



*CLEVO 30<sup>th</sup> Anniversary 1983-2013*

**CLEVO**

**The Leading Electronics Megastore Operator in China**

November 2013



*CLEVO 30<sup>th</sup> Anniversary 1983-2013*

- **Company Profile**
- Buynow
- Chicony Square
- Outlook

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## Buynow - Leading Electronics Megastore Operator

**1983** Clevo founded  
**1998** First Buynow store opened in Shanghai  
**2013** Currently 23 stores  
 16 more stores under development

- **The Leading Electronics Megastore Operator in China**
  - 100% owned by Clevo, 23 stores in operation with a total GFA of over 460,000m<sup>2</sup>
  - Aggressive expansion across China to tap the booming consumer market
- **Prime City-Center Locations**
  - Prime locations in central commercial districts
  - Professional electronics megastore operator with unified branding and marketing
- **Strong Growth with Long-Term Property Appreciation**
  - Occupancy rate >90%, continued growth in top and bottom lines
  - Long term potentials from property value increase coupled with RMB currency appreciation

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## Transforming to Multi-Purpose Shopping Malls with Dining and Fashion

**Fashion**

**IT**

**Dining**

百脑汇广场  
Buynow Square

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## Future Megastores Will Feature IMAX Theater, KTV, and Video Arcade

**IT/3C**

**Dining/Restaurant**

**Fashion/Clothing**

**Shantou Gen-6 Store Model (Multi-Purpose Complex)**

**IMAX Theater**

**KTV**

**Video Arcade**

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## Chicony Square - Premium Department Store

- **Department Store Chain in China**
  - Clevo holds 30% share
  - Megastore complex offering premium dining, shopping, leisure, and entertainment facilities
  - Plan to establish 10 store locations in China
- **Ideal Locations of Major Cities in Mid-West China**
  - Opened: Wuhan store and Chengdu Store, GFA>230,000 m<sup>2</sup> in total
  - Developing: Xian store to be opened by 2014 year-end, GFA~210,000 m<sup>2</sup>
- **In-House Development and Operation**
  - Land development with ownership
  - Integrated management, rental + % sales

● Opened 2  
● Developing 1

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## Future Outlook

**NB**

- Increase penetration in emerging market
- Improve product mix

- Euro debt crisis largely eased and recovering
- Riding on economic growth in emerging markets

**Chicony Square**

- 2014 Chengdu Hyatt
- 2014 Xian store
- 2015/2016 IPO

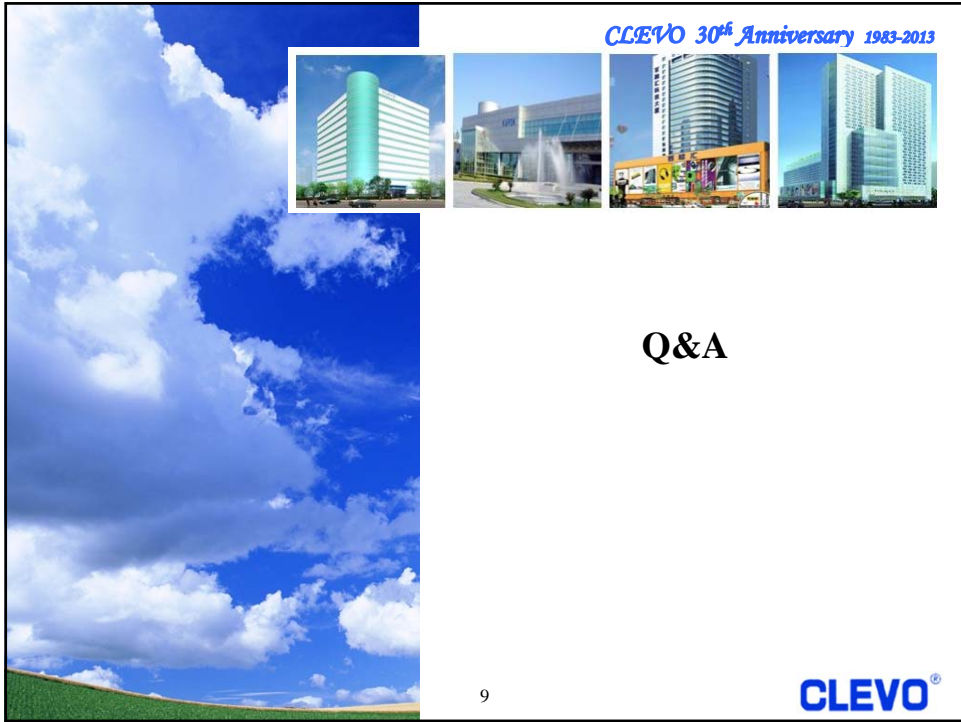
**Buynow**

- 3 new stores in 2013, 39 and 50 stores mid to long term
- Transform to multi-purpose store complex
- IPO/REITs

- Booming consumer market in China
- Urbanization trend
- RMB appreciation upcycle
- Long-term appreciation of properties

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Q&A

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The image is a collage celebrating CLEVO's 30th anniversary. It features a large background image of a blue sky with white clouds over a green field. In the top right corner, there is a row of four smaller images: a modern building with a prominent green cylindrical tower, a building with a large fountain in front, a tall curved skyscraper, and a modern glass-fronted building. The text 'CLEVO 30<sup>th</sup> Anniversary 1983-2013' is written in a blue, italicized font above these images. The text 'Q&A' is centered in the white area below the images. The number '9' is located at the bottom left of the white area, and the 'CLEVO<sup>®</sup>' logo is at the bottom right.