

9 June 2022

Board of Directors China Aoyuan Group Limited Units 1901-2, 19<sup>th</sup> Floor, One Peking No.1 Peking Road Tsim Sha Tsui, Kowloon Hong Kong Savills Valuations Pty Ltd ABN 73 151 048 056 E speachey@savills.com.au DL +61 (0) 2 8215 8853 F +61 (0) 2 8215 8859

> Level 25 Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia T +61 02 8215 8888 savills.com.au

# Re:Valuation Summary LetterProperty:34 Apartments – "Adela", 1a Gloucester Avenue, Burwood, NSW, Australia

We refer to instructions issued by Aoyuan Property Group (International) Pty Ltd dated 5 May 2022 to provide a summary report of the valuation providing the Market Value "In One Line" of 34 Apartments – "Adela", 1a Gloucester Avenue, Burwood, NSW, Australia. We have prepared a full and comprehensive Valuation Report for the property in accordance with our instructions from Aoyuan Property Group (International) Pty Ltd for internal reporting purposes dated 31 March 2022.

This valuation summary letter ("summary letter") has been prepared for part of a submission to The Stock Exchange of Hong Kong Limited (in accordance with Chapter 5 of the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited) to be issued by China Aoyuan Group Limited as responsible entity for the sale of the property assessed.

Our full valuation report valuation report has been prepared in accordance with the Australian Property Institute's Current Valuation Standard and Guidance Notes, RICS Valuation - Global Standards 2020 together with the Australian National Supplement effective August 2019 and International Valuation Standards (IVS).

This summary letter should be read in conjunction with the Valuation Report (prepared as at 31 March 2022) as we note this summary letter does not include all essential information and the assumptions which are detailed in our Valuation Report. The Valuation Report provides a detailed description of the property; its current configuration, location, assumptions impacting value and local market characteristics.

An extract from the valuation report comprising the Critical Assumptions is annexed to this summary letter.

We have assessed the valuation based on the Freehold Title of the property.

Market Value as defined by the International Valuation Standards Council (IVSC) and as adopted by the Australian Property Institute (API) is as follows:

"Market Value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing, and where the parties had each acted knowledgeably, prudently and without compulsion."

We have assessed the "In One Line" market value of the property in accordance with the Market Value definition referred to above. Furthermore, the Sale in One Line Definition is

'Sale in one line' is the value of the gross realisation of the individual completed lots sold in a single transaction less a discount that takes into consideration legal and selling costs, profit and risk, holding costs and acquisition costs.

In addition, we have been requested to assess an Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale.

We confirm that the valuer does not have a pecuniary interest that would conflict with a proper valuation of the interest in the property.

Savills Valuations Pty Ltd ("Savills") charged a professional fee for producing the valuation report.

## **Material Assumptions**

 The assessed "In One Line Value" via Residual Cash Flow analysis reflects a number of factors, including the interest (borrowing) rate, assessed value of the units, sale rate for apartment stock, and acceptable performance margins. The assessed value by this approach could be impacted by a change in any of the above circumstances.

Interest Valued	100% Freehold						
Title Details	Various lots - SP103737						
Registered Owner	Prime Burwood Pty Ltd.						
Zoning	B4 Mixed Use under the Burwood Local Environmental Plan 2012.						
Location	The subject property is located within Burwood Sydney's Inner West, approximately 10 kilometres west of the Sydney Central Business District (CBD) and is within the Local Government Area administered by the Burwood Council. More particularly the subject property is located approximately 800 metres to the north west of the Burwood Train station and Central Business District. The development is bounded by Victoria Street to the north, Park Road to the west and Gloucester Avenue to the east. Surrounding development primarily low and medium residential dwellings, with retail properties including Westfield Burwood located to the east of the development. The site is in close proximity of Burwood Park. The development is well serviced by public transport with Burwood Train Station located to the west of the subject offering train and bus services.						
Property Description	The parent development comprises the "Adela" project, a four building development with a total of 103 apartments, communal roof top areas and basement parking at Burwood completed in September 2021. The apartments subject to assessment comprise 34 vacant apartments configured as 3 x 1 bedroom apartments, 28 x 2 bedroom apartments and 3 x 3 bedroom apartments. The apartments are fitted to a good standard, with reconstituted stone bench tops in the kitchens, stainless steel appliances, ducted air conditioning, and security intercom access.						
Encumbrances	The attached Title documents list the following notifications:						
	<ul> <li>AR752180 Mortgage to Gresham Property Investments Pty Ltd.</li> </ul>						
Environmental Comment	The present use of the subject property as an apartment building is not classified as a "potentially contaminating activity, industry or land use" as defined under the API's Australia Real Property Guidance Note 1 – Land Contamination Issues (Appendix 2) and is considered a low risk use in regard to potential for site contamination. The subject property is not contained within the EPA's "List of Issued Certificates and Statements of						
	Environmental Audit" based on our recent online search. We also note that the subject property and surrounding immediate development as at the date of valuation, is not subject to an "Environmental Audit Overlay" under the Burwood City Planning Scheme.						
	A visual site inspection has not revealed any obvious pollution or contamination. Nevertheless, we wish to advise that we are not qualified to provide advice on the physical condition of the land and we are not						

#### **Valuation Summary**

Environmental Comment (contd)	<ul> <li>aware of any geotechnical and/or environmental defects with the land. Further, we have not sighted any environmental audits or geotechnical reports, which suggest site contamination or defects. This valuation has therefore been made on the assumption that there are no actual or potential contamination issues affecting:-</li> <li>The value or marketing of the property; or</li> <li>The site.</li> </ul>						
Valuation Approach	Gross Realisation: Direct Comparison. In One Line Value: Hypothetical Sell Down.						
Date of Inspection	17 May 2022						
Date of Valuation	31 March 2022						
	Market Value – "As Is"	Subject to Market Constraint					
Gross Realisation Incl. GST	\$39,104,000	\$35,187,000					
Gross Realisation Excl. GST	\$36,545,794	\$32,885,047					
"In One Line Assessment" Incl. GST	\$30,800,000	\$27,650,000					
"In One Line Assessment" Excl. GST	\$28,700,000	\$25,800,000					
Prepared By	Sandra Peachey FAPI						
	Certified Practising Valuer						
	Savills Valuations Pty Ltd						

## Valuation Methodology

The valuation is determined on the basis that the property, the Title thereto and its use is not affected by any matter other than that mentioned in the full valuation report. Furthermore, it has been assumed that reasonable resources are available in negotiating the sale and exposing the property to the market.

Given the nature of the subject property, we have primarily relied upon the Direct Comparison Approach to assess the value of the individual apartments and the Hypothetical Development Approach to assess the In One line Value.

This approach utilises our assessment of the estimated 'total gross realisation' value from which we have deducted selling costs and other costs including holding costs, finance costs and interest, and our adopted development (profit and risk) margin, to arrive at an estimate of the In One Line Value.

To ascertain the value of the individual apartments we have relied upon the below comparable sales:

Subject Complex

Sales	No	Min Area (m²)	Max Area (m²)	Min Price	Max Price	Avge Price	Min Rate	Max Rate	Avge Rate
1 Bed	19	50	57	\$735,000	\$895,000	\$800,444	\$13,482	\$15,982	\$14,811
2 Bed	35	74	89	\$915,000	\$1,342,600	\$1,171,782	\$11,731	\$16,575	\$14,963
3 Bed	18	91	130	\$1,330,000	\$1,850,000	\$1,549,250	\$13,776	\$16,490	\$15,368

# Comparable Sales outside of Development:

"IQ Burwood" 15-19 Clarence Street, Burwood									
Number of Apartments	70	70							
Description	with Smart Living a	Medium density residential apartment development by ATLAS, designed by KANNFINCH architects. Intellectual building with Smart Living apartment inclusions including automated touch screen and voice command technology. Apartments are of high quality finishes and fitment.							
Presale Comment	Agent indicated tha	t 16 of the 70 a	apartments are still	available. Settleme	ents are due in June	<b>)</b> .			
Overall Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)		
	1 Bed	52	59	\$780,000	\$800,000	\$13,559	\$15,000		
	2 Bed	80	90	\$1,130,000	\$1,300,000	\$14,125	\$14,444		
	3 Bed	105	110	\$1,800,000	\$1,875,000	\$17,045	\$17,142		
Comparative Analysis	Located on the Sou amenities including are overall compara	Westfield and	Burwood Park. Apa	artments are of sup	perior quality with te				

#### 68-72 Railway Parade, Burwood

Number of Apartments	121							
Description	Mixed use development located in Burwood shopping district adjacent to railway line. Designed by architect Aleksander Design Group. Comprises an 8 storey mixed use building with 121 units (1, 2 and 3 bedroom) and 1 retail tenancy on the group floor. Includes basement car parking over 3 levels with parking for 163 vehicles. Apartments are of good quality finish and fitment with stone benchtops and stainless steel appliances to kitchen, frameless shower screen and fully tiled bathrooms. Completion was in early 2020.							
Overall Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)	
	1 Bed	58	62	\$617,000	\$677,000	\$10,919	\$10,638	
	2 Bed	78	86	\$800,000	\$880,000	\$9,412	\$11,090	
	3 Bed	92	104	\$900,000	\$1,040,000	\$9,519	\$10,097	
Comparative Analysis		Completed stock that sold off the plan, indicating sales are now dated. Development adjoins railway line meaning significant noise pollution. Overall, the subject apartments are superior and higher rates are appropriate.						

Number of Apartments	154							
Description	A mixed use development consisted of 154 apartments and 1,000m2 of commercial/retail floor space over 30 levels plu levels of basement parking. Completed in 2021. Upper level apartments feature district and harbour views. Apartments are of good quality fitment with open plan kitchens featuring stone benchtops, stainless steel appliances, tim flooring, ducted air conditioning, floor to ceiling windows and doors.							
Overall Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)	
	1 Bed	49	55	\$680,000	\$750,000	\$12,909	\$15,000	
	2 Bed	74	85	\$955,000	\$1,290,000	\$12,402	\$16,506	
	Completed stock that sold off the plan, indicating sales are now dated. Higher elevation achieving good views toward harbour from upper levels, similar to the subject apartments. Overall comparable and we have adopted the upper end of the rates given recent market improvements.							

## Comparable Sales outside of Development:

## 1 Bedroom

	Sale Price	Analysed Rate	Sale Date	Internal Area (m²)	Bed	Bath	Car
L2/7 Conder Street, Burwood	\$785,000	\$15,344	Mar-22	58	1	1	1
Description: Modern 1 bedroom apartm a/c, fully tiled bathroom with frameless							
Comparison: Slightly superior quality a the subject 1 bedroom units.	apartment situated in simil	ar sized develop	ment. A sligh	tly lower avera	age rate p	er sqm app	propriate f
3/9 Clarence Street, Burwood	\$700,000	\$14,000	Mar-22	50	1	1	1
Description: New 1 bedroom apartment shower screen. Kitchen features caesa				ing windows, fu	ully tiled ba	athroom wit	h framele
Comparison: Slightly inferior quality ap the subject 1 bedroom units.	partment situated in smalle	er sized developn	nent. A slight	ly higher avera	age rate p	er sqm app	propriate f
A501/31 Belmore Street, Burwood	\$725,000	\$11,507	Dec-21	63	1	1	1
Description: Circa 2016 1 bedroom ap with framed shower screen. Kitchen playground.							
Comparison: Older apartment situated units given they are new	in similar sized developme	nt. A higher lower	r average rate	e per sqm appro	opriate for	the subject	t 1 bedroo
902c/8 Wynne Avenue, Burwood	\$725,000	\$13 942	Feb-22	52	1	1	1
Description: Circa 2015 1 bedroom plu bathroom with framed shower screen. Comparison: Older apartment situated	Kitchen features caesarsto	one benchtop, sta	inless steel I	European appli	ances. Sp	olit system a	a/c.
units given they are new 1003/2a Elsie Street, Burwood	\$700,000	\$13,461	Jan-22	52	1	1	1
Description: Circa 2019 1 bedroom apa							throom w
	es caesarsione benchiop,	stainless steel Ei	uropean appl	iances. Floor to	o ceiling v	vindows to	
and bedroom. Comparison: Older apartment situated	•				-		living are
and bedroom. Comparison: Older apartment situated units given they are new	•				-		living are
and bedroom. Comparison: Older apartment situated units given they are new Bedroom	•				-		living are
and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address	in similar sized developme	nt. A higher lower	average rate	e per sqm appro	opriate for	the subject	living are
and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address 2003/29 George Street, Burwood Description: 2018 built, 2 bedroom 2 b	in similar sized developme Sale Price \$1,120,000 pathroom apartment featu	nt. A higher lower Analysed Rate \$13,333 ring open plan liv	Sale Date Jan-22	e per sqm appro Internal Area (m²) 84	opriate for Bed 2	the subject	living are t 1 bedroo Car 1
and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address 2003/29 George Street, Burwood Description: 2018 built, 2 bedroom 2 b dishwasher and stainless steel applian	in similar sized developme Sale Price \$1,120,000 pathroom apartment featu ces. Timber floor to living a	nt. A higher lower Analysed Rate \$13,333 ring open plan liv areas.	Sale Date Jan-22	e per sqm appro Internal Area (m²) 84 ng, stone kitch	Bed 2 appriate for	Bath 2 as cooking	living are t 1 bedroo Car 1 , integrat
and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address 2003/29 George Street, Burwood Description: 2018 built, 2 bedroom 2 b dishwasher and stainless steel applian Comparison: Older apartment in good	in similar sized developme Sale Price \$1,120,000 pathroom apartment featu ces. Timber floor to living a	nt. A higher lower Analysed Rate \$13,333 ring open plan liv areas.	Sale Date Jan-22	e per sqm appro Internal Area (m²) 84 ng, stone kitch	Bed 2 appriate for	Bath 2 as cooking	living are t 1 bedroo Car 1 , integrat
and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address 2003/29 George Street, Burwood Description: 2018 built, 2 bedroom 2 k dishwasher and stainless steel applian Comparison: Older apartment in good 1406/2a Elsie Street, Burwood Description: Circa 2019 built, 2 bedro	in similar sized developme Sale Price \$1,120,000 pathroom apartment featu ces. Timber floor to living a condition. Age of subject v \$1,160,000 om 2 bathroom apartmen	nt. A higher lower Analysed Rate \$13,333 ring open plan liv areas. vould indicate hig \$13,647 t on Level 14 fea	Sale Date Jan-22 ving and dini her rates are Mar -22 aturing open	e per sqm appro Internal Area (m²) 84 ng, stone kitch appropriate fo 85	Bed 2 nen with g 2 2	Bath 2 as cooking 2 bedroom 2	Living are t 1 bedroo Car 1 , integrat units. 2
framed shower screen. Kitchen feature and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address 2003/29 George Street, Burwood Description: 2018 built, 2 bedroom 2 k dishwasher and stainless steel applian Comparison: Older apartment in good 1406/2a Elsie Street, Burwood Description: Circa 2019 built, 2 bedro cooking, integrated dishwasher and sta Comparison: Slightly older apartment of	in similar sized developme Sale Price \$1,120,000 bathroom apartment featu ces. Timber floor to living a condition. Age of subject v \$1,160,000 om 2 bathroom apartmen ainless steel appliances. R	nt. A higher lower Analysed Rate \$13,333 ring open plan liv areas. vould indicate hig \$13,647 t on Level 14 fea everse cycle a/c. ject would indicate	Sale Date Jan-22 ving and dini her rates are Mar -22 aturing open City views.	Internal Area (m <sup>2</sup> ) 84 ng, stone kitch appropriate fo 85 plan living and	Bed 2 ien with g or subject : 2 d dining, s	Bath 2 as cooking 2 bedroom 2	living are t 1 bedroc Car 1 , integrate units. 2 en with g
and bedroom. Comparison: Older apartment situated units given they are new Bedroom Address 2003/29 George Street, Burwood Description: 2018 built, 2 bedroom 2 H dishwasher and stainless steel applian Comparison: Older apartment in good 1406/2a Elsie Street, Burwood Description: Circa 2019 built, 2 bedro cooking, integrated dishwasher and sta	in similar sized developme Sale Price \$1,120,000 bathroom apartment featu ces. Timber floor to living a condition. Age of subject v \$1,160,000 om 2 bathroom apartmen ainless steel appliances. R	nt. A higher lower Analysed Rate \$13,333 ring open plan liv areas. vould indicate hig \$13,647 t on Level 14 fea everse cycle a/c.	Sale Date Jan-22 ving and dini her rates are Mar -22 aturing open City views.	Internal Area (m <sup>2</sup> ) 84 ng, stone kitch appropriate fo 85 plan living and	Bed 2 ien with g or subject : 2 d dining, s	Bath 2 as cooking 2 bedroom 2	Living are t 1 bedroo Car 1 , integrat units. 2

Description: New 2 bedroom 2 bathroom apartment on Level 7 featuring open plan living and dining, stone kitchen with gas cooking, integrated dishwasher and stainless steel appliances. Reverse cycle a/c. Herringbone timber floors.

Comparison: Comparable quality apartment. Suggests similar rates for subject apartments.

Address	Sale Price	Analysed Rate	Sale Date	Internal Area (m²)	Bed	Bath	Car	
707/9 Wilga Street Burwood	\$925,800	\$10,765	Mar-22	86	2	2	2	
Description: Circa 2013 2 bedroom 2 bathroom apartment on Level 7. Stone kitchen with gas cooking, dishwasher and stainless steel appliances. Polished timber and carpeted floors, built in robes, basement parking.								
Comparison: Substantially older apartmen	t which justifies higher	rates for subject	apartments.					
602c/1-17 Elsie Street, Burwood	\$1,142,000	\$12,977	Mar-22	88	2	2	1	
Description: 2011 built, 2 bedroom 2 bath	•	0 1 1	ving and dinir	ng, stone kitch	nen with g	as cooking	, integrated	

dishwasher and stainless steel appliances. Timber floor to living areas.

Comparison: Substantially older apartment which justifies higher rates for subject apartments.

## The assessed apartment values are as follows:

Apt No.	Lot No	Bed	Internal sqm	External sqm	Total sqm	Car Spaces	Assessed Value	Analysed Rate	Market Constraint Value	Market Constraint Rate
A105	10	2	74	12	86	1	\$1,122,000	\$15,162	\$1,010,000.00	\$13,649
A201	11	3	91	12	103	2	\$1,323,000	\$14,538	\$1,191,000.00	\$13,088
A202	12	2	78	11	89	1	\$1,137,000	\$14,577	\$1,023,000.00	\$13,115
A206	16	2	74	12	86	1	\$1,132,000	\$15,297	\$1,019,000.00	\$13,770
B101	31	2	81	10	91	1	\$1,117,000	\$13,790	\$1,005,000.00	\$12,407
B201	37	2	81	10	91	1	\$1,132,000	\$13,975	\$1,019,000.00	\$12,580
B202	38	2	80	11	91	1	\$1,196,000	\$14,950	\$1,076,000.00	\$13,450
B204	40	3	94	13	107	2	\$1,421,000	\$15,117	\$1,279,000.00	\$13,606
B301	43	2	81	10	91	1	\$1,142,000	\$14,099	\$1,028,000.00	\$12,691
B401	49	2	81	10	91	1	\$1,156,000	\$14,272	\$1,040,000.00	\$12,840
B501	55	2	81	10	91	1	\$1,196,000	\$14,765	\$1,076,000.00	\$13,284
B601	60	2	81	22	103	1	\$1,201,000	\$14,827	\$1,081,000.00	\$13,346
B701	65	2	82	22	104	1	\$1,274,000	\$15,537	\$1,147,000.00	\$13,988
BG01	27	2	80	33	113	1	\$1,107,000	\$13,838	\$996,000.00	\$12,450
BG04	30	2	78	34	112	1	\$1,142,000	\$14,641	\$1,028,000.00	\$13,179
C103	75	2	82	11	93	1	\$1,132,000	\$13,805	\$1,019,000.00	\$12,427
C104	76	2	88	12	100	1	\$1,225,000	\$13,920	\$1,103,000.00	\$12,534
C203	79	2	82	11	93	1	\$1,142,000	\$13,927	\$1,028,000.00	\$12,537
C204	80	2	88	12	100	1	\$1,240,000	\$14,091	\$1,116,000.00	\$12,682
C302	82	1	52	8	60	1	\$769,000	\$14,788	\$692,000.00	\$13,308
C303	83	2	82	11	93	1	\$1,156,000	\$14,098	\$1,040,000.00	\$12,683
C304	84	2	88	12	100	1	\$1,274,000	\$14,477	\$1,147,000.00	\$13,034
C404	88	2	88	12	100	1	\$1,274,000	\$14,477	\$1,147,000.00	\$13,034
CG01	70	3	96	35	131	2	\$1,372,000	\$14,292	\$1,235,000.00	\$12,865
D101	93	2	80	11	91	1	\$1,117,000	\$13,963	\$1,005,000.00	\$12,563
D103	95	2	75	10	85	1	\$1,098,000	\$14,640	\$988,000.00	\$13,173
D104	96	2	77	11	88	1	\$1,152,000	\$14,961	\$1,037,000.00	\$13,468
D201	97	2	80	11	91	1	\$1,127,000	\$14,088	\$1,014,000.00	\$12,675
D202	98	1	50	7	57	1	\$764,000	\$15,280	\$688,000.00	\$13,760
D203	99	2	75	10	85	1	\$1,098,000	\$14,640	\$988,000.00	\$13,173
D204	100	2	77	11	88	1	\$1,171,000	\$15,208	\$1,054,000.00	\$13,688
D302	102	1	50	7	57	1	\$779,000	\$15,580	\$701,000.00	\$14,020
D304	104	2	77	11	88	1	\$1,186,000	\$15,403	\$1,067,000.00	\$13,857
AG01	1	2	78	29	107	1	\$1,230,000	\$15,769	\$1,100,000.00	\$14,103
Total							\$39,104,000		\$35,187,000.00	

# Our assessment of In One Line Value is detailed below:

#### Market Value

Input	Amount / Comments.
Gross Realisation	\$39,104,000 including GST.
Rate of Sale	We have adopted a sale rate of 3.7 apartments per month for a period of 15 months.
Selling Costs Marketing Costs Legal Costs	<ul><li>2.2% of Gross Realisation based on existing average sales commission rate.</li><li>\$2,500 per apartment.</li><li>\$1,000 per apartment.</li></ul>
Site Acquisition Costs	6.9% of purchase price including legal fees.
Construction/Development Cost	N/A – Development completed.
Interest Rate	5.00% per annum (on the basis of 100% debt funding and including line fees).
Construction Period	N/A – Development completed.
Holding Costs	Approximately \$419,520 per annum (including Council Rates, Water Rates, Land Tax, Strata Levies).
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 10% to 15%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors:</li> <li>The sale rate considered achievable for the apartments moving forward.</li> <li>Current market conditions.</li> <li>The adopted pricing of the apartments.</li> <li>The quality of the apartments compared to the market.</li> <li>Buyer pool in this capital value bracket.</li> <li>New and modern apartment building.</li> <li>The size and related capital value of the development.</li> <li>Analysis of comparable developments.</li> <li>The Inner West location and current market conditions.</li> <li>Having regard to the above, we have adopted a Profit and Risk Factor of 12.58%, being to the midpoint in the range assuming the new quality of apartments and the Inner West location.</li> </ul>
GST Liability	We have been advised of the eligibility to adopt the Margin Rule (7%) for valuation purposes. Our calculations on this basis are as follows:         Residential Realisation Including GST       \$39,104,000         Less GST       \$2,558,206         Gross Realisation Excluding GST       \$36,545,794
	Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and is an indicative figure only.

## Feasibility Conclusions

Our calculations result in an "In One Line" value of \$30,800,000 including GST and \$28,700,000 excluding GST (rounded). Our feasibility analysis reflects an Internal Rate of Return of 38.58% (including interest), and a net development profit of approximately \$4,369,385 all of which appear to be reasonable for a development of this nature.

In One Line Assessment – Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale

Input	Amount / Comments.
Gross Realisation	\$35,187,000 including GST.
Rate of Sale	We have adopted a sale rate of 3.7 apartments per month for a period of 9 months.
Selling Costs Marketing Costs Legal Costs	<ul><li>2.2% of Gross Realisation based on existing average sales commission rate.</li><li>\$2,500 per apartment.</li><li>\$1,000 per apartment.</li></ul>
Site Acquisition Costs	6.9% of purchase price including legal fees.
Construction/Development Cost	N/A – Development completed.
Interest Rate	5.00% per annum (on the basis of 100% debt funding and including line fees).
Construction Period	N/A – Development completed.
Holding Costs	Approximately \$419,520 per annum (including Council Rates, Water Rates, Land Tax, Strata Levies).
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 10% to 15%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors:</li> <li>The sale rate considered achievable for the apartments moving forward.</li> <li>Current market conditions.</li> <li>The adopted pricing of the apartments.</li> <li>The quality of the apartments compared to the market.</li> <li>Buyer pool in this capital value bracket.</li> <li>New and modern apartment building.</li> <li>The size and related capital value of the development.</li> <li>Analysis of comparable developments.</li> <li>The Inner West location and current market conditions.</li> <li>Having regard to the above, we have adopted a Profit and Risk Factor of 13.21%, being to the midpoint in the range assuming the new quality of apartments and the Inner West location.</li> </ul>
GST Liability	We have been advised of the eligibility to adopt the Margin Rule (7%) for valuation purposes. Our calculations on this basis are as follows:         Residential Realisation Including GST       \$35,187,000         Less GST       \$2,301,955         Gross Realisation Excluding GST       \$32,885,046
	Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and is an indicative figure only.

#### Feasibility Conclusions

Our calculations result in an "In One Line" value of \$27,650,000 including GST and \$25,800,000 excluding GST (rounded). Our feasibility analysis reflects an Internal Rate of Return of 58.69% (including interest), and a net development profit of approximately \$4,104,744 all of which appear to be reasonable for a development of this nature.

## Reliance

The full valuation report is for the reliance of Aoyuan Property Group (International) Pty Ltd as the proprietor of the property.

The Valuation Summary Letter is for the purpose of inclusion in a submission to The Stock Exchange of Hong Kong Limited for disposal of the asset.

#### **Liability Disclaimer**

Savills Valuations Pty Ltd (Savills) has prepared this summary letter for Aoyuan Property Group (International) Pty Ltd to assist it in disposal of the assets and Savills specifically disclaim liability to any person in the event of any omission from, or false or misleading statements included in the submission, other than with respect to this summary letter.

This Summary Letter is to be read in conjunction with our full Valuation Report dated 31 March 2022 and is subject to the Assumptions, Limitations, Disclaimers and Qualifications contained therein. We refer the reader to Aoyuan Property Group (International) Pty Ltd to obtain a copy of the Full Valuation Report.

The Valuation Report and this Summary Letter are strictly limited to the matters contained within those documents, and are not to be read as extending, by implication or otherwise, to any other matter in the any associated Document. Without limitation to the above, no liability is accepted for any loss, harm, cost or damage (including special, consequential or economic harm or loss) suffered as a consequence of fluctuations in the real estate market subsequent to the date of valuation.

Savills has prepared the full Valuation Report and this Summary Letter relying on and referring to information provided by third parties including financial and market information ("Information"). Savills assumes that the Information is accurate, reliable and complete and it has not tested the Information in that respect.

References to the Property's value within this Summary Letter or any associated document have been extracted from Savills Valuation Report. The Valuation Report draws attention to the key issues and considerations impacting value and provides a detailed assessment and analysis as well as key critical assumptions, general assumptions, disclaimers, limitations and qualifications and recommendations. As commercial investments of this nature are inherently complex and the market conditions have changed and/or have been uncertain in recent times, Savills recommends that this Summary Letter must be read and considered together with the Valuation Report.

Savills Valuations Pty Ltd accepts no responsibility to third parties nor does it contemplate that the valuation report will be relied upon by third parties (other than in relation to the market valuation referred to in this summary letter). We invite other parties who may come into possession of the valuation report seek our written consent to them relying upon the valuation report and we reserve our rights to review the contents in the event that our consent is sought.

This Valuation is current at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of general market movements or factors specific to the particular property). Liability for losses arising from such subsequent changes in value is excluded as a liability where the valuation is relied upon after the expiration of 90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.

Savills consents to the Valuation Report being made available for inspection at the registered address of Aoyuan Property Group (International) Pty Ltd.

Liability limited by a scheme approved under Professional Standards Legislation.

Yours sincerely,

Aleacher

Sandra Peachey FAPI National Director Valuation & Advisory

## **Critical Assumptions**

Market Movement	This valuation is current as at the date of valuation and may change as a result of either external or specific factors affecting the property. We do not accept liability for losses arising from such subsequent changes in value. We will not accept liability where this valuation is relied upon after the expiration of three months from the date of valuation, or earlier if there are significant alterations to conditions affecting the value of the property.
Physical	<ul> <li>The valuer does not hold itself out to be an expert in building materials and has been unable to identify from a visual inspection whether the 'cladding' was constructed using compliant or non-compliant building products (i.e., combustible polyethylene core aluminium composite panels).</li> </ul>
	<ul> <li>This valuation report has been prepared:</li> </ul>
	(a) on the assumption that the building materials used, as well as the application and installation of those materials, comply with all approvals, regulatory requirements and codes.
	(b) without consideration to any diminution in value that may arise due to the identification of non- compliant building products within the property development.
	Should this not be the case, we reserve the right to review our valuation.
	The valuer strongly advises the reader to investigate the nature of the building components and satisfy itself as to the potential risks and costs which could be incurred should the existing building components have to be remedied, replaced or adapted.
In One Line Value	<ul> <li>The assessed "In One Line Value" via Residual Cash Flow analysis reflects a number of factors, including the interest (borrowing) rate, assessed value of the units, sale rate for apartment stock, and acceptable performance margins. The assessed value by this approach could be impacted by a change in any of the above circumstances.</li> </ul>
GST	<ul> <li>That any reliant party has taken all appropriate measures to mitigate the risks associated with the GST remittance changes from 1 July 2018 i.e., the Federal Government's requirement that purchasers of new residential premises will remit the GST directly to the ATO as part of settlement.</li> </ul>
	<ul> <li>We have been provided with written confirmation of the eligibility of using the Margin Scheme by Aoyuan Property Group (International) Limited. The Margin Value to be applied is proportionate to 7% of the Gross Realisable Value.</li> </ul>
CGT	That all appropriate measures to mitigate the risks associated with the foreign resident capital gains tax withholding scheme changes under the Federal Budget 2017, under which: Australian resident vendors of real property of \$750,000 or more must provide a Clearance Certificate issued by the ATO to a purchaser on settlement of the sale, to avoid the purchaser withholding 12.5% of the purchase price and remitting it as withholding tax to the ATO; and Foreign resident vendors will see 12.5% of the purchase price being withheld and remitted to the ATO, unless the ATO approves a Variation.
Gross Realisation	The Gross Realisation assessment reflects an orderly sale of the apartments over time and is not reflective of an "In One Line Value" which has been separately assessed.
EPBC Act	That the subject property is not impacted in any way by matters covered by the Environment Protection and Biodiversity Conservation Act 1999 (EPBC Act), including, but not limited to, listed threatened species and ecological communities or migratory species protected under international agreements.
Occupation Certificate	<ul> <li>A part Occupation Certificate (OC20-047) was certified on 22 October 2021 by Metropolitan Building Approvals for the construction of residential flat building consisting of 4 towers and containing 103 units and two levels of basement car parking. The occupation certificate excluded all rooftop and barbeque areas.</li> </ul>
	We assume there are not outstanding works/defects that will affect the marketing of the apartments
Body Corporate	• We have not undertaken a search of the body corporate records and we assume that there is no current payment liability on the body corporate in relation to capital expenditure programs.
	<ul> <li>We also assume that there are no indications from the minutes of meetings held that there are any areas of structural (or other) concern that may give rise to a special levy to be borne by the owners. We recommend any reliant party verify the position of the Body Corporate and any areas of concern prior to advancing funds.</li> </ul>
Inspection	<ul> <li>We note that we were not provided access to all individual units, however we did inspect each unit type. For the purpose of this valuation, we have assumed that these unseen units are of an identical nature in terms of finishes to the inspected apartments.</li> </ul>
Contamination	We assume that the subject property is free from elevated levels of contaminants.

Encumbrances, Restrictions, Caveats etc.	<ul> <li>Our valuation is on the basis that the property is free of encumbrances, restrictions, caveats, or other impediments of an onerous nature which could affect value. Our valuation has been undertaken on the basis the property is free of mortgages, charges and other financial liens.</li> </ul>
Marketing Period	<ul> <li>We have assumed a standard marketing period for the subject apartments is likely to be 10 months given the market reluctance to purchase the remaining stock in the subject complex.</li> </ul>
	<ul> <li>The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 7 months and assumes a higher marketing budget and a more conservative value/price to attract buyers within a shorter sale period.</li> </ul>
General	• The sales information has been obtained from a number of sources including RP Data and registered government sales transfers. Whilst we understand the information to be reliable, we are unable to guarantee the accuracy.
	<ul> <li>Unless otherwise set out in the Proposal, Savills is not aware of any conflict of interest in accepting your instruction to value the Property and the valuer set out in the Proposal is in a position to provide an objective and unbiased valuation.</li> </ul>
	<ul> <li>We confirm that the valuer undertaking this valuation is considered to have the appropriate level of skills and competence to complete the valuation to a professional standard, taking into account the property type.</li> </ul>
	<ul> <li>We recommend that the reliant party undertake a search of the titles as Savills has only searched a sample lot to ensure there are no notations on title that may impact value.</li> </ul>
	<ul> <li>That all apartments have unencumbered title and that any outstanding development contributions have been paid with nothing inhibiting the potential realisable sale of each unit individually or in aggregate.</li> </ul>

Should any of the assumptions in our full valuation report be incorrect or inaccurate, then we reserve the right to amend the valuation, the report and this summary report.



9 June 2022

Board of Directors China Aoyuan Group Limited Units 1901-2, 19<sup>th</sup> Floor, One Peking No.1 Peking Road Tsim Sha Tsui, Kowloon Hong Kong Savills Valuations Pty Ltd ABN 73 151 048 056 E speachey@savills.com.au DL +61 (0) 2 8215 8853 F +61 (0) 2 8215 8859

> Level 25 Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia T +61 02 8215 8888 savills.com.au

# Re:Valuation Summary LetterProperty:15 Apartments – "Altessa", 888 Pacific Highway, Gordon, NSW, Australia

We refer to instructions issued by Aoyuan Property Group (International) Pty Ltd dated 5 May 2022 to provide a summary report of the valuation providing the Market Value "In One Line" of 15 Apartments – "Altessa", 888 Pacific Highway, Gordon, NSW, Australia. We have prepared a full and comprehensive Valuation Report for the property in accordance with our instructions from Aoyuan Property Group (International) Pty Ltd for internal reporting purposes dated 31 March 2022.

This valuation summary letter ("summary letter") has been prepared for part of a submission to The Stock Exchange of Hong Kong Limited (in accordance with Chapter 5 of the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited) to be issued by China Aoyuan Group Limited as responsible entity for the sale of the property assessed.

Our full valuation report valuation report has been prepared in accordance with the Australian Property Institute's Current Valuation Standard and Guidance Notes, RICS Valuation - Global Standards 2020 together with the Australian National Supplement effective August 2019 and International Valuation Standards (IVS).

This summary letter should be read in conjunction with the Valuation Report (prepared as at 31 March 2022) as we note this summary letter does not include all essential information and the assumptions which are detailed in our Valuation Report. The Valuation Report provides a detailed description of the property; its current configuration, location, assumptions impacting value and local market characteristics.

An extract from the valuation report comprising the Critical Assumptions is annexed to this summary letter.

We have assessed the valuation based on the Freehold Title of the property.

Market Value as defined by the International Valuation Standards Council (IVSC) and as adopted by the Australian Property Institute (API) is as follows:

"Market Value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing, and where the parties had each acted knowledgeably, prudently and without compulsion."

We have assessed the "In One Line" market value of the property in accordance with the Market Value definition referred to above. Furthermore, the Sale in One Line Definition is

'Sale in one line' is the value of the gross realisation of the individual completed lots sold in a single transaction less a discount that takes into consideration legal and selling costs, profit and risk, holding costs and acquisition costs.

In addition, we have been requested to assess an Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale.

We confirm that the valuer does not have a pecuniary interest that would conflict with a proper valuation of the interest in the property.

Savills Valuations Pty Ltd ("Savills") charged a professional fee for producing the valuation report.

## **Material Assumptions**

 The assessed "In One Line Value" via Residual Cash Flow analysis reflects a number of factors, including the interest (borrowing) rate, assessed value of the units, sale rate for apartment stock, and acceptable performance margins. The assessed value by this approach could be impacted by a change in any of the above circumstances.

Interest Valued	100% Freehold
Title Details	Various lots - SP101278
Registered Owner	Prime Gordon Pty Ltd.
Zoning	B4 Mixed Use under the Ku-ring-gai Local Environmental Plan 2015
Location	The subject property is located within Gordon on the Upper North Shore of Sydney, approximately 14 kilometres north west of the Sydney Central Business District (CBD) and is within the Local Government Area administered by the Ku-ring-gai Council. More particularly the subject property is located on the western side of Pacific Highway between Merriwa Street and Ryde Road. The development is bounded by the Pacific Highway to the east and Fitzsimons Lane to the west. Surrounding development comprises primarily medium density apartment and retail properties along the Pacific Highway and medium density residential properties to the west. Beyond this is mostly established residential dwellings. The development is well serviced by public transport with bus services available 300 metres to the south east of the development on the Pacific Highway and Gordon train station 1 kilometre to the south east.
Property Description	The parent development comprises the "Altessa" project, which is a mixed-use development of three buildings with a total of 143 apartments, 6 strata retail suites on the ground floor with frontage to the Pacific Highway, communal roof top areas and basement parking. The development was completed in July 2020. The apartments subject to assessment comprise 2 x 1 bedroom apartments and 13 x 2 bedroom apartments. The 1 bedroom apartments range from $50m^2$ to is $59m^2$ with an external area from $12m^2$ to $17m^2$ . The two bedroom apartments range in size from $73m^2$ to $89m^2$ internally and $13m^2$ to $116m^2$ of external space being a courtyard or balcony.
	stainless steel appliances, ducted air conditioning, and security intercom access.
	We note the apartments subject to assessment comprise mostly (9) of one apartment type in Building A which look directly into an adjoining development and lack privacy.
Encumbrances	The sample Title document lists the following notifications:
	<ul> <li>AR752180 Mortgage to Gresham Property Investments Pty Ltd.</li> </ul>
Environmental Comment	The present use of the subject property as an apartment building is not classified as a "potentially contaminating activity, industry or land use" as defined under the API's Australia Real Property Guidance Note 1 – Land Contamination Issues (Appendix 2) and is considered a low risk use in regard to potential for site contamination.

#### **Valuation Summary**

Environmental Comment (contd)	of Environmental Audit" based on our recent property and surrounding immediate developm "Environmental Audit Overlay" under the Ku-Ri A visual site inspection has not revealed any o we wish to advise that we are not qualified to pr and we are not aware of any geotechnical and we have not sighted any environmental aud	bvious pollution or contamination. Nevertheless, bvide advice on the physical condition of the land, for environmental defects with the land. Further, its or geotechnical reports, which suggest site perefore been made on the assumption that there affecting: -			
Valuation Approach	Gross Realisation: Direct Comparison. In One Line Value: Hypothetical Sell Down.				
Date of Inspection	17 May 2022				
Date of Valuation	31 March 2022				
	Market Value	Value Subject to Market Constraint			
Gross Realisation Incl. GST	\$15,235,000	\$13,708,000			
Gross Realisation Excl. GST	\$13,850,000	\$12,461,818			
"In One Line Assessment" Incl. GST	\$12,000,000	\$10,850,000			
"In One Line Assessment" Excl. GST	\$10,900,000	\$9,850,000			
Prepared By	Sandra Peachey FAPI				
	Certified Practising Valuer				
	Savills Valuations Pty Ltd				

## Valuation Methodology

We have assessed the valuation on the basis of Freehold Title.

The valuation is determined on the basis that the property, the Title thereto and its use is not affected by any matter other than that mentioned in the full valuation report. Furthermore, it has been assumed that reasonable resources are available in negotiating the sale and exposing the property to the market. Given the nature of the subject property, we have primarily relied upon the Direct Comparison Approach to assess the value of the individual apartments and the Hypothetical Development Approach to assess the In One line Value.

This approach utilises our assessment of the estimated 'total gross realisation' value from which we have deducted selling costs and other costs including holding costs, finance costs and interest, and our adopted development (profit and risk) margin, to arrive at an estimate of the In One Line Value.

To ascertain the value of the individual apartments we have relied upon the below comparable sales:

## Subject Complex -2020-2021

Pre-Sales	No	Min Area (m²)	Max Area (m²)	Min Price	Max Price	Avge Price	Min Rate	Max Rate	Avge Rate	Total Realisation
1 Bed	22	50	68	\$650,000	\$760,000	\$700,682	\$10,662	\$14,038	\$13,202	\$15,415,000
2 Bed	7	73	83	\$973,000	\$1,160,000	\$1,085,429	\$12,803	\$15,066	\$14,060	\$7,598,000

## Comparable Sales outside of Development: 1 Bedroom

Address	Sale Price	Analysed Rate	Sale Date	Internal Area (m²)	Bed	Bath	Car
210/17-23 Merriwa Street, Gordon	\$730,000	\$12,166	April 2022	60	1	2	1
206/17-23 Merriwa Street, Gordon	\$665,000	\$11,769	Mar-22	56.5	1	1	1
Description: Modern 1 bedroom apart tiled bathroom with frameless shower							ndows, fully
Similar quality apartments situated in units given their smaller floor area.	similar sized develo	opment. Slightly la	arger, however o	lder. A higher rate pe	r sqm appropria	ate for the subject	1 bedroom
108/2-6 Pearson Ave, Gordon	\$720,000	\$12,631	Dec-21	57	1	1	1
Description: New 1 bedroom apartme with frameless shower screen. Kitche areas.							
Similar quality apartment situated in s	maller development	t. A higher rate pe	er sqm appropriat	e for the subject 1 be	edroom units giv	ven smaller floor a	area.
308/71 Ridge Street, Gordon	\$645,000	\$10,789	Mar-22	57	1	1	1
Description: 2017 built 1 bedroom apa internal laundry. Secure car space an	rtment featuring ope d storage included.	en plan living with	balcony, modern	kitchen with stone be	nchtop and gas	cooking, ducted a	air-conditioning,
Older apartment of inferior quality. Gi	ven superior quality	and age of subje	ct higher rates ar	e appropriate.			
41/904 Pacific Highway, Gordon	\$622,500	\$11,116	Oct-21	56	1	1	1
Description: 2017 built 1 bedroom ap with stone benchtop and gas cooking					en plan living w	vith balcony, mode	ern kitchen
Older apartment of similar quality. Given	ven age of subject h	igher rates are ap	propriate.				
207/71 Ridge Street, Gordon	\$610,000	\$11,090	Mar-22	55	1	1	1
Description: 2017 built 1 bedroom ap cooking, ducted air-conditioning, inte				g with balcony, mode	ern kitchen with	stone benchtop a	and gas
Older, larger apartment of inferior qua	ality. Given superior	quality however	smaller size of su	bject units a similar v	alue is appropr	riate.	
209/5-7 Telegraph Road, Pymble	\$790,000	\$14,107	Dec-21	56	1	1	1
Description: 2018 built 1 bedroom ap cooking, stone benchtops and dishwa							with gas
Older apartment located in superior le bedroom unit given its inferior locatio		evelopment furthe	er removed from I	Pacific Hwy. A lower	rate per sqm ap	opropriate for the	subject 1

## 2 Bedroom

Address	Sale Price	Analysed Rate	Sale Date	Internal Area (m²)	Bed	Bath	Car
703/904 Pacific Highway, Gordon	\$925,000	\$11,011	April-22	84	2	2	1
Description: 2018 built, 2 bedroom 2 b stainless steel appliances. Timber floor		nt featuring open	plan living and	dining, stone kitcher	with gas co	oking, integrated	dishwasher and
Older apartment in good condition. Age	of subject would i	ndicate higher rat	es are appropria	te.			
732/3 McIntyre Street, Gordon	\$1,140,000	\$12,666	Dec-21	90	2	2	2
503/3 McIntyre Street, Gordon	\$1,040,000	\$12,235	Mar-22	85	2	2	2
Description: 2012 built, 2 bedroom 2 b dishwasher and stainless steel appliance			plan living and	dining, separate stu	dy, stone kitc	hen with gas coo	king, integrated
Older apartment in good condition. Age	of subject would i	ndicate higher rat	es are appropria	te.			
106/71 Ridge Street, Gordon	\$921,000	\$11,370	Sep-21	81	2	2	1
Description: 2017 built 2 bedroom, 2 bathroom apartment with secure basement parking and storage cage. Apartment features open plan living and dining with study area, stainless steel appliances and gas cooking to kitchen, two fully tiled bathrooms, internal laundry, covered balcony.							
Older apartment in good condition. Age	of subject would i	ndicate higher rat	es are appropria	te.			

Address	Sale Price	Analysed Rate	Sale Date	Internal Area (m²)	Bed	Bath	Car
408/30-34 Henry Street, Gordon	\$1,050,000	\$12,804	Mar 22	82	2	2	1
Description: 2017 built 2 bedroom, 2 stainless steel appliances and gas co						res open plan livir	ng and dining,
Older apartment in good condition. Ag	ge of subject would	indicate higher ra	tes are appropria	ite.			
31/23-31 McIntyre Street, Gordon	\$1,032,000	\$12,000	Mar-22	86	2	2	1
Description: 2011 built 2 bedroom, 2 carpeted throughout, stainless steel a							ng and dining,
Older apartment in good condition. Ag	ge of subject would	indicate higher ra	tes are appropria	ate.			
206/2 Bobbin Head Road, Pymble	\$860,000	\$11,944	Jan-22	72	2	1	1
Description: Description: 2015 built 2 with stone benchtops, gas cooking a							g, modern kitche
Older apartment in good condition. Ag	ge of subject would	indicate higher ra	tes are appropria	ate.			
		A	D 01	00	0	0	
3708/1 Avon Road, Pymble	\$1,100,000	\$13,414	Dec-21	82	2	2	1

Older apartment in building with superior facilities. Higher rates are appropriate for smaller apartments, lower rates are appropriate for larger 2 bedders given inferior position and building.

## The assessed apartment values are as follows:

Apt No.	Lot No	Bed <b>S</b>	Internal sqm	External sqm	Total sqm	Car Spaces	Storage	Assessed Value	Adopted Rate
B509	113	1 Bed	50	17	67	1	0	\$686,000	\$13,720
AG04	10	2 Bed	73	116	189	1	0	\$1,068,000	\$14,630
B311	93	2 Bed	76	22	98	1	0	\$1,088,000	\$14,316
A104	17	2 Bed	83	13	96	1	0	\$1,049,000	\$12,639
A105	18	2 Bed	83	13	96	1	0	\$1,049,000	\$12,639
A204	25	2 Bed	83	13	96	1	0	\$1,058,000	\$12,747
A205	26	2 Bed	83	13	96	1	0	\$1,058,000	\$12,747
A304	33	2 Bed	83	13	96	1	0	\$1,068,000	\$12,867
A305	34	2 Bed	83	13	96	1	0	\$1,068,000	\$12,867
A404	41	2 Bed	83	13	96	1	0	\$1,078,000	\$12,988
A405	42	2 Bed	83	13	96	1	0	\$1,078,000	\$12,988
A503	48	2 Bed	83	13	96	1	0	\$1,107,000	\$13,337
AL102	5	2 Bed	89	18	107	1	0	\$990,000	\$11,124
B110	70	1 Bed	59	12	71	1	0	\$690,000	\$11,695
B406	99	2 Bed	84	18	102	1	0	\$1,100,000	\$13,095
Total			1035					\$15,235,000	\$12,933

# Our assessment of In One Line Value is detailed below:

#### Market Value

Input	Amount / Comments.
Gross Realisation	\$15,235,000 including GST.
Rate of Sale	We have adopted a sale rate of 1.66 apartments per month for a period of 9 months.
Selling Costs Marketing Costs Legal Costs	<ul><li>2.2% of Gross Realisation based on existing average sales commission rate.</li><li>\$2,500 per apartment.</li><li>\$1,000 per apartment.</li></ul>
Site Acquisition Costs	6.9% of purchase price including legal fees.
Construction/Development Cost	N/A – Development completed.
Interest Rate	5.00% per annum (on the basis of 100% debt funding and including line fees).
Construction Period	N/A – Development completed.
Holding Costs	Approximately \$186,900 per annum (including Council Rates, Water Rates, Land Tax, Strata Levies).
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 10% to 15%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors:</li> <li>The sale rate considered achievable for the apartments moving forward.</li> <li>Current market conditions.</li> <li>The adopted pricing of the apartments.</li> <li>The quality of the apartments compared to the market.</li> <li>Buyer pool in this capital value bracket.</li> <li>New and modern apartment building.</li> <li>The size and related capital value of the development.</li> <li>Analysis of comparable developments.</li> <li>The Upper North Shore location and current market conditions.</li> <li>Having regard to the above, we have adopted a Profit and Risk Factor of 12.48%, being to the midpoint in the range assuming the new quality of apartments and the Gordon location.</li> </ul>
GST Liability	We have adopted the General Tax Rule Scheme for valuation purposes. Our calculations on this basis are as follows:
	Residential Realisation Including GST \$15,235,000
	Less GST \$1,385,000
	Gross Realisation Excluding GST \$13,850,000
	Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and is an indicative figure only.

## Feasibility Conclusions

Our calculations result in an "In One Line" value of \$12,000,000 including GST and \$10,900,000 (rounded) excluding GST. Our feasibility analysis reflects an Internal Rate of Return of 42.64% (including interest), and a net development profit of approximately \$1,690,774 all of which appear to be reasonable for a development of this nature.

In One Line Assessment – Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale

Input	Amount / Comments.
Gross Realisation	\$13,708,000 including GST.
Rate of Sale	We have adopted a sale rate of 3 apartments per month for a period of 5 months.
Selling Costs Marketing Costs Legal Costs	<ul><li>2.2% of Gross Realisation based on existing average sales commission rate.</li><li>\$4,500 per apartment.</li><li>\$1,000 per apartment.</li></ul>
Site Acquisition Costs	6.9% of purchase price including legal fees.
Construction/Development Cost	N/A – Development completed.
Interest Rate	5.00% per annum (on the basis of 100% debt funding and including line fees).
Construction Period	N/A – Development completed.
Holding Costs	Approximately \$186,900 per annum (including Council Rates, Water Rates, Land Tax, Strata Levies).
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 10% to 15%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors: <ul> <li>A sale rate of 3 apartments per month.</li> <li>Current market conditions.</li> <li>The adopted pricing of the apartments.</li> <li>The quality of the apartments compared to the market.</li> <li>Buyer pool in this capital value bracket.</li> <li>New and modern apartment building.</li> <li>The size and related capital value of the development.</li> <li>Analysis of comparable developments.</li> <li>The Upper North Shore location and current market conditions.</li> </ul> </li> <li>Having regard to the above, we have adopted a Profit and Risk Factor of 12.95%, being to midpoint in the range assuming the new quality of apartments and the Gordon location.</li> </ul>
GST Liability	We have adopted the General Tax Rule Scheme for valuation purposes. Our calculations on this basis are as follows:
	Residential Realisation Including GST \$13,708,000
	Less GST \$1.246.182
	Gross Realisation Excluding GST <u>\$12,461,818</u>
	Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and is an indicative figure only.

## Feasibility Conclusions

Our calculations result in an "In One Line" value of \$10,850,000 including GST and \$9,850,000 (rounded) excluding GST. Our feasibility analysis reflects an Internal Rate of Return of 84.56% (excluding interest), and a net development profit of approximately \$1,560,236 all of which appear to be reasonable for a development of this nature.

## Reliance

The full valuation report is for the reliance of Aoyuan Property Group (International) Pty Ltd as the proprietor of the property.

The Valuation Summary Letter is for the purpose of inclusion in a submission to The Stock Exchange of Hong Kong Limited for disposal of the asset.

#### **Liability Disclaimer**

Savills Valuations Pty Ltd (Savills) has prepared this summary letter for Aoyuan Property Group (International) Pty Ltd to assist it in disposal of the assets and Savills specifically disclaim liability to any person in the event of any omission from, or false or misleading statements included in the submission, other than with respect to this summary letter.

This Summary Letter is to be read in conjunction with our full Valuation Report dated 31 March 2022 and is subject to the Assumptions, Limitations, Disclaimers and Qualifications contained therein. We refer the reader to Aoyuan Property Group (International) Pty Ltd to obtain a copy of the Full Valuation Report.

The Valuation Report and this Summary Letter are strictly limited to the matters contained within those documents, and are not to be read as extending, by implication or otherwise, to any other matter in any associated Document. Without limitation to the above, no liability is accepted for any loss, harm, cost or damage (including special, consequential or economic harm or loss) suffered as a consequence of fluctuations in the real estate market subsequent to the date of valuation.

Savills has prepared the full Valuation Report and this Summary Letter relying on and referring to information provided by third parties including financial and market information ("Information"). Savills assumes that the Information is accurate, reliable and complete and it has not tested the Information in that respect.

References to the Property's value within this Summary Letter or any associated document have been extracted from Savills Valuation Report. The Valuation Report draws attention to the key issues and considerations impacting value and provides a detailed assessment and analysis as well as key critical assumptions, general assumptions, disclaimers, limitations and qualifications and recommendations. As commercial investments of this nature are inherently complex and the market conditions have changed and/or have been uncertain in recent times, Savills recommends that this Summary Letter must be read and considered together with the Valuation Report.

Savills Valuations Pty Ltd accepts no responsibility to third parties nor does it contemplate that the valuation report will be relied upon by third parties (other than in relation to the market valuation referred to in this summary letter). We invite other parties who may come into possession of the valuation report seek our written consent to them relying upon the valuation report and we reserve our rights to review the contents in the event that our consent is sought.

This Valuation is current at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of general market movements or factors specific to the particular property). Liability for losses arising from such subsequent changes in value is excluded as a liability where the valuation is relied upon after the expiration of 90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.

Savills consents to the Valuation Report being made available for inspection at the registered address of Aoyuan Property Group (International) Pty Ltd.

Liability limited by a scheme approved under Professional Standards Legislation.

Yours sincerely,

Aleacher

Sandra Peachey FAPI National Director Valuation & Advisory

## **Critical Assumptions**

Market Movement	<ul> <li>This valuation is current as at the date of valuation and may change as a result of either external or specific factors affecting the property. We do not accept liability for losses arising from such subsequent changes in value. We will not accept liability where this valuation is relied upon after the expiration of three months from the date of valuation, or earlier if there are significant alterations to conditions affecting the value of the property.</li> </ul>
Physical	<ul> <li>The valuer does not hold itself out to be an expert in building materials and has been unable to identify from a visual inspection whether the 'cladding' was constructed using compliant or non-compliant building products (i.e., combustible polyethylene core aluminium composite panels).</li> </ul>
	This valuation report has been prepared:
	(a) on the assumption that the building materials used, as well as the application and installation of those materials, comply with all approvals, regulatory requirements and codes.
	(b) without consideration to any diminution in value that may arise due to the identification of non- compliant building products within the property development.
	Should this not be the case, we reserve the right to review our valuation.
	The valuer strongly advises the reader to investigate the nature of the building components and satisfy itself as to the potential risks and costs which could be incurred should the existing building components have to be remedied, replaced or adapted.
In One Line Value	The assessed "In One Line Value" via Residual Cash Flow analysis reflects a number of factors, including the interest (borrowing) rate, assessed value of the units, sale rate for apartment stock, and acceptable performance margins. The assessed value by this approach could be impacted by a change in any of the above circumstances.
GST	<ul> <li>That any reliant party has taken all appropriate measures to mitigate the risks associated with the GST remittance changes from 1 July 2018 i.e., the Federal Government's requirement that purchasers of new residential premises will remit the GST directly to the ATO as part of settlement.</li> </ul>
	<ul> <li>We have not been provided with independent Accounting or Legal advice regarding the eligibility of using the margin scheme for this development. As this falls outside the scope of our investigations, we have applied the full GST impost in our feasibilities and to our 'as if complete' values on a GST exclusive basis.</li> </ul>
CGT	That all appropriate measures to mitigate the risks associated with the foreign resident capital gains tax withholding scheme changes under the Federal Budget 2017, under which: Australian resident vendors of real property of \$750,000 or more must provide a Clearance Certificate issued by the ATO to a purchaser on settlement of the sale, to avoid the purchaser withholding 12.5% of the purchase price and remitting it as withholding tax to the ATO; and Foreign resident vendors will see 12.5% of the purchase price being withheld and remitted to the ATO, unless the ATO approves a Variation.
Gross Realisation	The Gross Realisation assessment reflects an orderly sale of the apartments over time and is not reflective of an "In One Line Value" which has been separately assessed.
EPBC Act	<ul> <li>That the subject property is not impacted in any way by matters covered by the Environment Protection and Biodiversity Conservation Act 1999 (EPBC Act), including, but not limited to, listed threatened species and ecological communities or migratory species protected under international agreements.</li> </ul>
Occupation Certificate	<ul> <li>A Final Occupation Certificate (No.9695-02-2020-FOC) was certified on 3 July 2020 by AE&amp;D Pty Ltd for a (DA0180/14) mixed use development containing 3 buildings, 147 units, retail space, basement parking and landscaping work and modification MOD0006/19.</li> </ul>
	• We assume there are not outstanding works/defects that will affect the marketing of the apartments.
Body Corporate	<ul> <li>We have not undertaken a search of the body corporate records and we assume that there is no current payment liability on the body corporate in relation to capital expenditure programs.</li> </ul>
	We also assume that there are no indications from the minutes of meetings held that there are any areas of structural (or other) concern that may give rise to a special levy to be borne by the owners. We recommend any reliant party verify the position of the Body Corporate and any areas of concern prior to advancing funds.
Inspection	<ul> <li>We note that we were not provided access to all individual units, however we did inspect each unit type. For the purpose of this valuation, we have assumed that these unseen units are of an identical nature in terms of finishes to the inspected apartments.</li> </ul>

Encumbrances, Restrictions, Caveats etc.	<ul> <li>Our valuation is on the basis that the property is free of encumbrances, restrictions, caveats, or other impediments of an onerous nature which could affect value. Our valuation has been undertaken on the basis the property is free of mortgages, charges and other financial liens.</li> </ul>
Marketing Period	<ul> <li>We have assumed a standard marketing period for the subject apartments is likely to be 12 months given the market reluctance to purchase the remaining stock in the subject complex.</li> </ul>
	<ul> <li>The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 5 months and assumes a higher marketing budget and a more conservative value/price to attract buyers within a shorter sale period.</li> </ul>
General	<ul> <li>The sales information has been obtained from a number of sources including RP Data and registered government sales transfers. Whilst we understand the information to be reliable, we are unable to guarantee the accuracy.</li> </ul>
	<ul> <li>Unless otherwise set out in the Proposal, Savills is not aware of any conflict of interest in accepting your instruction to value the Property and the valuer set out in the Proposal is in a position to provide an objective and unbiased valuation.</li> </ul>
	<ul> <li>We confirm that the valuer undertaking this valuation is considered to have the appropriate level of skills and competence to complete the valuation to a professional standard, taking into account the property type.</li> </ul>
	<ul> <li>We recommend that the reliant party undertake a search of the titles as Savills has only searched a sample lot to ensure there are no notations on title that may impact value.</li> </ul>
	<ul> <li>That all apartments have unencumbered title and that any outstanding development contributions have been paid with nothing inhibiting the potential realisable sale of each unit individually or in aggregate.</li> </ul>

Should any of the assumptions in our full valuation report be incorrect or inaccurate, then we reserve the right to amend the valuation, the report and this summary report.



Savills Valuations Pty Ltd ABN 73 151 048 056 E speachey@savills.com.au DL +61 (0) 2 8215 8853

> Level 25 Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia T +61 02 8215 8888 savills.com.au

F +61 (0) 2 8215 8859

Board of Directors China Aoyuan Group Limited Units 1901-2, 19<sup>th</sup> Floor, One Peking No.1 Peking Road Tsim Sha Tsui, Kowloon Hong Kong

9 June 2022

# Re:Valuation Summary LetterProperty:"Ashbourne", 141 Yarrawa Road and 32 Lovelle Street, Moss Vale NSW, Australia

We refer to instructions issued by Aoyuan Property Group (International) Pty Ltd dated 5 May 2022 to provide a summary report of the valuation providing the Market Value of "Ashbourne", 141 Yarrawa Road and 32 Lovelle Street, Moss Vale NSW, Australia. We have prepared a full and comprehensive Valuation Report for the property in accordance with our instructions from Aoyuan Property Group (International) Pty Ltd for internal reporting purposes dated 31 March 2022.

This valuation summary letter ("summary letter") has been prepared for part of a submission to The Stock Exchange of Hong Kong Limited (in accordance with Chapter 5 of the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited) to be issued by China Aoyuan Group Limited as responsible entity for the sale of the property assessed.

Our full valuation report valuation report has been prepared in accordance with the Australian Property Institute's Current Valuation Standard and Guidance Notes, RICS Valuation - Global Standards 2020 together with the Australian National Supplement effective August 2019 and International Valuation Standards (IVS).

This summary letter should be read in conjunction with the Valuation Report (prepared as at 31 March 2022) as we note this summary letter does not include all essential information and the assumptions which are detailed in our Valuation Report. The Valuation Report provides a detailed description of the property; its current configuration, location, assumptions impacting value and local market characteristics.

An extract from the valuation report comprising the Critical Assumptions is annexed to this summary letter.

We have assessed the valuation based on the Freehold Title of the property.

Market Value as defined by the International Valuation Standards Council (IVSC) and as adopted by the Australian Property Institute (API) is as follows:

"Market Value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing, and where the parties had each acted knowledgeably, prudently and without compulsion."

In addition, we have been requested to assess an Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale.

We confirm that the valuer does not have a pecuniary interest that would conflict with a proper valuation of the interest in the property.

Savills Valuations Pty Ltd ("Savills") charges a professional fee for producing valuation reports, and the fee paid for the Valuation Report and this Summary Letter was \$20,500AUD exclusive of GST.

## **Material Assumptions**

The assessed land value via the Residual Cash Flow analysis reflects a number of factors, including the status of approvals, civil construction costs, associated development costs, interest (borrowing) rate, assessed value of the completed units, adopted pre-sales prior to construction, sale rate for completed stock, and acceptable performance margins. The assessed land value by this approach could be impacted by a change in any of the above circumstances.

Valuation Summary
-------------------

Interest Valued	100% Freehold
Title Details	Lot 3 in Deposited Plan 706194 and Lot 12 in Deposited Plan 866036.
Registered Owner	Prime Moss Vale Pty Limited
Previous Sale Details	The subject parcel was purchased in May 2018 for \$95,000,000.
Zoning	R2 Low Density Residential, R5 Large Lot Residential, RE1 Public Recreation, B1 Neighbourhood Centre' under the Wingecarribee Local Environmental Plan 2010.
Location	The subject property is located to the south eastern fringe of the developed area of Moss Vale approximately 2 kilometres from the town centre and within the Local Government Area administered by the Wingecarribee Shire Council. Moss Vale is located in the area referred to as the Southern Highlands approximately 130 kilometres south west of Sydney and 160 kilometres north east of Canberra. More particularly the subject property is located to the south of the Moss Vale Golf Course, to the east of Yarrawong Road and to the south of Lovell Street. Surrounding development comprises predominately established residential dwellings to the north and rural acreage to the south and south east. The Moss Vale Golf Course adjoins to the north east. The Moss Vale train station is located in the town centres some 2 kilometres to the north west
Site Area	123.7 hectares approximately
Encumbrances	There are a number of nations on Title and if further information is required, the full valuation report should be viewed.
Property Description "As Is"	Two contiguous parcels of undulating land to the south eastern fringe of the developed area of Moss Vale approximately 2 kilometres from the town centre. Moss Vale is located in the area referred to as the Southern Highlands approximately 130 kilometres south west of Sydney and has a population of 9,000 people. The subject parcel has an area of 123.7 hectares with a developable area of some 110.1 hectares with Concept Plans to deliver 1,074 allotments and a small retail site.
Property Description "As If Complete"	The project known as "Ashbourne" is proposed to be developed according to the Masterplan in 6 main stages containing 176 lots (3 lots for retail), 294 lots, 301 lots, 66 lots, 154 lots and 83 lots consecutively. Stage 1 of the development comprising 174 lots ranging in area from 450m <sup>2</sup> to 1,404m <sup>2</sup> has been approved by Wingecarribee Council and is awaiting approval by the Southern Regional Planning Panel who is considering aspects of the Masterplan which will then lead to a Voluntary Planning Agreement (VPA). There are 126 pre-sale exchanges subject to formal approval in Stage 1 totalling \$61,592,140 all of which are subject to a \$25,000 rebate for construction commencement and landscaping in line with the Estate Design Guidelines.

Environmental Comment	The present use of the subject property for agricultural purposes is classified as a "potentially contaminating activity, industry or land use" as defined under the API's Australia Real Property Guidance Note 1 – Land Contamination Issues (Appendix 2) and is considered a medium risk use in regard to potential for site contamination. The subject property is not contained within the EPA's "List of Issued Certificates and Statements of Environmental Audit" based on our recent online search. We also note that the subject to an "Environmental Audit Overlay" under the Wingecarribee City Planning Scheme. A visual site inspection has not revealed any obvious pollution or contamination. Nevertheless, we wish to advise that we are not qualified to provide advice on the physical condition of the land, and we are not aware of any geotechnical and/or environmental defects with the land. Further, we have not sighted any environmental audits or geotechnical reports, which suggest site contamination or defects. This valuation has therefore been made on the assumption that there are no actual or potential contamination issues affecting: -
Valuation Approach	Direct Comparison and Hypothetical Feasibility
Date of Inspection	21 May 2022
Date of Valuation	31 March 2022
"As Is" Market Value Excl. GST	\$93,000,000
Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale Excl. GST	\$86,700,000
Prepared By	Sandra Peachey FAPI
	Certified Practising Valuer
	Savills Valuations Pty Ltd

## Valuation Methodology

We have assessed the valuation on the basis of Freehold Title.

The valuation is determined on the basis that the property, the Title thereto and its use is not affected by any matter other than that mentioned in the full valuation report. Furthermore, it has been assumed that reasonable resources are available in negotiating the sale and exposing the property to the market. Given the nature of the subject property, we have primarily relied upon the Direct Comparison Approach to assess the value of the individual allotments and the Direct Comparison Approach and Hypothetical Development Approach to assess the current Market Value of the site.

The Hypothetical Development Approach utilises our assessment of the estimated 'total gross realisation' value from which we have deducted selling costs and other costs including holding costs, finance costs and interest, and our adopted development (profit and risk) margin, to arrive at an estimate of the Residual Land Value.

To ascertain the value of the individual allotments we have relied upon the below comparable sales:

Lot Size (m2)	No of Lots Sold	Min Value	Max Value	Min Rate	Max Rate	Avge Rate	Total Sales
400-500	4	\$412,500	\$452,500	\$917	\$1,006	\$949	\$1,710,000
500-600	1	\$442,500	\$442,500	\$776	\$776	\$776	\$442,500
600-700	103	\$410,000	\$507,500	\$616	\$813	\$748	\$47,564,440
700-800	10	\$455,200	\$500,000	\$596	\$688	\$639	\$4,770,700
800-900	3	\$460,000	\$495,500	\$544	\$560	\$553	\$1,425,500
900-1000	3	\$515,000	\$546,500	\$536	\$590	\$551	\$1,561,500
1000+	2	\$447,500	\$520,000	\$318	\$389	\$354	\$967,500
Total	126						\$58,442,140

Sales in the Subject Subdivision:

## Comparable Sales outside of Development:

42 Banksia Drive, Colo Va	ale
Sale Price	\$515,000
Sale Date	21/6/21
Site Area	765m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$673
Description	Regular shaped, fully cleared inside parcel which is relatively level located in the small town of Colo Vale approximately 20 kilometres north of Moss Vale
Comments	Regular shaped parcel in a slightly superior location with inferior surrounding development. Similar rates per square metre of land area applies to the proposed lots.
2 Orchid Street, Colo Vale	)
Sale Price	\$575,000
Sale Date	11/11/21
Site Area	1,001m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$574
Description	Regular shaped, fully cleared inside parcel which is relatively level located in the small town of Colo Vale approximately 20 kilometres north of Moss Vale
Comments	Regular shaped parcel in a slightly superior location with inferior surrounding development. Higher rates per square metre of land area applies to the proposed lots given generally they are smaller.
75 Bowral Road, Mittagor	Ig
Sale Price	\$576,000
Sale Date	19/6/21
Site Area	763m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$754
Description	Irregular shaped parcel with derelict improvements of no value. Parcel is positioned on the southern alignment of Bowral Road which carries a moderate to heavy traffic flow.
Comments	Regular shaped parcel in a slightly superior location however inferior position with inferior surrounding development. Similar rates per square metre of land area applies to the proposed lots.

13 Green Street, Renwic	.k
Sale Price	\$571,000
Sale Date	8/5/21
Site Area	752m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$759
Description	Level corner allotment in the Renwick Estate located approximately 13 kilometres to the north and close to Mittagong. Surrounded by new housing
Comments	Regular shaped corner parcel in a slightly superior location Lower rates per square metre of land are <b>a</b> applies to the proposed lots.
18 Green Street, Renwic	;k
Sale Price	\$630,000
Sale Date	14/7/21
Site Area	608m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$1,036
Description	Level inside allotment in the Renwick Estate located approximately 13 kilometres to the north and close to Mittagong. Surrounded by new housing
Comments	Regular shaped inside parcel in a slightly superior location. Suggests lower values for subject lots.
45 Darraby Drive, Moss	Vale
Sale Price	\$490,000
Sale Date	2/3/22
Site Area	804m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$609
Description	Level battle-axe allotment in the Darraby Estate at Moss Vale.
Comments	Inferior battle-axe shaped lot. Suggests higher values for subject lots.
39 Darraby Drive, Moss	Vale
Sale Price	\$510,000
Sale Date	16/11/21
Site Area	505m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$1,010
Description	Sloping inside allotment in the "Darraby Estate" at Moss Vale. Established estate that is now fully sold.
Comments	Irregular shaped corner parcel in a slightly superior location being in an established estate. Suggests slightly lower rates per square metre of land area for the proposed lots.
53 Darraby Drive, Moss	Vale
Sale Price	\$420,000
Sale Date	6/8/21
Site Area	752m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$559
Description	Level inside allotment in the "Darraby Estate" at Moss vale. Established estate that is now fully sold.
Comments	Irregular shaped corner parcel in a slightly superior location being in an established estate. Suggests similar rates per square metre of land <b>area</b> for the proposed lots.
16 Eliza Street, Moss Va	
Sale Price	\$571,000
Sale Date	30/12/21
Site Area	829m <sup>2</sup>
\$Rate/m <sup>2</sup>	\$688
Description	Level inside allotment in the "Darraby Estate" at Moss Vale. Established estate that is now fully sold.
Comments	Regular shaped corner parcel in a slightly superior location however inferior position with inferior surrounding development. Similar rates per square metre of land area applies to the proposed lots.

22 Tyndall Street, Mittagong		
Sale Price	\$685,000	
Sale Date	30/4/22	
Site Area	<b>711</b> m <sup>2</sup>	
\$Rate/m <sup>2</sup>	\$963	
Description	Level inside allotment in the established township of Mittagong.	
Comments	Regular shaped corner parcel in a superior location <b>Lower</b> rates per square metre of land are <b>a</b> apply to the proposed lots.	

The assessed allotment values are as follows:

Stage	Allotments	Average Lot Value	Total Realisation inc GST
1	173	\$461,110	\$79,772,140
2	294	\$460,000	\$135,240,000
3	301	\$460,000	\$138,460,000
4	66	\$460,000	\$30,360,000
5	154	\$460,000	\$70,840,000
6	83	\$460,000	\$38,180,000
Total Reside	ential Realisation		\$492,852,140

## Comparable sales to assess the value of the retail site within the development are as follows:

Address	Sale Price	Sale Date	Site Area	Zoning	Overall Site Area Rate
Lots 3 & 4 Digitaria Drive, Gregory Hills, NSW	\$9,008,800	Sep-20	11,261m <sup>2</sup>	B5 Business Development	\$800/m <sup>2</sup>
Vacant land parcel located in the Gregory Hills busines light industries, bulky goods, retail, education and leisure					
Lots 1101 & 1102 Northbourne Drive, Marsden Park, NSW	\$8,850,000	Jun-20	25,272m <sup>2</sup>	B2 Local Centre	\$350/m²
A vacant parcel of land that is situated within a master p (to the East), Harvest Street (to the South) and Northbo is located in the suburb of Marsden Park which is situate	urne Drive (to the Wes	st). The land is g	enerally level th	roughout and predominantly	
81-91 Railway Terrace, Schofields	\$5,100,000	Apr-20	8,226 m <sup>2</sup>	B1 Neighbourhood Centre & E2	\$620/m²
Recently purchased by a private developer for develop comment the E2 zoned land portion of the site would eq			es. A smaller sit	e overall in a superior location	on to the subject. W
77-83 Maitland Road, Mayfield, NSW	\$8,900,000	Sep-19	13,990m <sup>2</sup>	B2 Local Centre	\$636/m <sup>2</sup>
The site includes multiple, irregular shaped adjoining all Woolworths is located approximately 150 metres north v			e to Maitland Ro	bad in the Newcastle inner ci	ty suburb of Mayfield
326 Annangrove Road, Rouse Hill, NSW	\$10,200,000	Mar-19	16,035m <sup>2</sup>	B6 Enterprise Corridor	\$636/m <sup>2</sup>
Located in a developing, semi-rural area at the north we shaped site which was proposed for a mixed use service				ney's north-west growth corric	lor. Level, rectangula
1079 – 1087 Great Western Highway, Minchinbury, NSW	\$15,028,200	Apr-17	45,500m <sup>2</sup>	B5 Business Development	\$330/m <sup>2</sup>
The property consists of two rectangular shaped allotme B5 zonings provides for a number of uses including Larg		vel throughout a	nd at road heigh	t. Sold by a private investor t	o Leda Holdings. Th
1-5 Main Street, Mount Annan, NSW	\$15,000,000	Nov-16	54,900m <sup>2</sup>	B2 Local Centre	\$273/m <sup>2</sup>
The site comprises an irregular shaped allotment which i Mount Annan Shopping Centre. The B2 zoning provides			nted at road heig	ht. Immediately surrounding	development include
Address	Sale Price	Sale Date	Site Area	Zoning	Overall Site Area Rate
90-98 Glenmore Ridge Drive, Glenmore Park, NSW	\$7,220,000	Jun-16	21,110m <sup>2</sup>	B2 Local Centre	\$342/m <sup>2</sup>
A benched and levelled island site bounded by Darug A planned community known as Glenmore Ridge. The pu zoning.					

On the basis that the site is not approved we have adopted the approximate midpoint in the range of \$500 per square metre of site area.

Out total project realisation is therefore:

Stage	Allotments	Average Lot Value	Total Realisation inc GST
1	173	\$461,110	\$79,772,140
2	294	\$460,000	\$135,240,000
3	301	\$460,000	\$138,460,000
4	66	\$460,000	\$30,360,000
5	154	\$460,000	\$70,840,000
6	83	\$460,000	\$38,180,000
Total Residential Realisation			\$492,852,140
Retail Lots			\$904,500
Total Project Realisation			\$493,756,640

## The comparable sales to estimate the current site value are detailed below:

Retford Road, Bowral NSW	
Sale Price	\$3,750,000
Sale Date	June 2016
Vendor	Department of Education and Communities
Purchaser	Paloma Blanca Pastoral Pty Ltd & Willow Properties Pty Ltd
Site Area	3 ha
Minimum Lot Size	700 m <sup>2</sup>
Potential Lots	32
Zoning	R2 – Low Density Residential
\$/ha Site Area	\$1,250,000
\$/potential lots	\$117,187
Comment	A large almost rectangular shaped parcel zoned R2 Low Density Residential. The site features vegetation with minimal cleared vacant land. The parcel has three street frontages and a minimal lot size of 700sqm.
Comparison	Dated sale of a much smaller site in the superior township of Bowral. Given the much larger scale of the subject development a lower rate per lot is appropriate.
21 Ferguson Crescent, Mittage	ong NSW
Sale Price	\$3,700,000
Sale Date	Sep 2016
Vendor	Unknown
Purchaser	Walters
Site Area	2.60 ha
Minimum Lot Size	700 m²
Potential Lots	33
Zoning	R2 – Low Density Residential
\$/ha Site Area	\$1,423,076
\$/potential lots	\$112,121
Comment	A large triangular shaped parcel zoned R2 Low Density Residential. The site has an indicative scheme for 33 lots. It features a relatively flat parcel with existing improvements including a nursery and a number of ancillary sheds.
Comparison	Dated sale of a much smaller site in the superior township of Bowral. Given the much larger scale of the subject development a lower rate per lot is appropriate.
"The Gables" (Undeveloped P	ortion), Box Hill
Sale Price	\$415,000,000
Sale Date	March 2020
Vendor	Celestino
Purchaser	Stockland
Site Area	293 hectares
Minimum Lot Size	R2 Low Density Residential
Potential Lots	1,913
Zoning	\$193,413
\$/ha Site Area	\$1,262,798 (analysed)
Comment	The masterplan for The Gables includes 75 hectares of green space, a 4 hectare lake, a K-12 Catholic School, and a variety of land lots ranging from townhouse lots of circa 240 sqm through to large homesites of circa 2,000sqm. Stockland plan to deliver approximately 1,913 lots over the life of the project. Payment terms included a \$40.2 million upfront payment and annual payments over a 6 year period. Based on Present Value Calculations we have assessed this to equate to circa \$370,000,000.
Comparison	Much larger sized parcel in a superior location. Suggests a lower rate per hectare for the subject land given its much lower end price for the allotments.

Lot 111 DP 1200781 Macdonal	d Road. Bardia
Sale Price	\$148.244.850
Sale Date	March 2017
Site Area	51.77 ha
Zoning	R1 General Residential
\$/ha Site Area	\$2,863.528
Comment	Irregular shaped parcel that is mostly cleared. Located close to the end of the M5 Freeway and zoned for immediate development. Infill site with mostly newly developed lands surrounding. No mixed use zoning and minimum lots size as low as 125 sqm
Comparison	Dated sale in a superior location, to the southwest of Sydney. Higher density allowed given smaller minimum lot size. Smaller site. A lower rate per hectare is appropriate for the subject land.
Bingara Gorge, Wilton	
Sale Price	\$220,000,000
Sale Date	July 2021
Vendor	Lendlease
Purchaser	Metro Property Development
Site Area	112ha
Potential Lots	832
Zoning	R1 General Residential & RE1 Public Recreation
\$/ha Site Area	\$1,964,285
Comment	A collective of parcels zoned and approved for the development of 751 lots and an additional 81 lots under consideration. VPA's in place for contributions. 904 lots already delivered in the estate. Average lot size is 665sqm.
Comparison	A similar sized parcel to the north of the subject and closer to Sydney that sold with full approvals in place with part of the project completed and infrastructure in place. We believe a lower rate range per hectare is appropriate for the subject site.
"Clydesdale", 1270 Richmond	Road, Marsden Park
Sale Price	\$138,800,000
Sale Date	December 2016
Vendor	Vaughan Constructions
Purchaser	Boyuan
Site Area	215.1 ha
Potential Lots	650 lots + 300 units
Zoning	E2, E3, R2, R3, RE1, RE2 & SP2
\$/ha Site Area	\$2,759,443
Comment	Irregular shaped parcel known as "Clydesdale" positioned within the Marsden Park Growth Centre. Improved with state significant heritage items including an 1840s homestead, Aboriginal relics and two cemeteries which provided the burial place for early pioneers of the property and the wider district. Positioned along the western alignment of Richmond Road with a private road traversing through the middle of the parcel.
	The gross developable land, being that zoned R2 Medium Density Residential and R3 Low Density Residential is located in the southwest portion of the site and is approximately 50 ha in size. The site was sold with a Concept Masterplan in place for 650 land lots and 320 apartments and a Development Application (DA 2016SYW208) for Stage One subdivision comprising 275 lots, four residue lots and two drainage lots.
Comparison	A much larger parcel, however less usable area in the Northwest that sold with full approvals in place. Given the larger size of the subject and its inferior location, we believe a lower rate range is appropriate.

SE Wilton Precinct, Picton Ro	ad, Wilton
Sale Price	\$193,500,000
Sale Date	September 2019
Vendor	Walker
Purchaser	Risland
Site Area	433.11ha
Potential Lots	3,500
Zoning	Urban Development, Environmental Conservation
\$/ha Site Area	\$730,229
Comment	Irregular shaped parcel known as the South East Wilton Precinct and home of the "Wilton Greens" estate a Masterplanned Estate that will be delivered over 20-30 years and accommodating circa 3,500 lots, schools, retail centres and large areas of open space.
Comparison	A much larger parcel, however less usable area in a comparable to slightly superior location. We believe a higher rate per hectare is appropriate for the subject site given its smaller scale.
421 The Northern Road, Cobb	itty
Sale Price	\$335,000,000
Sale Date	July 2021
Vendor	Robert Jones
Purchaser	Mirvac
Site Area	79.77
Potential Lots	950
Zoning	R2 Residential, E2 Environmental Living
\$/ha Site Area	\$4,199,573
Comment	Referred to as The Mews estate, a large englobo parcel in Cobbitty purchase by Mirvac with potential for circa 950 lots. A playing field, town centre and community facility will also form part of the site master plan, while a riparian zone will be restored and preserved as parkland.
Comparison	A smaller parcel, however less usable area in a superior location. We believe a much lower rate per hectare is appropriate for the subject site given its smaller scale.
Menangle Road, Menangle Pa	rk (Referred to as Menangle North)
Sale Price	\$65,000,000
Sale Date	July 2016
Vendor	Campbelltown City Council
Purchaser	Dahua
Site Area	134.24ha
Potential Lots	65ha
Zoning	Non Urban - Deferred Matter
\$/ha Site Area	\$1,000,000
Comment	Four lots offered to the market. Comprised a Deferred Matter as at the time of sale with potential for approximately 780 residential lots. Within South west Growth Corridor. Dahua acquired a second nearby parcel from Urban Growth. A mostly cleared site with undulating areas. Land to be dedicated to Council for park at no cost.
Comparison	Located closer to the Sydney CBD, with superior planning status at the time of sale. Dated sale transacting in 2016. Market improvement post sale. Given inferior location of subject a slightly lower rate is considered appropriate.

Our assessment of site value on a Direct Comparison basis is as follows:

Subject	Site Area (Useable ha)	Land Rate	Value
Site Area	110.1ha	\$750,000	\$82,575,000
Site Area	110.1ha	\$800,000	\$88,080,000
Midpoint	110.1ha	\$850,000	\$93,585,000
Adopt			\$93,500,000
Subject	No. of Allotments	Unit Rate	Value
Approved Allotments	1,074	\$85,000	\$91,290,000
Approved Allotments	1,074	\$90,000	\$107,400,000
Midpoint	1,074	\$87,500	\$93,975,000
Adopt			\$94,000,000
Site Area	\$93,500,000		
Approved Allotment Rate	\$94,000,000		
Adopted As Is Market Value	\$93,000,000		

## Our Hypothetical Development Assessment is detailed below:

Input	Amount / Comments	Amount / Comments		
Gross Realisation	\$493,756,640 including GST			
Rate of Sale	We have allowed for an annual uptake of allotment of 8 per month for the duration of the project.			
Selling Costs Marketing Costs Legal Costs	2.2% of Gross Realisation \$4,000 per lot \$7500 per lot			
Site Acquisition Costs Legal Fees on Acquisition	7.1% of purchase price \$200,000			
Construction/Development Cost	\$211,362,651 excluding GST (as per Section 9 of this Report)			
Interest Rate Application Fee	5.0% per annum (on the basis of 100% debt funding and including line fees) \$750,000			
Construction Period	103 months with 9 months lead time to secure approvals.			
Holding Costs	Approximately \$1,580,000 per annum (including Council rates and Land Tax)			
Developers Margin	<ul> <li>appropriate Profit and Risk factor for the subject project</li> <li>Sales in Stage 1 indicate market acceptance of p</li> <li>A third party Civil Contract has not been executed</li> <li>Costs have been verified by a QS</li> <li>The size and related capital value of the developed</li> <li>Analysis of comparable developments</li> <li>The regional location</li> </ul>	vricing. d		
GST Liability	We have adopted the General Tax Rule Scheme for v follows:	aluation purposes. Our calculations on this basis are as		
	Residential Realisation Including GST Less GST	<u>\$492,852,140</u> \$44,804,740		
	Residential Realisation Excluding GST	\$448,047,400		
	Plus Retail	<u>\$904,500</u>		
	Gross Realisation Excluding GST	<u>\$448.951.900</u>		
	Note: The GST liability has been utilised for the purpo	ose of the residual cash flow analysis and is an indicative		

#### **Feasibility Conclusions**

Our calculations result in a residual value of \$93,193,750 excluding GST, which we have rounded to \$93,000,000 excluding GST for practical valuation purposes. Our feasibility analysis reflects an Internal Rate of Return of 9.22% including interest, and a net development profit of approximately \$92,228,532 all of which appear to be reasonable for a development of this nature.

We have assumed the standard marketing period for a development of this scale with a project duration of circa 10 years is 3-6 months to allow a prospective purchaser to undertake the required due diligence to inform purchase decisions.

The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 1.5-3 months and assumes full due diligence would not be able to be undertaken which would be reflected in a more conservative value.

For the purposes of an assessment based on these adopted assumptions we have increased the Profit and Risk allowance in our residual land value analysis to 29% which indicated a residual land value of \$86,700,000 which has been adopted under this valuation scenario

## Reliance

The full valuation report is for the reliance of Aoyuan Property Group (International) Pty Ltd as the proprietor of the property.

The Valuation Summary Letter is for the purpose of inclusion in a submission to The Stock Exchange of Hong Kong Limited for disposal of the asset.

#### **Liability Disclaimer**

Savills Valuations Pty Ltd (Savills) has prepared this summary letter for Aoyuan Property Group (International) Pty Ltd to assist it in disposal of the assets and Savills specifically disclaim liability to any person in the event of any omission from, or false or misleading statements included in the submission, other than with respect to this summary letter.

This Summary Letter is to be read in conjunction with our full Valuation Report dated 31 March 2022 and is subject to the Assumptions, Limitations, Disclaimers and Qualifications contained therein. We refer the reader to Aoyuan Property Group (International) Pty Ltd to obtain a copy of the Full Valuation Report.

The Valuation Report and this Summary Letter are strictly limited to the matters contained within those documents, and are not to be read as extending, by implication or otherwise, to any other matter in any associated Document. Without limitation to the above, no liability is accepted for any loss, harm, cost or damage (including special, consequential or economic harm or loss) suffered as a consequence of fluctuations in the real estate market subsequent to the date of valuation.

Savills has prepared the full Valuation Report and this Summary Letter relying on and referring to information provided by third parties including financial and market information ("Information"). Savills assumes that the Information is accurate, reliable and complete and it has not tested the Information in that respect.

References to the Property's value within this Summary Letter or any associated document have been extracted from Savills Valuation Report. The Valuation Report draws attention to the key issues and considerations impacting value and provides a detailed assessment and analysis as well as key critical assumptions, general assumptions, disclaimers, limitations and qualifications and recommendations. As commercial investments of this nature are inherently complex and the market conditions have changed and/or have been uncertain in recent times, Savills recommends that this Summary Letter must be read and considered together with the Valuation Report.

Savills Valuations Pty Ltd accepts no responsibility to third parties nor does it contemplate that the valuation report will be relied upon by third parties (other than in relation to the market valuation referred to in this summary letter). We invite other parties who may come into possession of the valuation report seek our written consent to them relying upon the valuation report and we reserve our rights to review the contents in the event that our consent is sought.

This Valuation is current at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of general market movements or factors specific to the particular property). Liability for losses arising from such subsequent changes in value is excluded as a liability where the valuation is relied upon after the expiration of 90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.
Savills consents to the Valuation Report being made available for inspection at the registered address of Aoyuan Property Group (International) Pty Ltd.

Liability limited by a scheme approved under Professional Standards Legislation.

Yours sincerely,

Aleacher

Sandra Peachey FAPI National Director Valuation & Advisory

## **Critical Assumptions**

Market Movement	<ul> <li>This valuation is current as at the date of valuation and may change as a result of either external or specific factors affecting the property. We do not accept liability for losses arising from such subsequent changes in value. We will not accept liability where this valuation is relied upon after the expiration of three months from the date of valuation, or earlier if there are significant alterations to conditions affecting the value of the property.</li> <li>This valuation is conditional upon development being undertaken in the immediate future and that the site will not be "landbanked". The "As Is" value is current as at the date of valuation only. It is not suitable for</li> </ul>
	long term passive lending. If the site needs to be retained "As Is" for an extended period of time, it is likely that a lower site value may apply, or it may result after accounting for holding costs and changes in market environment in addition to any variation to construction costs.
Physical	<ul> <li>The valuer does not hold itself out to be an expert in building materials and has been unable to identify from a visual inspection of the property whether the 'cladding' constructed on the Sales Office or contained within any existing improvements has used compliant or non-compliant building products (i.e., combustible polyethylene core aluminium composite panels). A Certificate of Compliance and/or Certification of building materials for the property has not been sighted nor confirmed by the valuer.</li> </ul>
	This valuation report has been prepared:
	<ul> <li>(a) on the assumption that the building materials used, as well as the application and installation of those materials, comply with all approvals, regulatory requirements and codes.</li> </ul>
	(b) without consideration to any diminution in value that may arise due to the identification of non- compliant building products within the property/development.
	Should this not be the case, we reserve the right to review our valuation.
	The valuer strongly advises the reader to investigate the nature of the existing building components and satisfy itself as to the potential risks and costs which could be incurred should the existing/new/future/currently proposed building component have to be remedied, replaced or adapted.
Construction Costs	<ul> <li>The civil construction estimate provided by Rider Levett Bucknell including VPA works and main roadworks (excluding GST and Contingency) of \$146,052,240 equates to \$135,989 per proposed residential allotment, which is considered to be within acceptable market parameters and has been adopted in our valuation.</li> </ul>
	<ul> <li>Additional allowances have been made for Design Fees, Council Contributions, Contingency and Development Management.</li> </ul>
	<ul> <li>We note some minor adjustments to lot numbers per stage have been provided by Aoyuan as well as updated Professional Fees.</li> </ul>
	<ul> <li>Construction and development of the project can be undertaken for the amount described above, in accordance with the documents provided by Rider Levett Bucknell and Aoyuan. We have adopted the construction and development costs provided as part of our instruction. Should the supplied costs be proven to be inadequate to deliver the project, Savills reserves the right to review this valuation accordingly.</li> </ul>
	• We are not Quantity Surveyors nor are we Consulting Engineers. We have relied upon cost estimates provided and on the basis that the cost provided and adopted are accurate. We recommend the engagement of an independent Quantity Surveyor to confirm same. Should the cost estimate differ to that adopted within, then this report should be referred back to the Valuer for comment and accordingly we reserve the right to amend the assessment within
Land Value	The assessed land value via the Residual Cash Flow analysis reflects a number of factors, including the status of approvals, civil construction costs, associated development costs, interest (borrowing) rate, assessed value of the completed units, adopted pre-sales prior to construction, sale rate for completed stock, and acceptable performance margins. The assessed land value by this approach could be impacted by a change in any of the above circumstances.
GST	We have not been provided with independent Accounting or Legal advice regarding the eligibility of using the margin scheme for this development. As this falls outside the scope of our investigations, we have applied the full GST impost in our feasibilities and to our 'as if complete' values on a GST exclusive basis. As a result, GST on the development costs will be assessed at 10% to be remitted two months later, while GST on gross realisations will be assessed at 1/11th. All costs within our cash flow model are quoted, where applicable, excluding GST.
	<ul> <li>That all appropriate measures to mitigate the risks associated with the GST remittance changes from 1 July 2018 i.e., the Federal Government's requirement that purchasers of new residential premises will remit the GST directly to the ATO as part of settlement.</li> </ul>

CGT	That all appropriate measures to mitigate the risks associated with the foreign resident capital gains tax withholding scheme changes under the Federal Budget 2017, under which: Australian resident vendors of real property of \$750,000 or more must provide a Clearance Certificate issued by the ATO to a purchaser on settlement of the sale, to avoid the purchaser withholding 12.5% of the purchase price and remitting it as withholding tax to the ATO; and Foreign resident vendors will see 12.5% of the purchase price being withheld and remitted to the ATO, unless the ATO approves a Variation.
Construction Timeframe	<ul> <li>We have adopted a construction period for the project of circa 104 months, based on the advice provided by Aoyuan and our assumed take up of lots. We have assumed this to be an accurate forecast and have adopted this within our Residual Cash Flow analysis.</li> </ul>
"As If Complete" Assessment	The "As If Complete" assessment is the estimated market value of the proposed development as detailed in this report on the assumption that all construction has been satisfactorily completed in all respects at the date of this report. Because of time lag and unknown future market conditions the valuation reflects the valuer's view of the market conditions existing at the date of valuation and does not purport to predict future market conditions and the value at the actual completion date.
Construction Quality & Compliance	<ul> <li>The "As If Complete" assessment is provided on the basis that the proposed improvements will be constructed in a tradesman like manner using new, quality materials and having regard to modern building techniques. Our valuation assumes that:</li> </ul>
	<ul> <li>A detailed report of the structure and service installations of the building once completed would not reveal any defects requiring significant expenditure.</li> </ul>
	<ul> <li>The building will comply with all relevant statutory requirements in respect of matters such as health, building and fire safety regulations, and will be built in accordance with the provisions of the Building Code of Australia.</li> </ul>
EPBC Act	<ul> <li>That the subject property is not impacted in any way by matters covered by the Environment Protection and Biodiversity Conservation Act 1999 (EPBC Act), including, but not limited to, listed threatened species and ecological communities or migratory species protected under international agreements.</li> </ul>
Development Approvals (Including Plans & Specifications)	The site does not hold any formal Development Approval; however, we have been provided with concept plans and drawings which have been relied upon when undertaking our Hypothetical Development exercise. Should there be any subsequent changes to the concept plans or onerous condition implied by the subsequent Development Approval, this valuation must not be relied upon before first consulting Savills to reassess any effect on the valuation.
	<ul> <li>We note the Masterplan has been approved by Wingecarribee Council and is awaiting approval by the Southern Regional Planning Panel who is considering aspects of the Masterplan which will then lead to a Voluntary Planning Agreement (VPA).</li> </ul>
Contamination	<ul> <li>We assume that the subject property is free from elevated levels of contaminants and have therefore made no allowance in our valuation for site remediation.</li> </ul>
Encumbrances, Restrictions, Caveats etc.	<ul> <li>Our valuation is on the basis that the property is free of encumbrances, restrictions, caveats, or other impediments of an onerous nature which could affect value. Our valuation has been undertaken on the basis the property is free of mortgages, charges and other financial liens.</li> </ul>
Marketing Period	<ul> <li>We have assumed the standard marketing period for a development of this scale with a project duration of circa 10 years is 3-6 months to allow a prospective purchaser to undertake the required due diligence to inform purchase decisions.</li> </ul>
	<ul> <li>The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 1.5-3 months and assumes full due diligence would not be able to be undertaken which would be reflected in a more conservative value.</li> </ul>
General	<ul> <li>The sales information has been obtained from a number of sources including RP Data and registered government sales transfers. Whilst we understand the information to be reliable, we are unable to guarantee the accuracy.</li> </ul>
	<ul> <li>Unless otherwise set out in the Proposal, Savills is not aware of any conflict of interest in accepting your instruction to value the Property and the valuer set out in the Proposal is in a position to provide an objective and unbiased valuation.</li> </ul>
	<ul> <li>We confirm that the valuer undertaking this valuation is considered to have the appropriate level of skills and competence to complete the valuation to a professional standard, taking into account the property type.</li> </ul>

Should any of the assumptions in our full valuation report be incorrect or inaccurate, then we reserve the right to amend the valuation, the report and this summary report.



9 June 2022

Board of Directors China Aoyuan Group Limited Units 1901-2, 19<sup>th</sup> Floor, One Peking No.1 Peking Road Tsim Sha Tsui, Kowloon Hong Kong Savills Valuations Pty Ltd ABN 73 151 048 056 E speachey@savills.com.au DL +61 (0) 2 8215 8853 F +61 (0) 2 8215 8859

> Level 25 Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia T +61 02 8215 8888 savills.com.au

## Re:Valuation Summary LetterProperty:"Mesa", 61-75 Forest Road and 126 Durham Street, Hurstville NSW, Australia

We refer to instructions issued by Aoyuan Property Group (International) Pty Ltd dated 5 May 2022 to provide a summary report of the valuation providing the Market Value of "Mesa", 61-75 Forest Road and 126 Durham Street, Hurstville NSW, Australia. We have prepared a full and comprehensive Valuation Report for the property in accordance with our instructions from Aoyuan Property Group (International) Pty Ltd for internal reporting purposes dated 31 March 2022.

This valuation summary letter ("summary letter") has been prepared for part of a submission to The Stock Exchange of Hong Kong Limited (in accordance with Chapter 5 of the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited) to be issued by China Aoyuan Group Limited as responsible entity for the sale of the property assessed.

Our full valuation report valuation report has been prepared in accordance with the Australian Property Institute's Current Valuation Standard and Guidance Notes, RICS Valuation - Global Standards 2020 together with the Australian National Supplement effective August 2019 and International Valuation Standards (IVS).

This summary letter should be read in conjunction with the Valuation Report (prepared as at 31 March 2022) as we note this summary letter does not include all essential information and the assumptions which are detailed in our Valuation Report. The Valuation Report provides a detailed description of the property; its current configuration, location, assumptions impacting value and local market characteristics.

An extract from the valuation report comprising the Critical Assumptions is annexed to this summary letter.

We have assessed the valuation based on the Freehold Title of the property.

Market Value as defined by the International Valuation Standards Council (IVSC) and as adopted by the Australian Property Institute (API) is as follows:

"Market Value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing, and where the parties had each acted knowledgeably, prudently and without compulsion."

In addition, we have been requested to assess an Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale.

We confirm that the valuer does not have a pecuniary interest that would conflict with a proper valuation of the interest in the property.

Savills Valuations Pty Ltd ("Savills") charged a professional fee for producing the valuation report..

#### **Material Assumptions**

The assessed land value via the Residual Cash Flow analysis reflects a number of factors, including the status of approvals, civil construction costs, associated development costs, interest (borrowing) rate, assessed value of the completed units, adopted pre-sales prior to construction, sale rate for completed stock, and acceptable performance margins. The assessed land value by this approach could be impacted by a change in any of the above circumstances.

#### **Valuation Summary**

Interest Valued	100% Freehold
Title Details	Lot 1 in Deposited Plan 225302, Lot 101 in Deposited Plan 776275, Lot 100 in Deposited Plan 776275, Lot 10 in Deposited Plan 621395, Lot 1-4 in Deposited Plan 12517.
Registered Owner	Prime Hurstville Pty Ltd
Recent Sale Details	Purchased for \$50,000,000 in 2017 which is considered above market levels.
Zoning	'B4 Mixed Use' under the Georges River Local Environmental Plan 2021.
Site Area	8,551m <sup>2</sup> approximately
Location	The subject property is located within Hurstville and is within the Local Government Area administered by the Georges River Council approximately 16 kilometres south west of the Sydney CBD by road. More particularly the subject property is located to the north eastern corner of Forest Road and Durham Street at Hurstville. Surrounding development comprises a mixture of older style properties of a commercial nature, light industrial uses, car yards, and further afield older style residential apartment buildings. A new mixed use development known as "Beyond" is under construction opposite the subject site to the south. Hurstville Westfield, a regional sized shopping centre is located approximately 900 metres to the west of the site. Hurstville Railway Station is located approximately 800 metres to the west, Allawah Station is located 450 metres to the south east and government buses service the property frontage.
Property Description "As Is"	Eight contiguous parcels forming the land holding on the north eastern corner of Forest Road and Durham Street at Hurstville. The site slopes from the north moderately to the south. The site is currently improved with various commercial buildings which we understand will be demolished to make way for the development. The site holds Deferred Development Approval for the construction of a mixed use building accommodating residential apartments, retail and hotel uses.
Property Description "As If Complete"	DA 2020/0352 Deferred Development Consent for demolition works, remediation and construction of a mixed use development comprising four (4) buildings being from three (3) to twenty (20) storeys in elevation containing commercial floor space, a 76 room hotel and 260 apartments above four (4) levels of basement containing 476 car spaces, landscaping, site works and stratum subdivision. The development has a Gross Floor Area (GFA) of 33,118m <sup>2</sup> .
	A Voluntary Planning Agreement (VPA) has been negotiated with Georges River Council which stipulates additional contributions are payable.
	The retail, hotel and residential components will be stratum subdivided into 3 components.
	The apartments are configured in 4 buildings referred to as Buildings A-D, and are configured as 47 x 1 bedroom, 23 x 1 bedroom + study, 87 x 2 bedroom, 49 x 2 bedroom + study, 36 x 3 bedroom, 16 x 3 bedroom plus study and 2 x 4 bedroom apartments.
	There are 20 apartment pre-sales in the development totalling \$15,941,000.
	The hotel component comprises 42 serviced apartments (76 keys) in Building D.
	The retail component is over 3 levels occupying part Basement Level 1, part Lower Ground Floor and part Upper Ground Floor. There are no lease commitments in place and the tenancy mix proposes a supermarket, liquor store and 23 specialty stores.
Encumbrances	There are numerous notations on Title and if additional information is required the full valuation report should be viewed.

Environmental Comment.	be investigated and reviewed pr The present and past use of the s contaminating activity, industry or I Note 1 – Land Contamination Issue for site contamination. The subject property is not conta Environmental Audit" based on or surrounding immediate developme Overlay" under the George River ( We have been provided with a R report notes the presence of petr heavy metals as well as undergrou We have assumed, as instructed t Savills does not have expertis contamination from both the cur party satisfy itself as to the	ubject property for automotive type and use" as defined under the API's es (Appendix 2) and is considered a ined within the EPA's "List of Issue ar recent online search. We also r ent as at the date of valuation, is not City Planning Scheme. Remediation Action Plan prepared foleum hydrocarbons, naphthalene	uses is classified as a "potentially Australia Real Property Guidance high risk use in regard to potential ed Certificates and Statements of note that the subject property and subject to an "Environmental Audit by ERM dated August 2020. The , volatile organic compounds and hediation of the site. <b>nation risk. Given the risks of</b> <b>is recommended that any reliant</b> <b>t is exposed to in relation to</b>
Valuation Approach	Direct Comparison and Hypothetic	al Feasibility	
Date of Inspection	23 May 2022		
Date of Valuation	31 March 2022		
"As Is" Market Value Excl. GST	\$4 <b>3</b> ,000,000		
Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale Excl. GST	\$38,500,000		
Prepared By	Sandra Peachey FAPI	Chris Paul AAPI	James Cassidy AAPI
	Certified Practising Valuer	Certified Practising Valuer	Certified Practising Valuer
	Savills Valuations Pty Ltd	Savills Valuations Pty Ltd	Savills Valuations Pty Ltd

#### Valuation Methodology

We have assessed the valuation on the basis of Freehold Title.

The valuation is determined on the basis that the property, the Title thereto and its use is not affected by any matter other than that mentioned in the full valuation report. Furthermore, it has been assumed that reasonable resources are available in negotiating the sale and exposing the property to the market.

Given the nature of the subject property, we have relied upon the Direct Comparison Approach to assess the value of the individual apartments and the Capitalisation and Discounted Cash Flow methods to ascertain the value of the retail and hotel components.

The Direct Comparison Approach and Hypothetical Development Approach have been utilised to assess the current Market Value of the site.

The Hypothetical Development Approach utilises our assessment of the estimated 'total gross realisation' value from which we have deducted selling costs and other costs including holding costs, finance costs and interest, and our adopted development (profit and risk) margin, to arrive at an estimate of the Residual Land Value.

To ascertain the value of the individual apartments we have relied upon the below comparable sales:

Block	Level	Apartment No.	Туре	Beds	Bath	Internal m2	External m2	Car	Exchange Date	Contract Price	Analysed Rate
В	Level 01	B.106	2 Bed	2	2	75	20	1	20/07/2021	\$788,000	\$10,507
В	Level 02	B.206	2 Bed	2	2	75	20	1	16/07/2021	\$798,000	\$10,640
В	Level 02	B.208	1 Bed + Study	1	1	55	9	1	16/07/2021	\$680,000	\$12,364
В	Level 03	B.303	2 Bed	2	2	75	29	1	19/07/2021	\$800,000	\$10,667
В	Level 03	B.306	2 Bed	2	2	75	44	1	22/07/2021	\$800,000	\$10,667
В	Level 03	B.307	3 Bed + Study	3	2	108	151	2	26/07/2021	\$1,150,000	\$10,648
В	Level 05	B.505	2 Bed	2	2	75.15	9	1	21/07/2021	\$810,000	\$10,778
В	Level 05	B.506	2 Bed	2	2	75	9	1	28/07/2021	\$820,000	\$10,933
в	Level 05	B.507	3 Bed + Study	3	2	108	12	2	11/08/2021	\$1,130,000	\$10,463
в	Level 06	B.602	2 Bed	2	2	76	10	1	16/07/2021	\$900,000	\$11,842
В	Level 06	B.605	2 Bed	2	2	75.15	9	1	30/07/2021	\$820,000	\$10,912
в	Level 07	B.701	2 Bed	2	2	76	10	1	03/08/2021	\$925,000	\$12,171
в	Level 07	B.705	2 Bed	2	2	75.15	9	1	16/07/2021	\$820,000	\$10,912
в	Level 07	B.706	2 Bed	2	2	75	9	1	19/07/2021	\$835,000	\$11,133
С	Level 05	C.502	1 Bed	1	1	55	8	1	16/08/2021	\$599,000	\$10,891
С	Level 05	C.505	1 Bed	1	1	54	8	1	21/07/2021	\$588,000	\$10,889
С	Level 05	C.506	1 Bed + Utility	1	1	54	8	1	20/12/21	\$650,000	\$12,037
С	Level 07	C.703	1 Bed	1	1	57	9	1	12/08/2021	\$640,000	\$11,228
С	Level 07	C.705	1 Bed	1	1	54	8	1	29/07/2021	\$600,000	\$11,111
D	Level 07	D.702	2 Bed	2	2	75	11	1	23/07/2021	\$788,000	\$10,507
Total										\$15,941,000	\$11,013

## Sales in the Subject Development:

## Comparable Sales outside of Development:

"Beyond" 93 Forest Road	l, Hurstville									
Launch Date	October 2019	October 2019								
Number of Apartments	556	556								
Description	use development of s apartments are configue Apartments feature flo benchtops to kitchen, s	A large development by Fridcorp on the southern side of Forest Road, opposite the subject development comprising a mixed ise development of 556 apartments, 4,345m2 of retail space including a Woolworths supermarket in 2 buildings. The ispartments are configured as 202 x 1 bedroom, 48 x 1 bedroom plus study, 264 x 2 bedroom and 42 x 3 bedroom. Apartments feature floor to ceiling glass in living areas, built in robes to bedrooms, stainless steel appliances and stone enchtops to kitchen, semi-frameless glass screens to bathroom showers and full wall height tiling, internal laundry with dryer, imber, carpet and tile floor coverings. The development shares rooftop areas and gym.								
Pre-Sale Comment	396 apartment have so	old to date								
Overall Summary	Unit Type	QTY	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)		
	1 Bed & 1 bed + S	250	50	60	\$585,000	\$800,000	\$11,700	\$13,417		
	2 Bed	264	76	92	\$805,000	\$1,025,000	\$10,000	\$11,413		
	3 Bed	42	94	103	\$1,270,000	\$1,300,000	\$12,740	\$13,830		
Comparative Analysis	Considered to be a s appropriate for the sub			velopment in	a comparable Ic	cation. Overall,	similar rates	are considered		

"Treacys Place" 33-35 Tre	March 2021	-							
Number of Apartments	37	37							
Description	Construction of a 1 to comprise 6 x 1 b				(	, ,	round floor leve	el & 37 apartments	
	Apartments feature floor to ceiling glass in living areas, built in robes to bedrooms, European appliances and stone benchtops to kitchen, frameless glass screens to bathroom showers and full wall height tiling, internal laundry with dryer, timber, air conditioning, carpet and tile floor coverings. Upper level units have good views. Due for completion October 2022.								
Pre-Sale Comment	18 apartment have	sold to dat	te						
Overall Summary	Unit Type	QTY	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)	
	1 Bed & 1 bed + S	6	52	60	\$595,000	\$685,000	\$11,417	\$11,442	
	2 Bed	17	77	90	\$749,000	\$910,000	\$10,000	\$10,111	
	3 Bed	10	112	112	\$1,150,000	\$1,175,000	\$12,740	\$10,491	
	4 Bed	4							
Comparative Analysis	Smaller developme apartments.	ent offering	g similar quali	ty apartments	. Overall, similar	rates are consi	dered appropria	ate for the subject	

"Lotus Residence" 105 Fo	orest Road, Hurstvill	e								
Launch Date	February 2020									
Number of Apartments	116	116								
Description	commercial units) of bedroom & 16 x 1 building then steps Apartments feature appliances and ma	Construction of a 3-13 storey mixed use development containing 917sqm of gross leasable retail/commercial floor space (10 ommercial units) on the ground floor & 116 residential units above, configured as 16 x 1 bedroom, 61 x 2 bedroom, 23 x 3 edroom & 16 x 1 bedroom adaptable units. The 13 storey component of the development is located on the corner and the uilding then steps down to 7 and 4 storeys along the Forest Rd frontage. 								
Pre-Sale Comment	72 apartment have	sold to dat	e							
Overall Summary	Unit Type	QTY	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)		
	1 Bed & 1 bed + S	32	50	58	\$518,000	\$780,000	\$11,453	\$13,423		
	2 Bed	61	76	90	\$810,000	\$1,010,000	\$9,998	\$11,289		
	3 Bed	23	92	112	\$1,125,000	\$1,235,000	\$12,324	\$13,150		
Comparative Analysis	Considered to be appropriate for the			opment in a	comparable loca	ation. Overall, sli	ghtly lower rate	es are considered		

"Grand H" 12 Woniora Ro	ad, Hurstville									
Number of Apartments	383	383								
Description	comprising a c 259 x 2 bedro Apartment's f	Completed in 2019 this development comprises a mixed use development of 4 buildings A, B, C & D of 12, 18 & 21 storeys comprising a community space, 2 commercial tenancies of 165m <sup>2</sup> & 383 residential apartments configured as 120 x 1 bedroom, 259 x 2 bedroom & 4 x 3 bedroom. Apartment's feature built in robes to bedrooms, stainless steel appliances and stone benchtops to kitchen, frameless glass screens to bathroom showers and full wall height tiling, carpet and tile floor coverings. The development shares rooftop areas.								
Overall Summary	Unit No	Unit Type	Sale Date	Sale Price	Internal Area (m2)	Rate Internal (\$/m²)				
	703	1 Bed, 1 Bath	14/10/21	\$620,000	60	\$10,333				
	102	1 Bed, 1 Bath	14/12/21	\$650,000	60	\$10,833				
	506	1 Bed, 1 Bath	14/9/21	\$626,000	57	\$10,928				
	608	2 Bed, 2 Bath	1/10/21	\$800,000	80	\$10,000				
	703	1 Bed, 1 Bath	7/10/21	\$620,000	56	\$11,071				
	925	1 Bed, 1 Bath	8/11/21	\$660,000	60	\$11,000				
Comparative Analysis	An older deve	lopment that indicates hig	gher prices are appro	priate for the subject of	development.					

"The Forest" 456 Forest F	Road, Hurstville	1							
Number of Apartments	57								
Description	2 bedrooms, Apartment's 1	ompleted in 2020 this development comprises 5 storey mixed use development comprising 57 units with a mix of studio, 1 & bedrooms, 5 of which are adaptable, 1 x retail premises on ground floor & 1 commercial premises on first floor. partment's feature built in robes to bedrooms, stainless steel appliances and stone benchtops to kitchen, semi frameless lass screens to showers, bath and full wall height tiling to bathrooms, carpet and tile floor coverings. The development shares softop areas.							
Overall Summary	Unit No	Unit Type	Sale Date	Sale Price	Internal Area (m2)	Rate Internal (\$/m²)			
	10	1 Bed, 1 Bath	15/6/21	\$745,000	58	\$12,844			
	49	1 Bed, 1 Bath	15/7/21	\$599,800	50	\$11,996			
	103	2 Bed, 1 Bath	12/7/21	\$739,000	65	\$11,369			
Comparative Analysis	An older deve	elopment that indicates hi	gher prices re approp	riate for the subject d	evelopment.				

### The assessed apartments values are as follows:

Apartment Type	No	Min Area (m²)	Max Area (m²)	Avge Area (m²)	Min Price (\$)	Max Price (\$)	Avge Price (\$)	Min Rate \$/m <sup>2</sup>	Max Rate \$/m <sup>2</sup>	Avge Rate \$/m²	Total Realisation
1 Bed	47	54	61	55.6	\$588,000	\$730,000	\$652,064	\$10,526	\$13,273	\$11,730	\$30,647,000
1 Bed + Study	16	53	61	58.8	\$630,000	\$730,000	\$693,125	\$11,475	\$12,364	\$11,778	\$11,090,000
1 Bed + Utility	7	54	54	54	\$620,000	\$670,000	\$645,714	\$11,481	\$12,407	\$11,958	\$4,540,000
2 Bed	87	75	89	80.01	\$780,000	\$1,130,000	\$916,598	\$10,246	\$12,763	\$11,442	\$79,744,000
2 Bed + Study	45	90	96	85.3	\$860,000	\$1,130,000	\$989,778	\$10,361	\$12,500	\$11,598	\$44,540,000
2 Bed + Utility	4	87	89	88	\$890,000	\$920,000	\$902,500	\$10,227	\$10,337	\$10,255	\$3,610,000
3 Bed	36	94	109	102.1	\$1,040,000	\$1,370,000	\$1,243,611	\$9,720	\$13,505	\$12,199	\$44,770,000
3 Bed + Study	14	108	143	114.3	\$1,130,000	\$1,620,000	\$1,364,286	\$10,000	\$13,889	\$11,957	\$19,100,000
3 Bed + Utility	2	113	113	113	\$1,490,000	\$1,525,000	\$1,505,000	\$13,186	\$13,451	\$13,319	\$3,010,000
4 Bed	2	120	120	120	\$1,630,000	\$1,660,000	\$1,645,000	\$13,583	\$13,833	\$13,708	\$3,290,000
Total	260									\$11,730	\$244,341,000

Comparable sales to assess the value of the retail component within the development are as follows:

Centre Name	State	GLA (m²)	Sale Date	Sale Price	EMY	IRR	Rate \$/m <sup>2</sup>	WALE
Beyond Hurstville	NSW	4,242	Dec-21	\$41,500,000	4.72%	4.84%	\$9,783	13.28
Cherrybrook Village	NSW	9,382	Aug-21	\$132,800,000	4.74%	5.79%	\$14,154	3.03
Oatley Village Square	NSW	3,523	Aug-21	\$21,750,000	4.99%	4.50%	\$6,175	5.03
Coles Greenacre	NSW	4,739	Jul-21	\$40,500,000	4.00%	5.48%	\$8,546	7.83
Marketown East & West SC	NSW	26,376	Jun-21	\$150,500,000	5.52%	6.06%	\$5,706	5.53
Kiama Village	NSW	5,156	Jun-21	\$49,000,000	5.40%	6.00%	\$9,503	8.47
Lederer Cessnock	NSW	5,633	Jun-21	\$45,000,000	5.53%	6.47%	\$7,988	6.50
Lederer Corrimal	NSW	9,759	Jun-21	\$88,000,000	5.90%	6.21%	\$9,018	5.46
The Imperial Centre, Gosford	NSW	16,706	Jun-21	\$57,500,000	6.14%	6.56%	\$3,442	3.67
Goulburn Marketplace	NSW	7,584	Jun-21	\$48,000,000	5.70%	6.41%	\$6,329	7.16
Lederer Miranda	NSW	4,603	Jun-21	\$37,500,000	4.56%	5.75%	\$8,146	2.65
Richmond Mall	NSW	5,153	Jun-21	\$24,000,000	5.34%	6.15%	\$4,657	2.12
Woolworths Bulli	NSW	3,949	Jun-21	\$36,000,000	3.97%	4.14%	\$9,114	8.97
Swan Hill Square	VIC	3,452	May-21	\$20,100,000	4.97%	5.89%	\$5,823	5.25
Ropes Crossing Village	NSW	5,807	Jan-21	\$42,000,000	5.47%	6.66%	\$7,235	8.87
Caddens Corner	NSW	9,544	Nov-21	\$66,000,000^	5.24%	6.02%	\$6,915	9.66
Auburn Central	NSW	13,590	Nov-20	\$129,500,000	5.93%	6.75%	\$9,529	6.62

The assessed value of the retail component is as follows:

Valuation Reconciliation		Value
Capitalisation Result	@ 6.00%	\$46,500,000
10 Year NPV	@ 7.00%	\$46,500,000
ADOPTED VALUE		\$46,500,000
10 Year IRR		6.98%
Passing Initial Yield		6.26%
Equated Market Yield		6.00%
\$Value/m <sup>2</sup>		\$10,393

Comparable sales to assess the value of the hotel component within the development are as follows:

Date	Hotel	Sale Price	Rooms	Price Per Room	Passing Yield	Market Yield	Terminal Cap Rate	Discount Rate	5 Yr IRR	10 Yr IRR
Oct-21	1 Hosking Place, Sydney	\$26,500,000	49	\$540,816	4.55%	0.18%	5.00%	6.50%	6.84%	6.61%
Jan-21	Radisson Hotel & Suites	\$38,080,000	76	\$501,053	-	-	-	-	-	-
Feb-20	CitadelX, Pyrmont	\$28,700,000	60	\$478,333	5.02%	5.02%	5.00%	6.50%	-	6.58%
Dec-19	Quest Macquarie Park	\$46,000,000	111	\$414,414	5.52%	5.52%	5.75%	7.50%	-	7.60%
Dec-19	Adina Apartment Hotel Mascot	\$53,000,000	123	\$430,894	4.76%	4.93%	5.00%	6.50%	-	6.97%
Aug-19	Veriu Sydney Central	\$58,888,000	112	\$450,000	4.92%	5.55%	5.75%	7.50%	-	7.19%
Aug-19	Quest Mounts Bay Road Perth WA	\$22,425,000	71	\$315,845		6.89%	7.00%	8.50%		8.33%
Jun-18	Quest Springfield QLD	\$24,350,000	82	\$296,646	7.28%	7.28%	7.50%	9.00%		8.67%
Jul-17	Quest Penrith NSW	\$30,320,000	115	\$263,652	7.03%	6.91%	7.25%	8.75%		8.76%
Subject Valuation	Proposed Quest Hurstville	\$22,000,000	76	\$289,474	6.22%	6.01%	6.50%	7.50%	-	7.93%
	Low	\$22,425,000	49	\$263,652	4.55%	0.18%	5.00%	6.50%	6.84%	6.58%
	Median of Sales	\$30,320,000	82	\$430,894	5.02%	5.54%	5.75%	7.50%	6.84%	7.40%
	High	\$58,888,000	123	\$540,816	7.28%	7.28%	7.50%	9.00%	6.84%	8.76%

We have produced a value of \$22,000,000 under the capitalisation approach, \$22,700,000 under the DCF approach and a value range of \$21,280,000 to \$22,800,000 under the direct comparison approach.

Based upon the above results we have adopted an As If Complete Market value subject to the Proposed Lease of \$22,000,000 which reflects an initial yield of 6.22%, an equated market yield of 6.01%, an IRR of 7.93% and a capital rate of \$289,474/key, all of which appear reasonable having regards to the comments contained within our full valuation report.

Out total project realisation is therefore:

Component	Realisation inc GST
Residential	\$244,341,000
Retail	\$46,500,000
Hotel	\$22,000,000
Total Realisation	\$312,841,000

The comparable sales to estimate the current site value are detailed below:

Address	Sale Date	Sale Price	Site Area (m²)	Equivalent Unit Yield	GFA	\$/Site Area (m²)	\$/Unit	\$/GFA (m²)	DA Approved	Comparison
224-240 Pitt Street, Merrylands	Dec-21	\$75,000,000	15842	1012	83787	\$4,734	\$74,111	\$895	Yes	Inferior
2-5 Halifax St, Macquarie Park	Aug-21	\$137,000,000	18463	950	82212	\$7,420	\$144,211	\$1,666	No	Superior
37-41 Oxford St, Epping	Jun-21	\$55,000,000	4969	-	22361	\$11,069	-	\$2,460	No	Superior
12 Hassall Street, Parramatta	Aug-21	\$68,000,000	2055	365	32840	\$33,090	\$186,301	\$2,071	Subject to Approval	Superior
850-858 King George Road, South Hurstville	Aug-21	\$12,000,000	2024	60	5060	\$5,927	\$200,000	\$2,372	Yes	Superior
247-273 and 277-281 Pennant Hills Road Carlingford	Dec-20	\$68,500,000	27973	729	64339	\$2,449	\$93,278	\$1,065	Yes	Larger hence lower rates apply
28 Elizabeth St, Liverpool	Jun-21	\$28,000,000	3600	399	36000	\$7,778	\$70,175	\$778	Yes	Inferior
71-97 Regent St, Kogarah	Oct-17	\$37,000,000	4730	273	18920	\$7,822	\$135,531	\$1,956	No	Superior

Our assessment of site value on a Direct Comparison basis is as follows:

Subject	Site Area	Land Rate	Value
Site Area	8,551m <sup>2</sup>	\$4,750	\$40,617,250
Site Area	8,551m <sup>2</sup>	\$5,250	\$44,892,750
Midpoint	8,551m <sup>2</sup>	\$5,000	\$42,755,000
Adopt			\$42,700,000
0.11.4	N	U. K D. G	N.I.
Subject	No. of Units*	Unit Rate	Value
Approved Units	314	\$135,000	\$42,390,000
Approved Units	314	\$140,000	\$43,960,000
Midpoint	314	\$137,500	\$43,175,000
Adopt			\$43,100,000
Subject	GFA	Rate	Value
GFA	33,118m <sup>2</sup>	\$1,250	\$41,397,500
GFA	33,118m <sup>2</sup>	\$1,350	\$44,709,300
Midpoint	33,118m <sup>2</sup>	\$1,300	\$43,053,400
Adopt			\$43,000,000
0.44	¢40,700,000		
Site Area	\$42,700,000		
Approved Unit Rate	\$43,100,000		
GFA	\$43,000,000		
Adopted As Is Market Value	\$43,000,000		

\*Equated units

#### Our Hypothetical Development Assessment is detailed below:

Input	Amount / Comments
Gross Realisation	Residential - \$244,341,000 including GST Retail - \$46,500,000 excluding GST Hotel - \$22,000,000 excluding GST
Rate of Sale	Having regard to the existing presales we have assumed that the remaining unsold apartments will be sold 'off the plan' during the construction period and within 18 months post construction. We have assumed the hotel and retail components will transact on practical completion.
Selling Costs	Residential – 2.2% Retail – 1.5% Hotel – 1.5%
Marketing Costs	Residential – \$2,500 per apartment Retail – \$30,000 Hotel – \$30,000
Legal Costs	Residential – \$750 per apartment Retail – \$25,000 Hotel – \$25,000
Site Acquisition Costs Legal Fees on Acquisition	7.2% of purchase price \$150,000
Construction/Development Cost	\$137,864,337 excluding GST (as per Section 9 of this Report)
Interest Rate Application Fee	5.00% per annum (on the basis of 100% debt funding and including line fees) \$400,000
Construction Period	22 months
Holding Costs	Approximately \$380,000 per annum (including Council rates and Land Tax)
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 20% to 25%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors: <ul> <li>Limited pre-sales to date.</li> <li>No pre-commitment for the retail or hotel space.</li> <li>A third party Building Contract has not been executed</li> <li>The Contract sum has not been verified by a QS</li> <li>The cost and revenue parameters of the project are largely known</li> <li>The size and related capital value of the development</li> <li>Analysis of comparable developments</li> <li>The southern Sydney location</li> </ul> Having regard to the above, we have adopted a Profit and Risk Factor of 22.49%, being the approximate mid-point of the adopted range. </li> </ul>
GST Liability	We have adopted the General Tax Rule Scheme for valuation purposes. Our calculations on this basis are as follows:
	Residential Realisation Including GST       \$244,341,000         Less GST       \$22,212,818         Gross Realisation Excluding GST       \$222,128,182         Plus: Hotel       \$222,000,000         Plus: Retail       \$46,500,000         Gross Realisation Excluding GST       \$290,628,182
	Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and is an indicative figure only.

#### **Feasibility Conclusions**

Our calculations result in a residual value of \$42,984,912 excluding GST, which we have rounded to \$43,000,000 excluding GST for practical valuation purposes. Our feasibility analysis reflects an Internal Rate of Return of 10.48% (including interest), and a net development profit of approximately \$53,355,221, all of which appear to be reasonable for a development of this nature.

We have assumed the standard marketing period for a development of this scale with a mixed use profile incorporating retail, hotel and residential with limited pre-commitments, however advanced planning is 3-

6 months to allow a prospective purchaser to undertake the required due diligence to inform purchase decisions.

The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 1.5-3 months and assumes full due diligence would not be able to be undertaken which would be reflected in a more conservative value.

Practically, this scenario therefore assumes that a prospective buyer would look to increase the risk allowances to cover less than full diligence.

For the purposes of an assessment based on these adopted assumptions we have increased the Profit and Risk allowance in our residual land value analysis by 3 basis points to 25.5% which indicates a residual land value of \$38,500,000 which has been adopted under this valuation scenario.

Whilst our analysis could alter other inputs in the feasibility such as apartment price and Hotel and Retail component values, and sale rate and cost, realistically the sale rate of the apartments/components, the value of the completed apartments/components and the cost of producing the development does not change. The risk essentially lies with the acquisition of a project with a long development life without exploring all aspects of the project to ascertain an educated and informed acquisition.

#### Feasibility Conclusions

Our calculations result in a residual value of \$38,585,459 excluding GST, which we have rounded to \$38,500,000 excluding GST for practical valuation purposes. Our feasibility analysis reflects an Internal Rate of Return of 11.94% including interest, and a net development profit of approximately \$59,168,606 all of which appear to be reasonable for a development of this nature.

#### Reliance

The full valuation report is for the reliance of Aoyuan Property Group (International) Pty Ltd as the proprietor of the property.

The Valuation Summary Letter is for the purpose of inclusion in a submission to The Stock Exchange of Hong Kong Limited for disposal of the asset.

#### **Liability Disclaimer**

Savills Valuations Pty Ltd (Savills) has prepared this summary letter for Aoyuan Property Group (International) Pty Ltd to assist it in disposal of the assets and Savills specifically disclaim liability to any person in the event of any omission from, or false or misleading statements included in the submission, other than with respect to this summary letter.

This Summary Letter is to be read in conjunction with our full Valuation Report dated 31 March 2022 and is subject to the Assumptions, Limitations, Disclaimers and Qualifications contained therein. We refer the reader to Aoyuan Property Group (International) Pty Ltd to obtain a copy of the Full Valuation Report.

The Valuation Report and this Summary Letter are strictly limited to the matters contained within those documents, and are not to be read as extending, by implication or otherwise, to any other matter in any associated Document. Without limitation to the above, no liability is accepted for any loss, harm, cost or damage (including special, consequential or economic harm or loss) suffered as a consequence of fluctuations in the real estate market subsequent to the date of valuation.

Savills has prepared the full Valuation Report and this Summary Letter relying on and referring to information provided by third parties including financial and market information ("Information"). Savills assumes that the Information is accurate, reliable and complete and it has not tested the Information in that respect.

References to the Property's value within this Summary Letter or any associated document have been extracted from Savills Valuation Report. The Valuation Report draws attention to the key issues and considerations impacting value and provides a detailed assessment and analysis as well as key critical assumptions, general assumptions, disclaimers, limitations and qualifications and recommendations. As commercial investments of this nature are inherently complex and the market conditions have changed and/or have been uncertain in recent times, Savills recommends that this Summary Letter must be read and considered together with the Valuation Report.

Savills Valuations Pty Ltd accepts no responsibility to third parties nor does it contemplate that the valuation report will be relied upon by third parties (other than in relation to the market valuation referred to in this summary letter). We invite other parties who may come into possession of the valuation report seek our written consent to them relying upon the valuation report and we reserve our rights to review the contents in the event that our consent is sought.

This Valuation is current at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of general market movements or factors specific to the particular property). Liability for losses arising from such subsequent changes in value is excluded as a liability where the valuation is relied upon after the expiration of 90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.

Savills consents to the Valuation Report being made available for inspection at the registered address of Aoyuan Property Group (International) Pty Ltd.

Liability limited by a scheme approved under Professional Standards Legislation.

Yours sincerely,

Aleacher

Sandra Peachey FAPI National Director Valuation & Advisory

Narket Movement	This valuation is current as at the date of valuation and may change as a result of either external or specific factors affecting the property. We do not accept liability for losses arising from such subsequent changes in value. We will not accept liability where this valuation is relied upon after the expiration of three months from the date of valuation, or earlier if there are significant alterations to conditions affecting the value of the property.
	This valuation is conditional upon development being undertaken in the immediate future and that the site will not be "landbanked". The "As Is" value is current as at the date of valuation only. It is not suitable for long term passive lending. If the site needs to be retained "As Is" for an extended period of time, it is likely that a lower site value may apply, or it may result after accounting for holding costs and changes in market environment in addition to any variation to construction costs.
Physical	The valuer does not hold itself out to be an expert in building materials and has been unable to identify from a visual inspection of the proposed plans whether the 'cladding' to be constructed will use compliant or non-compliant building products (i.e., combustible polyethylene core aluminium composite panels). A Certificate of Compliance and/or Certification of building materials for the development has not been sighted nor confirmed by the valuer.
	This valuation report has been prepared:
	<ul> <li>(a) on the assumption that the building materials used, as well as the application and installation of those materials, comply with all approvals, regulatory requirements and codes.</li> </ul>
	(b) without consideration to any diminution in value that may arise due to the identification of non-compliant building products within the development.
	Should this not be the case, we reserve the right to review our valuation.
	The valuer strongly advises the reader to investigate the nature of the currently proposed building components and satisfy itself as to the potential risks and costs which could be incurred should the currently proposed building component have to be remedied, replaced or adapted.
Construction Costs	<ul> <li>The civil construction estimate provided by the instructing party (excluding GST and Contingency) of \$137,864,337 equates to \$4,162 per square metre of GFA, which is considered to be within acceptable market parameters and has been adopted in our valuation.</li> </ul>
	<ul> <li>Construction and development of the project can be undertaken for the amount described above, in accordance with the documents provided by the instructing party. We have adopted the construction and development costs provided as part of our instruction. Should the supplied costs be proven to be inadequate to deliver the project, Savills reserves the right to review this valuation accordingly.</li> </ul>
	We are not Quantity Surveyors nor are we Consulting Engineers. We have relied upon cost estimates provided and on the basis that the cost provided and adopted are accurate. We recommend the engagement of an independent Quantity Surveyor to confirm same. Should the cost estimate differ to that adopted within, then this report should be referred back to the Valuer for comment and accordingly we reserve the right to amend the assessment within
Land Value	The assessed land value via the Residual Cash Flow analysis reflects a number of factors, including the status of approvals, civil construction costs, associated development costs, interest (borrowing) rate, assessed value of the completed units, adopted pre-sales prior to construction, sale rate for completed stock, and acceptable performance margins. The assessed land value by this approach could be impacted by a change in any of the above circumstances.
GST	We have not been provided with independent Accounting or Legal advice regarding the eligibility of using the margin scheme for this development. As this falls outside the scope of our investigations, we have applied the full GST impost in our feasibilities and to our 'as if complete' values on a GST exclusive basis. As a result, GST on the development costs will be assessed at 10% to be remitted two months later, while GST on gross realisations will be assessed at 1/11th. All costs within our cash flow model are quoted, where applicable, excluding GST.
	<ul> <li>That all appropriate measures to mitigate the risks associated with the GST remittance changes from 1 July 2018 i.e., the Federal Government's requirement that purchasers of new residential premises will remit the GST directly to the ATO as part of settlement.</li> </ul>
CGT	That all appropriate measures to mitigate the risks associated with the foreign resident capital gains tax withholding scheme changes under the Federal Budget 2017, under which: Australian resident vendors of real property of \$750,000 or more must provide a Clearance Certificate issued by the ATO to a purchaser on settlement of the sale, to avoid the purchaser withholding 12.5% of the purchase price and remitting it as withholding tax to the ATO; and Foreign resident vendors will see 12.5% of the purchase price being withheld and remitted to the ATO, unless the ATO approves a Variation.
Construction Timeframe	We have adopted a construction period for the project of 26 months with a 12 month lead time, based on the advice provided by the instructing party. We have assumed this to be an accurate forecast and have adopted this within our Residual Cash Flow analysis.
"As If Complete" Assessment	The "As If Complete" assessment is the estimated market value of the proposed development as detailed in this report on the assumption that all construction has been satisfactorily completed in all respects at the date of this report. Because of time lag and unknown future market conditions the valuation reflects the valuer's view of the market conditions existing at the date of valuation and does not purport to predict future market conditions and the value at the actual completion date.

Construction Quality & Compliance	The "As If Complete" assessment is provided on the basis that the proposed improvements will be constructed in a tradesman like manner using new, quality materials and having regard to modern building techniques. Our valuation assumes that:
	<ul> <li>A detailed report of the structure and service installations of the building once completed would not reveal any defects requiring significant expenditure.</li> </ul>
	<ul> <li>The building will comply with all relevant statutory requirements in respect of matters such as health, building and fire safety regulations, and will be built in accordance with the provisions of the Building Code of Australia.</li> </ul>
EPBC Act	<ul> <li>That the subject property is not impacted in any way by matters covered by the Environment Protection and Biodiversity Conservation Act 1999 (EPBC Act), including, but not limited to, listed threatened species and ecological communities or migratory species protected under international agreements.</li> </ul>
Development Approvals (Including Plans & Specifications)	We have been provided with a copy of the Development Approval for the subject development including approved plans. We assume that the development will be completed in full accordance with the noted Development Approval and any conditions contained within the approval. Should there be any subsequent changes to the Development Approval or the Approved development plans, this valuation must not be relied upon before first consulting Savills to reassess any effect on the valuation.
Contamination	We have been provided with a Remediation Action Plan prepared by ERM dated August 2020. The report notes the presence of petroleum hydrocarbons, naphthalene, volatile organic compounds and heavy metals as well as underground storage tanks.
	<ul> <li>We have assumed, as instructed that the costs provided allow for remediation of the site.</li> </ul>
Encumbrances, Restrictions, Caveats etc.	<ul> <li>Our valuation is on the basis that the property is free of encumbrances, restrictions, caveats, or other impediments of an onerous nature which could affect value. Our valuation has been undertaken on the basis the property is free of mortgages, charges and other financial liens.</li> </ul>
Marketing Period	We have assumed the standard marketing period for a development of this scale with advanced planning status, minor pre-sales and without any pre-commitment for the hotel and retail areas is 3-6 months to allow a prospective purchaser to undertake the required due diligence to inform purchase decisions.
	The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 1.5-3 months and assumes full due diligence would not be able to be undertaken which would be reflected in a more conservative value.
General	The rental and sales information has been obtained from a number of sources including RP Data and registered government sales transfers. Whilst we understand the information to be reliable, we are unable to guarantee the accuracy.
	<ul> <li>Unless otherwise set out in the Proposal, Savills is not aware of any conflict of interest in accepting your instruction to value the Property and the valuer set out in the Proposal is in a position to provide an objective and unbiased valuation.</li> </ul>
	We confirm that the valuer undertaking this valuation is considered to have the appropriate level of skills and competence to complete the valuation to a professional standard, taking into account the property type.
Serviced Apartment Hotel	That the proposed apartment hotel will be completed to a standard commensurate with existing industry standards for an upscale (4 to 4.5 star standard) serviced apartment hotel and as outlined within the valuation.
	The value of the serviced apartment hotel subject to the proposed lease is reliant on the ability of the Leasehold business owner to maintain sufficient revenue and profit levels in order to meet its rental obligations. Should the business deteriorate and the Lessee struggle to meet rental obligations, the value of the property may be negatively impacted.
	That the proposed serviced apartment hotel will be managed by Quest Apartment Hotels (or nominated franchisee) under the proposed terms of the Non-Binding Offer to Lease. Should the terms of the lease vary to those adopted herein and outlined within the Non-Binding Offer to Lease, then we reserve the right to amend the valuation.
	That the FF&E and plant and equipment will be owned by the property owner and that an asset register or asset depreciation schedule is available on sale of the property. That the FF&E will be transferred to a purchaser on sale.
	<ul> <li>The trading forecast including within the valuation have been undertaken solely for the purposes of assessing an appropriate market rent. Furthermore, the projections of Fair Maintainable Trade (FMT) are based on a reasonably efficient operator.</li> </ul>
	The DCF exercise appended hereto has been undertaken for the sole purpose of assisting in the determination of the market value of the property and we make no guarantees or warranty as to the accuracy of the future rental income stream projections in so far as they relate to market rental movements.
	We have not been provided with legal advice but based on our experience, if the subject property was sold as a going concern, it would be GST-free (provided that certain GST requirements are met) and have based our analysis upon this advice; any user of this valuation should make appropriate enquiries in this respect. If any of the above assumptions prove to be incorrect, we reserve the right to revise our valuations as provided herein, should we deem it to be necessary.
	That all licences and approvals required to operate the hotel and remain open for full trading will be granted to the applicant on completion and will continue without restriction.

Should any of the assumptions in our full valuation report be incorrect or inaccurate, then we reserve the right to amend the valuation, the report and this summary report.



Savills Valuations Pty Ltd ABN 73 151 048 056 E speachey@savills.com.au DL +61 (0) 2 8215 8853 F +61 (0) 2 8215 8859

> Level 25 Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia T +61 02 8215 8888 savills.com.au

Board of Directors China Aoyuan Group Limited Units 1901-2, 19<sup>th</sup> Floor, One Peking No.1 Peking Road Tsim Sha Tsui, Kowloon Hong Kong

9 June 2022

# Re:Valuation Summary LetterProperty:253 Apartments – "The Lennox", 12-14 Phillip Street & 331a-339 Church Street,<br/>Parramatta, NSW, Australia

We refer to instructions issued by Aoyuan Property Group (International) Pty Ltd dated 5 May 2022 to provide a summary report of the valuation providing the Market Value "In One Line" of 253 Apartments – "The Lennox", 12-14 Phillip Street & 331a-339 Church Street, Parramatta, NSW, Australia. We have prepared a full and comprehensive Valuation Report for the property in accordance with our instructions from Aoyuan Property Group (International) Pty Ltd for internal reporting purposes dated 31 March 2022.

This valuation summary letter ("summary letter") has been prepared for part of a submission to The Stock Exchange of Hong Kong Limited (in accordance with Chapter 5 of the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited) to be issued by China Aoyuan Group Limited as responsible entity for the sale of the property assessed.

Our full valuation report valuation report has been prepared in accordance with the Australian Property Institute's Current Valuation Standard and Guidance Notes, RICS Valuation - Global Standards 2020 together with the Australian National Supplement effective August 2019 and International Valuation Standards (IVS).

This summary letter should be read in conjunction with the Valuation Report (prepared as at 31 March 2022) as we note this summary letter does not include all essential information and the assumptions which are detailed in our Valuation Report. The Valuation Report provides a detailed description of the property; its current configuration, location, assumptions impacting value and local market characteristics.

An extract from the valuation report comprising the Critical Assumptions is annexed to this summary letter.

We have assessed the valuation on Freehold Title of the property.

Market Value as defined by the International Valuation Standards Council (IVSC) and as adopted by the Australian Property Institute (API) is as follows:

"Market Value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing, and where the parties had each acted knowledgeably, prudently and without compulsion."

We have assessed the In One Line market value of the property in accordance with the Market Value definition referred to above. Furthermore, the Sale in One Line Definition is

'Sale in one line' is the value of the gross realisation of the individual completed lots sold in a single transaction less a discount that takes into consideration legal and selling costs, profit and risk, holding costs and acquisition costs.

In addition, we have been requested to assess an Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale.

We confirm that the valuer does not have a pecuniary interest that would conflict with a proper valuation of the interest in the property.

Savills Valuations Pty Ltd ("Savills") charged a professional fee for producing valuation report.

#### **Material Assumptions**

The assessed "In One Line Value" via Residual Cash Flow analysis reflects a number of factors, including the interest (borrowing) rate, assessed value of the units, sale rate for apartment stock, and acceptable performance margins. The assessed value by this approach could be impacted by a change in any of the above circumstances.

Interest Valued	100% Freehold
Title Details	Various lots - SP102896
Registered Owner	PCC Devco 1 Pty Limited.
Zoning	B4 Mixed Use, RE2 Private Recreation and RE1 Public Recreation under the Parramatta Local Environmental Plan 2011.
Location	The subject property is located within Parramatta in Central Western Sydney, approximately 23 kilometres west of the Sydney Central Business District (CBD) and is within the Local Government Area administered by the City of Parramatta Council. More particularly the subject property is located approximately 800 metres to the north of the Parramatta train station and future Parramatta Square re- development on the South Bank of the Parramatta River. The site is bounded by Church Street to the east and Phillip Street to the south. Surrounding development comprises a mix of uses and development types including residential, commercial, retail and entertainment uses. Open space and parklands are located along the foreshore area to the north of the site. The Riverside Theatre and Prince Alfred Park are located to the north of the site on the North Bank of the Parramatta River. The site is well serviced by public transport with bus routes operating regularly along Church Street and bus stops on Market and Church Streets. The site is also in walking proximity to the Parramatta train station, bus and ferry terminals.
Property Description	The subject apartments comprise 253 apartments within "The Lennox" project. The apartments were completed in December 2021 and comprise of 21 x studios, 41 x 1 bedroom apartments, 137 x 2 bedroom apartments, 47 x 3 bedroom apartments, 6 x 4 bedroom apartments and 1 x 5 bedroom apartment. Common amenities are located on level 3 including a 20 metre covered swimming pool, rooftop terrace, gym, and shared entertaining space. Three levels of basement parking are accessed via a ramp at the front of the building offering conventional and automatic parking.
	We note the project has been marketing since May 2017 and 161 apartments are noted as settled (2.6 apartments per month average).
Encumbrances	The sample Titles search listed numerous encumbrances and should full details be required, the full valuation report should be viewed.
Environmental Comment	The present use of the subject property as an apartment building is not classified as a "potentially contaminating activity, industry or land use" as defined under the API's Australia Real Property Guidance Note 1 – Land Contamination Issues (Appendix 2) and is considered a low risk use in regard to potential for site contamination.

#### **Valuation Summary**

Environmental Comment (contd)	The subject property is not contained within the EPA's "List of Issued Certificates and Statements of Environmental Audit" based on our recent online search. We also note that the subject property and surrounding immediate development as at the date of valuation, is not subject to an "Environmental Audit Overlay" under the Burwood City Planning Scheme. A visual site inspection has not revealed any obvious pollution or contamination. Nevertheless, we wish to advise that we are not qualified to provide advice on the physical condition of the land and we are not aware of any geotechnical and/or environmental defects with the land. Further, we have not sighted any environmental audits or geotechnical reports, which suggest site contamination or defects. This valuation has therefore been made on the assumption that there are no actual or potential contamination issues affecting: -				
	<ul> <li>The value or marketing of the property; or</li> <li>The site.</li> </ul>				
Valuation Approach	Gross Realisation: Direct Comparison In One Line Value: Hypothetical Sell Down.				
Date of Inspection	12 May 2022				
Date of Valuation	31 March 2022				
	Market Value – "As Is"	Subject to Market Constraint			
Gross Realisation Incl. GST	\$211,687,000	\$190,538,000			
Gross Realisation Excl. GST	\$192,442,727	\$173,216,364			
"In One Line Assessment" Incl. GST	\$149,000,000	\$133,500,000			
"In One Line Assessment" Excl. GST	\$135,450,000 \$121,350,000				
Prepared By	Sandra Peachey FAPI				
	Certified Practising Valuer				
	Savills Valuations Pty Ltd				

#### Valuation Methodology

We have assessed the valuation on the basis of Freehold Title.

The valuation is determined on the basis that the property, the Title thereto and its use is not affected by any matter other than that mentioned in the full valuation report. Furthermore, it has been assumed that reasonable resources are available in negotiating the sale and exposing the property to the market.

Given the nature of the subject property, we have primarily relied upon the Direct Comparison Approach to assess the value of the individual apartments and the Hypothetical Development Approach to assess the In One line Value.

This approach utilises our assessment of the estimated 'total gross realisation' value from which we have deducted selling costs and other costs including holding costs, finance costs and interest, and our adopted development (profit and risk) margin, to arrive at an estimate of the In One Line Value.

To ascertain the value of the individual apartments we have relied upon the below comparable sales:

#### Subject Complex

We note the following details in regard to sale prices for the subject development since launch (noting this includes 52 apartments which are now for re-sale):

Pre-Sales	No	Min Area (m²)	Max Area (m²)	Min Price	Max Price	Avge Price	Min Rate	Max Rate	Avge Rate
Studio	23	40	40	\$435,000	\$545,000	\$490,000	\$10,875	\$13,625	\$12,250
1 Bed	66	50	53	\$525,000	\$720,000	\$604,242	\$10,500	\$13,585	\$11,824
2 Bed	123	72	95	\$670,000	\$1,055,000	\$949,899	\$9,306	\$12,991	\$10,974
3 Bed	14	94	149	\$960,000	\$1,825,000	\$1,355,000	\$9,397	\$12,248	\$11,135
4 Bed	1	192		\$2,400,000			\$12,500		
Average						\$778,487			\$11,267
Total	227								

Comparable Sales outside of Development:

"South Quarter – S	tage 1", 53-87 C	hurch Stree	t, Parramatta	a					
Launch Date	March 2017	Jarch 2017							
Number of Units	413	413							
Description	Site 1 Construction of a 12 storey non-residential building (with an in principal approval sought for a hotel containing 270 rooms and associated activities) fronting Church Street, two residential towers (21 storey and 39 storey) containing a total of 524 apartments over 3 levels of a retail/commercial podium at the rear of the site, with associated landscaping and plaza works. Site 2 Construction of a 10 storey non-residential building fronting Church Street, and a mixed use tower containing 9 levels of non-residential floor space and 22 storeys comprising 235 apartments at the rear of the site, with associated landscaping and plaza works.								
Pre-sale Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)	Av Rate Internal (\$/m²)	
	Studio	34	38	\$404,500	\$510,000	\$11,897	\$14,286	\$13,201	
	1 Bed	50.00	53.00	\$530,500	\$745,000	\$10,490	\$12,400	\$11,155	
	2 Bed	69	79	\$652,800	\$957,460	\$9,461	\$12,598	\$10,959	
Comparative Analysis	Considered a c subject develop	•	o inferior po	sition. Prices a	chieved 2020-	2021 consid	ered to be co	mparable to the	

"The Galleria", 23 I	Hassall Street, P	arramatta									
Launch Date	March 2018	March 2018									
Number of Units	140	140									
Description	dwellings and re 103 x 2 bedroor Construction is The apartments with built ins, fu	A development of 140 apartments in a 20 storey mixed use development incorporating retention of heritage dwellings and refurbishment of an existing office building. The apartments are configured as 32 x studio/1 bedroom, 103 x 2 bedroom and 5 x 3 bedroom units. Construction is now complete. The apartments feature timber and stone kitchens with European stainless steel appliances, carpeted bedrooms with built ins, fully tiled bathrooms, full height glass doors to balconies, ducted a/c, building security entry,									
Overall Summary	common skygal Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)	Av Rate Internal (\$/m²)			
	1 Bed	50	55	\$589,000	\$679,000	\$11,780	\$12,345	\$12,042			
	2 Bed	72	85	\$688,000	\$865,000	\$9,555	\$10,321	\$9,978			
	3 Bed	3 Bed 95 105 \$950,000 \$1,025,000 \$9,761 \$10,000 \$9,972									
Comparative Analysis	Located slightly achieved by the			on. Lower ele	vation, which ir	nplies a hig	her average	value should be			

Launch Date	December 2016							
Number of Units	314							
Description	A 55 storey mixed-us residential apartments The apartments include Bagot and includes o	s, and 14 de a mix	levels of 5-s	star designer 2 and 3 bed	· QT Hotel accor room residences	nmodation. 3. The developm	ient is designe	ed by Woods
	such as the open-air p Immediate surroundin and retail. The site i (approximately 650m)	ool, a sp gs to the s in wal	a, restaurant developme king distand	s, and roofto nt comprise ce to Parran	p bar Studio 54 o of older comme natta River, Par	can be accessed rcial/office buildi ramatta Park, a	l via lifts within ngs, café and and Westfield	the building. restaurants, Parramatta
	Parramatta Train Stat				valk from the sub	oject site. Additic	onally, various	bus services
Overall Summary	Unit Type	Qty	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)
	Studio	1	40	40	\$508,000	\$508,000	\$12,700	\$12,700
			55	57	\$630,000	\$748,000	\$11,455	\$13,123
	1 Bed + Media	20	55	57	\$630,000	φ140,000	φ11,455	\$13,1Z3
	1 Bed + Media 1 Bed + Study	20 13	50	54	\$630,000 \$610,000	\$628,000	\$11,455 \$11,630	\$12,200
				•.				
	1 Bed + Study	13	50	54	\$610,000	\$628,000	\$11,630	\$12,200
	1 Bed + Study 2 Bed + Media	13 8	50 75	54 76	\$610,000 \$906,000	\$628,000 \$987,000	\$11,630 \$12,080	\$12,200 \$12,987
	1 Bed + Study 2 Bed + Media 2 Bed + Study	13 8 30	50 75 75	54 76 77	\$610,000 \$906,000 \$885,000	\$628,000 \$987,000 \$1,055,000	\$11,630 \$12,080 \$11,800	\$12,200 \$12,987 \$13,701 \$14,314
	1 Bed + Study 2 Bed + Media 2 Bed + Study 3 Bed + Study	13 8 30 3	50 75 75 100	54 76 77 102	\$610,000 \$906,000 \$885,000 \$1,350,000	\$628,000 \$987,000 \$1,055,000 \$1,460,000	\$11,630 \$12,080 \$11,800 \$13,500	\$12,200 \$12,987 \$13,701

"Charles and Georg	e" – 180 George S	Street, Parra	matta						
Launch Date	August 2019								
Number of Units	753								
Description	Street, comprisin centre, a comme major supermark The apartments	construction of 58 and 66 storey mixed used buildings over a podium on the corner of George Street & Charles areet, comprising 2 new ground floor retail units, 5 levels of basement car parking for 640 vehicles, a child care entre, a commercial gym, 271 serviced apartments and 753 residential units. Amenities include a 1,000 sqm ajor supermarket, indoor pool, spa, sauna & gym and 1,200sqm podium garden with BBQ area. The apartments achieve high quality views across the metropolitan area and feature Bosch appliances, stone then benchtops, frameless glass shower screens, floor to ceiling glass to living areas and high quality bathroom tings.							
Overall Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)		
	1 Bed	50	62	\$531,000	\$731,000	\$10,620	\$11,790		
	1 Bed + Study	51	78	\$606,000	\$785,000	\$10,064	\$10,647		
	2 Bed	71	90	\$688,000	\$1,193,000	\$9,690	\$13,255		
	3 Bed	102	132	\$1,310,000	\$1,578,000	\$11,954	\$12,843		
Comparative Analysis	High rise buildin the subject apart	0	l a compara	ble location and	l quality of apartr	nent. Similar rates	are appropriate for		

#### "Riva", 30 Charles Street, Parramatta

Launch Date	March 2017										
Number of Units	146										
Description	Street develop The apartmen Generic fitmer	A medium rise development by Meriton positioned with frontage to Charles Street and adjoining the 180 George Street development under construction. The apartments feature a range of 1 bed, 2 bed, dual key and 3 bed configurations, some over two levels. Generic fitment including stone kitchens with Bosch appliances, carpeted living area, built in robes, frameless glass showers, ducted a/c.									
Pre-Sale Comment	The developm	ent is now c	omplete and	I the below repr	esents sale to o	date average	es. RP data re	cords 87 sales.			
Overall Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)	Av Rate Internal (\$/m²)			
	Studio	35	42	\$430,000	\$440,000	\$10,476	\$12,285	\$11,921			
	1 Bed No Car	50	66	\$475,000	\$655,000	\$9,500	\$12,211	\$11,966			
	2 Bed Dual Key	95	102	\$855,000	\$880,000	\$8,627	\$9,095	\$8,856			
	2 Bed 2 Bath	74	83	\$780,000	\$982,000	\$9,945	\$10,986	\$10,211			
	2 Bed P/H	95	105	\$980,000	\$1,070,000	\$9,761	\$10,000	\$9,972			
	3 Bed	103	125	\$1,100,000	\$1,235,000	\$9,880	\$10,679	\$10,326			
Comparative Analysis	Inferior elevati we have adop			erior position. O	verall inferior a	ind consider	ing recent ma	arket movements			

Constructed	April 20	17									
Number of Units	514										
Description	subject ranging resident retail sp park. Designe	ocated on Macquarie Street in the heart of the Parramatta CBD within close proximity of Parramatta Park. The ubject will comprise a mixed use development providing 4 residential apartment towers (Buildings 1, 2, 3 & 4) anging from 19 to 29 storeys situated above a 3 storey retail podium. Overall configuration provides 514 esidential apartments, 72 serviced apartments, 2,952m <sup>2</sup> of commercial office space, 1,240m <sup>2</sup> of commercial etail space, a 448m <sup>2</sup> Archaeological Interpretation Centre, 665m <sup>2</sup> conference centre and 6 level basement car ark.									
	robes a	nless steel kitchens nd built in cabinetry , sauna, gymnasiur	, ducted a	ir conditio	ning and vid	leo intercom. C	common facili				
Unit	Level	Туре	Int Area (m²)	Ext Area (m²)	Car Spaces	Contract Price	Resale Date	Resale Price	\$/m²		
2.18	2	1 Bed	52.6	8.2	1		28/1/22	\$565,000	\$10,741		
3.13	3	1 Bed	58	4	0	\$480,500	19/3/21	\$565,000	\$9,741		
6.01	6	1 Bed + Study	58	22	1	\$467,950-	25/7/21	\$580,000	\$10,000		
8.10	8	2 Bed	82	6	1	\$595,000	22/9/21	\$740,000	\$9,024		
9.14	9	1 Bed	50	3	1	\$567,000	30/1/21	\$580,000	\$11,600		
14.06	14	2 Bed	90	8	1	\$710,000	20/7/21	\$890,880	\$9,898		
15.09	15	2 Bed	84	0	1	\$564,000	17/12/21	\$730,000	\$8,690		
	15	2 Bed	82	6	1	\$617,000	24/6/21	\$740,000	\$9,024		
15.10		1 Bed + Study	58	5	1		1/11/21	\$622,000	\$10,724		
	19	1 Doa 1 Olady				¢c40.000	17/5/21	¢000.000	¢7 555		
19.13	19 20	2 Bed	90	4	1	\$640,000	17/3/21	\$680,000	\$7,555		
19.13 20.17		,	90 102	4 11	1	\$840,000 \$800,000	13/4/21	\$680,000 \$985,000	\$7,555 \$9,656		
15.10 19.13 20.17 21.06 22.06	20	2 Bed									

"River Vistas" – 1A M	Iorton Street	, Parramatta										
Constructed	2016											
Number of Units	355	5										
Description		ositioned on the northern banks of the Parramatta River along the western alignment of Morton Street, 2 ometres north-east of the Parramatta CBD. The site was historically a council depot.										
	containing 3 configured a bedroom + a Blocks A, B	55 apartments as a mix of 1 b studio units.	with two lev edroom, 1 sitioned alo	vels of basem bedroom + s ing the northe	ent car parki tudio, 2 bed ern portion o	ng accommo room, 2 bed f the site and	that range betwee dating 471 vehicles room + studio, 3 be d with Blocks D, E &	The units are edroom, and 3				
Re-Sale Comment	The average	e rate of the res	ales analys	es equates to	\$8,272/m².							
Resales	Level	Туре	Int Area (m²)	Ext Area (m²)	Car Spaces	Resale Date	Resale Price	\$/m²				
33.02	3	3 Bed	99	35	2	4/6/21	\$860,000	\$8,678				
68.11	6	1 Bed	56	11	1	16/4/21	\$515,000	\$9,196				
76.01	4	3 Bed	118	106	2	23/6/21	\$910,000	\$7,711				
Comparative Analysis		inferior location					hts between 4-11 sto are appropriate fo					

Constructed	2017							
Number of Units	644							
Description	2 towers abo comprising of configured a and compris apartments Internal unit	ove a 4 level po car parking. The s 3 x studio, 17 es 378 service with basement	odium. The e East Tow 70 x 1, 66 x d apartmer parking acc erage stanc	lower level co er is 27 storey 2 bedroom ar hts configured commodating 7 dard with store	ontains 8 x ref ys above the nd 27 x 3 bed as 66 x 1 be 709 vehicles. e kitchens with	ail tenancies, r podium and co room apartmen droom, 292 x 2 h stainless stee	et. The developm esidential lobby a ntains 266 service its. The west towe bedroom and 20 el appliances, tileo	and Levels 1- ed apartment er is 50 storie ) x 3 bedroor
Resales	Level	Туре	Int Area (m²)	Ext Area (m²)	Car Spaces	Sale Date	Sale Price	\$/m²
402	4	2 Bed	78	8	1	7/6/21	\$790,000	\$10,128
705	7	2 Bed	70	8	1	9/4/21	\$712,888	\$10,184
1504	15	1 Bed	51	5	0	5/2/21	\$515,000	\$10,098
1506	15	2 Bed	78	8	1	1/3/21	\$705,000	\$9,038
1708	17	2 Bed	76	8	1	30/4/21	\$720,000	\$9,473
2603	26	1 Bed	49	6	1	27/5/21	\$570,000	\$11,632
3202	32	2 Bed	90	10	1	24/2/21	\$920,000	\$10,222
4103	41	3 Bed	100	25	2	19/6/21	\$1,050,000	\$10,500
5301	53	2 Bed	72	10	1	11/5/21	\$800,000	\$11,111
Comparative Analysis							and a similar elevents reflects that	ation. Despit

The assessed apartment values under a Market Value based scenario are as follows:

Туре	No	Min Area	Max Area	Avge Area	Min Price	Max Price A	vge Price	Min Rate	Max Rate	Avge Rate	Total Realisation
Studio	21	40	40	40	\$396,000	\$491,000	\$445,524	\$9,900	\$12,275	\$11,138	\$9,356,000
1 Bed	41	50	53	52.1	\$447,000	\$641,000	\$570,195	\$9,540	\$12,094	\$10,935	\$23,378,000
2 Bed	137	72	85	78.6	\$694,000	\$950,000	\$806,613	\$9,519	\$11,620	\$10,263	\$110,506,000
3 Bed	47	94	149	112.7	\$882,000	\$1,672,000	\$1,220,213	\$9,383	\$11,611	\$10,786	\$57,350,000
4 Bed	6	140	206	151	\$1,401,000	\$2,347,000	\$1,563,667	\$10,007	\$11,393	\$10,274	\$9,382,000
5 Bed	1	153	153	153	\$1,715,000	\$1,715,000	\$1,715,000	\$11,209	\$11,209	\$11,209	\$1,715,000
	253										\$211,687,000

The assessed apartment values based on a market constraint are as follows:

Туре	No	Min Area	Max Area	Avge Area	Min Price	Max Price A	vge Price	Min Rate	Max Rate	Avge Rate	Total Realisation
Studio	21	40	40	40	\$356,000	\$442,000	\$401,000	\$8,900	\$11,050	\$10,025	\$8,421,000
1 Bed	41	50	53	52.1	\$437,000	\$577,000	\$513,244	\$8,580	\$10,887	\$9,843	\$21,043,000
2 Bed	137	72	85	78.6	\$625,000	\$855,000	\$726,000	\$8,570	\$10,456	\$9,237	\$99,462,000
3 Bed	47	94	149	112.7	\$794,000	\$1,505,000	\$1,098,303	\$8,447	\$10,451	\$9,709	\$51,624,000
4 Bed	6	140	206	151	\$1,261,000	\$2,112,000	\$1,407,333	\$9,007	\$10,252	\$9,247	\$8,444,000
5 Bed	1	153	153	153	\$1,544,000	\$1,544,000	\$1,544,000	\$10,092	\$10,092	\$10,092	\$1,544,000
Total	253										\$190,538,000

## Our assessment of In One Line Value is detailed below:

Market Value

Market value	
Input	Amount / Comments.
Gross Realisation	\$211,687,000 including GST.
Rate of Sale	We have adopted a sale rate of 5 apartments per month for a period of 50 months.
Selling Costs Marketing Costs Legal Costs	<ul><li>2.2% of Gross Realisation based on existing average sales commission rate.</li><li>\$2,500 per apartment.</li><li>\$1,000 per apartment.</li></ul>
Site Acquisition Costs	6.9% of purchase price including legal fees.
Construction/Development Cost	N/A – Development completed.
Interest Rate	5.00% per annum (on the basis of 100% debt funding and including line fees).
Construction Period	N/A – Development completed.
Holding Costs	Approximately \$2,843,809 per annum (including Council Rates, Water Rates, Land Tax, Strata Levies).
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 10% to 15%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors:</li> <li>The sale rate considered achievable for the apartments moving forward.</li> <li>Current market conditions.</li> <li>The adopted pricing of the apartments.</li> <li>The quality of the apartments compared to the market.</li> <li>Buyer pool in this capital value bracket.</li> <li>New and modern apartment building.</li> <li>The size and related capital value of the development.</li> <li>Analysis of comparable developments.</li> <li>The Parramatta location and current market conditions.</li> <li>Having regard to the above, we have adopted a Profit and Risk Factor of 12.57%, being to the midpoint in the range assuming the new quality of apartments and the Parramatta location.</li> </ul>
GST Liability	We have adopted the General Tax Rule Scheme for valuation purposes. Our calculations on this basis are as follows:         Residential Realisation Including GST       \$211,687,000         Less GST       \$19,244,273         Gross Realisation Excluding GST       \$192,442,727         Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and
	is an indicative figure only.

#### **Feasibility Conclusions**

Our calculations result in an "In One Line" value of \$149,000,000 including GST and \$135,450,000 excluding GST (rounded). Our feasibility analysis reflects an Internal Rate of Return of 10.93% (including interest), and a net development profit of approximately \$23,633,181 all of which appear to be reasonable for a development of this nature.

In One Line Assessment – Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale

Input	Amount / Comments.
Gross Realisation	\$190,538,000 including GST.
Rate of Sale	We have adopted a sale rate of 6 apartments per month for a period of 42 months.
Selling Costs Marketing Costs Legal Costs	<ul><li>2.2% of Gross Realisation based on existing average sales commission rate.</li><li>\$5,000 per apartment.</li><li>\$1,000 per apartment.</li></ul>
Site Acquisition Costs	6.9% of purchase price including legal fees.
Construction/Development Cost	N/A – Development completed.
Interest Rate	5.00% per annum (on the basis of 100% debt funding and including line fees).
Construction Period	N/A – Development completed.
Holding Costs	Approximately \$2,146,514 per annum (including Council Rates, Water Rates, Land Tax, Strata Levies).
Developers Margin	<ul> <li>Profit and Risk expectations for a project of this nature would normally vary from 10% to 15%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors:</li> <li>The sale rate considered achievable for the apartments moving forward.</li> <li>Current market conditions.</li> <li>The adopted pricing of the apartments.</li> <li>The quality of the apartments compared to the market.</li> <li>Buyer pool in this capital value bracket.</li> <li>New and modern apartment building.</li> <li>The size and related capital value of the development.</li> <li>Analysis of comparable developments.</li> <li>The Parramatta location and current market conditions.</li> <li>Having regard to the above, we have adopted a Profit and Risk Factor of 14.42%, being to the higher point in the range given the volume of apartments and shorter marketing period adopted.</li> </ul>
GST Liability	We have adopted the General Tax Rule Scheme for valuation purposes. Our calculations on this basis are as follows:         Residential Realisation Including GST       \$190,538,000         Less GST       \$17,321,636         Gross Realisation Excluding GST       \$173,216,364         Note: The GST liability has been utilised for the purpose of the residual cash flow analysis and is an indicative figure only.

#### **Feasibility Conclusions**

Our calculations result in an "In One Line" value of \$133,500,000 including GST and \$121,350,000 excluding GST (rounded). Our feasibility analysis reflects an Internal Rate of Return of 13.22% (including interest), and a net development profit of approximately \$24,019,251 all of which appear to be reasonable for a development of this nature.

#### Reliance

The full valuation report is for the reliance of Aoyuan Property Group (International) Pty Ltd as the proprietor of the property.

The Valuation Summary Letter is for the purpose of inclusion in a submission to The Stock Exchange of Hong Kong Limited for disposal of the asset.

#### **Liability Disclaimer**

Savills Valuations Pty Ltd (Savills) has prepared this summary letter for Aoyuan Property Group (International) Pty Ltd to assist it in disposal of the assets and Savills specifically disclaim liability to any person in the event of any omission from, or false or misleading statements included in the submission, other than with respect to this summary letter.

This Summary Letter is to be read in conjunction with our full Valuation Report dated 31 March 2022 and is subject to the Assumptions, Limitations, Disclaimers and Qualifications contained therein. We refer the reader to Aoyuan Property Group (International) Pty Ltd to obtain a copy of the Full Valuation Report.

The Valuation Report and this Summary Letter are strictly limited to the matters contained within those documents, and are not to be read as extending, by implication or otherwise, to any other matter in the any associated Document. Without limitation to the above, no liability is accepted for any loss, harm, cost or damage (including special, consequential or economic harm or loss) suffered as a consequence of fluctuations in the real estate market subsequent to the date of valuation.

Savills has prepared the full Valuation Report and this Summary Letter relying on and referring to information provided by third parties including financial and market information ("Information"). Savills assumes that the Information is accurate, reliable and complete and it has not tested the Information in that respect.

References to the Property's value within this Summary Letter or any associated document have been extracted from Savills Valuation Report. The Valuation Report draws attention to the key issues and considerations impacting value and provides a detailed assessment and analysis as well as key critical assumptions, general assumptions, disclaimers, limitations and qualifications and recommendations. As commercial investments of this nature are inherently complex and the market conditions have changed and/or have been uncertain in recent times, Savills recommends that this Summary Letter must be read and considered together with the Valuation Report.

Savills Valuations Pty Ltd accepts no responsibility to third parties nor does it contemplate that the valuation report will be relied upon by third parties (other than in relation to the market valuation referred to in this summary letter). We invite other parties who may come into possession of the valuation report seek our written consent to them relying upon the valuation report and we reserve our rights to review the contents in the event that our consent is sought.

This Valuation is current at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of general market movements or factors specific to the particular property). Liability for losses arising from such subsequent changes in value is excluded as a liability where the valuation is relied upon after the expiration of 90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.

Savills consents to the Valuation Report being made available for inspection at the registered address of Aoyuan Property Group (International) Pty Ltd.

Liability limited by a scheme approved under Professional Standards Legislation.

Yours sincerely,

Aleacher

Sandra Peachey FAPI National Director Valuation & Advisory

## **Critical Assumptions**

Market Movement	This valuation is current as at the date of valuation and may change as a result of either external or specific factors affecting the property. We do not accept liability for losses arising from such subsequent changes in value. We will not accept liability where this valuation is relied upon after the expiration of three months from the date of valuation, or earlier if there are significant alterations to conditions affecting the value of the property.
Physical	<ul> <li>The valuer does not hold itself out to be an expert in building materials and has been unable to identify from a visual inspection whether the 'cladding' was constructed using compliant or non-compliant building products (i.e., combustible polyethylene core aluminium composite panels).</li> </ul>
	This valuation report has been prepared:
	<ul> <li>(a) on the assumption that the building materials used, as well as the application and installation of those materials, comply with all approvals, regulatory requirements and codes.</li> </ul>
	(b) without consideration to any diminution in value that may arise due to the identification of non- compliant building products within the property development.
	Should this not be the case, we reserve the right to review our valuation.
	The valuer strongly advises the reader to investigate the nature of the building components and satisfy itself as to the potential risks and costs which could be incurred should the existing building components have to be remedied, replaced or adapted.
In One Line Value	The assessed "In One Line Value" via Residual Cash Flow analysis reflects a number of factors, including the interest (borrowing) rate, assessed value of the units, sale rate for apartment stock, and acceptable performance margins. The assessed value by this approach could be impacted by a change in any of the above circumstances.
GST	<ul> <li>That any reliant party has taken all appropriate measures to mitigate the risks associated with the GST remittance changes from 1 July 2018 i.e., the Federal Government's requirement that purchasers of new residential premises will remit the GST directly to the ATO as part of settlement.</li> </ul>
	We have not been provided with independent Accounting or Legal advice regarding the eligibility of using the margin scheme for this development. As this falls outside the scope of our investigations, we have applied the full GST impost in our feasibilities and to our 'as if complete' values on a GST exclusive basis.
CGT	That all appropriate measures to mitigate the risks associated with the foreign resident capital gains tax withholding scheme changes under the Federal Budget 2017, under which: Australian resident vendors of real property of \$750,000 or more must provide a Clearance Certificate issued by the ATO to a purchaser on settlement of the sale, to avoid the purchaser withholding 12.5% of the purchase price and remitting it as withholding tax to the ATO; and Foreign resident vendors will see 12.5% of the purchase price being withheld and remitted to the ATO, unless the ATO approves a Variation.
Gross Realisation	The Gross Realisation assessment reflects an orderly sale of the apartments over time and is not reflective of an "In One Line Value" which has been separately assessed and illustrates a discount to the Gross Realisation assessed.
EPBC Act	That the subject property is not impacted in any way by matters covered by the Environment Protection and Biodiversity Conservation Act 1999 (EPBC Act), including, but not limited to, listed threatened species and ecological communities or migratory species protected under international agreements.
Occupation Certificate	<ul> <li>A Final Occupation Certificate (No.9695-02-2020-FOC) was certified on 3 July 2020 by AE&amp;D Pty Ltd for a (DA0180/14) mixed use development containing 3 buildings, 147 units, retail space, basement parking and landscaping work and modification MOD0006/19.</li> </ul>
	We assume there are not outstanding works/defects that will affect the marketing of the apartments.
Body Corporate	We have not undertaken a search of the body corporate records and we assume that there is no current payment liability on the body corporate in relation to capital expenditure programs.
	<ul> <li>We also assume that there are no indications from the minutes of meetings held that there are any areas of structural (or other) concern that may give rise to a special levy to be borne by the owners. We recommend any reliant party verify the position of the Body Corporate and any areas of concern prior to advancing funds.</li> </ul>
Inspection	• We note that we were not provided access to all individual units, however we did inspect each unit type. For the purpose of this valuation, we have assumed that these unseen units are of an identical nature in terms of finishes to the inspected apartments.
Contamination	We assume that the subject property is free from elevated levels of contaminants.

Encumbrances, Restrictions, Caveats etc.	<ul> <li>Our valuation is on the basis that the property is free of encumbrances, restrictions, caveats, or other impediments of an onerous nature which could affect value. Our valuation has been undertaken on the basis the property is free of mortgages, charges and other financial liens.</li> </ul>
Marketing Period	<ul> <li>We have assumed a standard marketing period for the subject apartments in a sell down scenario is likely to be 50 months or 5 apartments per month.</li> </ul>
	The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 42 months or 6 apartments per month and assumes a more conservative value/price to attract buyers within a shorter sale period as well as additional funds allocated to marketing.
General	• The sales information has been obtained from a number of sources including RP Data and registered government sales transfers. Whilst we understand the information to be reliable, we are unable to guarantee the accuracy.
	<ul> <li>Unless otherwise set out in the Proposal, Savills is not aware of any conflict of interest in accepting your instruction to value the Property and the valuer set out in the Proposal is in a position to provide an objective and unbiased valuation.</li> </ul>
	<ul> <li>We confirm that the valuer undertaking this valuation is considered to have the appropriate level of skills and competence to complete the valuation to a professional standard, taking into account the property type.</li> </ul>
	<ul> <li>We recommend that the reliant party undertake a search of the titles as Savills has only searched a sample lot to ensure there are no notations on title that may impact value.</li> </ul>
	<ul> <li>That all apartments have unencumbered title and that any outstanding development contributions have been paid with nothing inhibiting the potential realisable sale of each unit individually or in aggregate.</li> </ul>

Should any of the assumptions in our full valuation report be incorrect or inaccurate, then we reserve the right to amend the valuation, the report and this summary report.



Savills Valuations Pty Ltd ABN 73 151 048 056 E speachey@savills.com.au DL +61 (0) 2 8215 8853 F +61 (0) 2 8215 8859

> Level 25 Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 Australia T +61 02 8215 8888 savills.com.au

# Re:Valuation Summary LetterProperty:Stage 4 - "Woolooware Town Centre", 461 Captain Cook Drive, Woolooware NSW,Australia

We refer to instructions issued by Aoyuan Property Group (International) Pty Ltd dated 5 May 2022 to provide a summary report of the valuation providing the Market Value including the Value of Works to Date of Stage 4 - "Woolooware Town Centre", 461 Captain Cook Drive, Woolooware NSW, Australia. We have prepared a full and comprehensive Valuation Report for the property in accordance with our instructions from Aoyuan Property Group (International) Pty Ltd for internal reporting purposes dated 31 March 2022.

This valuation summary letter ("summary letter") has been prepared for part of a submission to The Stock Exchange of Hong Kong Limited (in accordance with Chapter 5 of the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited) to be issued by China Aoyuan Group Limited as responsible entity for the sale of the property assessed.

Our full valuation report valuation report has been prepared in accordance with the Australian Property Institute's Current Valuation Standard and Guidance Notes, RICS Valuation - Global Standards 2020 together with the Australian National Supplement effective August 2019 and International Valuation Standards (IVS).

This summary letter should be read in conjunction with the Valuation Report (prepared as at 31 March 2022) as we note this summary letter does not include all essential information and the assumptions which are detailed in our Valuation Report. The Valuation Report provides a detailed description of the property; its current configuration, location, assumptions impacting value and local market characteristics.

An extract from the valuation report comprising the Critical Assumptions is annexed to this summary letter.

We have assessed the valuation based on the Freehold Title of the property.

Market Value as defined by the International Valuation Standards Council (IVSC) and as adopted by the Australian Property Institute (API) is as follows:

"Market Value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing, and where the parties had each acted knowledgeably, prudently and without compulsion."

9 June 2022

Hong Kong

**Board of Directors** 

No.1 Peking Road

Tsim Sha Tsui, Kowloon

China Aoyuan Group Limited

Units 1901-2, 19th Floor, One Peking

In addition, we have been requested to assess an Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale.

We confirm that the valuer does not have a pecuniary interest that would conflict with a proper valuation of the interest in the property.

Savills Valuations Pty Ltd ("Savills") charges a professional fee for producing valuation reports, and the fee paid for the Valuation Report and this Summary Letter was \$20,500AUD exclusive of GST.

#### **Material Assumptions**

The assessed land value via the Residual Cash Flow analysis reflects a number of factors, including the status of approvals, civil construction costs, associated development costs, interest (borrowing) rate, assessed value of the completed units, adopted pre-sales prior to construction, sale rate for completed stock, and acceptable performance margins. The assessed land value by this approach could be impacted by a change in any of the above circumstances.

Interest Valued	100% Freehold				
Title Details	Stratum Lots 313 and 315 within Deposited Plan 1232026 and Lot 3120 in Deposited Plan 1265238				
Registered Owner	Lot 3120 - Prime Woolooware 4 Pty Ltd Lot 313 - Sharks Retail Pty Limited & Cronulla -Sutherland Leagues Club Limited Lot 315 - Prime Woolooware 4 Pty Ltd				
Recent Sale Details	According to RP Data records part of the site (Lot 2 DP 1180482) was purchased for \$41,500,000 in 2017. Lot 1 in Deposited Plan 1180482 and Lot 314 in Stratum Plan 1232026 was purchased in 2014 for \$5,000,000. These two sales are related sales. We have been informed Aoyuan International have entered into an equity agreement for the				
	redevelopment of Stage 4 with the total consideration being \$50,100,000.				
Zoning	'B2 Local Centre' under the Sutherland Council Local Environmental Plan 2015.				
Encumbrances	There are numerous notations on Title and should further information be required, the full valuation report should be viewed.				
Location	The subject property is located within Woolooware and is within the Local Government Area administered by the Sutherland Council approximately 29 kilometres by road south of the Sydney CBD. More particularly the subject property is located to the northern side of Captain Cook Drive and comprises part of what used to be the Cronulla Sharks Leagues Club. Surrounding development comprises Woolooware Bay to the north, Woolooware Golf Club to the south, a Caltex service station to the east and Shark Park, a playing field to the west. The Caringbah local retail strip is located 1.7 kilometres to the south west and Miranda Westfield, a regional sized shopping centre is located 3.5 kilometres to the west of the site. Woolooware train station is located approximately 900 metres to the south east west, and government buses service the property frontage providing a link to the train station.				
Site Area	2.783 hectares approximately				
Property Description "As Is"	The subject property comprises a development site with construction works commenced. As at the date of assessment and according to Progress payment No. 10 prepared by Coutts Consulting dated 21 April 2022 and estimating costs to 31 March 2022, works are approximately 30% complete.				
Property Description "As If Complete"	DA18/1448 approved 25 August 2012 for construction of Stage 1 of Woolooware Bay Town Centre comprising of: Partial demolition of existing Leagues Club and other structures; Constriction of a new retail centre; Fitout of Levels 3 and 4 for the Leagues Club; Public Domain works; Infrastructure works; Construction and use of hotel accommodation; Construction of 4 residential apartment buildings containing 255 dwellings; Construction and use of office tenancies; Construction of a child care centre and above ground carpark; 4 lot strata subdivision and Staged Construction and Occupation Certificates. The final design subject to the original approval comprises 24,892 m <sup>2</sup> of residential GFA (255 apartments), 29,019m <sup>2</sup> of retail/club/office/childcare GFA, (anchor tenants including Woolworths, Aldi, Dan Murphy's and 4 large format tenancies to the retail plus 12 commercial suites), 5,132m <sup>2</sup> of hotel				

#### **Valuation Summary**

	<ul> <li>GFA (71 keys) and a 1,764m<sup>2</sup> club deck area. The development will comprise 5 buildings a 1,127 carspaces allocated across the development.</li> <li>A Voluntary Planning Agreement (VPA) has been negotiated with Sutherland Council w additional contributions for new bicycle links, allocation of 5% of the Residential GFA Housing and offered to market at 20% below market rental rates, allocation of 12 units Buyers.</li> <li>There are 222 apartment pre-sales in the development totalling \$236,173,864 and commercial lots have also been pre-sold.</li> </ul>						
Encumbrances	There are numerous notations on Title and should further information be required, the full value should be viewed.						
Environmental Comment	The subject property is not contained within the EPA's "List of Issued Certificates and Statemen Environmental Audit" based on our recent online search. We also note that the subject propert surrounding immediate development as at the date of valuation, is not subject to an "Environmental Overlay" under the Sutherland Planning Scheme.						
	The present and past use of the subject property for landfill uses is classified as a "potentially contaminating activity, industry or land use" as defined under the API's Australia Real Property Guidance Note 1 – Land Contamination Issues (Appendix 2) and is considered a high risk use in regard to potential for site contamination						
	We have been informed the site was found to contain high levels of asbestos, methane gas, and contaminated fill in the soil prior to construction commencement, as the site was formerly used as a landfill by Sutherland Council. The site is its original state was found to be unsuitable for the proposed redevelopment.						
	The method to remediate the site was the Cap and Contain method whereby a high visibility no geotextile layer was placed over the surface to cover all contaminated material and extending to beyond the property perimeter. Above this an impervious additional layer was installed. Given these works a Long-term Environmental Plan will be required to be prepared and comonitored.						
	We have assumed, as instructed that the costs provided have allowed for the appropriate remediation of the site.						
Valuation Approach	Direct Comparison and Hypothetical Feasibility						
Date of Inspection	18 May 2022						
Date of Valuation	31 March 2021						
"As Is" Market Value Excl. GST	\$120,400,000						
Estimated Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale Excl. GST	\$110,600,000						
Prepared By	Sandra Peachey FAPI	Chris Paul AAPI	James Cassidy AAPI				
	Certified Practising Valuer	Certified Practising Valuer	Certified Practising Valuer				
	Savills Valuations Pty Ltd	Savills Valuations Pty Ltd	Savills Valuations Pty Ltd				

#### **Valuation Methodology**

We have assessed the valuation on the basis of Freehold Title.

The valuation is determined on the basis that the property, the Title thereto and its use is not affected by any matter other than that mentioned in the full valuation report. Furthermore, it has been assumed that reasonable resources are available in negotiating the sale and exposing the property to the market.

Given the nature of the subject property, we have relied upon the Direct Comparison Approach to assess the value of the individual apartments and commercial suites and the Capitalisation and Discounted Cash Flow methods to ascertain the value of the retail and hotel components As if Complete.

The Direct Comparison Approach and Hypothetical Development Approach have been utilised to assess the current Market Value of the site.

The Hypothetical Development Approach utilises our assessment of the estimated 'total gross realisation' value from which we have deducted selling costs and other costs including holding costs, finance costs and interest, and our adopted development (profit and risk) margin, to arrive at an estimate of the Residual Land Value.

To ascertain the value of the individual apartments we have relied upon the below comparable sales:

Sales in the Subject Development:

Туре	No	Min Area (m²)	Max Area (m²)	Avge Area (m²)	Min Price	Max Price	Avge Price	Min Rate (\$/m <sup>2</sup> )	Max Rate (\$/m <sup>2</sup> )	Avge Rate (\$/m <sup>2</sup> )	Total Realisation
1 Bed	34	53	60.9	57.2	\$565,580	\$720,300	\$673,512	\$10,413	\$13,313	\$11,790	\$22,899,414
1 Bed + M	15	53	60	55.5	\$635,000	\$725,000	\$675,329	\$10,677	\$13,220	\$12,182	\$10,128,590
1 Bed + U	39	53	67	58	\$623,040	\$735,000	\$683,923	\$9,873	\$13,473	\$11,854	\$26,672,990
2 Bed	34	77	110	90	\$799,999	\$1,135,000	\$905,497	\$8,247	\$12,682	\$10,684	\$30,786,899
2 Bed + M	11	78	90.5	84.6	\$907,200	\$1,134,000	\$948,472	\$10,064	\$12,530	\$11,191	\$10,433,200
2 Bed + U	42	81	102	89.7	\$874,000	\$1,220,000	\$977,829	\$9,175	\$13,480	\$10,914	\$41,068,850
3 Bed	6	119	211.5	138.4	\$1,570,000	\$2,774,500	\$1,920,500	\$11,056	\$15,390	\$14,062	\$11,523,000
3 Bed + M	8	110	116.2	113.2	\$1,610,000	\$1,850,000	\$1,745,714	\$14,636	\$15,920	\$15,409	\$12,220,000
3 Bed + U	26	91.6	173	124.6	\$1,635,000	\$3,059,799	\$1,927,035	\$13,159	\$24,419	\$15,570	\$50,102,922
3 Bed P/H	6	125.6	238	159.2	\$2,254,000	\$3,619,999	\$2,647,333	\$15,210	\$19,904	\$16,875	\$15,883,999
4 Bed + U	2	188	188	188	\$2,200,000	\$2,254,000	\$2,227,000	\$11,702	\$1,989	\$11,845	\$4,454,000
Total	222									\$12,545	\$236,173,864
## Comparable Sales outside of Development:

Stage 3, "Woolooware B	ay" – Subjec	t Development									
Number of Apartments	238										
Description	rooms, BB0 and 28 x 3 Apartments semi-frame	Comprises 4 separate building envelopes accommodating 238 apartments, rooftop Infinity pool, community rooms, BBQ and outdoor fitness station. The apartments are configured as 92 x 1 bedroom, 118 x 2 bedroom and 28 x 3 bedroom. Completed in 2020. Apartments feature built in robes to bedrooms, stainless steel appliances and stone benchtops to kitchen, semi-frameless glass screens to bathroom showers and full wall height tiling, internal laundry with dryer, carpet and tile floor coverings and ducted a/c.									
Recent Sales	Unit No	Unit No Unit Type Sale Date Sale Price Internal Area (m2) Rate Internal (m2) (\$/m <sup>2</sup> )									
	303	2 Bed, 2 Bath	28/8/21	\$940,500	84	\$11,196					
	410	2 Bed, 2Bath	20/10/21	\$1,000,000	81	\$12,345					
	806	2 Bed, 2 Bath	22/12/21	\$1,050,000	82	\$12,804					
	714	3 Bed, 2 Bath	9/9/21	\$3,400,000	152	\$22,368					
Comparative Analysis		ge of the subject de Stage 4 which allow				levels have been					

Number of Apartments	221	221											
Description	8 to 18 stor Completed Apartments semi-frame	A Joint Venture development of the Sharks leagues Club site comprising 6 buildings ranging in height from 8 to 18 stories. Includes 2 swimming pools, conference and meeting areas and BBQ areas. Completed in 2018. Apartments feature built in robes to bedrooms, stainless steel appliances and stone benchtops to kitcher semi-frameless glass screens to bathroom showers and full wall height tiling, internal laundry with dryer carpet and tile floor coverings and ducted a/c.											
Recent Sales	Unit No	Unit Type	Sale Date	Sale Price	Internal Area (m2)	Rate Internal (\$/m²)							
	101	2 Bed, 2 Bath	20/10/21	\$841,000	73	\$11,520							
	102	3 Bed, 2 Bath	17/8/21	\$1,515,000	111	\$13,648							
	302	1 Bed, 1 Bath 22/12/21 \$670,000 57		57	\$11,754								
	403	1 Bed, 1 Bath	27/9/21	\$685,000	53	\$12,924							
	402	2 Bed, 2 Bath	16/8/21	\$845,000	85	\$9,941							
	309	2 Bed, 2 Bath	21/8/21	\$1,015,000	88	\$11,534							
	103	2 Bed, 2 Bath	15/12/21	\$910,000	80	\$11,375							
	204	2 Bed, 2 Bath	24/1/22	\$940,000	82	\$11,463							
	1005	2 Bed, 2 Bath	1/12/21	\$1,000,000	82	\$12,195							
	1105	2 Bed, 2 Bath	3/9/21	\$1,000,000	84	\$11,904							
Comparative Analysis		stage of the subject ne subject apartment		artments now almo	st 4 years old which	n suggests higher							

### Stage 1-2, "Woolooware Bay" – Subject Development

"Acqua" 5-7 Burke Road	d, Cronulla												
Number of Apartments	17												
Description	as 2 x 1 be	in 2021 this developr droom, 14 x 2 bedroo	om & 1 x 3 bedrooi	m apartments.	0	Ū							
	and quartz tiling, interr	Apartments feature floor to ceiling glass in living areas, built in robes to bedrooms, stainless steel appliance and quartz stone benchtops to kitchen, frameless glass screens to bathroom showers and full wall heigh tiling, internal laundry with dryer, engineered timber, carpet and tile floor coverings and ducted a/v Penthouse features Gaggenou appliances and has ocean and city views.											
Sales 2021	Unit No	Unit Type	Sale Date	Sale Price	Internal Area (m2)	Rate Internal (\$/m²)							
	Lot 2	2 Bed, 2 Bath	28/5/21	\$1,950,000	89	\$21,910							
	Lot 5	2 Bed, 2 Bath	24/4/21	\$1,450,000	89	\$16,292							
	Lot 6	2 Bed, 2 Bath	12/3/21	\$1,450,000	88	\$16,477							
	Lot 8	2 Bed, 2 Bath	9/4/21	\$1,450,000	87	\$16,666							
	Lot 9	2 Bed, 2 Bath	11/5/21	\$1,630,000	85	\$19,176							
	Lot 10	2 Bed, 2 Bath	6/5/21	\$1,650,000	87	\$18,966							
	Lot 11	2 Bed, 2 Bath	23/6/21	\$1,650,000	88	\$18,750							
	Lot 12	2 Bed, 2 Bath	30/9/21	\$1,650,000	87	\$18,966							
	Lot 13	2 Bed, 2 Bath	5/10/21	\$1,850,000	88	\$21,023							
	Lot 14	2 Bed, 2 Bath	2/9/21	\$1,850,000	88	\$21,023							
	Lot 15	2 Bed, 2 Bath	3/9/21	\$1,850,000	86	\$21,512							
	Lot 16	2 Bed, 2 Bath	13/7/21	\$1,850,000	88	\$21,023							
	Lot 17	3 Bed, 3 Bath	18/6/21	\$3,500,000	139	\$25,179							
Comparative Analysis	A smaller s developme	ized development of nt.	superior quality to	o the subject. Over	all suggest lower rat	tes for the subject							

"Tara Maree" 6 Gerrale S	Street, Cronu	lla										
Number of Apartments	17											
Description		in 2018 this develo as 1 x 1 bedroom, 6				ontaining 12 units						
	Apartment's feature built in robes to bedrooms, stainless steel Miele appliances and stone bench kitchen, frameless glass screens to bathroom showers and full wall height tiling plus freestandin internal laundry with dryer, carpet and tile floor coverings and ducted a/c. Ocean views from all apar											
Sales 2021	Unit No	Unit No Unit Type Sale Date Sale Price Internal Area Rate Internal (m2) (\$\mathcal{Price}\$)										
	201	2 Bed, 2 Bath	18/2/21	\$1,500,000	81	\$18,518						
Comparative Analysis		ized development of e subject developme		the subject in a su	uperior location. Ove	erall suggest lower						

"Wavelength" 49-57 Ger	rale Street, Cro	nulla										
Completion Date	April 2018											
Number of Apartments	67											
Description	with 4 rooftop x 2 bedroom 8 Apartments fe appliances and showers and	Construction of a mixed use development containing 6 ground floor commercial units & 67 residential units with 4 rooftop swimming pools & a podium level pool. The apartments are configured as 14 x 1 bedroom, 28 x 2 bedroom & 25 x 3 bedroom units. Apartments feature floor to ceiling glass in living areas, built in robes to bedrooms, European stainless steel appliances and quartz stone benchtops to kitchen, freestanding bath, frameless glass screens to bathroom showers and full wall height tiling, internal laundry with dryer, engineered timber, carpet and tile floor coverings and ducted a/c. The apartments have extensive ocean views.										
Overall Summary	Unit Type	QTY	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)				
	1 Bed	14	52	60	\$882,000	\$1,000,000	\$16,667	\$16,962				
	2 Bed	28	96	104	\$1,720,000	\$2,300,000	\$17,719	\$22,005				
	3 Bed	22	154	156	\$3,800,000	\$4,300,000	\$24,675	\$30,759				
	Penthouse	3	197	219	\$6,000,000	\$6,200,000	\$28,311	\$30,457				
Comparative Analysis	Considered to considered ap					near beach pos	sition. Overall	lower rates are				

#### "Ivori" 10 Clyde Avenue, Cronulla

Number of Apartments	32										
Description	Completed in 2021 this development comprises of a 5 storey residential building with 32 apartments configured as 10 x 1 bedroom, 11 x 2 bedroom & 11 x 3 bedroom apartments. Apartment's feature built in and walk-in robes to bedrooms, stainless steel Miele appliances and stone										
	benchtops	Apartment's feature built in and walk-in robes to bedrooms, stainless steel Miele appliances and stone benchtops to kitchen, frameless glass screens to bathroom showers and full wall height tiling, internal laundry with dryer, parquetry timber, carpet and tile floor coverings and ducted a/c. Ocean views from all apartments.									
Sales 2021	Unit No	Unit Type	Sale Date	Sale Price	Internal Area (m2)	Rate Internal (\$/m²)					
	Lot 1	3 Bed, 2 Bath	6/5/21	\$2,200,000	135	\$16,296					
	Lot 2	2 Bed, 2 Bath	1/3/21	\$1,735,000	107	\$16,215					
	Lot 5	3 Bed, 2 Bath	23/4/21	\$2,110,000	135	\$15,630					
	Lot 6	2 Bed, 2 Bath	6/7/21	\$1,700,000	105	\$16,190					
	Lot 11	2 Bed, 2 Bath	10/5/21	\$1,620,000	90	\$18,000					
	Lot 12	3 Bed, 2 Bath	16/7/21	\$2,050,000	\$2,050,000 125						
	Lot 14	2 Bed, 2 Bath	21/9/21	\$1,642,000 90		\$18,244					
	Lot 15	3 Bed, 2 Bath	4/3/21	\$2,150,000	126	\$17,063					
	Lot 17	2 Bed, 2 Bath	22/10/21	\$1,695,000	90	\$18,833					
	Lot 18	3 Bed, 2 Bath	22/6/21	\$2,150,000	125	\$17,200					
	Lot 19	2 Bed, 2 Bath	29/3/21	\$1,700,000	94	\$18,085					
	Lot 20	2 Bed, 2 Bath	9/7/21	\$1,680,000	90	\$18,667					
	Lot 24	3 Bed, 2 Bath	15/7/21	\$2,200,000	125	\$17,600					
	Lot 25	2 Bed, 2 Bath	17/3/21	\$1,725,000	94	\$18,351					
	Lot 28	3 Bed, 2 Bath	19/11/21	\$2,800,000	152	\$18,421					
	Lot 29	3 Bed, 2 Bath	20/9/21	\$2,950,000	149	\$19,799					
Comparative Analysis		ized development of e subject developme		the subject in a sup	perior location. Over	all suggests lower					

"Soul" 131-133 Gerrale St	reet, Cronul	la								
Number of Apartments	13									
Description	configured The apartr with marb	A 5 level building in close proximity the beach accommodating 13 apartments. The apartments are onfigured as 4 x 2 bedroom and 9 x 3 bedroom. The apartments feature Gaggenou appliances, floor to ceiling glass windows, stone benchtops to kitchens vith marble splashbacks, custom cabinetry, heated towel rails, CBUS home automation, and rooftop errace with BBQ.								
Sales 2021	Unit No	Unit No Unit Type Sale Date Sale Price Internal Area Rate Internal (m2) (\$/m <sup>2</sup> )								
	103	3 Bed, 2 Bath	13/1/22	\$2,920,000	96	\$30,416				
Comparative Analysis		sized development on ne subject developm		o the subject in a su	perior location. Over	rall suggests lower				

"Victoria and George" - 6-	16 Victoria	Street, Kogarah,	NSW									
Launch Date	March 202	20										
Number of Apartments	83											
Description	apartment x 3 bedroo Apartmen	new 12 storey residential apartment building and the adaptive reuse of 2 heritage listed terraces. The partment tower will accommodate 83 apartments configured as 21 x 1 bedroom, 50 x 2 bedroom and 12 3 bedroom. partments feature modern stone kitchens with European appliances, timber-effect flooring, a/c to living reas, tiled bathrooms with frameless glass screens, common rooftop terrace with CBD and Botany Bay lews.										
Overall Summary	Unit Type	Internal Min (m²)	Internal Max (m²)	Min Price (\$)	Max Price (\$)	Min Rate Internal (\$/m²)	Max Rate Internal (\$/m²)					
	1 Bed	50	62	\$585,000	\$632,000	\$10,985	\$11,700					
	2 Bed 1 Bath	75	83	\$695,000	\$890,000	\$9,266	\$10,627					
	2 Bed 2 Bath	76	89	\$729,000	\$932,000	\$9,592	\$10,471					
	3 Bed	94	122	\$943,000	\$1,120,000	\$8,956	\$9,926					
Comparative Analysis	, v ,	uality developme te for the subject a		the city, howe	ver inferior qualit	y. Higher rates	are considered					

Туре	No	Min Area	Max Area	Avge Area	Min Price	Max Price A	vge Price	Min Rate	Max Rate	Avge Rate	Total Realisation
1 Bed	33	53	60.9	57.3	\$625,000	\$720,300	\$676,782	\$10,413	\$13,313	\$11,830	\$22,333,834
1 Bed Affordable	8	51	54	51.75	\$565,580	\$565,580	\$565,580	\$10,185	\$10,588	\$10,523	\$4,355,580
1 Bed + M	15	53	60	55.5	\$635,000	\$725,000	\$675,329	\$10,677	\$13,220	\$12,182	\$10,128,590
1 Bed + U	42	53	67	58.4	\$623,040	\$735,000	\$683,923	\$9,873	\$13,473	\$11,821	\$28,862,990
2 Bed	37	77	110	84.9	\$799,999	\$1,135,000	\$905,497	\$8,247	\$12,681	\$10,684	\$33,726,899
2 Bed Affordable	6	77	88	81	\$750,000	\$760,000	\$753,333	\$8,636	\$9,870	\$9,335	\$4,520,000
2 Bed + M	14	78	90.5	84.6	\$907,200	\$1,134,000	\$948,472	\$10,064	\$12,530	\$11,191	\$13,403,200
2 Bed + U	43	81	102	89.7	\$874,000	\$1,220,000	\$977,829	\$9,175	\$13,480	\$10,914	\$41,068,850
2 Bed + U Affordable	2	77	88	83	\$760,000	\$780,000	\$770,000	\$8,864	\$9,870	\$9,367	\$1,540,000
3 Bed	6	119	211.5	138.4	\$1,570,000	\$2,774,500	\$1,920,500	\$11,056	\$15,390	\$14,062	\$11,523,000
3 Bed + M	13	105	116.2	111	\$1,610,000	\$1,850,000	\$1,666,923	\$13,333	\$15,938	\$15,037	\$21,670,000
3 Bed + U	28	91.6	173	126	\$1,635,000	\$3,059,799	\$1,941,175	\$13,159	\$24,419	\$15,532	\$54,352,921
3 Bed P/H	6	125.6	238	159.2	\$2,254,000	\$3,619,999	\$2,647,333	\$15,210	\$19,904	\$16,875	\$15,883,999
4 Bed + U	2	188	188	188	\$2,200,000	\$2,254,000	\$2,227,000	\$11,702	\$1,989	\$11,845	\$4,454,000
Total	255										\$267,823,864

The assessed apartments values in the subject development are as follows:

Income for the retail component of the proposed development has been assessed as follows:

Comparable sales to assess the value of the retail component within the development are as follows:

Centre Name	State	GLA (m²)	Sale Date	Sale Price	Equated Market Yield	IRR	Sale Price/m <sup>2</sup>
Mount Pleasant	QLD	22,331m <sup>2</sup>	Aug-21	\$162,500,000	6.24%	6.29%	\$6,015
Coolalinga Central	NT	20,086m <sup>2</sup>	Jul-21	\$83,000,000	6.75%	7.47%	\$4,132
Raymond Terrace	NSW	14,837m <sup>2</sup>	Jul-21	\$87,550,000	5.75%	6.70%	\$5,901
Casey Central Shopping Centre	VIC	31,196m <sup>2</sup>	Jul-21	\$225,018,000	5.25%	5.75%	\$7,123
Marketown East & West	NSW	26,376m <sup>2</sup>	Jun-21	\$150,500,000	5.52%	6.06%	\$5,706
The Square Mirrabooka	WA	42,800m <sup>2</sup>	May-21	\$195,000,000	6.51%	6.76%	\$4,556
Mildura Central	VIC	20,692m <sup>2</sup>	Mar-21	\$81,100,000	7.47%	7.67%	\$3,919
Stockland Bundaberg	QLD	23,276m <sup>2</sup>	May-21	\$140,000,000	6.78%	7.16%	\$6,015
Clifford Gardens Shopping Centre	QLD	27,729m <sup>2</sup>	Apr-21	\$145,000,000	7.37%	7.40%	\$5,229
CS Square Shopping Centre	VIC	26,915m <sup>2</sup>	Apr-21	\$136,501,000	6.11%	6.45%	\$4,830
SUBJECT PROPERTY	NSW	17,489m <sup>2</sup>	Jan-22	\$185,000,000	5.50%	6.62%	\$10,578

Having regard to the available sales evidence and critical issues listed within our full valuation report and on the basis of the subject property's investment attributes, we have chosen to adopt a capitalisation rate of **5.50%** within our capitalisation approach to value whilst within our discounted cash flow approach to value we have chosen to apply a discount rate (i.e., 10 Year Target IRR) of **6.50%** and a terminal yield of **5.75%**, which reflects a **0.25%** premium above our adopted capitalisation rate.

Valuation Reconciliation			Value
Capitalisation Result	@	i.50%	\$185,000,000
10 Year NPV	@	5.50%	\$187,000,000
ADOPTED VALUE			\$185,000,000
10 Year IRR			6.62%
Passing Initial Yield			5.62%
Equated Market Yield			5.49%
\$Value/m <sup>2</sup>			\$10,578

Comparable sales to assess the value of the hotel component within the development are as follows:

Date	Hotel	Sale Price	Rooms	Price Per Room	Passing Yield	Market Yield	Terminal Cap Rate	Discount Rate	5 Yr IRR	10 Yr IRR
Oct-21	1 Hosking Place, Sydney	\$26,500,000	49	\$540,816	4.55%	0.18%	5.00%	6.50%	6.84%	6.61%
Jan-21	Radisson Hotel & Suites	\$38,080,000	76	\$501,053	-	-	-	-	-	-
Feb-20	CitadelX, Pyrmont	\$28,700,000	60	\$478,333	5.02%	5.02%	5.00%	6.50%	-	6.58%
Dec-19	Quest Macquarie Park	\$46,000,000	111	\$414,414	5.52%	5.52%	5.75%	7.50%	-	7.60%
Dec-19	Adina Apartment Hotel Mascot	\$53,000,000	123	\$430,894	4.76%	4.93%	5.00%	6.50%	-	6.97%
Aug-19	Veriu Sydney Central	\$58,888,000	112	\$450,000	4.92%	5.55%	5.75%	7.50%	-	7.19%
Aug-19	Quest Mounts Bay Road Perth WA	\$22,425,000	71	\$315,845		6.89%	7.00%	8.50%		8.33%
Jun-18	Quest Springfield QLD	\$24,350,000	82	\$296,646	7.28%	7.28%	7.50%	9.00%		8.67%
Jul-17	Quest Penrith NSW	\$30,320,000	115	\$263,652	7.03%	6.91%	7.25%	8.75%		8.76%
Subject Valuation	Proposed Quest Woolooware	\$21,000,000	71	\$295,775	6.25%	6.04%	6.50%	7.50%		7.99%
	Low	\$22,425,000	49	\$263,652	4.55%	0.18%	5.00%	6.50%	6.84%	6.58%
	Median of Sales	\$30,320,000	82	\$430,894	5.02%	5.54%	5.75%	7.50%	6.84%	7.40%
	High	\$58,888,000	123	\$540,816	7.28%	7.28%	7.50%	9.00%	6.84%	8.76%

We have produced a value of \$21,000,000 under the capitalisation approach, \$21,750,000 under the DCF approach and a value range of \$20,590,000 to \$22,010,000 under the direct comparison approach.

Based upon the above results we have adopted an As If Complete Market value subject to the Proposed Lease of \$21,000,000 which reflects an initial yield of 6.25%, an equated market yield of 6.04%, an IRR of 7.99% and a capital rate of \$295,775/key, all of which appear reasonable having regards to the comments contained within our full valuation report.

# Comparable sales to assess the value of the office component within the development are as follows:

Address	Sale Date	Sale Price	Lettable area (m²)	Parking	Net Income (P/A)	\$psm Net Strata Area	Initial Yield
13/152 Kingsway, Caringbah	า						
_ot 1	1 Sep 20	\$665,000	66	4	VP	\$10,083	VP
Description: A ground floor stra	ata suite in a new i	mixed use buildi	ng with 4 baser	ment carspace	s. Good stree	t exposure	
Comparison: Modern commer	cial suite in a simil	ar location. Sugg	gests similar rat	tes for the sub	ect commerc	al space.	
206/28-32 Kingsway, Caring	bah						
Lot 1 Description: A first floor office amenities. Includes 1 baseme	ent carspaces.	L	5				4.8% and shared
Comparison: Modern commer	cial suite in a simil	ar location. Suge	gests similar rat	tes for the sub	ect commerc	al space.	
4 Railway Parade, Burwood							
_ot 21	18 Aug 20	\$2,500,000	447	8	VP	\$5,593	VP
Lot 13	15 July 20	\$1,815,000	248	3	VP	\$7,319	VP
Description: A modern 5 level 2 passenger lifts. Both suites s	sold with basement	t parking.			·		serviced b
Comparison: Modern commer		erior location. Su	uggests higher	rates for the s	ubject comme	rcial space.	
230 Victoria Road, Gladesvil		¢1 620 000	240	0	VP	¢c 770	VP
Lot 2 Description: A modern mixed	15 Jan 21	\$1,639,000	242	8 artmanta Sala		\$6,773	
narketed as for medical use. I	0 0			anments. Solo	i strata lot for	ns ground noor p	osition an
Comparison: Modern ground f	floor suites in a slig	htly inferior loca	tion. Suggests	higher rates fo	r the subject	commercial space	Э.
18-122 Church Street, Parra	amatta						
•	4 11 40	¢ 4 0 5 0 000	505	4			
Lot 9 and 10 Description: Referred to as B1 80 residential apartments, 5 le carpeted office space with bas	vels of retail and c	ommercial space					
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerc	1 Tower, located o evels of retail and co sement parking ser	pposite Westfiel ommercial space viced by 2 lifts.	d a 28-storey n e and 4 levels o	nixed residenti f basement pa	al and comm rking. Comple	ercial building, co eted in May 2013.	mprising c Comprise
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerci commercial space.	1 Tower, located o evels of retail and co sement parking ser cial suites in establ	pposite Westfiel ommercial space viced by 2 lifts.	d a 28-storey n e and 4 levels o	nixed residenti f basement pa	al and comm rking. Comple	ercial building, co eted in May 2013.	mprising c Comprise
ot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commercial space. Lot 42, 55 Phillip Street, Part	1 Tower, located o evels of retail and co sement parking ser cial suites in establ	pposite Westfiel ommercial space viced by 2 lifts.	d a 28-storey n e and 4 levels o	nixed residenti f basement pa	al and comm rking. Comple	ercial building, co eted in May 2013.	mprising c Comprise
Lot 9 and 10 Description: Referred to as B1 80 residential apartments, 5 le	1 Tower, located o evels of retail and co sement parking ser cial suites in establ ramatta	pposite Westfiel ommercial space viced by 2 lifts. ished commercia	d a 28-storey n e and 4 levels o al location. Larg	nixed residenti of basement pa ger area of solo	al and comm rking. Comple I suite sugges	ercial building, co eted in May 2013. ts higher rates for	mprising c Comprise the subjec
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006.	1 Tower, located o evels of retail and co sement parking ser cial suites in establ ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled	\$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re	d a 28-storey n e and 4 levels of al location. Larg 164 66 that, Legal & G els and car par efurbished in la	nixed residenti if basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The	al and comm rking. Comple I suite sugges VP VP vP a 7-storey offi rs on level tw e building was	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp o, accessed via a s upgraded and	the subject VP VP vP rising offic ramp fror extensivel
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels efurbished in late 2006. Comparison: Good quality com	1 Tower, located o evels of retail and co sement parking ser- cial suites in establ ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled	\$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re	d a 28-storey n e and 4 levels of al location. Larg 164 66 that, Legal & G els and car par efurbished in la	nixed residenti if basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The	al and comm rking. Comple I suite sugges VP VP vP a 7-storey offi rs on level tw e building was	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp o, accessed via a s upgraded and	the subject VP VP vP rising offic ramp fror extensivel
Lot 9 and 10 Description: Referred to as B1 So residential apartments, 5 le carpeted office space with bas Comparison: Modern commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006. Comparison: Good quality com	1 Tower, located o evels of retail and co sement parking ser cial suites in establ ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled nmercial space in s Stage 3	\$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re	d a 28-storey n e and 4 levels o al location. Larg 164 66 that, Legal & G els and car par efurbished in la rcial location. S	nixed residenti of basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The suggests lower	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp o, accessed via a s upgraded and subject commercial	VP VP vp rising offic ramp fror extensivel al space.
ot 9 and 10 Description: Referred to as B1 80 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerci commercial space. <b>Lot 42, 55 Phillip Street, Part</b> Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail space rby Place. The lower levels efurbished in late 2006. Comparison: Good quality com <b>Noolooware Town Centre- S</b> Lot 56	1 Tower, located o evels of retail and co sement parking ser- cial suites in establ ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled mmercial space in s Stage 3 10/10/19	pposite Westfiel ommercial space viced by 2 lifts. ished commercial \$2,150,000 \$680,000 use and prior to opper ground lev in 1986 and re superior comment \$370,000	d a 28-storey n e and 4 levels of al location. Larg 164 66 that, Legal & G els and car par efurbished in la rcial location. S	nixed residenti of basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The suggests lower 1	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the s	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571	wprising of Comprise the subject VP VP rising offic ramp from extensivel al space. VP
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006. Comparison: Good quality con Noolooware Town Centre- S Lot 56 Lot 57	1 Tower, located o evels of retail and co sement parking ser cial suites in establ ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled nmercial space in s Stage 3	\$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re	d a 28-storey n e and 4 levels o al location. Larg 164 66 that, Legal & G els and car par efurbished in la rcial location. S	nixed residenti of basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The suggests lower	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the so VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,714	VP VP vp rising offic ramp fror extensivel al space.
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels efurbished in late 2006. Comparison: Good quality con Noolooware Town Centre- S Lot 56 Lot 57 Lot 58	1 Tower, located o evels of retail and co sement parking ser- cial suites in estable ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled mmercial space in s Stage 3 10/10/19 1/10/19 5/10/19	\$2,150,000 \$680,000 use and prior to ipper ground lev in 1986 and re superior comment \$370,000 \$450,000 \$1,053,000	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104	nixed residenti of basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The suggests lower 1 1 2	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the s	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571	VP VP VP rising offic a ramp fror extensivel al space. VP VP
Lot 9 and 10 Description: Referred to as B1 Do residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels efurbished in late 2006. Comparison: Good quality con Noolooware Town Centre- S Lot 56 Lot 57 Lot 58 Description: Modern office suit	1 Tower, located o evels of retail and conservers of retail and conservers and co	pposite Westfiel ommercial space viced by 2 lifts. ished commercial \$2,150,000 \$680,000 use and prior to ipper ground lev in 1986 and re superior commer \$370,000 \$450,000 \$1,053,000 te subject develo	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104	nixed residenti of basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The suggests lower 1 1 2	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the so VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,714	VP VP vrsing offic a ramp from extensivel al space. VP VP
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006. Comparison: Good quality con <b>Noolooware Town Centre- S</b> Lot 56 Lot 57 Lot 58 Description: Modern office suit Comparison: Good evidence c	1 Tower, located o evels of retail and conservers of retail and conservers and co	pposite Westfiel ommercial space viced by 2 lifts. ished commercial \$2,150,000 \$680,000 use and prior to ipper ground lev in 1986 and re superior commer \$370,000 \$450,000 \$1,053,000 te subject develo	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104	nixed residenti of basement pa ger area of solo 2 1 eneral Court, a rking for 27 ca ate 2003. The suggests lower 1 1 2	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the so VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,714	VP VP vrsing offic a ramp from extensivel al space. VP VP
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006. Comparison: Good quality com Noolooware Town Centre- S Lot 56 Lot 57 Lot 58 Description: Modern office suit Comparison: Good evidence of 55 Miller Street, Pyrmont	1 Tower, located o evels of retail and co sement parking ser- cial suites in estable ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled mmercial space in s Stage 3 10/10/19 1/10/19 5/10/19 tes in Stage 3 of the of value for the sub	superior commercial \$370,000 \$450,000 \$450,000 \$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re \$370,000 \$450,000 \$1,053,000 is subject develo ject lots	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104 opment. Slightly	nixed residenti of basement pa ger area of solo 2 1 ieneral Court, a rking for 27 ca ate 2003. The suggests lower 1 1 2 v dated sales.	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw building was rates for the s VP VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,714 \$10,125	VP VP VP vrsing offic a ramp fror extensivel al space. VP VP VP
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commerce commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006. Comparison: Good quality com Woolooware Town Centre- S Lot 56 Lot 57 Lot 58 Description: Modern office suit Comparison: Good evidence of 55 Miller Street, Pyrmont Lot 14	1 Tower, located o evels of retail and conservers of retails and conservers of retails and conservers of retails of reta	superior commercial \$370,000 \$450,000 \$450,000 \$1,053,000 \$1,300,000	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104 opment. Slightly 122	nixed residenti of basement pa ger area of solo 2 1 ieneral Court, a rking for 27 ca ate 2003. The suggests lower 1 1 2 v dated sales. 1	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the s VP VP VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp o, accessed via a s upgraded and subject commerci \$10,571 \$10,714 \$10,125 \$10,655	VP VP vP vP vP vP vP vP vP vP vP vP vP vP vP
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels refurbished in late 2006. Comparison: Good quality com Noolooware Town Centre- S Lot 56 Lot 57 Lot 58 Description: Modern office suit Comparison: Good evidence of 55 Miller Street, Pyrmont	1 Tower, located o evels of retail and co sement parking ser- cial suites in estable ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled mmercial space in s Stage 3 10/10/19 1/10/19 5/10/19 tes in Stage 3 of the of value for the sub	superior commercial \$370,000 \$450,000 \$450,000 \$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re \$370,000 \$450,000 \$1,053,000 is subject develo ject lots	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104 opment. Slightly	nixed residenti of basement pa ger area of solo 2 1 ieneral Court, a rking for 27 ca ate 2003. The suggests lower 1 1 2 v dated sales.	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw building was rates for the s VP VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,714 \$10,125	VP VP VP vrsing offic a ramp fror extensivel al space. VP VP VP
Lot 9 and 10 Description: Referred to as B1 30 residential apartments, 5 le carpeted office space with bas Comparison: Modern commercial commercial space. Lot 42, 55 Phillip Street, Part Lot 42 Lot 41 Description: Formerly the Shar space on four floors, retail spa Erby Place. The lower levels efurbished in late 2006. Comparison: Good quality com Noolooware Town Centre- S Lot 56 Lot 57 Lot 58 Description: Modern office suit Comparison: Good evidence of 55 Miller Street, Pyrmont Lot 14 Lot 18	1 Tower, located o evels of retail and conservers of retails and conservers of retails of retails and conservers of retails of retails and conservers of retails	pposite Westfiel ommercial space viced by 2 lifts. ished commercial \$2,150,000 \$680,000 use and prior to pper ground lev in 1986 and re superior commer \$370,000 \$450,000 \$1,053,000 e subject develo ject lots \$1,300,000 \$485,000	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104 opment. Slightly 122 47	nixed residenti of basement participation ger area of sold 2 1 Beneral Court, a rking for 27 ca ate 2003. The Buggests lower 1 1 2 v dated sales. 1 0	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw e building was rates for the s VP VP VP VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,711 \$10,714 \$10,125 \$10,655 \$10,319 \$10,770	VP VP VP vP vP vP vP vP vP vP vP vP vP vP vP vP
ot 9 and 10 Description: Referred to as B1 00 residential apartments, 5 le arpeted office space with bas Comparison: Modern commercial commercial space. <b>.ot 42, 55 Phillip Street, Part</b> ot 42 .ot 41 Description: Formerly the Shar pace on four floors, retail space rby Place. The lower levels efurbished in late 2006. Comparison: Good quality con <b>Voolooware Town Centre- S</b> .ot 56 .ot 57 .ot 58 Description: Modern office suit Comparison: Good evidence of <b>5 Miller Street, Pyrmont</b> .ot 14 .ot 18 .ot 213	1 Tower, located o evels of retail and co- sement parking ser- cial suites in estable ramatta 11-Mar-21 11-Sep-20 w Stockbroking Ho ace on lower and u s were remodelled mmercial space in s 5tage 3 10/10/19 1/10/19 5/10/19 tes in Stage 3 of the of value for the sub 16-July-21 3-Nov-21 1-Feb-21 18-Dec-20	\$2,150,000 \$680,000 \$680,000 \$680,000 use and prior to pper ground lev in 1986 and re superior comment \$370,000 \$450,000 \$1,053,000 \$450,000 \$1,300,000 \$485,000 \$517,000 \$649,000	d a 28-storey n e and 4 levels of al location. Large 164 66 that, Legal & G els and car par efurbished in la rcial location. S 35 42 104 opment. Slightly 122 47 48 47	nixed residenti of basement par ger area of solo 2 1 ieneral Court, a rking for 27 ca ate 2003. The iuggests lower 1 1 2 v dated sales. 1 0 0 1	al and comm rking. Comple I suite sugges VP VP a 7-storey offi rs on level tw building was rates for the building was rates for the VP VP VP VP VP	ercial building, co eted in May 2013. ts higher rates for \$13,110 \$10,303 ce building, comp b, accessed via a s upgraded and subject commerci \$10,571 \$10,714 \$10,714 \$10,125 \$10,655 \$10,319 \$10,770 \$13,808	VP VP vP vP vP vP vP vP vP vP vP vP vP vP vP

Building	Lot No	Level	NLA	Status	Sale Price	Analysis \$/m2	Exchange Date	Adopted Value	Analysis \$/m2
E	1	2	68	Exchanged	\$850,000	\$12,500	19/09/2019	\$850,000	\$12,500
Е	2	2	73	Exchanged	\$825,000	\$11,301	20/12/2019	\$825,000	\$11,301
E	3	2	73	Exchanged	\$900,000	\$12,329	27/05/2021	\$900,000	\$12,329
Е	4	2	37	Exchanged	\$462,500	\$12,500	26/11/2019	\$462,500	\$12,500
E	5	2	61	Exchanged	\$750,000	\$12,295	13/09/2021	\$750,000	\$12,295
Е	6	3	75	Exchanged	\$850,000	\$11,333	15/12/2021	\$850,000	\$11,333
E	7	3	77	Exchanged	\$850,000	\$11,039	25/10/2021	\$850,000	\$11,039
Е	8&9	3	104	Exchanged	\$1,125,000	\$10,817	29/01/2020	\$1,125,000	\$10,817
E	10, 11 & 12	3	150	Exchanged	\$1,699,998	\$11,333	3/12/2020	\$1,699,998	\$11,333
E	13	2	64	Exchanged	\$450,000	\$7,031	3/08/2021	\$450,000	\$7,031
Total			782		\$8,762,498	\$11,205		\$8,762,498	\$11,205

The assessed value of the office component is as follows:

Out total project realisation is therefore:

Component	Assessed Realisation
Residential	\$267,823,864
Hotel	\$21,000,000
Retail	\$185,000,000
Commercial	\$8,762,498
Total Project Realisation inc GST	\$482,586,362

### The comparable sales to estimate the current site value are detailed below:

Address	Sale Date	Sale Price	Site Area (m²)	Equivalent Unit Yield	GFA	\$/Site Area (m²)	\$/Unit	\$/GFA (m²)	DA Approved	Comparison
224-240 Pitt Street, Merrylands	Dec-21	\$75,000,000	15842	1012	87787	\$4,734	\$74,111	\$854	Yes	Inferior
12 Hassall Street, Parramatta	Oct-21	\$68,000,000	2055	365	32840	\$33,090	\$186,301	\$2,071	No	Superior
2 Halifax Street, Macquarie Park	Aug-21	\$137,000,000	18463	950	82212	\$7,420	\$144,211	\$1,666	No	Superior
247-273 and 277-281 Pennant Hills Road Carlingford	Dec-20	\$68,500,000	27973	729	64339	\$2,449	\$93,964	\$1,065	Yes	Larger hence higher rates apply
12-20 Berry St & 11-19 Holdsworth Ave, St Leonards	Jun-21	\$73,500,000	5105	165	16410	\$14,398	\$445,455	\$4,479	No	Superior
54-56 Anderson Street, Chatswood	Jun-21	\$64,000,000	2216	-	11080	\$28,881	-	\$5,776	No	Superior
28 Elizabeth Street, Liverpool	Jun-21	\$28,000,000	3600	399	36000	\$7,778	\$70,175	\$778	No	Inferior
37-41 Oxford St, Epping	Jun-21	\$55,000,000	4969	-	22361	\$11,069	-	\$2,460	No	Superior
3-5 Parramatta Street, Cronulla	Feb-20	\$11,100,000	1530	25	2287	\$7,255	\$444,000	\$4,854	Yes	Superior
67 Gerrale St, Cronulla	Feb-22	\$38,000,000	1327	20	4042	\$28,636	\$1,900,000	\$9,401	Yes	Superior

## Our assessment of site value on a Direct Comparison basis is as follows:

Subject	No. of Units	Unit Rate	Value
Approved Units	476	\$145,000	\$69,020,000
Approved Units	476	\$155,000	\$73,780,000
Midpoint	476	\$150,000	\$71,400,000
Adopt			\$71,400,000
Subject	GFA (m²)	Rate	Value
GFA	58,006m <sup>2</sup>	\$1,150	\$66,706,900
GFA	58,006m <sup>2</sup>	\$1,250	\$72,507,500
Midpoint	58,006m <sup>2</sup>	\$1,200	\$69,607,200
Adopt			\$69,600,000
Approved Unit Rate	\$71,400,000		
GFA	\$69,600,000		
Adopted As Is Market Value	\$70,500,000		
Plus: Value of Works To Date	\$49,900,000		
Current Market Value Assessed	\$120,400,000		

## Our Hypothetical Development Assessment is detailed below:

Input	Amount / Comments					
Gross Realisation	Residential - \$267,823,864 including GST					
	Retail - \$185,000,000 excluding GST					
	Hotel - \$21,000,000 excluding GST					
	Office - \$8,762,498 excluding GST					
Rate of Sale	Having regard to the existing presales we have assume (which are predominately Affordable Housing) will be so period and within 12 months post construction. We components will transact on practical completion and w will transact within 3 months of completion of construct	old 'off the plan' during the construction e have assumed the hotel and retail we have assumed the commercial suites				
Selling Costs	Residential – 2.2%					
	Retail – 1.5%					
	Hotel – 1.5%\$					
	Office – 1.5%					
Marketing Costs	Residential – \$3,000 per unsold apartment					
	Retail – \$100,000 Hotel – \$100,000					
	<b>Office -</b> \$2,000 per suite					
Legal Costs	Residential – \$1,000 per apartment					
0	Retail – \$75,000					
	Hotel – \$75,000					
	Office - \$1,200 per suite					
Site Acquisition Costs	7.21% of purchase price					
Legal Fees on Acquisition	\$250,000					
Cost to Complete	\$174,541,536 excluding GST (as per Section 9 of this	Report)				
Interest Rate	5.00% per annum (on the basis of 100% debt funding a	and including line fees)				
Application Fee	\$1,100,000					
Construction Period	22 months to completion					
Holding Costs	Approximately \$960,000 per annum (including Council	rates and Land Tax)				
Developers Margin	Profit and Risk expectations for a project of this nature would normally vary from 20% to 30%. In adopting an appropriate Profit and Risk factor for the subject project, we have had regard to the following factors:					
	On the basis that a major proportion of the total lis	st value has been pre-committed				
	<ul> <li>Construction has commenced.</li> <li>The Construct over here been verified by a OC</li> </ul>					
	<ul> <li>The Contract sum has been verified by a QS</li> <li>The cost and revenue parameters of the project a</li> </ul>	re largely known				
	<ul> <li>The cost and revenue parameters of the project a</li> <li>The size and related capital value of the developm</li> </ul>					
	<ul> <li>Analysis of comparable developments</li> </ul>					
	The Sutherland location					
	Having regard to the above, we have adopted a Pro the approximate mid-point of the adopted range.	ofit and Risk Factor of 25.01%, being				
GST Liability	We have adopted the General Tax Rule Scheme for va this basis are as follows:	aluation purposes. Our calculations on				
	Residential Realisation Including GST	\$267,823,864				
	Less GST	\$24,347,624				
	Gross Realisation Excluding GST	\$243,476,240				
	Plus: Hotel	\$21,000,000				
	Plus: Retail	\$185,000,000				
	Plus: Commercial	\$8,762,498				
	Gross Realisation Excluding GST \$458,238,738					
	Note: The GST liability has been utilised for the purposities an indicative figure only.	e of the residual cash flow analysis and				

### **Feasibility Conclusions**

Our calculations result in a residual value of \$120,400,000 excluding GST. Our feasibility analysis reflects an Internal Rate of Return of 19.5% including interest, and a net development profit of approximately \$91,687,150 all of which appear to be reasonable for a development of this nature

We have assumed the standard marketing period for a development of this scale with a mixed use profile incorporating retail, hotel and residential with limited pre-commitments, however advanced planning is 3-6 months to allow a prospective purchaser to undertake the required due diligence to inform purchase decisions.

The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 1.5-3 months and assumes full due diligence would not be able to be undertaken which would be reflected in a more conservative value. This is particularly important for an asset such as the subject where construction is commenced as substantial time and due diligence would be required to confirm building contracts and warranties, pre-sale contracts and pre-commitments to the retail and hotel areas.

Practically, this scenario therefore assumes that a prospective buyer would look to increase the risk allowances to cover less than full diligence.

For the purposes of an assessment based on these adopted assumptions we have increased the Profit and Risk allowance in our residual land value analysis by 4 basis points to 29% which indicates a residual land value of \$110,600,000 which has been adopted under this valuation scenario.

Whilst our analysis could alter other inputs in the feasibility such as apartment price and Hotel and Retail component values, and sale rate and cost, realistically the sale rate of the apartments/components, the value of the completed apartments/components and the cost of producing the development does not change. The risk essentially lies with the acquisition of a project with a long development life without exploring all aspects of the project to ascertain an educated and informed acquisition.

### **Feasibility Conclusions**

Our calculations result in a residual value of \$110,600,000 excluding GST for practical valuation purposes. Our feasibility analysis reflects an Internal Rate of Return of 22.48% including interest, and a net development profit of approximately \$103,074,513 all of which appear to be reasonable for a development of this nature.

### Reliance

The full valuation report is for the reliance of Aoyuan Property Group (International) Pty Ltd as the proprietor of the property.

The Valuation Summary Letter is for the purpose of inclusion in a submission to The Stock Exchange of Hong Kong Limited for disposal of the asset.

#### **Liability Disclaimer**

Savills Valuations Pty Ltd (Savills) has prepared this summary letter for Aoyuan Property Group (International) Pty Ltd to assist it in disposal of the assets and Savills specifically disclaim liability to any person in the event of any omission from, or false or misleading statements included in the submission, other than with respect to this summary letter.

This Summary Letter is to be read in conjunction with our full Valuation Report dated 31 March 2022 and is subject to the Assumptions, Limitations, Disclaimers and Qualifications contained therein. We refer the reader to Aoyuan Property Group (International) Pty Ltd to obtain a copy of the Full Valuation Report.

The Valuation Report and this Summary Letter are strictly limited to the matters contained within those documents, and are not to be read as extending, by implication or otherwise, to any other matter in any associated Document. Without limitation to the above, no liability is accepted for any loss, harm, cost or damage (including special, consequential or economic harm or loss) suffered as a consequence of fluctuations in the real estate market subsequent to the date of valuation.

Savills has prepared the full Valuation Report and this Summary Letter relying on and referring to information provided by third parties including financial and market information ("Information"). Savills assumes that the Information is accurate, reliable and complete and it has not tested the Information in that respect.

References to the Property's value within this Summary Letter or any associated document have been extracted from Savills Valuation Report. The Valuation Report draws attention to the key issues and considerations impacting value and provides a detailed assessment and analysis as well as key critical assumptions, general assumptions, disclaimers, limitations and qualifications and recommendations. As commercial investments of this nature are inherently complex and the market conditions have changed and/or have been uncertain in recent times, Savills recommends that this Summary Letter must be read and considered together with the Valuation Report.

Savills Valuations Pty Ltd accepts no responsibility to third parties nor does it contemplate that the valuation report will be relied upon by third parties (other than in relation to the market valuation referred to in this summary letter). We invite other parties who may come into possession of the valuation report seek our written consent to them relying upon the valuation report and we reserve our rights to review the contents in the event that our consent is sought.

This Valuation is current at the date of valuation only. The value assessed herein may change significantly and unexpectedly over a relatively short period of time (including as a result of general market movements or factors specific to the particular property). Liability for losses arising from such subsequent changes in value is excluded as a liability where the valuation is relied upon after the expiration of 90 days from the date of valuation, or such earlier date if you become aware of any factors that have any effect on the valuation.

Savills consents to the Valuation Report being made available for inspection at the registered address of Aoyuan Property Group (International) Pty Ltd.

Liability limited by a scheme approved under Professional Standards Legislation.

Yours sincerely,

Aleacher

Sandra Peachey FAPI National Director Valuation & Advisory

Critical Assumption Market Movement	This valuation is current as at the date of valuation and may change as a result of either external or specific factors affecting the property. We do not accept liability for losses arising from such subsequent changes in value. We will not accept liability where this valuation is relied upon after the expiration of three months from the date of valuation, or earlier if there are significant alterations to conditions affecting the value of the property.
Physical	The valuer does not hold itself out to be an expert in building materials and has been unable to identify from a visual inspection of the proposed plans whether the 'cladding' to be constructed will use compliant or non-compliant building products (i.e., combustible polyethylene core aluminium composite panels). A Certificate of Compliance and/or Certification of building materials for the development has not been sighted non-confirmed by the valuer.
	This valuation report has been prepared:
	(a) on the assumption that the building materials used, as well as the application and installation of those materials, comply with all approvals, regulatory requirements and codes.
	(b) without consideration to any diminution in value that may arise due to the identification of non- compliant building products within the development.
	Should this not be the case, we reserve the right to review our valuation.
	The valuer strongly advises the reader to investigate the nature of the currently proposed building components and satisfy itself as to the potential risks and costs which could be incurred should the currently proposed building component have to be remedied, replaced or adapted.
Construction Costs	<ul> <li>The cost to complete the development provided by Coutts Consulting (Progress Payment 10) as of March 2022 and refined by Aoyuan (excluding GST and Contingency) is \$174,541,536 which has been adopted for the purpose of this assessment.</li> </ul>
	We note additional costs to complete have been provided by the instructing party and these include:
	Outstanding Council Contributions - \$725,706
	Outstanding Infrastructure Works - \$1,400,000
	Additional Approved Variations - \$1,429,905
	Construction and development of the project can be completed for the amount described above, in accordance with the documents provided by Coutts Consulting and the spreadsheet provided by Aoyuan We have adopted the cost to complete as part of our instruction. Should the supplied costs be proven to be inadequate to deliver the project, Savills reserves the right to review this valuation accordingly.
	We are not Quantity Surveyors nor are we Consulting Engineers. We have relied upon cost estimates provided and on the basis that the cost provided and adopted are accurate. We recommend the engagement of an independent Quantity Surveyor to confirm same. Should the cost estimate differ to that adopted within then this report should be referred back to the Valuer for comment and accordingly we reserve the right to amend the assessment within
Land Value	The assessed land value via the Residual Cash Flow analysis reflects a number of factors, including the status of approvals, civil construction costs, associated development costs, interest (borrowing) rate, assessed value of the completed units, adopted pre-sales prior to construction, sale rate for completed stock, and acceptable performance margins. The assessed land value by this approach could be impacted by a change in any of the above circumstances.
GST	We have not been provided with independent Accounting or Legal advice regarding the eligibility of using the margin scheme for this development. As this falls outside the scope of our investigations, we have applied the full GST impost in our feasibilities and to our 'as if complete' values on a GST exclusive basis. As a result, GST on the development costs will be assessed at 10% to be remitted two months later, while GST on gross realisations will be assessed at 1/11th. All costs within our cash flow model are quoted, where applicable, excluding GST.
	<ul> <li>That all appropriate measures to mitigate the risks associated with the GST remittance changes from 1 July 2018 i.e., the Federal Government's requirement that purchasers of new residential premises will remit the GST directly to the ATO as part of settlement.</li> </ul>
СGТ	That all appropriate measures to mitigate the risks associated with the foreign resident capital gains tax withholding scheme changes under the Federal Budget 2017, under which: Australian resident vendors of real property of \$750,000 or more must provide a Clearance Certificate issued by the ATO to a purchaser on settlement of the sale, to avoid the purchaser withholding 12.5% of the purchase price and remitting it as withholding tax to the ATO; and Foreign resident vendors will see 12.5% of the purchase price being withheld and remitted to the ATO, unless the ATO approves a Variation.

Construction Timeframe	<ul> <li>We have adopted a construction period to complete the project of 22 months, based on the advice provided in Coutts Progress Report No. 10. We have assumed this to be an accurate forecast and have adopted this within our Residual Cash Flow analysis.</li> </ul>
"As If Complete" Assessment	• The "As If Complete" assessment is the estimated market value of the proposed development as detailed in this report on the assumption that all construction has been satisfactorily completed in all respects at the date of this report. Because of time lag and unknown future market conditions the valuation reflects the valuer's view of the market conditions existing at the date of valuation and does not purport to predict future market conditions and the value at the actual completion date.
Construction Quality & Compliance	<ul> <li>The "As If Complete" assessment is provided on the basis that the proposed improvements will be constructed in a tradesman like manner using new, quality materials and having regard to modern building techniques. Our valuation assumes that:</li> </ul>
	<ul> <li>A detailed report of the structure and service installations of the building once completed would not reveal any defects requiring significant expenditure.</li> </ul>
	<ul> <li>The building will comply with all relevant statutory requirements in respect of matters such as health, building and fire safety regulations, and will be built in accordance with the provisions of the Building Code of Australia.</li> </ul>
EPBC Act	<ul> <li>That the subject property is not impacted in any way by matters covered by the Environment Protection and Biodiversity Conservation Act 1999 (EPBC Act), including, but not limited to, listed threatened species and ecological communities or migratory species protected under international agreements.</li> </ul>
Development Approvals (Including Plans & Specifications)	We have been provided with a copy of the Development Approval for the subject development including approved plans. We assume that the development will be completed in full accordance with the noted Development Approval and any conditions contained within the approval. Should there be any subsequent changes to the Development Approval or the Approved development plans, this valuation must not be relied upon before first consulting Savills to reassess any effect on the valuation.
Contamination	<ul> <li>The site was found to contain high levels of asbestos, methane gas, and contaminated fill in the soil prior to construction commencement, as the site was formerly used as a landfill by Sutherland Council. The site is its original state was found to be unsuitable for the proposed redevelopment.</li> </ul>
	<ul> <li>The method to remediate the site was the Cap and Contain method whereby a high visibility non-woven geotextile layer was placed over the surface to cover all contaminated material and extending 3 metres beyond the property perimeter. Above this an impervious additional layer was installed.</li> </ul>
	<ul> <li>Given these works a Long-term Environmental Plan will be required to be prepared and continually monitored.</li> </ul>
	<ul> <li>We have assumed, as instructed that the costs provided have allowed for the appropriate remediation of the site.</li> </ul>
Encumbrances, Restrictions, Caveats etc.	<ul> <li>Our valuation is on the basis that the property is free of encumbrances, restrictions, caveats, or other impediments of an onerous nature which could affect value. Our valuation has been undertaken on the basis the property is free of mortgages, charges and other financial liens.</li> </ul>
Marketing Period	<ul> <li>We have assumed the standard marketing period for a development of this scale with advanced pre-sale status and construction commenced is 3-6 months to allow a prospective purchaser to undertake the required due diligence to inform purchase decisions.</li> </ul>
	The Realisable Price Reflective of a Market Constraint being a short period considered less than a standard marketing period in which to achieve a sale assumes a shorter sale period of 1.5-3 months and assumes full due diligence would not be able to be undertaken which would be reflected in a more conservative value.
General	<ul> <li>The rental and sales information has been obtained from a number of sources including RP Data and registered government sales transfers. Whilst we understand the information to be reliable, we are unable to guarantee the accuracy.</li> </ul>
	<ul> <li>Unless otherwise set out in the Proposal, Savills is not aware of any conflict of interest in accepting your instruction to value the Property and the valuer set out in the Proposal is in a position to provide an objective and unbiased valuation.</li> </ul>
	<ul> <li>We confirm that the valuer undertaking this valuation is considered to have the appropriate level of skills and competence to complete the valuation to a professional standard, taking into account the property type.</li> </ul>

Should any of the assumptions in our full valuation report be incorrect or inaccurate, then we reserve the right to amend the valuation, the report and this summary report.