 1) 使用於活躍市場之報價的公平值計量(第一級) HK\$'000 千港元
Senior notes	4,157,767

#### 46. Financial Risk Management Objectives and Policies

The Group's principal financial instruments comprise bank and other borrowings, senior notes, short-term notes, medium-term notes, convertible notes, a derivative financial instrument and cash and short-term deposits. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various other financial assets such as trade receivables, which arise directly from its operations.

The main risks arising from the Group's financial instruments are interest rate risk, credit risk, liquidity risk, foreign exchange risk and equity price risk. The board of directors reviews and agrees policies for managing each of these risks and they are summarised below.

##### Interest rate risk

The Group's exposure to interest rate risk relates primarily to the Group's borrowings. The interest rates and terms of repayment of the Group's borrowings are disclosed in notes 29, 31, 33, 34 and 35 to the financial statements. The Group's policy is to obtain the most favourable interest rates available for its borrowings.

The Group will constantly assess the interest rate risk it encounters to decide whether it is required to hedge against the possible interest rate risk that may arise.

On 31 March 2015, if the interest rate of bank borrowings had increased/decreased by 0.5% and all other factors remained unchanged, the profit after tax for the year of the Group would have decreased/increased by approximately HK\$53,015,000 (2014: HK\$38,868,000).

#### 46. 財務風險管理目標及政策

本集團主要金融工具包括銀行及其他借貸、優先票據、短期融資券、中期票據、可換股票據、衍生金融工具及現金及短期存款。該等金融工具主要為本集團業務籌集資金。本集團亦擁有多項其他金融資產，例如直接從業務營運產生的應收貿易賬款。

本集團金融工具所產生的主要風險包括利率風險、信貸風險、流動資金風險、外匯風險及股價風險。董事會對管理上述各項風險的政策進行檢討及協定，該等風險概述如下。

##### 利率風險

本集團面臨的利率風險主要與本集團的借貸相關。本集團借貸的利率及還款期於財務報表附註29、31、33、34及35中披露。本集團的政策是為其借貸取得最有利的利率。

本集團將持續評估所遇到的利率風險以決定是否需要對沖可能產生的利率風險。

於2015年3月31日，倘銀行借貸的利率上升/下降0.5%及所有其他因素保持不變，則本集團本年度稅後利潤將會減少/增加約53,015,000港元(2014年：38,868,000港元)。

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#### 46. Financial Risk Management Objectives and Policies (Continued) Credit risk

The credit risk of the Group's financial assets, which comprise cash and cash equivalents, trade and other receivables, arises from default of the counterparty, with a maximum exposure equal to the carrying amounts of these instruments. The Group is also exposed to credit risk through the granting of financial guarantees, further details of which are disclosed in note 40 to the financial statements.

To manage the risk, deposits are mainly placed with banks with high credit quality. The Group trades only with recognised and creditworthy third parties. For the sales of properties, the Group has policies in place to ensure that sales are made to buyers with appropriate financial strength and appropriate percentage of down payments. The Group would not release the property ownership certificates to the buyers before the buyers fully settle the payment. It also has other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group reviews regularly the recoverable amount of each individual trade receivable to ensure that adequate impairment losses are made for irrecoverable amounts. With exposure spread over a number of counterparties and customers, the Group has no significant concentration of credit risk.

Further quantitative data in respect of the Group's exposure to credit risk arising from trade receivables are disclosed in note 24 to the financial statements.

#### Liquidity risk

The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans, senior notes, short-term notes, medium-term notes and convertible notes.

#### 46. 財務風險管理目標及政策(續)

##### 信貸風險

本集團金融資產包括現金及現金等價物、應收貿易賬款及其他應收款項的信貸風險來自對方拖欠付款，而可能拖欠的最高金額等於此等工具的賬面值。本集團亦因提供財務擔保而面對信貸風險，有關詳情於財務報表附註40中披露。

為管理風險，本集團主要將存款存入高信貸質素的銀行。本集團僅與知名及具信譽的第三方進行交易。就出售物業方面，本集團已實行政策確保向具有適當財務實力及支付適當百分比首期付款的買家作出銷售。在買家全數清償付款前，本集團不會向其發出房產證。本集團亦擁有其他監控程序以確保採取跟進措施收回逾期款項。此外，本集團定期審閱每名個人的貿易應收賬款的可收回金額，以確保就不可收回金額作出足夠的減值虧損列賬。本集團並無任何重大集中信貸風險，而所面對的風險分散到多名交易對手及客戶。

有關本集團就貿易應收賬款的信貸風險所承擔的風險的進一步量化數據於財務報表附註24中披露。

##### 流動資金風險

本集團的目標是透過使用銀行貸款、優先票據、短期融資券、中期票據及可換股票據，維持資金持續性與靈活性之間的平衡。



NOTES TO FINANCIAL STATEMENTS (Continued)

財務報表附註(續)

31 March 2015 2015年3月31日

46. Financial Risk Management Objectives and Policies (Continued)

Liquidity risk (Continued)

The maturity profile of the Group's financial liabilities as at the end of the reporting period, based on the contractual undiscounted payments, was as follows:

46. 財務風險管理目標及政策(續)

流動資金風險(續)

本集團於報告期末時的金融負債的到期狀況(按照合同未折現付款)如下：

		2015					
		On demand	Within one year	One to two years	Two to five years	Beyond five years	Total
		應要求	一年內	第一至二年	第二至五年	五年後	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
Amounts due to associates	應付聯營公司款項	3,514	-	-	-	-	3,514
Financial liabilities included in trade and other payables	計入應付貿易及其他應付款項的金融負債	-	9,620,722	-	-	-	9,620,722
Senior notes	優先票據	-	639,042	386,752	4,713,718	-	5,739,512
Medium-term notes	中期票據	-	198,814	198,814	3,097,241	-	3,494,869
Short-term notes	短期融資券	-	2,805,330	-	-	-	2,805,330
Financial guarantees granted to third parties	對第三方授予財務擔保	6,049,314	-	-	-	-	6,049,314
Interest-bearing bank and other borrowings	計息銀行及其他借貸	-	10,438,099	4,837,168	3,982,654	557,770	19,815,691
Total	總計	6,052,828	23,702,007	5,422,734	11,793,613	557,770	47,528,952

		2014					
		On demand	Within one year	One to two years	Two to five years	Beyond five years	Total
		應要求	一年內	第一至二年	第二至五年	五年後	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
Amounts due to associates	應付聯營公司款項	3,134	-	-	-	-	3,134
Financial liabilities included in trade and other payables	計入應付貿易及其他應付款項的金融負債	-	8,689,605	-	-	-	8,689,605
Senior notes	優先票據	-	389,025	389,025	5,130,450	-	5,908,500
Convertible notes	可換股票據	-	63,380	63,380	1,381,590	-	1,508,350
Financial guarantees granted to third parties	對第三方授予財務擔保	3,741,002	-	-	-	-	3,741,002
Interest-bearing bank and other borrowings	計息銀行及其他借貸	-	6,467,445	3,156,099	3,485,952	652,474	13,761,970
Total	總計	3,744,136	15,609,455	3,608,504	9,997,992	652,474	33,612,561

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#### 46. Financial Risk Management Objectives and Policies (Continued) Foreign exchange risk

The Group only conducts business within Mainland China. Except for interest payables, repayment of foreign currency loans obtained to finance the Group's operations and any potential future dividend its subsidiaries that might be declare of to their shareholders, the bulk of the Group's revenue, capital investment and expenses are denominated in RMB. At the date of approval of the financial statements, the Group had not experienced any difficulties in obtaining government approval for its necessary foreign exchange purchases. During the year, the Group did not issue any financial instruments for hedging purposes.

The following table demonstrates the sensitivity at the end of the reporting period to a reasonably possible change in the RMB exchange rate, with all other variables held constant, of the Group's profit before tax (due to changes in the fair value of monetary assets and liabilities).

#### 46. 財務風險管理目標及政策(續)

##### 外匯風險

本集團僅在中國大陸經營業務。除應付利息、本集團撥資營運所需而取得的外幣貸款的還款以及其附屬公司可能向其股東宣派的任何潛在股息外，本集團大部分收入、資本投資及開支均以人民幣為單位。於財務報表批准日期，本集團在申領政府批文以購買所需外匯方面，從未遇上任何困難。年內，本集團並無為對沖目的而發行任何金融工具。

下表顯示在所有其他變量維持不變的情況下，本集團稅前利潤於報告期末對人民幣匯率的可能合理變動的敏感度，有關稅前利潤的變動乃因貨幣資產及負債的公平值出現變動所致。

		Increase/ (decrease) in Changes in profit before tax RMB rate 稅前利潤增加/ 人民幣匯率變動 (減少) % HK\$'000 千港元	
<b>2015</b>	<b>2015年</b>		
If Hong Kong dollar weakens against RMB	倘港元兌人民幣轉弱	5	33,297
If Hong Kong dollar strengthens against RMB	倘港元兌人民幣轉強	3	(19,981)
<b>2014</b>	<b>2014年</b>		
If Hong Kong dollar weakens against RMB	倘港元兌人民幣轉弱	5	25,385
If Hong Kong dollar strengthens against RMB	倘港元兌人民幣轉強	3	(15,223)

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#### 46. Financial Risk Management Objectives and Policies (Continued)

##### Equity price risk

The equity price risk of the Group mainly arises from the changes in market prices for held for trading investments at fair value through profit or loss. The book values of this type of financial asset held by the Group are recognised according to market quotes as at the end of the reporting period.

On 31 March 2015, if the price of listed equity securities held by the Group had increased/decreased by 10%, and all other factors remained unchanged and excluding tax items, the book values of the listed equity securities of the Group would have increased/decreased by HK\$3,289,000 (2014: HK\$2,912,000).

##### Capital management

The primary objectives of the Group's capital management are to safeguard the Group's ability to continue as a going concern and to maintain healthy capital ratios in order to support its business and maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group is not subject to any externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital during the years ended 31 March 2015 and 31 March 2014.

#### 46. 財務風險管理目標及政策(續)

##### 股價風險

本集團的股價風險主要來自透過損益以公平值列賬的持作買賣投資的市價變動。此類由本集團持有金融資產的賬面值乃根據申報期間結束時的市場報價確認。

於2015年3月31日，倘本集團持有的上市股權證券的價格上升/下跌10%，而所有其他因素均保持不變(不包括稅項)，則本集團的上市股權證券的賬面值將增加/減少3,289,000港元(2014年：2,912,000港元)。

##### 資本管理

本集團資本管理的首要目標是為了確保本集團持續發展及穩健資本比率的能力，以支持其業務運作及實現最大股東價值。

本集團根據經濟情況的變動及相關資產的風險特色，管理其資本結構並對其作出調整。為維持或調整資本結構，本集團可能會調整向股東派發的股息付款、向股東返還資本或發行新股。本集團毋須遵守任何外界施加的資本規定。截至2015年3月31日及2014年3月31日止年度，並無更改資本管理的目標、政策或程序。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

**46. Financial Risk Management Objectives and Policies** (Continued)  
**Capital management** (Continued)

The Group monitors capital using a gearing ratio, which is net debt divided by the total equity. Net debt includes interest-bearing bank and other borrowings, senior notes, short-term notes, medium-term notes and convertible notes, less cash and cash equivalents and restricted cash. The gearing ratios as at the end of the reporting period were as follows:

		2015 HK\$'000 千港元	2014 HK\$'000 千港元
Senior notes (note 31)	優先票據(附註31)	4,082,811	4,056,838
Short-term notes (note 35)	短期融資券(附註35)	2,750,880	-
Medium-term notes (note 34)	中期票據(附註34)	2,704,226	-
Interest-bearing bank and other borrowings (note 29)	計息銀行及其他借貸(附註29)	15,465,347	12,452,395
Convertible notes (note 33)	可換股票據(附註33)	-	1,009,446
Less: Cash and cash equivalents and restricted cash (note 27)	減: 現金及現金等價物及受限制現金(附註27)	(8,672,722)	(12,777,108)
Net debt	債務淨額	16,330,542	4,741,571
Total equity	權益總額	25,021,816	20,144,145
Gearing ratio	資本負債比率	65%	24%

**47. Events After the Reporting Period**

The book-building relating to the issuance of Corporate Bonds in the PRC by China South International has been completed on 10 April 2015. According to the book-building results, the total principal amount of RMB1,500,000,000 (equivalent to approximately HK\$1,875,600,000) has a term of up to six years in maximum. The coupon rate is 7% per annum.

**48. Comparative Amounts**

As further explained in note 2.2 to the financial statements, due to the implementation of the Hong Kong Companies Ordinance (Cap. 622) during the current year, the presentation and disclosure of certain items and balances in the financial statements have been revised to comply with the new requirements. Accordingly, certain comparative amounts have been restated to conform with the current year's presentation and disclosures.

**46. 財務風險管理目標及政策(續)**

**資本管理(續)**

本集團採用資本負債比率(債務淨額除以權益總額)監控資本情況。債務淨額包括計息銀行及其他借貸、優先票據、短期融資券、中期票據及可換股票據減現金及現金等價物及受限制現金。於報告期末，資本負債比率如下：

**47. 報告期間結束後事項**

於2015年4月10日，華南國際完成關於企業債券的詢價圈購的程序。按照詢價圈購的結果，本金總額為人民幣1,500,000,000元的企業債券(相當於約1,875,600,000港元)，期限最高為6年，年利率為7%。

**48. 比較數字**

財務報表附註2.2進一步所述，由於香港公司條例(第622章)於本年度實施於財務報表中的若干事項及餘額的呈列及披露已更新以符合新要求。因此，若干比較數字已重列以遵守本年度之呈列及披露。

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

49. Statement of Financial Position of the Company 49. 公司財務狀況表

		31 March 2015 2015年 3月31日 HK\$'000 千港元	31 March 2014 2014年 3月31日 HK\$'000 千港元 (Restated) (經重列)
<b>NON-CURRENT ASSETS</b>	<b>非流動資產</b>		
Property, plant and equipment	物業、廠房及設備	1,564	1,437
Investments in subsidiaries	於附屬公司的投資	<b>3,780,958</b>	2,772,635
Total non-current assets	非流動資產總額	<b>3,782,522</b>	2,774,072
<b>CURRENT ASSETS</b>	<b>流動資產</b>		
Due from subsidiaries	應收附屬公司款項	<b>8,212,960</b>	4,928,814
Prepayments, deposits and other receivables	預付款項、按金及其他應收款項	<b>513</b>	513
Cash and cash equivalents	現金及現金等價物	<b>1,611,283</b>	2,774,381
Total current assets	流動資產總額	<b>9,824,756</b>	7,703,708
<b>CURRENT LIABILITIES</b>	<b>流動負債</b>		
Due to subsidiaries	應付附屬公司款項	<b>31,305</b>	28,812
Other payables, accruals and deposits received	其他應付款項、應計項目及已收按金	<b>131,759</b>	126,073
Derivative financial instrument	衍生金融工具	-	181,291
Total current liabilities	流動負債總額	<b>163,064</b>	336,176
<b>NET CURRENT ASSETS</b>	<b>流動資產淨值</b>	<b>9,661,692</b>	7,367,532
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<b>資產總額減流動負債</b>	<b>13,444,214</b>	10,141,604
<b>NON-CURRENT LIABILITIES</b>	<b>非流動負債</b>		
Senior notes	優先票據	<b>4,082,811</b>	4,056,838
Total non-current liabilities	非流動負債總額	<b>4,082,811</b>	4,056,838
Net assets	資產淨值	<b>9,361,403</b>	6,084,766
<b>EQUITY</b>	<b>權益</b>		
Share capital	股本	<b>7,034,761</b>	4,684,476
Other reserves	其他儲備	<b>2,326,642</b>	1,400,290
Total equity	權益總額	<b>9,361,403</b>	6,084,766

CHENG CHUNG HING 鄭松興  
Director 董事

LEUNG MOON LAM 梁滿林  
Director 董事

NOTES TO FINANCIAL STATEMENTS (Continued)  
財務報表附註(續)

31 March 2015 2015年3月31日

49. Statement of Financial Position of the Company 49. 公司財務狀況表(續)

(Continued)

Note:

A summary of the Company's other reserves is as follows:

附註：

公司之其他儲備變動詳情如下：

		Capital redemption reserve	Share option reserve	Share premium account	Convertible notes	Retained profits	Total
		資本贖回儲備	購股權儲備	股份溢價賬	可換股票據	保留利潤	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
						(Restated)	
						(經重列)	
At 1 April 2013	於2013年4月1日	204	66,283	3,144,121	–	645,337	3,855,945
Profit for the year	年內利潤	–	–	–	–	1,245,835	1,245,835
Issuance of new shares	發行新股	–	–	1,205,218	–	–	1,205,218
Lapse of share options	購股權失效	–	(2,461)	–	–	2,461	–
Equity-settled share option arrangement	以權益結算的購股權安排	–	63,357	–	–	–	63,357
Final 2013 dividend paid	已付2013末期股息	–	–	–	–	(615,860)	(615,860)
Exercise of share options	行使購股權	–	(42,022)	265,862	–	–	223,840
Equity component of convertible notes	權益部分的可換股票據	–	–	–	37,360	–	37,360
Transfer to share capital	轉入股本	(204)	–	(4,615,201)	–	–	(4,615,405)
At 31 March 2014	於2014年3月31日	–	85,157	–	37,360	1,277,773	1,400,290
		Capital redemption reserve	Share option reserve	Share premium account	Convertible notes	Retained profits	Total
		資本贖回儲備	購股權儲備	股份溢價賬	可換股票據	保留利潤	總計
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		千港元	千港元	千港元	千港元	千港元	千港元
At 1 April 2014	於2014年4月1日	–	85,157	–	37,360	1,277,773	1,400,290
Profit for the year	年內利潤	–	–	–	–	2,172,780	2,172,780
Repurchase shares	回購股份	–	–	–	–	(150,619)	(150,619)
Equity-settled share option arrangement	以權益結算的購股權安排	–	90,742	–	–	–	90,742
Exercise of share options	行使購股權	–	(62,917)	–	–	–	(62,917)
Lapse of share options	購股權失效	–	(215)	–	–	215	–
Conversion of convertible notes	轉換可換股票據	–	–	–	(37,360)	–	(37,360)
Final 2014 dividend paid	已付2014末期股息	–	–	–	–	(1,086,274)	(1,086,274)
At 31 March 2015	於2015年3月31日	–	112,767	–	–	2,213,875	2,326,642

31 March 2015 2015年3月31日

#### 49. Statement of Financial Position of the Company

(Continued)

Note: (Continued)

The share option reserve comprises the fair value of share options granted which are yet to be exercised, as further explained in the accounting policy for share-based payments in note 2.4 to the financial statements. The amount will either be transferred to the share capital when the related options are exercised, or be transferred to retained profits should the related options expire.

#### 50. Approval of the Financial Statements

The financial statements were approved and authorised for issue by the board of directors on 29 June 2015.

#### 49. 公司財務狀況表(續)

附註：(續)

購股權儲備包含已授出但未行使之購股權的公允值，其會計政策已詳載於財務報表附註2.4內，當購股權被行使，此金額會轉入股本，或者當購股權失效，此金額會轉至保留利潤。

#### 50. 批核財務報表

董事會於2015年6月29日批准及授權刊發財務報表。

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