



香港联合交易所上市〔上市编号：0185〕

恒輝企业控股有限公司：<http://www.hengfaienterprises.com>

陈恒辉先生个人网站：<http://fai185.com>

AMERICAN HOUSING REIT：<http://www.americanhousingreit.com>

GLOBAL MEDICAL REIT：<http://www.globalmedicalreit.com>

**HENG FAI
ENTERPRISES LIMITED**

HONG KONG STOCK EXCHANGE : 0185

恒輝企业控股有限公司

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引领高收益的房地产
投资信托行业趋势

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陈恒辉先生 Chan Heng Fai

陈恒辉先生（陈先生）是恒辉企业控股有限公司（上市编号：0185）的主要股东和集团主席。恒辉控股的前身是特选集团有限公司，陈先生是一位国际企业重组专家。在过去的40年中，陈先生成功对多个行业和国家的35家公司进行了重组，其中还包括了10家华尔街公司。他在金融、资本运作以及业务拓展和创业等领域是一位知名的资深专家。个人网站: www.fai185.com

Mr. Chan Heng Fai (Mr. Chan), controlling shareholder and Managing Chairman of Heng Fai Enterprises Limited (Hong Kong stock code: 0185, formerly known as Xpress Group Ltd.), is an international corporate restructuring specialist. Mr. Chan has established a strong track record for successfully restructuring 35 companies across varying industries and countries over the last 40 years, including 10 on Wall Street. He is a renowned veteran in corporate finance, business development, entrepreneurship and business. Personal Website: www.fai185.com



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GAME-CHANGER

HENG FAI ENTERPRISES LIMITED 恒輝企业控股有限公司 02

陈恒辉先生个人成就 MR. CHAN HENG FAI PERSONAL ACHIEVEMENTS

欧亚旅行社

INTERASIA TRAVEL LIMITED

欧亚旅行社是一家在全球拥有 14 个办事处的国际旅游公司，1969 年由陈恒辉先生以一百英镑创办。公司总部设于伦敦，始于当时陈先生在伦敦求学时，为香港和马来西亚留学生在暑假回国时提供服务。公司后期业务发展包括：定期的国际长途包机，特许旅游，自助旅行及酒店房间销售，成为一家拥有 14 个国际办事处和超过 300 名职员的旅游公司，是 70 年代初其中一间最成功的低成本运营范例。1972 年陈先生将该公司卖给 Singapore Banking Company 后，便告别了旅游业。14 个国际办事处包括：伦敦、悉尼、墨尔本、珀斯、巴黎、阿姆斯特丹、纽约、多伦多、吉隆坡、檳城、新加坡、雅加达、曼谷、香港。

InterAsia Travel Limited was a global travel company founded by Mr. Chan Heng Fai in 1969 with £ 100 capital when he was in college studying in London, U.K. The company was headquartered in London with fourteen offices worldwide – including London, Sydney, Melbourne, Perth, Paris, Amsterdam, New York, Toronto, Kuala Lumpur, Penang, Singapore, Jakarta, Bangkok and Hong Kong – to provide an affordable alternative for Hong Kong and Malaysian students to travel home during summer vacation. The Company grew into an international long-distance charter service with regular flight schedules, providing chartered, and free and easy tours, and wholesale hotel sales operations. It was one of the most successful low-cost travel operators in the early 1970s with over three hundred staff. The agency was eventually sold to Singapore Banking Company in 1972, marking Mr. Chan's departure from the travel industry.

美国太平洋银行

AMERICAN PACIFIC BANK

1987 年，陈先生以每股 0.25 美元的价格，收购了在美国提供全面服务但却面临破产的商业银行。在陈先生的领导下，透过资本调整和营运改进，美国太平洋银行成为一间在美国纳斯达克上市且质量卓越的高资产银行，并创下连续 5 年零坏账率的记录。银行出售前，在《西雅图时报》(Seattle Times)举办的“年度西北部 100 强上市公司”(Annual Northwest's Top 100 Public Companies)评选中排名第 13 位，远超 Nike、Microsoft、Costco、AT&T Wireless 及 Amazon.com。

Mr. Chan acquired the full service U.S. commercial bank out of bankruptcy for US\$0.25 per share in 1987. He recapitalized and grew the bank's operations. Under his leadership, American Pacific Bank became a U.S. NASDAQ high asset quality bank, with zero loan losses for over 5 consecutive years before it was ultimately sold for US\$12 per share. Prior to its sale, American Pacific Bank achieved a ranking of #21 for performance among all U.S. listed banks in 1997 and was ranked #13 by the Seattle Times "Annual Northwest's Top 100 Public Companies" for 2003, ahead of names such as Nike, Microsoft, Costco, AT&T Wireless and Amazon.com.

中国燃气控股有限公司

CHINA GAS HOLDINGS LIMITED

1997 年，陈先生以每股 0.50 港元 (0.06 美元) 收购了在港上市但濒临破产的日本时装零售公司。重组后专注于发展清洁能源，现已成为中国最大的天然气分销商之一。中国燃气现在股价为 13.9 港元 (1.79 美元)；市值为 697 亿港元 (90 亿美元)。

Mr. Chan acquired the failing Japanese fashion company listed in Hong Kong at HK\$0.50 (US\$0.06) per share in 1997. He restructured the company to focus on clean energy and it became one of the biggest gas distributors in China. China Gas is now trading at approximately HK\$13.9 (US\$1.79) and its market cap is worth HK\$69.7 billion (US\$9 billion).

Global Med Technologies, Inc.

GLOBAL MED TECHNOLOGIES, INC.

陈先生自 1998 年以来，为美国一间医疗科技公司的产品设计研发注资，用于开发血库、医院和中央输血中心的信息管理软件。在他的引导下，该软件销售从零起步，一跃成为美国市场领军企业，成功占领市场份额的 28%。2010 年，美国大型上市医疗保健公司、全球血液管理解决方案行业翘楚 Haemonetics Corp，以 6 千万美元的价格收购了该产品。

Mr. Chan financed the U.S. start-up which designs and develops information management software products for blood banks, hospitals and centralized transfusion centers since 1998. Under his guidance, the company's software sales grew from zero to become an overall leader in the U.S. with a 28% market share. In 2010, it was bought over by Haemonetics Corp, a major U.S.-listed healthcare company and the global leader in blood management solutions for US\$60 million.

新海逸集团有限公司

SINGHAIYI GROUP LTD

陈先生于 2008 年接管 SingXpress Land Limited 后对企业进行重组。将旅游接待业务转型为房地产开发。在短短三年内，公司市值由 400 万新加坡元激增至 5 亿新加坡元。并于 2013 年出售给海逸控股私人有限公司及更改公司名称为新海逸集团有限公司。

Mr. Chan took over Singapore-listed SingXpress Land Limited as Chairman and Managing Director in 2008. SingXpress Land was an unsuccessful travel company and was restructured to focus on property development. Under his management, the company grew from a market cap of S\$4 million (US\$3.2 million) to over S\$500 million (US\$400 million) within three years before a change in controlling ownership and corporate identity to SingHaiyi Group Ltd in 2013.

SKYWEST AIRLINES

SKYWEST AIRLINES

陈先生于 2004 年成功为一位在澳大利亚 – 珀斯当地的少数股东策划了对 Skywest 的敌意收购，并对其进行资助。当时这位股东的持股量为 25%。由于冲突双方产生多次纠纷，不得不申请仲裁，其次数之多，被一些人称为是“有史以来最具敌意的收购”。Skywest 股份的抛售于 2006 年 8 月完成，当时该股东接受了 Advent Air Limited 的市场要价，出售了 Skywest 的所有普通股。

In 2004, Mr. Chan successfully orchestrated and financed a local minority shareholder in Perth with a 25% ownership to conduct a hostile takeover of Skywest Airlines. It was described by some as the "most hostile takeover ever" due to the number of times disputes had to go to arbitration between the conflicting parties. The disposal of Skywest's stake was completed in August 2006 after accepting an off-market offer from Advent Air Limited for all the fully-paid ordinary shares in Skywest.

恒辉企业控股有限公司

HENG FAI ENTERPRISES LIMITED

1995 年陈先生接管恒辉企业，并担任执行主席。领导企业由建筑公司转型为专注于企业重组及投资的控股企业。公司于 1972 年在香港联合交易所上市。在陈先生与团队接手后的转型与经营下，资产值由 1992 年的 3,000 万港元 (380 万美元) 增长至 2014 年 3 月的逾 16 亿港元 (2.05 亿美元)。

Mr. Chan took over Heng Fai Enterprises Limited ("HFE") as Managing Chairman in 1995. HFE was a construction company listed in Hong Kong and under Mr. Chan's directorship, the company was transformed to focus on restructuring and investment holding activities. The company's market cap has since grown from HK\$30 million (US\$3.8 million) in 1992 to over HK\$ 1.6 billion (US\$205 million) in March 2014.

副主席兼非执行董事

VICE CHAIRMAN AND NON-EXECUTIVE DIRECTOR

林家礼 博士 Dr. Lam, Lee G.

林家礼博士，公司副主席兼非执行董事。于2014年7月加入董事会。林博士为电信、媒体和科技 (TMT)、消费者 / 医疗保健、基础设施建设 / 房地产、资源 / 能源及金融服务机构等行业提供跨国企业管理、管理顾问、公司治理、直接投资、投资银行及基金管理等服务逾三十年经验，并担任亚太地区数家上市公司及投资基金董事职务。

曾为香港特别行政区政府中央政策组担任两届兼职顾问和法律援助服务局委员。林博士是中国人民政治协商会议、吉林省委员会成员（原浙江省委员会特邀委员）和中国辽宁省海外联谊会副会长。

他是金融发展局 (FSDC) 拓新业务小组成员、香港交易及结算有限公司 (香港联交所) 衍生品市场咨询小组成员、香港银行学会会员、世界总裁协会成员、行政总裁组织成员、香港上市公司商会常务委员会委员，及公司管治委员会委员。他还是香港董事学会及香港仲裁司学会资深会员、有效争议解决中心 (CEDR) 认可调解员、香港及澳门澳洲商会会董、香港—越南商会创会会董兼名誉司库、香港—韩国商会创会会员、香港房地产协会副会长及香港玉山科技协会理事长。

林博士持有加拿大渥太华大学科学及数学学士、系统科学硕士及工商管理硕士学位，加拿大加斯顿大学公共行政研究院文凭，英国曼彻斯特城市大学英国及香港法律深造文凭及法律荣誉学士学位，香港城市大学法学专业证书，香港中文大学专业进修学院专业会计证书，英国胡佛汉顿大学法律硕士学位，香港大学公共行政硕士及哲学博士学位。



行政总裁 – IA 集团
CHIEF EXECUTIVE OFFICER – IA GROUP

杰弗里·布什 先生 Jeffrey Busch

- 杰弗里·布什先生，为集团控股 85% 的美国子公司 Inter-American Group Holdings Inc. (IA 集团) 的行政总裁，监管 IA 集团在美国的所有房地产投资信托基金管理及房地产活动。作为开发商、经理人及投资者，布什先生累积超过二十年房地产经验，并在美国政府内身兼多个要职。他曾获两任美国总统任命，担任美国住房及城市发展部副部长及美国驻瑞士日内瓦联合国大使。在住房及城市发展方面，布什先生监管下用于开发住宅及商业房地产的年度预算超过 30 亿美元。作为主要投资者，布什先生已开发了价值亿万美元的各种类型房地产资产，包括大型住宅、商业、酒店及零售项目。
- 布什先生发挥卓越的创新力创建了一家世界上最成功的社会创业型非政府组织 (NGO)，使用募集到的超过 2.5 亿美元资金创建了安全血液基金会，从而确保所有输血液均经过严格检测，每年拯救了数百万人的生命。通过卓有成效的管理和协调在非洲建立了 37 家国家级血液服务组织，培训了 14,000 多名医生和医疗技术人员。他直接监管位于全球各地的 600 多名员工和 15 家办事处的运作。他在帮助中国的血液管理与服务提升到国际水平的过程中做出了巨大贡献。
- 自 2003 年以来，他多次获得“诺贝尔和平奖”提名。凭借创建和管理“非洲安全血液基金会”的杰出贡献而荣获“美国公共服务研究院”(American Institute for Public Service) 的“杰斐逊奖”。(托马斯·杰斐逊 Thomas Jefferson 1743–1826 美国第三任总统《美国独立宣言》的起草人)。
- 布什先生毕业于纽约大学斯特恩商学院 (New York University Stern School of Business)，持有纽约大学公共管理硕士学位，及埃默里大学 (Emory University) 法律哲学博士学位。

- Mr. Jeffrey Busch, is the Chief Executive Officer of the Group's 85%-owned U.S. subsidiary, Inter-American Group Holdings Inc. ("IA Group"), and oversees all of IA Group's REIT management and real estate activities in the United States. Mr. Busch has more than two decades of real estate experience as a developer, manager and investor, and has held senior positions representing the U.S. government – he was appointed by two U.S. Presidents to serve in senior administration capacities, including Assistant Secretary of the U.S. Housing and Urban Development ("HUD") agency, and as U.S. Ambassador to the United Nations in Geneva, Switzerland. At HUD, Mr. Busch oversaw an annual budget of over US\$3 billion used to develop housing and commercial real estate.
- As a principal investor, Mr. Busch has developed properties valued at hundreds of millions of U.S. dollars in various real estate asset classes, including large-scale residential, commercial, hospitality, and retail projects. Mr. Busch has utilized superior entrepreneurial skills to create one of the most successful social entrepreneurship non-governmental organizations (NGOs) worldwide raising more than US\$250 million to establish Safe Blood which ensured that all blood used in transfusions are tested which saved millions of lives each year. Mr. Busch managed 37 new National Blood services establishments in Africa and trained more than 14,000 physicians and medical technicians while rendering direct supervision to more than 600 employees and 15 different offices worldwide. Mr. Busch provided significant contributions in bringing China's blood service to the international standards.
- Mr. Busch has received annual nomination for the Nobel Peace Prize since 2003 and also obtained the American Institute for Public Service, the Jefferson Award, which recognized the foundation and management of Safe Blood for Africa Foundation.
- Mr. Busch is a graduate of the New York University Stern School of Business, holds a Master of Public Administration from New York University, and also a Doctor of Jurist Prudence from Emory University.



董事总经理兼执行董事
MANAGING DIRECTOR & EXECUTIVE DIRECTOR

陈统运 先生 Chan Tong Wan (Tony)

- 陈统运先生，现为公司董事总经理。陈先生于 2000 年 1 月加入公司并出任非执行董事，2002 年 9 月调任执行董事，并于 2003 年 8 月被委任为董事总经理。其职能是负责集团的上市工作及私人公司的主要战略投资活动。
- 陈先生拥有超过 15 年投资银行的相关工作经验。在两间跨国投资银行公司负责亚洲股票金融产品的发起及买卖。曾在一家美国 NASD 持牌的证券行担任证券经纪人。并曾在新海逸集团有限公司担任执行董事。
- 陈先生毕业于卑诗大学 (University of British Columbia)，持有商贾 (荣誉) 学士学位，主修金融。

- Mr. Chan Tong Wan, Tony, is the Managing Director of the Company. Mr. Chan joined the Company as a Non-Executive Director in January 2000, re-designated as an Executive Director in September 2002 and was appointed as Managing Director in August 2003. As the Managing Director of the Company, Mr. Chan oversees the Group's principal strategic investments activities in both publicly-listed and private companies.
- Mr. Chan has over 15 years of experience in investment banking-related vocations and specialised in Asian equity financial products for two international investment banking firms, originating and dealing in listed and over-the-counter structured products. He has also acted as a securities principal in a U.S. NASD-licensed brokerage house. Mr. Tony Chan was also an Executive Director of SGX-listed SingHaiyi Group Ltd.
- Mr. Chan graduated from the University of British Columbia with a Bachelor of Commerce degree (honours) with a Finance specialisation.



集团首席营运总监
GROUP CHIEF OPERATING OFFICER

陈统武 先生 Chan Tung Moe

- 陈统武先生，于 2014 年 4 月 1 日被任命为集团首席营运总裁，负责环球营运。陈统武先生于 2001 年加入公司，在集团内担任过多个职务——曾担任集团首席营运总监，负责集团投资部整体管理，以及公司的执行董事。
- 陈统武先生现也是 RSI International Systems Inc (一间多伦多证券交易所的上市公司) 的董事。也曾担任新海逸集团有限公司的执行董事及项目发展总监，负责物业开发项目。
- 陈统武先生在不同领域都有广泛经验，如：科技、消费金融、酒店、投资及房地产等。他持有西安大略大学 (University of Western Ontario) 工商管理荣誉硕士学位、卑诗大学 (University of British Columbia) 电子机械工程荣誉学士学位及应用科学荣誉学士学位。
- Mr. Chan Tung Moe, was appointed as Group Chief Operating Officer on 1 April 2014 and is responsible for the Group's global business operations. Mr. Chan joined the Company in 2001 and has held various positions within the Group - he was previously Chief Investment Officer of the Company, responsible for the overall management of the Investment Division of the Group, and an Executive Director of the Company.
- Mr. Chan is also currently a director of the Toronto Stock Exchange-listed RSI International Systems Inc. He was previously the Executive Director and Chief of Project Development of SGX-listed SingHaiyi Group Ltd, overseeing all of its property development project.
- Mr. Chan has a diverse background and has experience in fields such as technology, consumer finance, hospitality, investment and property. He holds a Master's Degree in Business Administration with honours from the University of Western Ontario, a Master's Degree in Electro-Mechanical Engineering with honours and a Bachelor's Degree in Applied Science with honours from the University of British Columbia.



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关于恒辉企业控股有限公司 ABOUT HENG FAI ENTERPRISES LIMITED

公司介绍

CORPORATE OVERVIEW

恒辉企业控股有限公司（「恒辉企业」；上市编号：0185）于1972年在香港联合交易所上市，主要股东为陈恒辉先生及其家族成员（持股量51%以上）。在陈先生的领导下，恒辉企业多年来专注于对不同行业中濒危破产的公司进行企业重组。自2009年以来，恒辉企业的股价已经增加了四倍，其净资产总值较1992年起增长21倍。

2013年12月，恒辉企业对公司商业模式做出重大的战略转变。在原有业务版块的基础上，结合了高收益房地产投资信托基金和房地产投资信托的管理业务。

网站：www.hengfaienterprises.com

Heng Fai Enterprises Limited ("HFE"; stock code: 0185) has been listed on the Hong Kong Stock Exchange since 1972. HFE is majority controlled by Mr. Chan Heng Fai ("Mr. Chan") and his family (above 51%). Under the leadership of Mr. Chan, HFE had over the years focused largely on restructuring distressed companies across various industries. HFE's share price has increased more than four-fold since 2009 and its net asset value has risen 21 times since 1992.

Since December 2013, HFE has embarked on a major strategic shift with a game-changer business model that combines sponsorship and ownership of high-yield REITs and direct management of REITs.

Website: www.hengfaienterprises.com

发展历程

CORPORATE TRANSFORMATION

恒辉企业控股有限公司（前身为特速集团有限公司）

- 从单纯建筑公司成功转型成为一间专注于把握重组商机的企业市值从1992年的3,000万港元（380万美元）增长至2014年的逾14亿港元（1.8亿美元）

Heng Fai Enterprises Limited (formerly Xpress Group Limited)

- Transformed from a pure construction company to an enterprise that focuses on corporate restructuring opportunities. Market cap grew from HK\$30 million (US\$3.8 million) in 1992 to over HK\$1.4 billion (US\$180 million) in 2014

<p>1972</p>	<p>1995</p>	<p>1995-2012</p>	<p>2013</p>	<p>2014</p>
<p>香港联交所主板上市 Listed on the Main Board of the Hong Kong Stock Exchange</p>	<p>由集团主席陈恒辉先生执掌公司转型成为一间投资控股公司，致力于捕捉企业重组的商机 市值达3000万港元 Mr. Chan Heng Fai took over the reins to transform HFE into an investment holding company to capture corporate restructuring opportunities. Market capitalization of approximately HK\$30 million.</p>	<p>重组和振兴了多家企业包括香港的中国燃气和新加坡的新海逸等公司 Restructured dozens of companies including China Gas Holdings Ltd in Hong Kong and Singhaiyi Group Ltd in Singapore</p>	<p>公司更名为恒辉企业控股有限公司 公司正式公布新的经营策略，专注于美国房地产及医疗房地产投资信托的管理 市值达9亿港元 Change of corporate identity to Heng Fai Enterprises Limited to reflect its new corporate strategy to own and manage REITs and to take up real estate development in the United States. Market capitalization of approximately HK\$900 million.</p>	<p>新战略的全面执行 两家在美国上市的房地产信托子公司的年度股息收益率明显高于平均水平，超过了8.0% 市值达14亿港元 Full execution of new strategy - both U.S.-listed REIT subsidiaries start distributing significantly higher-than-average annualised dividend yields exceeding 8.0%. Market capitalization of HK\$1.4 billion</p>

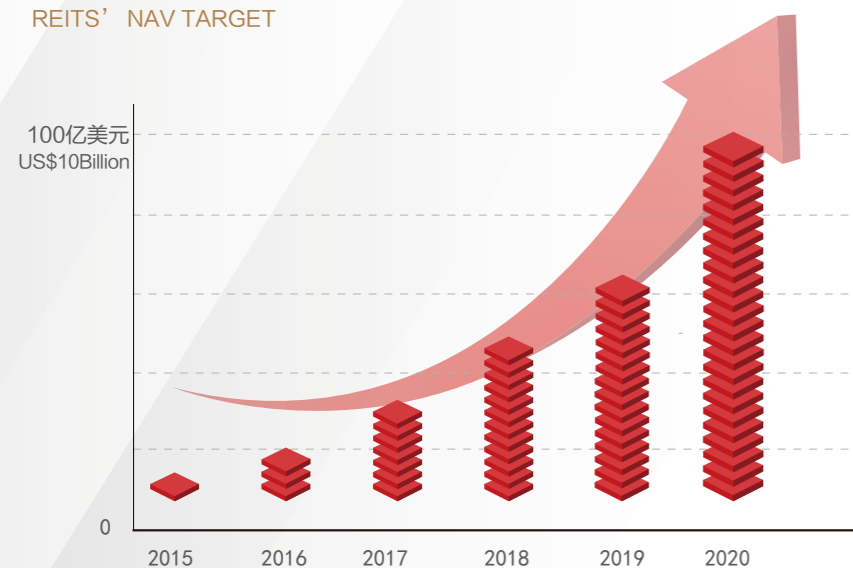
核心业务

CORE BUSINESSES



REIT净资产值目标

REITs' NAV TARGET



2015 - 2020 净资产值目标达100亿美元
2015 - 2020 NAV targeted to be US\$10 billion

净资产值目标
 美洲房地产投资信托的资产净值为15亿美元
 全球医疗房地产投资信托的资产净值为50亿美元
 全球物业房地产投资信托的资产净值为15亿美元
 全球房地产投资信托资产的资产净值为20亿美元

NAV TARGET
 AMERICAN HOUSING REIT, US\$1.5 billion in NAV
 GLOBAL MEDICAL REIT, US\$5 billion in NAV
 GLOBAL PROPERTY REIT, US\$1.5 billion in NAV
 GLOBAL REIT ASSETS, US\$2 billion in NAV

房地产开发及投资 REAL ESTATE DEVELOPMENT & INVESTMENTS

恒辉企业拥有超过 15 年在房地产开发和投资方面的行业经验，大部份地产开发项目与投资的收益率持续高达 25% 以上。合理的企业构架和经营理念更激发了我们对建筑事业的热情和对设计质量的追求。公司凭借卓越的创造力和对完美的不懈追求，认真对待每一个项目，重新诠释当代生活的新标准。恒辉企业以新颖的构思和悉心的态度建造出无与伦比的卓越产品，为的是让我们的客户为拥有足以让他们为之自豪的产品，当客户沉浸在对产品超乎预期的喜悦中时，我们也从中收获满足与自豪。

HFE has a track record of over 15 years in property development and investment. We have achieved internal rate of returns (IRR) exceeding 25% on a number of our property developments and investments. Our structures and concepts underscore our passion for building and design quality. In every new niche we initiate, we redefine standards through our exceptional creativity and high expectations. Our relentless goal is to make customers truly proud to own a quality product which we conceived and built with great care and unparalleled excellence. In turn, we derive great pride and sense of purpose when our customers are delighted beyond their expectations.

房地产投资信托, 证券及固定收益管理 REITs, EQUITY & FIXED INCOME MANAGEMENT

自 2013 年底，恒辉企业开始实施一项高增长策略，结合赞助与持有美国两种原始 REITs (一种建于单一家庭居所，另一种建于医疗资产)。恒辉企业秉持审慎的态度，基于从 REITs 获得的高于平均水平的收益率，加上所持有美国 REIT 管理公司 85% 的股权而获取的收益，以平衡 REITs 投资组合与其他证券或物业投资。我们的目标是打造一个良好的、多元化的创收基础，从而获得更高、更稳定、更持久的资产收益。我们计划收购包括：多种不同类型的现有 REITs 的少量股权和小型 REITs 的大量股权，从多项房地产投资信托基金中推出一款全新上市的房地产投资信托基金。这种组合投资在为恒辉企业的股东提供稳定收益的同时，能有效降低风险并保障股东价值。

At the end of 2013, HFE began executing a high-growth strategy which combines seeding and managing two U.S. REITs (one for single family homes, the other for medical assets). HFE will derive higher-than-average yields from the REITs as well as annual recurring management (and performance) fees from its 85%-owned U.S.-based REIT management company. We exercise prudence in balancing our portfolio of REITs with other security investments or property investments, with a clear goal of creating a well-diversified base of income-generating assets. The REIT investments being contemplated would include acquiring smaller stakes in existing REITs on a diversified basis and possibly substantial stakes in smaller REITs; the IPO of a REIT of REITs. Such a portfolio of REITs, can deliver recurring income which can be distributed to HFE shareholders on a regular basis, enhancing and sustaining shareholder value with relatively low risk.

款待业务管理及投资 HOSPITALITY MANAGEMENT & INVESTMENTS

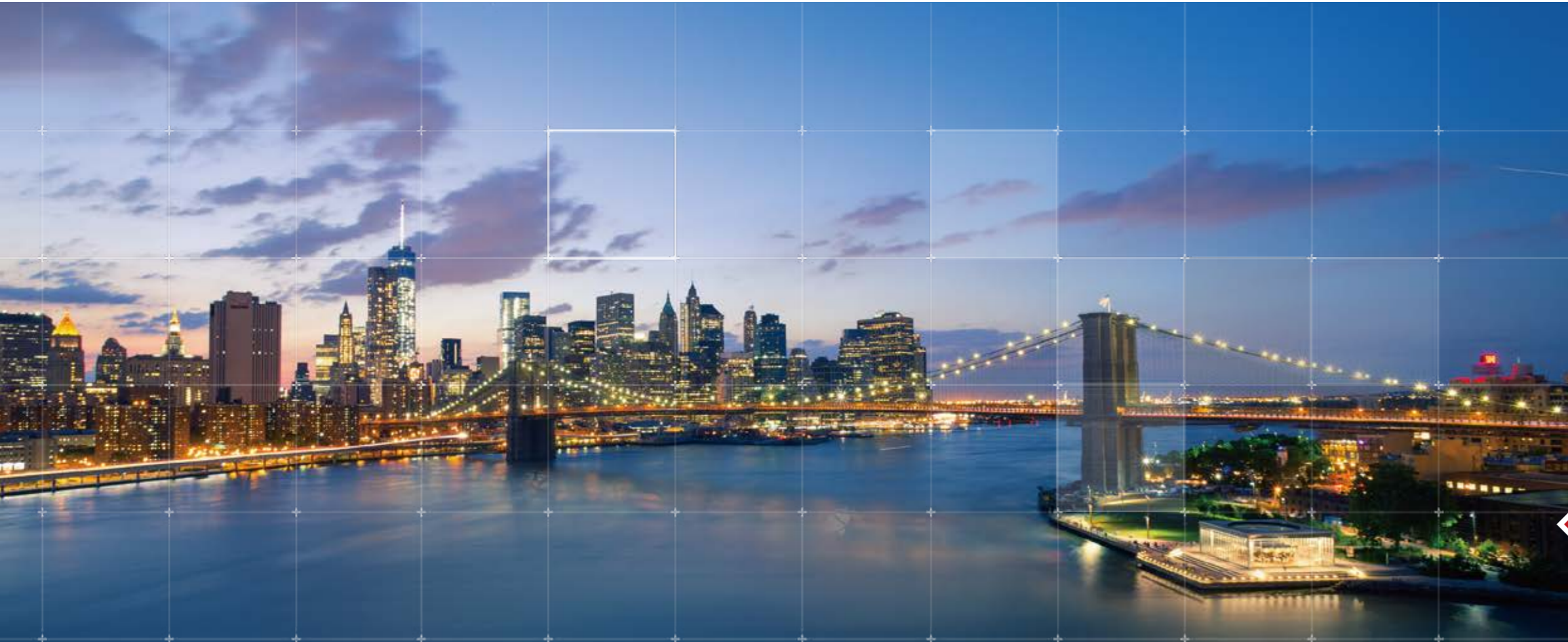
作为经验丰富的酒店拥有者兼营运商，我们充分利用自身的专业优势，多角度地拓展我们的旅游接待业务。恒辉企业还通过 RSI International Systems Inc. 的房间钥匙产品 (Room Key product) 来提供卓越的酒店管理服务。RSI International Systems Inc. 是一间由恒辉企业控股持有 36% 权益，且在多伦多证券交易所创业板挂牌上市的公司，其推出的房间钥匙产品为北美区的 2400 多家酒店提供了良好的酒店地产管理系统，并计划将业务拓展至亚洲。

As a seasoned hotel owner and operator with an eye and passion for niche developments, we leverage on our expertise and market knowledge to extend our hospitality line in multiple directions. HFE offers hospitality management services through RSI International Systems Inc.'s (36% HFE owned; TSXV Exchange listed) Room Key product which provides hotel property management systems to over 2,400 hotels in North America, with plans to expand to Asia.

房地产管理及销售服务 REAL ESTATE MANAGEMENT & SALES SERVICES

我们结合多年的专业知识与资源，致力于为客户提供卓越的管理服务。此外，我们还深入了解客户的需求，并履行从长远上助其成功的承诺，采用最佳实践法则以提升房产价值。凭借丰富的经验，我们能以最有效的方式推销房地产，从而为我们及客户创造最优化的价值。恒辉企业的房地产销售机构网络覆盖于八个不同国家。

We combine years of expertise and resources to provide exceptional management services for our in-house properties and our clients. With a deep understanding of their needs and a commitment to their long-term success, we adopt the best practices to enhance property values. With our experience, we are able to market properties effectively to deliver the optimum value for ourselves and our clients. HFE is affiliated with real estate sales agencies across eight countries.



美洲物业发展 U.S PROPERTY DEVELOPMENT

房产项目“孵化式”发展

INTER-AMERICAN LOGISTICS “INCUBATION” STRATEGY

- 收购尚未满足 AHR 的内部投资标准（如暂未出租）的低价美国房地产项目
- 进行翻新，以提高此类房地产项目的租金收益
- Acquire undervalued U.S. properties which do not immediately meet AHR's stringent criteria, e.g. temporarily untenanted.
- Refurbish and increase rental yields of these properties.

退出策略

- 房产项目一旦符合 AHR 严格的核保标准和收益目标，即让其遵循美国住宅房地产投资信托（AHR）标准
- 直接出售给想要获得高收益房产所有权的海外投资者

Exit Strategy

- Inject these refurbished homes into AHR once they have been upgraded to meet AHR's strict underwriting criteria and return targets.
- Sell directly to overseas investors who want direct high-yield property ownership.

房地产开发项目

PROPERTY DEVELOPMENT

- 拥有一批经验丰富的资深国际管理与操作团队，以把握低风险、高回报的美国房地产独特项目开发良机。
- With extensive experience, the global management team is well positioned to undertake low-risk, high-return U.S. property niche development opportunities.

IAD业务的3项收入来源

- 把握机遇，直接投资于独特的项目开发
- 对大型房地产开发项目进行企业联合开发或专业管理
- 对在美国的物业进行第三方管理（如推行绩效奖励政策）

IAD's 3 Revenue Streams

- Directly investing in unique development opportunities
- Syndicating or lead-managing larger scale property developments
- Managing third-party U.S. properties including performance incentives



物业往绩记录

PROPERTY TRACK RECORD

恒辉投资物业往绩记录

HFE PROPERTY INVESTMENT TRACK RECORD

除物业发展及建筑外，恒辉具有投资物业之良好记录。以下是最近已实现之投资，其中包括为整个发展，而亦有一些筛选单位。

In addition to property development and construction, HFE has a strong track record of investment. Below are the recent investments realized, some of which represent entire developments whilst some are selected units.

香港

商业大厦

COMMERCIAL

北角港运大厦
北角联合出版大厦
Island Place Tower, North Point
SUP Tower, North Point

工业

INDUSTRIAL

九龙官塘官塘道 326 号
九龙官塘好运工业大厦
No. 326 Kwun Tong Road, Kwun Tong, Kowloon
Good Luck Industrial Building, Kwun Tong, Kowloon

住宅

RESIDENTIAL

九龙淘大花园
新界屯门叠茵庭
新界屯门聚康山庄
新界屯门泽丰花园
新界荃湾荃湾中心
新界荃湾荃德花园
九龙德宝花园
筲箕湾筲箕湾中心
旺角金国中心
新界屯门大兴花园
薄扶林碧瑶湾
Amoy Gardens, Kowloon
Parkland Villas, Tuen Mun, N.T.
Beneville, Tuen Mun, N.T.
Affluence Garden, Tuen Mun, N.T.
Tsuen Wan Centre, Tsuen Wan, N.T.
Tsuen Tak Gardens, Tsuen Wan, N.T.
Tak Bo Garden, Kowloon
Shaukeiwan Centre, Shaukeiwan
The Platinum, Mongkok
Tai Hing Gardens, Tuen Mun
Baguio Villa, Pokfulam

土地

LAND

新界大屿山丈量约份 316 号
(地段编号 1210 及 1211 号)
九龙九龙城启德道 28-30 号
九龙红磡必嘉街 16-20 号
Lot No. 1210 and 1211, Demarcation District
(No. 316, Lantau Island, N.T.)
Nos. 28-30 Kai Tak Road, Kowloon City, Kowloon
Nos. 16-20 Baker Street, Hung Hom, Kowloon

新加坡

住宅

RESIDENTIAL

The Arcadia
Dakota Residences
The Sail

商业

COMMERCIAL

Textile Centre
The Centre
Suntec Tower 2
Southbank SOHO

美国

商业

COMMERCIAL

Northeast Corner of Tustin Avenue and
Katlla Avenue, Orange City, Orange Country,
California

加拿大

商业

COMMERCIAL

981 Nelson Street, Vancouver, British Columbia
53rd Street Delta, British Columbia

住宅

RESIDENTIAL

1281 Alberni Street, Vancouver

日本

商业

COMMERCIAL

宫崎市 Hotel Plaza Miyazaki
Hotel Plaza Miyazaki, Miyazaki City

物业往绩记录

PROPERTY TRACK RECORD

恒辉物业发展及建筑往绩

HFE PROPERTY DEVELOPMENT AND CONSTRUCTION TRACK RECORD

于过去 40 多年，本集团于物业发展及建筑往绩记录骄人。

Over the last 40 years, the Group has built up a solid track record for property development and construction:

香港

公共屋村与居者有其屋计划「居屋计划」 PUBLIC HOUSING ESTATES AND HOME OWNERSHIP SCHEMES ("H.O.S.")

蝴蝶村第五期居屋计划	Butterfly Estate, Phase V, H.O.S.
长青村第二期扩建工程	Cheung Ching Estate Phase II Extension
祖尧村	Cho Yiu Estate
彩云村第二期 A	Choi Wan Estate, Phase IIA
彩云村第二期 B	Choi Wan Estate, Phase IIB
彩云村第三期	Choi Wan Estate, Phase III
彩云村第四期	Choi Wan Estate, Phase IV
富山村	Fu Shan Estate
观塘中区居屋计划	Kwun Tong Central H.O.S.
黄大仙下村第三期	Lower Wong Tai Sin Estate, Phase III
宝安街市与居屋计划	Po On Market & H.O.S.
启德村第一、二期	R.A.F. Kai Tak Estate, Phase I & II
石湖墟村第一期	Shek Wu Hui Estate, Phase I
新翠村第三期	Sun Chui Estate, Phase III
大元村第一期	Tai Yuen Estate, Phase I
青衣村第一期居屋计划	Tsing Yi Estate, Phase I, H.O.S.
青衣虎头山村	Tsing Yi Tiger's Head Village Resite
东头村第一期	Tung Tau Estate, Phase I
横头磡村第一期	Wang Tau Hom Estate, Phase I
禾輋村	Wo Che Estate
黄岗山村第一期	Wong Kong Shan Estate, Phase I
黄岗山村第三期	Wong Kong Shan Estate, Phase III

商业大厦

道亨银行大厦	Dao Heng Bank Building
大利楼	Tai Lee Building
德仁商业大厦	Tak Yan Commercial Building
彩云社区中心	Choi Wan Estate Community Centre
尖东消防署总部	Fire Services Headquarter, Tsim Sha Tsui East
加士居道司法大楼	Judiciary Building, Gascoigne Road
启德机场 747 墩桥前端	Kai Tak Airport, 747 Nose-in-pier
启德机场候机室扩建工程	Kai Tak Airport Terminal Building, Extension
启德机场候机室装修工程	Kai Tak Airport Terminal Building, Fitting Out work
葵涌 N.T.S.D 车库	Kwai Chung N.T.S.D. Garage
牛头角住宅 / 市政大厦	Ngau Tau Kok Housing / Marketing Complex
红十字会输血服务中心	Red Cross Blood Transfusion Centre
沙田 3D 区 (Area 3D) 中学	Secondary School, Area 3D, Shatin
沙田法院	Shatin Lawcourt
顺利村中学及社区中心	Shun Lee Estate, Secondary School & Community Centre
土瓜湾市政大厦暨政府合署	To Kwa Wan Market and Government Office
荃湾多层停车场与运输交汇处	Tsuen Wan Multi-storey Carpark & Transport Interchange

工厂

长沙湾分层工厂	Cheung Sha Wan, Flatted Factory
火炭约分层工厂	Fo Tan Yeuk, Flatted Factory
建煌工业大厦	Keng Fong Industrial Building
九龙湾分层工厂	Kowloon Bay, Flatted Factory
葵涌工业大厦	Kwai Chung Industrial Building
广联泰工厂	Kwong Luen Tai factory
屯门区 9 号分层工厂	Tuen Mun Area 9, Flatted Factory

住宅

RESIDENTIAL

上海街 217-223 号	217-223 Shanghai Street
皇后大道西 222-224 号	222-224 Queen's Road West
松园公寓 (Cedar Apartments)	Cedar Apartments
翠珍楼	Chea Jun House
延文别墅	Inverness Villas
建福大厦	Kin Fook Mansions
景林公寓	King Lam Apartments
摩顿台	Moreton Terrace
礼贤楼	Rhenish Mansions
德仁大厦	Tak Yan Mansion
寿山村道 26 号联排别墅	Townhouses at 26 Shouson Hill Road
东山别墅	Tung Shan Villas
金碧别墅	Villa Dorado
裕仁大厦	Y.Y. Mansions
益群苑	Yik Kwan Villas

新加坡

住宅

RESIDENTIAL

Charlton Residences, 1 Charlton Road
Pasir Ris One, Pasir Ris Central
CityLife@Tampines, Tampines Central Ave 7/9
CosmoLoft, 235 Balestier Road

美国

住宅

RESIDENTIAL

美国加州蒙特利公园市连栋屋	Townhouses, Monterey Park, California
美国加州阿罕布拉公寓大楼	Condominiums, Alhambra, California
美国加州阿罕布拉连栋屋	Townhouses, Alhambra, California

加拿大

住宅

RESIDENTIAL

加拿大温哥华温莎花园	Windsor Gardens, Vancouver, Canada
加拿大不列颠哥伦比亚三角洲 Ladner Pointe	Ladner Pointe, Delta, B.C., Canada

马来西亚

住宅

RESIDENTIAL

马来西亚豪华公寓大楼	Sri Tunku, luxury condominiums
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现有物业组合

EXISTING PROPERTY PORTFOLIO

恒辉拥有不同类型的优质酒店、住宅及商务物业，遍及新加坡、香港、日本及美国。

HFE owns a diverse range of quality hotels, residential and commercial properties spanning Singapore, Hong Kong, Japan and the U.S.

新加坡物业 SINGAPORE PROPERTIES



日本物业 JAPAN PROPERTIES



香港物业 HONG KONG PROPERTIES



美国物业 U.S. PROPERTIES



近期物业发展往绩记录

RECENT PROPERTY DEVELOPMENT TRACK RECORD

以下为恒辉透过 SingXpress Land 在新加坡落实的四大项目：

The following are the four projects in Singapore that HFE executed through SingXpress Land:

CITYLIFE@TAMPINES



PASIR RIS ONE



CHARLTON RESIDENCES



COSMOLOFT



高管团队

SENIOR MANAGEMENT



黄瑞洋——首席财务总监
WONG SHUI YEUNG (FRANKIE) – GROUP CHIEF FINANCIAL OFFICER

- 黄瑞洋先生，集团首席财务总监，负责集团财务及管理汇报工作。
- 黄先生拥有二十多年公共会计、税务、财务顾问与管理经验。2001年加入本集团前，黄先生就职于一家国际会计师事务所。也曾担任新海逸集团有限公司的首席财务总监。
- 黄先生拥有工商管理学士学位，香港注册会计师。为香港会计师协会资深会员及香港证券及投资协会会员。

- Mr. Wong Shui Yeung, is the Group Chief Financial Officer responsible for Group's the financial and management reporting.
- Mr. Wong has 20 years of experience in public accounting, taxation, and financial consultancy and management in Hong Kong. He had worked with an international accounting firm prior to joining the Group in 2001. He was previously also the Chief Financial Officer of SingHaiyi Group Ltd.
- Mr. Wong holds a Bachelor's Degree in Business Administration and is currently practicing as a certified public accountant in Hong Kong. He is a fellow member of the Hong Kong Institute of Certified Public Accountants and a member of the Hong Kong Securities and Investment Institute.



陈淑贞——投资者关系总监
CHAN SOOK JIN (MARY-ANN) – GROUP INVESTOR RELATIONS DIRECTOR

- 陈淑贞女士，本集团投资者关系总监，负责本集团投资者关系活动。还协助本集团之证券业务。
- 陈女士曾担任执行董事（1997年9月至2009年10月）与中国燃气控股有限公司执行董事（1997年至2002年），该公司在此期间由装零售公司转型为中国燃气。
- 陈女士曾就职于汇丰银行，参与销售及市场推广业务，并于全球证券办事处从事公关工作。定居香港前，陈女士作为一名银行业者，在北美地区的各种金融机构担任投资及证券顾问。
- 陈女士毕业于英属哥伦比亚大学，拥有文学学士学位，并通过了美国金融业监管机构注册代表考试（系列7）。

- Ms. Chan Sook Jin, Mary-ann, is the Group Investor Relations Director in charge of the Group's Investor Relations activities. She also assists with the Group's securities operations.
- Ms. Chan was previously an Executive Director (from September 1997 to October 2009) and served as an Executive Director of China Gas Holdings Limited from 1997 to 2002, during its transition from a fashion retail company to China Gas as it is known today.
- Ms. Chan has prior experience with HSBC where she was involved in its sales and marketing functions, as well as taking on the role of relationship management for its global securities office. Before relocating to Hong Kong, Ms. Chan worked in North America as an investment and securities advisor, as well as a banker for various financial institutions.
- Ms. Chan graduated from the University of British Columbia with a Bachelor of Arts degree, and has completed a Registered Representatives Examination (Series 7) of the Financial Industry Regulatory Authority, United States of America.



源秉民——首席营运总监（香港）
YUEN PING MAN (DICKMAN) – CHIEF OPERATING OFFICER (HONG KONG)

- 源秉民先生，集团联席公司秘书及首席营运总监（香港），负责集团公司秘书事务及业务运作。
- 源先生拥有超过二十年公司秘书、业务发展、人力资源及行政事务的管理经验。之前在本公司非全资子公司汇诚财务有限公司（汇诚财务）担任营运总裁，负责财务监察、人力、运营、营销、客服及行政事务。1997年6月进入汇诚财务之前，源先生于两家上市集团及一家财务机构任职。
- 源先生为英国特许秘书及行政人员协会、香港特许秘书公会的资深会员，香港市务学会高级会员，香港人力资源管理学会专业会员，香港证券与投资协会、英国特许市务学会、香港物资采购与供销学会及注册财务策划师协会会员。
- 源先生拥有工商管理硕士学位，同时也是注册风险规划师和执牌地产代理。

- Mr. Yuen Ping Man, is the joint Company Secretary and the Chief Operating Officer (Hong Kong) responsible for the Group's corporate secretarial functions and business operations.
- Mr. Yuen has over 20 years of managerial experience in corporate secretarial, business development, human resources and general administration. Mr. Yuen was previously the Chief Operating Officer of Xpress Finance Limited ("Xpress Finance"), a non-wholly owned subsidiary of the Company responsible for compliance, human resource, operations, sales and marketing, customer service and general administration of Xpress Finance. Prior to joining Xpress Finance in June 1997, Mr. Yuen worked in two listed groups and a financial institution.
- Mr. Yuen is a fellow member of the Institute of Chartered Secretaries and Administrators (U.K.) and of the Hong Kong Institute of Chartered Secretaries, a senior member of The Hong Kong Institute of Marketing, a professional member of the Hong Kong Institute of Human Resource Management, a member of the Hong Kong Securities and Investment Institute, the Chartered Institute of Marketing (U.K.), the Hong Kong Institute of Purchasing & Supply and Society of Registered Financial Planners.
- Mr. Yuen holds a Master's Degree in Business Administration and is also a certified risk planner and a licensed estate agent.



李丹翔——全球房地产销售总监
LEE TARN SIONG (AMOUS) – DIRECTOR OF GLOBAL SALES, REAL ESTATE

- 李丹翔先生，集团全球房地产销售总监。
- 李先生在房地产开发业拥有超过十四年的经验，涉及多个国家，包括了新加坡、泰国和中国。李先生曾是IP Global Ltd 的执行董事（国际房地产开发）。期间，他的团队在2014年的几个月中，创造了逾5,500万美元的销售记录，在2012年和2013年因连续打破了集团历史记录而被授予“No. 1 Global Fee Generator”的称号。
- 李先生还在2009年、2010年和2011年被授予莱坊国际大中华和香港地区的“Top fee generator”。2011年，他带领团队在一次展会中，创造了逾9,000万美元的销售佳绩。对于房地产管理服务和顾问工作，李先生也有丰富的经验。他成功建立起了Knight Frank Phuket Co., Ltd. 的投资组合，并将其拓展到了泰国的PhangNgan，总价值超过了3亿泰铢。同时，他还建立起了公司结构，挑选人才来管理在泰国普吉岛上价值10亿泰铢的豪华别墅，度假村和公寓。
- 李先生持有应用科学学士学位，2001年，他在澳大利亚（珀斯）科廷理工大学修习建设管理和经济学期间，成绩名列前二十位。

- Mr. Lee Tarn Siong (Amous), is the Director of Global Sales, Real Estate.
- Mr. Lee has over 14 years of experience in the property development industry across various countries including Singapore, Thailand and China. Mr. Lee was the Executive Director (International Property Development) of IP Global Ltd where his team generated over US\$55 million in sales within few months of 2014 and was awarded the "No. 1 Global Fee Generator" in 2012 and 2013 for breaking the group's historical record consecutively.
- Mr. Lee was also awarded the top fee generator in Knight Frank Greater China and Hong Kong in year 2009-2010 and 2011. In 2011, he led the team in a major sales transaction in excess of US\$90 million in a single exhibition. Mr. Lee also has vast experience in property management services and consultancy work- he successfully established and expanded Knight Frank Phuket Co., Ltd. portfolio to Phang Ngan, Thailand, worth more than 300 million Baht as well as set up the company structure and amassed the manpower to manage luxury villas, resorts and apartments worth more than 1 billion Baht in Phuket, Thailand.
- Mr. Lee holds a Bachelor of Applied Science, and was the among the top 5% in Academic Construction Management & Economics during his time in Curtin University of Technology, Australia (Perth) in 2001.

高管团队

SENIOR MANAGEMENT



ERIC ILLOWSKY —— 首席营运总监 – IA Group CHIEF OPERATING OFFICER – IA GROUP

- Eric Illowsky 先生，为 IA Group 首席营运总监。他与 Busch 先生于美国共同创立及监管 IA Group、AHR 及 GMR 之日常营运，并于提升 IA Group 商业利益中起着举足轻重的作用。
- Illowsky 先生于大公司资产收购、业务开发及创业方面拥有逾 25 年经验。凭借大宗商业交易及合营企业之「买」及「卖」双边关系，Illowsky 先生已成功于华特迪士尼公司、Cox Communications、USA Networks 及 Hollywood Media Corp. 成立营业部门。Illowsky 先生作为主要投资者于房地产市场拥有多年经验，曾多次物色及评估住宅及商业资产，致力于风险分析及财务伙伴关系。
- 于 IA Group 任职前，Illowsky 先生为向市政部门提供服务之顶尖 LED 技术公司 LitGreen MK2 Inc. 之首席营运总监。Illowsky 先生持有宾夕法尼亚大学沃顿商学院（University of Pennsylvania's Wharton School）及加州大学洛杉矶分校（UCLA）商学士学位。

- Mr. Eric Illowsky is the Chief Operating Officer of IA Group. Together with Mr. Busch, he established, and oversees IA Group's, AHR's and GMR's daily operations in the United States, and plays a critical role in growing IA Group's business interests.
- Mr. Illowsky has over 25 years of asset acquisition, business development, and start-up experience at large corporations. Working on both the "buy" and "sell" sides of large commercial transactions and joint ventures, Mr. Illowsky has built successful business units at The Walt Disney Company, Cox Communications, USA Networks and Hollywood Media Corp. Mr. Illowsky has many years of experience in the real estate market as a principal investor, having sourced and evaluated residential and commercial assets focusing on risk analysis and financial partnerships.
- Prior to his appointment at IA Group, Mr. Illowsky was Chief Operating Officer at LitGreen MK2 Inc., a cutting-edge LED technology company serving municipalities. Mr. Illowsky holds business degrees from the University of Pennsylvania's Wharton School and UCLA.



DAVID A. YOUNG —— 行政总裁 – GMR CHIEF EXECUTIVE OFFICER – GMR

- David Young 先生，为恒辉拥有 94% 权益之美国房地产投资信托附属公司 Global Medical REIT Inc.（国际医疗房地产投资信托）之行政总裁。彼主导 GMR 业务策略，并管理其保健相关资产组合。
- David 于保健房地产行业积逾 25 年丰富经验。彼为 Global Medical Realty Trust 之创办人及行政总裁。Global Medical Realty Trust 为医疗设施开发商及拥有人，专注于领先保健房地产市场之资助发展及权益租赁融资。David 于 2004 年至 2008 年期间担任通用电器业务发展部之高级副总裁，带领共同推出及发展通用电器首个主要医疗房地产融资活动。
- David 成功建立于纽约交易所上市之保健房地产投资信托（包括 Windrose Medical Properties），佳绩彪炳。David 率先筹集之核心资产超过 5 亿美元。彼亦令 Healthcare Property Investors Inc. 组合之价值由 3 亿美元增至超过 35 亿美元，于彼十年任期内创造每年 23% 之内部回报率。
- David 毕业于爱荷华大学（University of Iowa），获颁微生物物理学学士学位，并持有萨福克大学（Suffolk University）Sawyer School of Management 之工商管理硕士学位。

- Mr. David Young, is the Chief Executive Officer of HFE's 94%-owned U.S. REIT subsidiary, Global Medical REIT Inc. He spearheads GMR's business strategies and manages its healthcare-related asset portfolio.
- Mr. Young has over 25 years of experience in the healthcare real estate industry. He was the founder and CEO of Global Medical Realty trust, a medical facility developer and owner focused on sponsored development and equity lease financing of market-leading healthcare real estate. Mr. Young was also Senior Vice President of Business Development for General Electric Capital from 2004 to 2008, spearheading the co-launch and growth of GE's first acute medical real estate financing initiative.
- Mr. Young has an excellent track record in developing successful New York Stock Exchange-listed healthcare REITs including Windrose Medical Properties, the core assets of which Mr. Young grew from start-up to over US\$500 million. He also grew the portfolio of Healthcare Property Investors Inc. from US\$300 million to over US\$3.5 billion, delivering an internal rate of return of 23% per annum over his ten year tenure.
- Mr. Young graduated from the University of Iowa with a Bachelor of Science in Microbiology, and holds a Masters in Business Administration from Suffolk University's Sawyer School of Management.



CHARLES W.S. MACKENZIE —— 发展总监 – IAD CHIEF DEVELOPMENT OFFICER – IAD

- Charles MacKenzie 先生，为 IA Group 房地产发展团队 Inter-American Development, LLC（美洲国际发展公司）之发展总监。彼带领之团队在物色、评估及执行与 IAD 房地产发展及投资活动有关之多项复杂交易方面具备丰富经验。
- Charles 于发起及管理住宅、办公室/楼房、零售、工业、土地和重建项目方面拥有近二十年房地产经验。彼专注于选址、合同谈判、市场推广和可行性分析、建筑设计、施工、管理监督及投资者关系。Charles 全面发展超过 650,000 平方呎之办公室及零售项目。
- Charles 曾与超过 42 名房地产发展合伙人建立合作关系，亦为超过 2,000,000 平方呎之办公室、零售及楼房项目之有限合伙人。彼取得圣劳伦斯大学（St. Lawrence University）文学学士学位及研究生学位，并于二零零三年至二零零七年在圣劳伦斯大学理事会任职。

- Mr. Charles MacKenzie, is Chief Development Officer of IA Group's real estate development arm, Inter-American Development, LLC. He leads a highly-experienced team in sourcing, evaluating and executing complex transactions relating to IAD's real estate development and investment activities.
- Mr. MacKenzie has almost two decades of real estate experience initiating and managing residential, office/flex, retail, industrial, land and redevelopment projects. He specialises in site selection, contract negotiations, marketing and feasibility analyses, building design, construction, management oversight and investor relations. Mr. MacKenzie has developed over 650,000 square feet of office and retail projects from the ground up.
- Mr. MacKenzie has closed more than 42 real estate development partnerships and is a limited partner in over two million square feet of office, retail and flex projects. He received a Bachelor of Arts and a graduate degree from St. Lawrence University, where he served on the Board of Trustees from 2003 to 2007.



DON MCCLURE —— 首席财务总监 – IA Group CHIEF FINANCIAL OFFICER – IA GROUP

- Don McClure 先生，为 IA Group 首席财务总监，主管 IA Group 于美国之财务规划及风险管理。
- Don 为房地产商务专家、领袖、培训师、顾问及企业家。彼之工作经验涵盖财务及会计多个领域，包括政策及程序发展、合规、内部监控及收购尽职审查。彼之核心房地产商务经验涵盖住宅、办公室、零售、医疗办事处、工业资产类别以及完整发展项目。Don 精通住房及城市发展、税项抵免、债券买卖、公寓及业主社团事务，并于营运业务发展方面拥有丰富经验，专门就预防诈骗及重大失误制定有关房地产投资信托合规事宜之政策及程序。
- 加盟 IA Group 前，Don 于美国历史最为悠久之房地产投资信托 Washington Real Estate Investment Trust（NYSE/WRE）出任会计部经理，而该投资信托创下连续派息之稳健往绩记录。彼亦曾于雇员数目超过 140 人之机构 Quantum Real Estate Management 任职财务总监。
- Don 持有 North Carolina A&T State University 之财务学士学位及 Keller School of Management 之工商管理硕士学位。彼现正修读 Walden University 之国际财务博士课程。

- Mr. Don McClure, is the Chief Financial Officer of IA Group, and is responsible for IA Group's financial planning and risk-management in the United States.
- Mr. McClure is a real estate business professional, leader, trainer, advisor and entrepreneur. His work experience covers many functional areas of finance and accounting, including policy and procedure development, compliance, internal controls, and acquisition due diligence. His core real estate business experience covers residential, office, retail, medical office and industrial asset classes, as well as ground-up development projects. Mr. McClure is also well-versed in housing and urban development, tax credit, bond deals, condominium and home owner's association issues, and has extensive experience in operational business development creating policy and procedures specific to REIT compliance to prevent fraud and material errors.
- Prior to his appointment in IA Group, Mr. McClure served as the Accounting Manager of Washington Real Estate Investment Trust (NYSE/WRE), the oldest REIT in the country, with an established track record of consecutive dividend distributions. He also served as the Chief Financial Officer/Controller of Quantum Real Estate Management, an organization of over 140 employees.
- Mr. McClure holds a Bachelor of Science in Finance from North Carolina A&T State University, and a Masters of Business Administration from Keller School of Management. He is currently pursuing his doctorate in International Finance at Walden University.



CONN FLANIGAN —— 内部法律顾问 – IA Group IN-HOUSE COUNSEL – IA GROUP

- Conn Flanigan 先生，为 IA Group 之内法律顾问。彼首先于 2000 年加盟恒辉企业，于数间美国附属公司担任首席顾问及秘书。
- Conn 就所有公司及证券事务提供法律咨询服务，包括公司财务及架构、债务及证券发售以及证券合规事宜。彼亦负责商讨、草拟及监管公司交易。
- 加盟恒辉前，Conn 曾任多个高级职位，为多间美国公司（如 MediaOne Group, Inc.、US WEST, Inc. 及 Tele-Communications, Inc.）提供有关公司财务、公司收购、证券法例、合约、知识产权及雇佣法例之法律服务。
- Conn 于 1990 年取得 University of San Diego 之国际关系学士学位，并于 1996 年取得 Denver Sturm College of Law 之法律博士学位。

- Mr. Conn Flanigan, is the in-house Counsel of IA Group. He first joined the Heng Fai Enterprise in 2000, serving as General Counsel and Secretary with several of its U.S. subsidiaries.
- Mr. Flanigan provides advisory services on all corporate and securities matters, including corporate finance and structure, debt and equity offerings, and securities compliance. He also negotiates, drafts, and oversees the companies' transactions.
- Prior to his appointment in HFE, Mr. Flanigan held senior positions and provided legal advice in corporate finance, corporate acquisitions, securities law, contracts, intellectual property and employment law to numerous companies in the U.S. such as MediaOne Group, Inc., US WEST, Inc., and Tele-Communications, Inc.
- Mr. Flanigan received a B.A. in International Relations from the University of San Diego in 1990 and a Juris Doctor Degree from the University of Denver Sturm College of Law in 1996.

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关于美洲集团控股公司 ABOUT INTER-AMERICAN GROUP HOLDINGS INC.

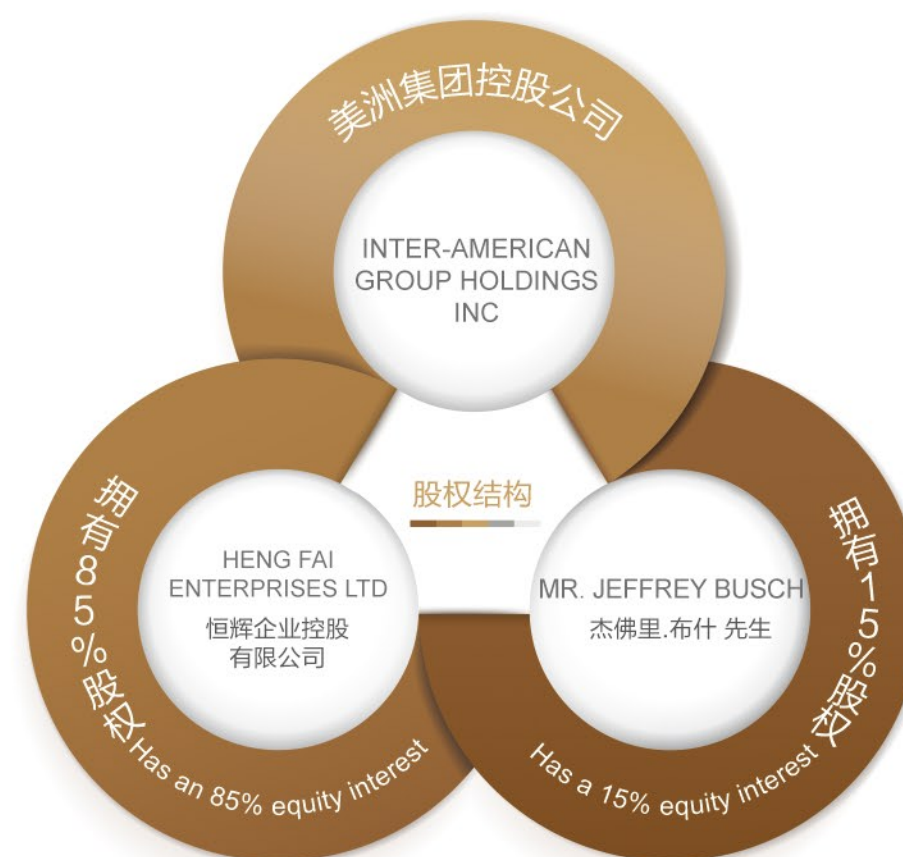
公司介绍

COMPANY OVERVIEW

- Inter-American Group Holdings Inc. ("IAH") 是一间由 HFE 持股 85% 的创新型公司，其出色的管理团队，全部由拥有世界一流房地产投资开发及管理经验的专业人士组成。
- Inter-American Group Holdings Inc. ("IAH"), 85% owned by HFE, is an innovative company established by an exceptional team of real estate and development professionals with world-class experience in global real estate.

股权结构

SHAREHOLDING STRUCTURE



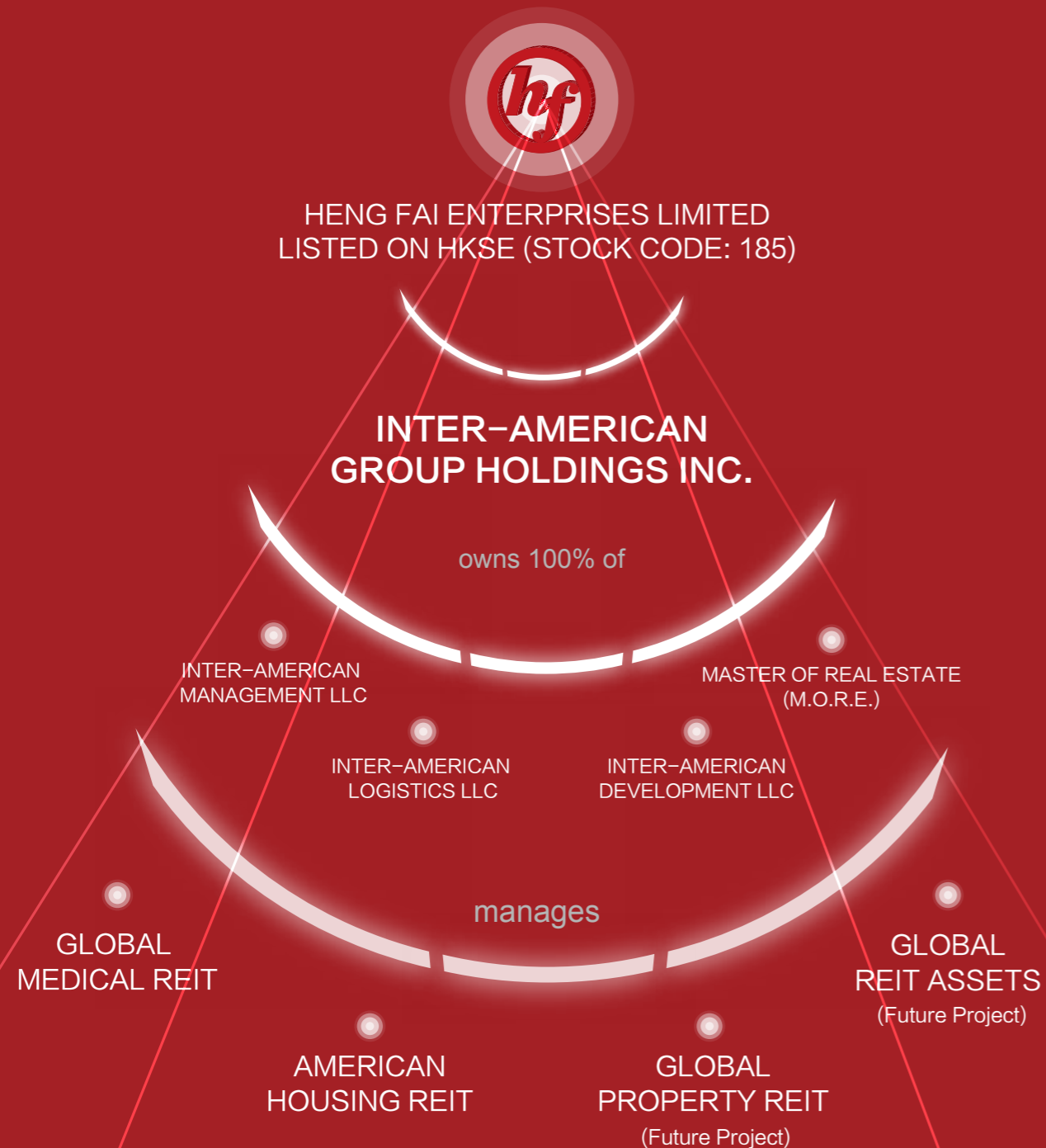
经营策略

BUSINESS STRATEGY

- IAH 的管理原则是专注于切实可行的方式实现规模经济，以便有效管理现金流和保证大面积房地产的资产周期。公司侧重于对房地产进行跟踪和评估，以便将营运开支降至最低。IAH 所采用的成熟运营体系，不同于全球范围内的其他市场管理和开发房地产项目。
- IAH's management principles centre on systemizing and creating viable economies of scale to effectively manage cash-flow and the lifespan of a wide-range of real estate holdings. It focuses on minimizing operating expenses through tracking and evaluation of property. IAH manages and develops properties globally, in diverse markets with proven systems.

公司架构

COMPANY ORGANISATION STRUCTURE



房地产投资信托管理

REIT MANAGEMENT PORTFOLIO

全球物业房地产投资信托(未来项目)

GLOBAL PROPERTY REIT (FUTURE PROJECT)

- 预计按月发放 8% 的年收益
- 投资组合将包括能带来高额可持续性收益的全球特选房地产
- 房地产预计包括位于日本、美国、加拿大、中国、新加坡、马来西亚、香港及欧洲的商业楼宇、学生宿舍、服务式公寓及酒店
- 由专业研究团队分析把控项目，降低风险、提升投资回报率
- Expected to provide annualized yield of 8% paid out on a monthly basis
- Portfolio will be comprised of global niche properties with high sustainable yield
- Properties are expected to include commercial buildings, student homes, serviced apartments and hotels located in Japan, US, Canada, China, Singapore, Malaysia, Hong Kong and Europe
- Low risk yield enhancement by in-house research team

全球房地产投资信托资产(未来项目)

GLOBAL REIT ASSETS (FUTURE PROJECT)

- 预计将按月发放 10% 的年度收益
- 投资组合将包括高回报率和高现金流的资产
- 可考虑资产包括数据中心、工业厂房及生产设施
- 资产拥有保证现金流强劲的资产负债水平
- 由专业研究团队来分析把控项目，降低风险、提升投资回报率
- Expected to provide annualized yield of 10% paid out on a monthly basis
- Portfolio will comprise of high yield, high cash-flow assets
- Assets to be considered include data centers, industrial facilities and manufacturing facilities
- Assets will have strong balance sheets with guaranteed cash-flows
- Low risk yield enhancement by in-house research team





美洲房地产投资信托 AMERICAN HOUSING REIT

- OTC 上市的美洲房地产投资信托 (AHR) 每季支付 8% 的年度收益, 高于同行水平。
- AHR 计划将投资组合增加至 1000 个住宅 (目前拥有超过 100 家单一家庭住宅), 并计划在 2015 年 3 月 31 日财年 (2015 财年) 转移至纳斯达克主板市场。
- 随着美国的住房拥有率下降和房屋租赁价格的上升, 单一家庭住房租赁市场获得蓬勃发展。
- 投资组合的房产都位于就业率和入住率高的地区, 以确保房产持有人能获得可持续发展的收益。
- 每套单一家庭住房都是在内部管理层的鼎力支持下根据地理位置、周边环境、租户背景以及资本增值潜力精选出来的, 以确保住房的一流品质与维护。
- 从持有的美国单一家庭住房投资组合的稳定租金收进行季度派息。
- 2014 年 4 月 24 日的首次派付为年度收益的 8.39%, 略高于我们的目标。
- REIT 经理收取管理资产净值 ("AUM") 的 1.5%-2%, 低于市场平均水平, 以减轻单位持有人的管理费用。
- 网站: www.americanhousingreit.com

- U.S. OTC-listed American Housing REIT ("AHR") provides 8% annualized yield to be paid quarterly, higher than industry peers.
- AHR targets to grow its portfolio to 1,000 homes (currently owns over 100 SFRs) and migrate to the NASDAQ main market by 31 March 2015 ("FY2015").
- The Single-Family Rental ("SFR") market is growing, driven by a shift away from homeownership to rentals in the U.S.
- Portfolio comprises of houses located in high employment, high occupancy areas to ensure that underlying holders will receive sustainable consistent yields.
- Every house is hand-picked for location, condition, tenant profile and potential for capital appreciation with the support of in-house management to ensure premium quality and first-rate maintenance.
- Quarterly payout from stable rental income from portfolio of occupied SFRs
- Maiden distribution on 24 April 2014 with annualized yield of 8.39% slightly exceeded our target.
- REIT manager charges approximately 1.5% to 2% of the REIT's Assets Under Management ("AUM"), lower than the market average, passing on savings to unit-holders.
- Website: www.americanhousingreit.com

国际医疗房地产投资信托 GLOBAL MEDICAL REIT

- OTC 上市的国际医疗房地产投资信托 (GMR) 按月发放 8% 的年度收益率, 在 2014 年 7 月进行了首次分红; 按月支付的方式很适合退休人群的需求。
- 计划于 2015 财年 (2015 财年) 之前, 将 GMR 的净资产值增加到 4 亿美元, 并升级至纳斯达克主板市场。
- GMR 将目标瞄准特殊类型的医疗中心, 包括急症护理医院、长期急症护理医院、以及专科医疗中心。投资组合包括全球专业医疗机构和设备, 其租赁时间较长且为三重净租赁。相关设施设备维护产生的管理费由租户承担。随着医疗行业市场对医疗房地产融资的需求越来越高, 医疗服务提供者越来越希望退出房地产市场, 以便重新调配资本。随着婴儿潮时代的来临, 人们对医疗保健的需求与日俱增。2014 年 5 月 5 日, 以 2,170 万美元收购了一家位于美国奥马哈的医疗机构, 医院大楼占地 41,113 平方英尺, 剩余租赁时间为 10 年, 其年租金在不断增长, 在相同条款下有多种续约方式。
- 2014 年 9 月 17 日, 以 252 万美元收购了一家位于美国北卡罗莱纳州阿什维尔的整形外科手术中心。该中心占地 8,840 平方英尺, 还有 13.5 年的租期。该中心的三个手术室能够为有手、足和脊柱疾病的病人提供高度专业化的外科整形服务。由专业研究团队来分析把控项目, 降低风险、提升投资回报率。
- 网站: www.globalmedicalreit.com

- U.S. OTC-listed Global Medical REIT ("GMR") provides annualized yield of 8% paid out on a monthly basis (first dividend distributed in July 2014); Monthly payments suitable for retirement needs.
- Plans to grow GMR's net asset value to approximately US\$400 million and upgrade to the NASDAQ main market by FY2015.
- GMR targets specific types of healthcare facilities including acute care hospitals, long-term acute care hospitals and specialty medical centres. Portfolio comprises of global specialized medical facilities and equipment with long duration triple net leases, where the tenant will bear costs relating to maintaining facilities and equipment. High market demand for medical real estate financing in the healthcare industry; healthcare providers increasingly want to exit real estate to redeploy capital. Demand for healthcare is increasing as Baby Boomers and Boomer Echoes Age. Acquired medical facility in Omaha, U.S. for US\$21.7M on 17 April 2014; 41,113 sq ft hospital building with 10 years remaining lease, annual rent increases and multiple options to renew on the same terms.
- Acquired orthopedic surgery centre in Asheville, North Carolina, for US\$2.52 million on 5 June 2014. The 8,840 square foot Centre has 13.5 years remaining on its lease, has three operating rooms and provides highly specialized surgical services for podiatric, hand and spinal patients. Low risk yield enhancement by in-house research team.
- Website: www.globalmedicalreit.com



03

战略与转型

STRATEGY AND TRANSFORMATION

企业价值主张：实现可持续增长，增加股东定期股息收益及拓展多元化收益来源

Corporate Values: Achieve sustainable growth, increase recurring dividend income to enhance shareholder value, as well as to derive sustainable revenue stream.

战略规划

STRATEGIC PLANNING

实现从亚洲房地产市场向美国房地产市场的明确战略转型 捕捉复苏型市场良机

CAPTURING OPPORTUNITIES - CLEAR STRATEGIC SHIFT TOWARDS THE RECOVERING U.S. PROPERTY MARKET

- 与亚洲相比，进军美国房地产和医疗资产市场更具吸引力；
- The U.S. real estate and medical assets markets are more attractive compared to that of Asia:



- 恒辉企业及其房地产信托投资基金组合能有效为亚洲投资者提供满足其需求的经常性收益和未来资本收益。
- Asian investors are looking for recurrent yields and future capital gains, which HFE and its REITs portfolio can offer.

制定旨在保持业绩增长及带来经常性股息收益的经营战略 GROWTH-ORIENTED STRATEGY; RECURRING DIVIDEND PAYMENTS

- 主要在美国成立并发展房地产投资信托，以便获得丰厚的可持续性收益（即年息 8%）
- 通过由 Inter-American Group Holdings Inc. (IAH) 直接管理房地产投资信托，来开发高速发展且极具潜力的经常性收益来源。
- 通过在美国交易所实现二次上市或同步发行上市（如英国另类投资市场、新交所）来为公司及房地产投资信托实现多方位融资目标。
- Seeding and growing REITs, principally in the U.S., which can offer attractive and sustainable yields (i.e. 8% annualised dividend yield p.a.).
- Developing a highly scalable and potentially significant stream of recurring income by directly managing these REITs via IAH.
- Raising capital for the Company and the REITs through secondary or dual listings on various international exchanges including the U.K. AIM and SGX.

全球办事处

GLOBAL OFFICES

恒辉企业于全球多个国家设有办事处，为主要市场的企业机构及私人客户提供完善服务。

Heng Fai Enterprises has global offices to serve major markets and reaching out to institutional and private clients.



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