

ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

2015



中國海外發展有限公司
CHINA OVERSEAS LAND & INVESTMENT LTD.

Content

01	Message from the Chairman		01
02	About the Report	Reporting Scope and Standards	03
		Key Topics	04
03	Our Businesses	Sustainable Development Management	07
		Businesses and Network	08
		Economic Performance	11
		Awards and Honors	12
04	Our Staff	Overview	15
		Staff Training and Education	16
		Occupational Health and Safety	19
		Staff Association	20
		Staff Engagement	22
05	Corporate Governance	Corporate Governance	25
		Establishment of Anti-corruption Mechanism	27
		Integrity and Compliance in Operations	29
		Communication with the Capital Market	29
		Stakeholder Engagement	30

06 Superior Quality

Each and Every Detail of Each and Every Project	33
Cooperation and Win-win: Supplier Relationship Management	34
Meticulous Planning and Design	35
Excellent Construction	36
Sophisticated Marketing	37
Sincere Customer Service	38

07 Commercial Properties

Overview of Commercial Properties	43
Practice of Sustainable Development	44

08 Practice of Green Properties

Concept and Philosophy of Green Properties	51
Green Design	51
Green Construction	52
Green Procurement	53
Green Operation	54
Green Building Certification and Promotion	57

09 Community Involvement

Affordable Housings	61
Hope School Donations and Construction	62
China Overseas Charity Events	63

10 GRI Content Index

67



01 | Message from the Chairman



We are well aware that only by striving to implement sustainable development strategies encompassing operations, the environment and the society can we achieve an ambitious goal of long-term growth.

The sustainable development of an enterprise requires unremitting efforts as well as a solid foundation laid by quality growth of operational efficiency. Despite market challenges, COLI recorded new highs in contracted property sales, revenue and profit attributable to equity shareholders in 2015. The Company's total contracted property sales amounted to HK\$180.6 billion in 2015, a 28.3% increase year on year, whereas the corresponding area sold was 12.6 million sq m, a 34.1% increase year on year. The revenue totaled HK\$148.07 billion and the profit attributable to equity shareholders was HK\$33.31 billion, up 22.5% year on year. Basic earnings per share was HK\$3.61. The Company achieved a revenue CAGR of 27% over the past five years (2011-2015) with a net profit CAGR of 22%. COLI remained an industry leader in value creation capability, with the return on equity (ROE) staying above 20% for five consecutive years. We are confident to maintain our leading position in the industry, achieving a steady, high-quality and balanced growth.

Environmental issues draw worldwide attention. It is particularly important for property developers to save energy and reduce consumption by means of green construction. As the team leader of the Green and Energy-Efficient Building of the China Green Building Committee, the Company has strived to practice and promote the integration of modern technology into green construction. In 2015, the Company continued to uphold the green philosophy in project development, throughout the processes of design, procurement, construction and operation. As at the end of 2015, the Company obtained more than 40 certifications, including the Chinese Green Building Design Label (GBL), the US Leadership in Energy and Environmental Design (LEED) and the UK Building Research Establishment Environmental Assessment Method (BREEAM), continuing its endeavors in promoting the practices and development of green properties.

In 2015, we further strengthened the on-site measurement, quality and safety management and construction safety management, so as to improve project quality and customer satisfaction. We continued to implement the "open tenders" policy, building win-win partnerships with thousands of contractors, vendors and suppliers, with all China Overseas Grade A offices participating in international environmental protection events such as the Earth Hour. We further strengthened the Company's initiatives such as on-site





measurement, quality and safety management and construction safety management, so as to improve project quality and customer satisfaction. Moreover, we joined hands with property management companies and customers to organise various activities in hundreds of communities across the nation, such as the LOHAS Sports Season, Happy Talent Show and Experience Camp for Children of Property Owners, contributing to the creation of harmonious communities. As for talent development, we further improved the inclusion and people-oriented strategy of human resources, selecting and engaging outstanding people from universities and the society to provide an ongoing secured source of talents for the Company's sustainable development. We also actively supported the construction of affordable housing and urban public facilities. As at the end of 2015, the Company participated in the construction of more than 4.6 million sq m of affordable housing, of which 1.37 million sq m was completed.

In 2015, we were again included in the "Dow Jones Sustainability Indices" (2012 to present) and the "Hang Seng Corporate Sustainability Index" (2010 to present), which encouraged us to put forward our sustainable development strategies encompassing operations, the environment and the society. We will continue to work with customers, shareholders, cities and communities for mutual growth and future benefits, laying a solid foundation for sustainable development.

A stylized, handwritten signature in black ink, likely belonging to the Chairman & Chief Executive Officer.

Chairman & Chief Executive Officer
China Overseas Land & Investment Ltd.



02 | About the Report

Reporting Scope and Standards

Since 2012, China Overseas Land & Investment Ltd. ("COLI", "China Overseas", "the Company" or "we") has/have released the Environmental, Social and Governance Report on an annual basis (for the fourth year in 2015). With disclosure on the Company's philosophy and practices of sustainable development, the report is intended to promote the understanding, communication and interaction between the Company and its stakeholders and to guide the sustainable development of its management services.

Entities covered by this report are the same as those in the annual report. This report focuses on the operations of the COLI headquarters and subsidiaries in terms of economy, environmental protection and social development between 1 January 2015 and 31 December 2015. All data were obtained from the Company's official documents or statistical reports.

This report was prepared under the guidance of the CSR Committee of the parent company, China Overseas Holdings Limited, in accordance with the Core Option of the "G4 Sustainability Reporting Guidelines" (G4) of the Global Reporting Initiative (GRI) as well as the "Environmental, Social and Governance Reporting Guide" released by the Hong Kong Stock Exchange. This independent annual Environmental, Social and Governance Report was published simultaneously in Simplified Chinese, Traditional Chinese and English versions in April 2016. (The previous report was released in June 2015). For the benefit of environmental conservation, the electronic version of this report is available on the Company's website.

Address:

10/F, Three Pacific Place, 1 Queen's Road East, Hong Kong
10/F, Zhonghai Building, No. 399 Fuhua Road, Futian District,
Shenzhen, PRC

Tel: 852-2823 7888 / 0755-8282 6666

E-mail: 688csr@cohl.com

Official website: www.coli.com.hk

Brand website: www.coli688.com

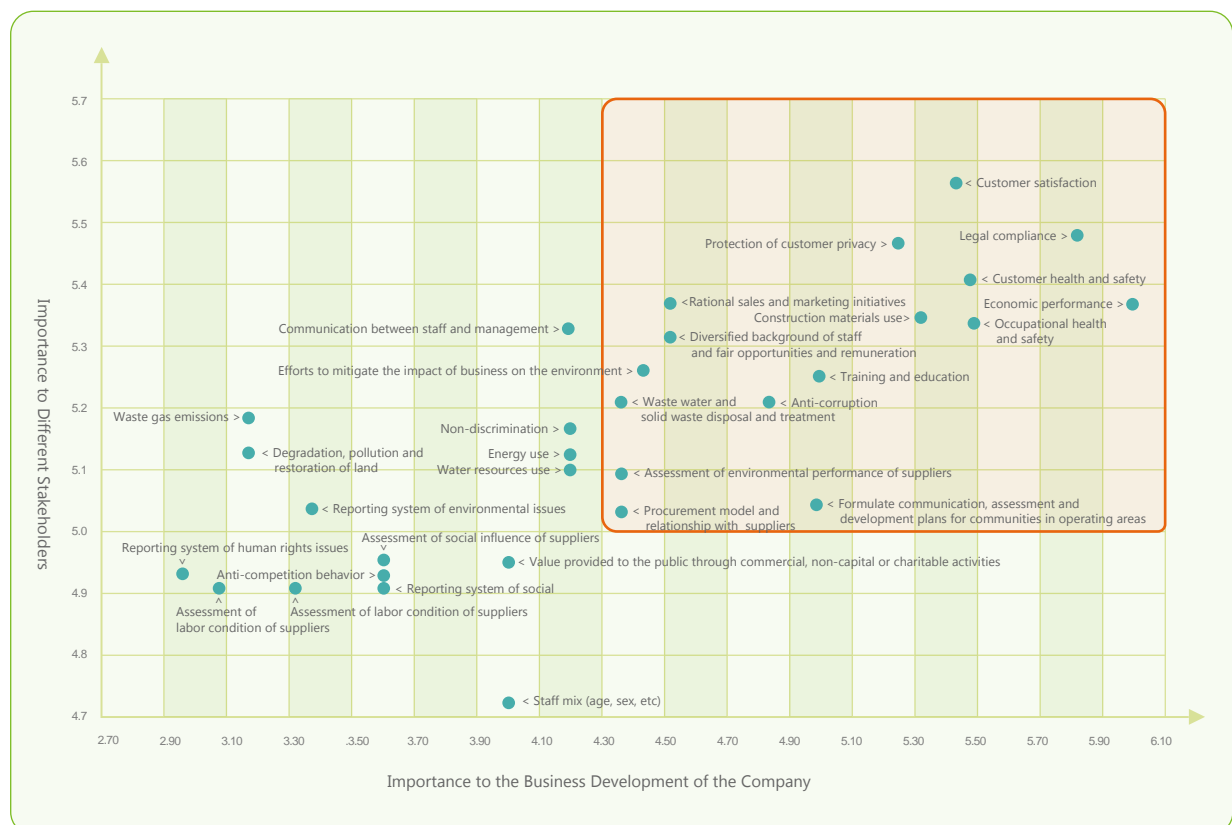


Key Topics

COLI is well aware that it is an ongoing process to promote the sustainable development of its businesses. Adhering to the guiding international GRI standards, the Company strived to improve the development and implementation of CSR-related policies. In accordance with the "G4 Sustainability Reporting Guidelines" (G4), the Company commissioned CSRA Asia, an independent third-party professional, to conduct a systematic study of stakeholder engagement in November and December 2014. The initiative illustrated the Company's attitude, efforts and performance in terms of promoting sustainable development. Voices of different parties were heard.

With relentless support from within and outside the Company, the stakeholder engagement study covered employees, customers/owners, suppliers, contractors, government departments, design companies, financial institutions, the public, investors, the media, consultancies, academic institutions and NGOs. By means of nationwide online survey, focus group discussion among business representatives, telephone interviews, workshops and so on, we conducted comprehensive assessment of key topics heavily weighed by the stakeholders and highly relevant to the Company's businesses. We also determined a matrix of key topics on COLI's CSR agenda (see the chart below for details). In this way, we were able to identify areas for improvement in our CSR work, with more comprehensive, transparent and specific response in the annual report for enhanced reporting quality.

CSR Key Topics Matrix



03 | Our Businesses

- Sustainable Development Management
- Businesses and Network
- Economic Performance
- Awards and Honors



As the leading property arm of China State Construction Engineering Corporation, COLI is the first Chinese-funded property company to be included into the Hang Seng Index Constituents. With more than three decades of experience in property operation and management, the Company focuses on developing quality properties in major cities. Its business network covers more than 50 vibrant and prosperous cities at home and abroad. Our businesses are spear-headed by residential development, supplemented with commercial properties. We value integrity and quality, and continue to create value for our customers, shareholders, employees and partners.



Sustainable Development Management

Vision

To set industry standards through our excellence as the leading property developer in China.

Operational Philosophy

Excellent Integrity, Eternal and Excellent Products.

Corporate Spirit

To Unite Faithfully, To Strive Arduously, To Progress Vigorously, To Demand Rigorously, and To Contribute Actively.

Values

Integrity, Pragmatism, Innovation, Excellence. To cope with individual's needs by the long-term development of the company.

Philosophy of Sustainable Development

Based on its philosophy of "exercise caution in details and implementation, build a strong foundation to seek greater success", COLI is committed to maintaining high corporate governance standard and top quality in all phases of its operations. Through precisely and carefully managing the entire industry chain from property development to operation, the Company continuously fulfills its corporate social responsibility with an aim to bring the greatest benefit to its own operations, as well as society and the environment.

Sustainable Development Policies



For shareholders / investors

Improving corporate governance and risk and crisis management; creating stable return and long-term value for shareholders / investors.



For customers / owners

Upholding integrity and compliance in operations; strengthening customer relationship management and product innovation; offering high-quality products and services; striving to protect the interests of customers / owners.



For employees

Implementing green office initiatives; creating a working environment in which all employees are treated with fairness and respect; paying attention to employee benefits and career development; protecting employees' interest such as occupational health and safety.



For communities

Adhering to the quality product strategy; emphasising land value and cherishing natural resources; building harmonious communities with property management companies and owners; maintaining the low carbon concept; promoting the proper management of business impact on the environment.



For partners and suppliers

Building harmonious and win-win relationships with suppliers; adopting "open tenders" and green procurement policies; supporting and selecting eco-friendly partners and suppliers; leading upstream and downstream firms to sustainable development.



For the society

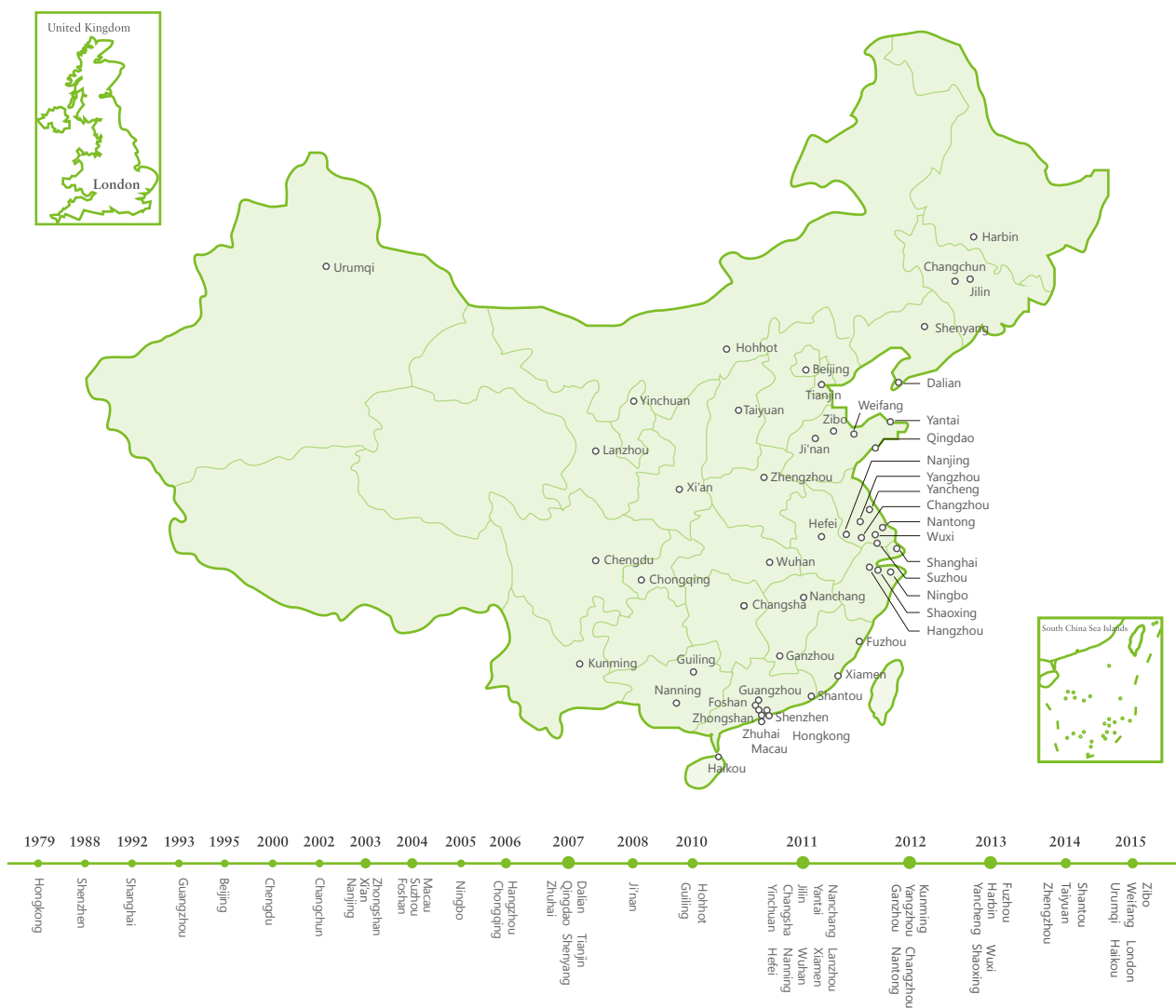
Proactive in fulfilling corporate social responsibility; making contributions to public welfare and education; taking part in urban development; participating in affordable housing development; implementing environmental initiatives; developing green property projects; protecting biodiversity and actively responding to climate change.

Businesses and Network

COLI has expanded its business from Hong Kong to Mainland China, successfully seizing opportunities presented by the stages of economic development of China. Currently, it has expanded to provide balanced coverage in six regions, namely Hua Nan Region, Hua Dong Region, Hua Bei Region, Northern Region, Western Region and Hong Kong & Macau.

Currently, COLI has property development businesses covering 52 cities, including Beijing, Shanghai, Shenzhen, Guangzhou, Hangzhou, Shenyang, Changchun, Changsha, Chengdu, Chongqing, Dalian, Foshan, Fuzhou, Haikou, Harbin, Ji'nan, Kunming, Nanchang, Nanjing, Ningbo, Suzhou, Qingdao, Taiyuan, Tianjin, Urumqi, Weifang, Wuhan, Wuxi, Xi'an, Xiamen, Yantai, Zhengzhou, Zhongshan, Zhuhai, Zibo, Changzhou*, Guilin*, Ganzhou*, Jilin*, Hefei*, Hohhot*, Lanzhou*, Nanning*, Nantong*, Shantou*, Shaoxing*, Yancheng*, Yangzhou*, Yinchuan*, Yancheng*, Hong Kong and Macau and London.

*The cities where China Overseas Grand Oceans Group Limited ("COGO", 00081.HK) has operations.



Businesses and Network

Property Development



China Overseas Land & Investment Ltd. was incorporated in Hong Kong in 1979 with property development as its core business. In August 1992, the Company was listed on the Hong Kong Stock Exchange. It was the first Chinese enterprise to acquire listing status by its own local business and assets located in Hong Kong. In December 2007, COLI was included into Hang Seng Index Constituents.

Ever since its establishment, the Company is committed to advance its professionalism and expanding scale of development. It has built a nationwide market distribution network, with major focuses on Hua Nan Region, Hua Dong Region, Hua Bei Region, Northern Region, Western Region and Hong Kong & Macau. It currently operates businesses in Hong Kong, Macau and over 50 economically vibrant cities in China, offering excellent residential choices and satisfactory living experiences for millions of customers. Over more than three decade's development, the Company has successfully established "China Overseas Property" as the industry-leading brand. The Company has also participated in other property-related areas, such as property investment, property management and construction design businesses.

Up until the end of 2015, the Company's total assets reached HK\$427.2 billion. Its total contracted property sales and net profit reached HK\$180.6 billion and HK\$33.31 billion. As at the end of December 2015, the Company's total land reserves were 41.44 million m^2 .



COLI's WeChat



COLI's APP



COLI's Video

Brand website: www.coli688.com
Official website: www.coli.com.hk

Commercial Property

China Overseas Commercial Properties Co., Ltd.

Incorporated in Shenzhen in 2012, China Overseas Commercial Properties Co., Ltd. manages projects in more than 20 tier-1 and tier-2 cities including Hong Kong, Beijing, Shanghai, Shenzhen, Nanjing, Shenyang and Chengdu. Its scope of business covers three major product series including "China Overseas" Grade A offices, the Unipark shopping malls and star-rated hotels. As at the end of 2015, the operational area of commercial property projects spanned 1,730,000 m^2 , some of which involve participation in the operation of urban charity facilities. We are committed to building a collaborative platform on which customers, partners, shareholders and the city can continuously and beneficially interact, thereby enhancing value for business alliances, while creating shareholder value and brand value, so as to achieve the objective of "generating wealth and sharing resources to create a bright future together for everyone."



Official website for Unipark: www.unipark.net.cn
Official website for Coli office: <http://colioffice.com>

Property
Management

Established in Hong Kong in 1986 and entering the Mainland China market in 1991, China Overseas Property Management Ltd. is among the first group of first-class quality property management companies under the Ministry of Construction. It is also a Council Member of the China Property Management Institute, Vice President Member of the Guangdong Property Management Association and Vice President Member of Shenzhen Property Management Association. In response to the rapid development of the O2O community, China Overseas Property Management was spun off and successfully listed on the Hong Kong Stock Exchange (stock code: 02669. HK) in 2015.



Official website: www.copm.com.cn

Construction
Design

Hua Yi Design Consultants Ltd. was incorporated in Hong Kong in 1986, which has attained "Grade A Architectural Design Qualification" and "Grade A Urban Planning Qualification". Currently Hua Yi has offices in 10 cities in Shanghai, Nanjing, Wuhan, Beijing, Chongqing, Guangzhou, Xiamen and Chengdu, etc., with over 1,000 professional designers. Hua Yi has the capability and project experience to apply "Building Information Modeling (BIM) Design" technologies in the entire design process. For more than 20 years, Hua Yi has upheld the principle "Creativity and quality are top priority" and has completed approximately 1,500 design projects for a wide range of edifices. It has already won more than 390 outstanding design awards for more than 160 projects at state, provincial, ministerial and Shenzhen municipal levels. The company was also honored with the title of "National High-tech Enterprise", "Top 100 Famous Modern Construction Design Companies in China" and "Grade A in both Architectural Design Qualification and Urban Planning Qualification".

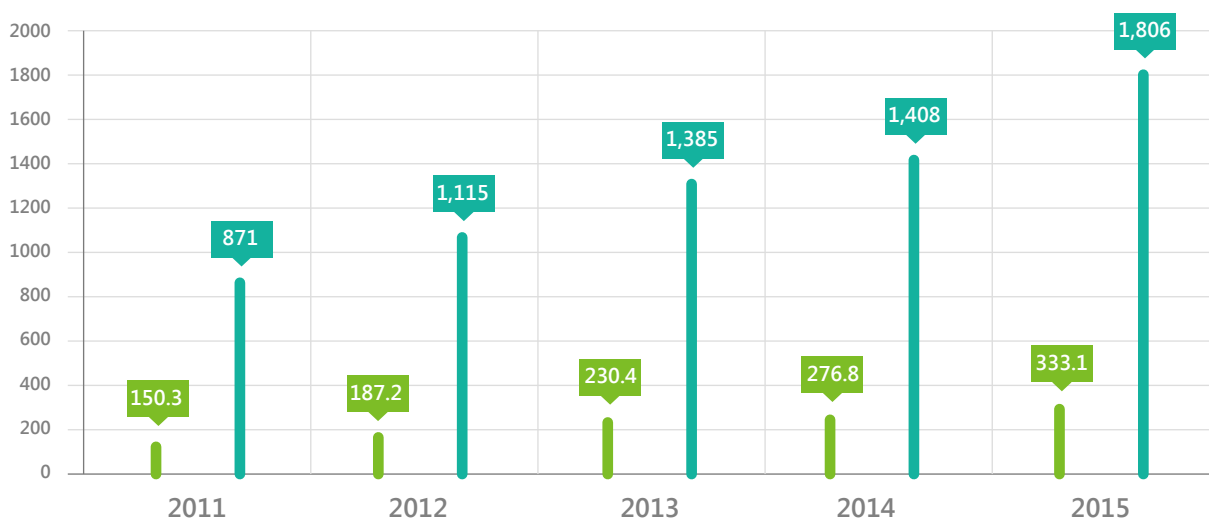


Hua Yi's WeChat

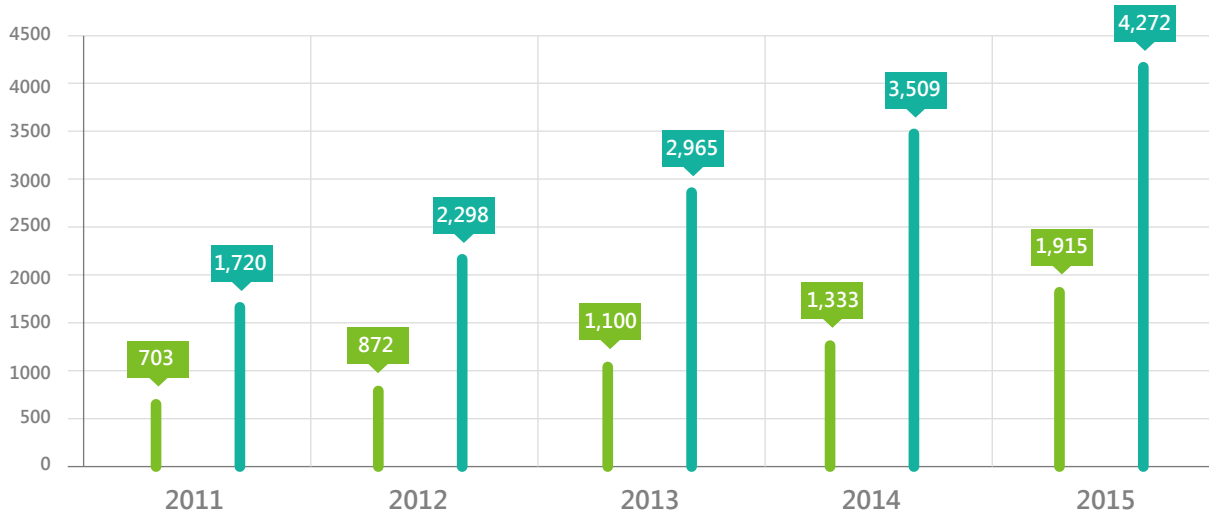
Official website: www.huayidesign.com

Financial Performance

Net profit Sales Unit: HK\$ ' 00 million.



Net assets Total assets Unit: HK\$ ' 00 million.



In 2015, the Company's total contracted property sales amounted to HK\$180.63 billion, while the corresponding area sold was 12.6 million sq m. The audited profit attributable to equity shareholders of the Company for the year ended 31 December 2015 increased by 22.5% to HK\$33.31 billion. Basic earnings per share were HK\$3.61, an increase of 8.4%. Total shareholders' funds increased by 43.3% to HK\$191.5 billion. Net assets per share were HK\$19.4, an increase of 18.3% on 2014, and average return on shareholders' funds reached 20.5%.

During 2011-2015, the Company's revenue CAGR was 27%, with a net profit CAGR of 22%. Meanwhile, the Company remains as the leader in creating value for shareholders, where the return to shareholders has been over 20% for five years in a row.

Awards and Honors

COLI has strived to promote the growth of our business in terms of economic progress, environmental protection and social development. Our efforts aimed at sustainable development have gained recognition from domestic and international authoritative organisations, as seen in our selection in the Hang Seng Corporate Sustainability Index and the Dow Jones Sustainability Indices for several years. This recognition has encouraged us to improve our business management and brand building on an ongoing basis.

Asia's Outstanding Companies on Corporate Governance	Dow Jones Sustainability Indices	Hang Seng Corporate Sustainability Index
Leading Brands of China Real Estate Companies	China Blue Chip Real Estate Developer	China Real Estate Best Employer Enterprise
Date of Award	Name of Award	Awarding Organisation
2015.12.26	2015 China Real Estate Best Employer Enterprise 2015 China Real Estate Outstanding Talent Development Enterprise 2015 China Real Estate Outstanding Welfare Enterprise	China Real Estate Association, E-House China, Crep.cn, Dichanren.com
2015.9.24	China Valuable Real Estate Awards: Valuable Real Estate Enterprise of the Year, Corporate Citizenship of the Year	National Business Daily
2015.9.11	China Overseas Land and Investment Ltd. has a brand value of RMB39.759 billion, ranks first in the industry Awarded "Leading Brands of China Real Estate Companies" for 12 consecutive years	Enterprise Research Institute of Development Research Center of State Council of P.R.C, Institute of Real Estate Studies of Tsinghua University, China Index Academy
2015.9.11	China Real Estate 20-year Influential Developer	China Index Academy
2015.9.8	No. 1 in China Real Estate Brand Value Top 50 — China Overseas Land and Investment Ltd. has a brand value of RMB36.216 billion No. 4 in China Commercial Property Brand Value Top 10 (China Overseas Commercial Properties Co., Ltd.)	China Real Estate Research Association, China Real Estate Association, China Real Estate Appraisal
2015.8.28	Top 10 China Green Real Estate Developers (Residential)	Biaozhun, China Investment Network
2015.8.7	Top 20 Most Valuable Hong Kong-listed Mainland Real Estate Companies	China Business News
2015.6.26	2015 No. 1 China Blue Chip Real Estate Developer (12 consecutive times)	The Economic Observer
2015.6.19	Global 500	Financial Times
2015.5.28	2015 China Real Estate Listed Companies Chart • No. 5 in Top 10 Overall Performance • No. 3 in Top 10 China Real Estate Developers (H shares) • Top 5 in Capital Operation • Top 5 in Risk Management	China Real Estate Research Association, China Real Estate Association, China Real Estate Appraisal
2015.5	2015 Top 10 Listed China Real Estate Companies in Corporate Governance 2015 Hong Kong-listed Mainland Real Estate Companies: • Top 10 Value Creation • Top 10 Investment Value • Top 10 Finance Stability	Enterprise Research Institute of Development Research Center of State Council of P.R.C, Institute of Real Estate Studies of Tsinghua University, China Index Academy
2015.4.15	Outstanding Social Caring Organisation Award	Chinese University of Hong Kong Business School, Mastermind Think Tank, Hong Kong Economic Times, et al.
2015.3.27	Top 100 China Real Estate Developer • Top 10 Overall Performance • Top 10 Sizable Scale • No.1 in Top 10 Profitability • No.1 in Top 10 Stability	Enterprise Research Institute of Development Research Center of State Council of P.R.C, Institute of Real Estate Studies of Tsinghua University, China Index Academy
2015.3.24	2015 China Real Estate Top 100 • No.5 in Top 10 Overall Performance • No.1 in Operational Efficiency	China Real Estate Research Association, China Real Estate Association, China Real Estate Appraisal
2015.3.30	Global Chinese Enterprises 1000 — Largest Real Estate Companies Award	Yazhou Zhoukan

04 | Our Staff

- Overview
- Staff Training and Education
- Occupational Health and Safety
- Staff Association
- Staff Engagement



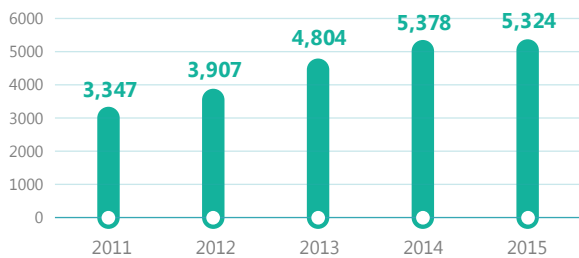
Adhering to the inclusive and people-oriented strategy in human resources, COLI has created and operated two human resources management arms, "Sons of the Sea" and "Sea's Recruits", selecting and employing outstanding talents from universities and the society. The Company has also established a systematic talent training mechanism, so as to secure human resources for its sustainable development.



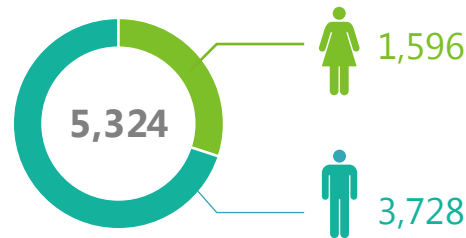
Overview

Building on the foundation of solid human resource infrastructure and talent pool management, the Company adhered to the sound system and culture already in place, while seeking to achieve a balanced development of staff, guiding employees to incorporate their personal goals into the long-term corporate development objectives, resulting in a simple, transparent, positive and progressive working environment. The Company has also continued to optimise its appraisal, remuneration and welfare procedures, improve the office environment and organise different recreational activities to boost staff satisfaction and nurture their sense of belonging. Its outstanding performance in talent development and corporate governance has garnered for the Company the honors of "Best Employer in China" and "The Most Respected Company" for several consecutive years.

No. of employees (Unit: person)



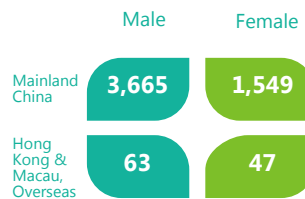
Note: This number includes staff from all subsidiary companies (district offices, regional offices, professional offices) of COLI



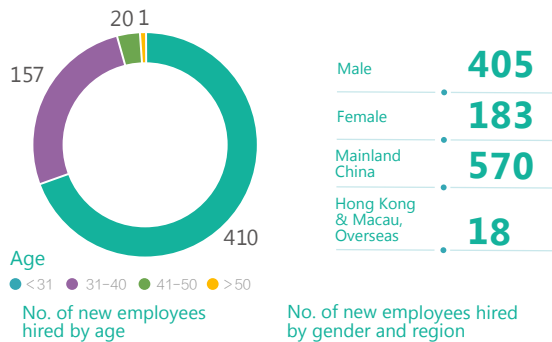
No. of employees by age and region



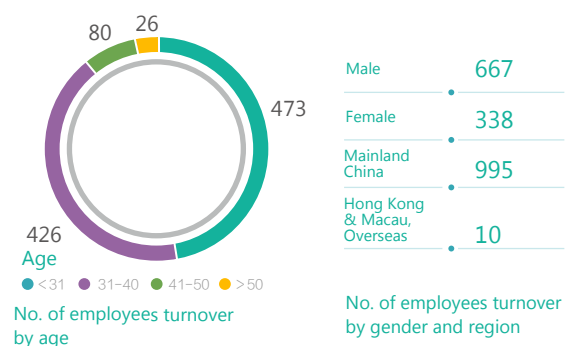
No. of employees by gender and region (Unit: person)



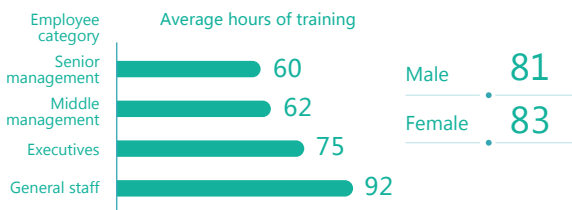
No. of new employees hired by age, gender and region



No. of employees turnover by age, gender and region



Hours of training by gender and position



The percentage of employee who received regular performance reviews and career development

100%

Staff Training and Education

Employees are key to a company's success. COLI has created a working environment where all employees are treated with fairness, justice and respect. We adopt a unique approach to personnel training and selection while nurturing talents who share our goals and values through ongoing branded staff training and education. COLI strives to unleash the potential of its employees and to promote dynamic, harmonious and orderly development. By optimising the talent pool, the Company has maintained a competitive edge in human capital effectiveness and overall human resources efficiency, ensuring and promoting the realisation of its strategic goals.



Sons of the Sea:

Collectively refers to staff that COLI has recruited directly from universities. The Company has registered this trademark, utilising it to represent its corporate image to recruit staff among freshly graduated students, as well as its commitment to recruit and cultivate their professionalism, thereby enabling them to give full rein to their talents.

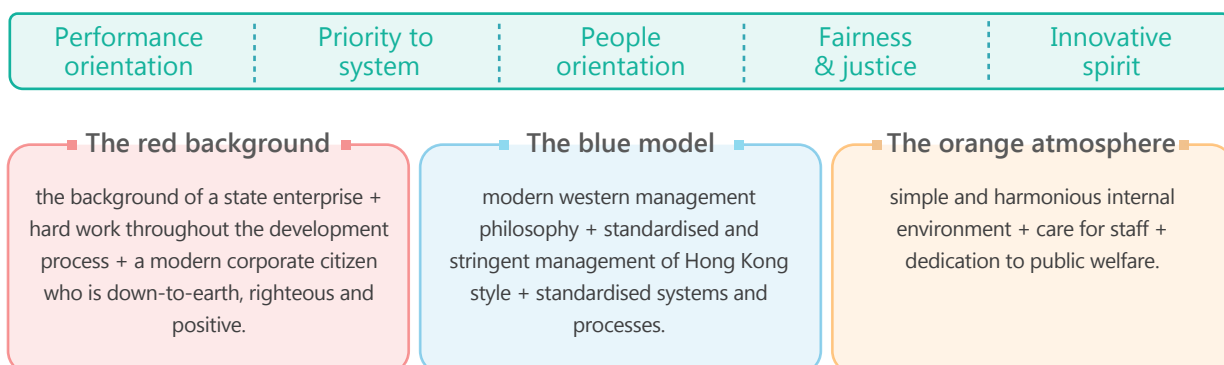


Sea's Recruits:

Collectively refers to the experienced staff that COLI has recruited directly from society and is an important constituent of the Company's human resources team. "Sea's Recruits" programme has become a distinctive symbol of COLI to attract the highly-qualified talents in the society as well as its recruitment platform open to experienced professionals.

COLI has launched a series of reputable talent nurturing programs, such as the "Career Development Workshop", the "Pilot Training Class", the "Career Foundation Program", the "Professional Workshop for Managers", the "Training Camp for Staff with Potential" and the "Motivation Workshop for Senior Management", complemented by its E-learning Academy of COP, a knowledge sharing learning platform. Therefore, a training system has been formed, comprising modules of "network training, daily training, intensive training and external training", with extensive resources for career development and personal value enhancement. Furthermore, the core values of "integrity, practicality, innovation and excellence" are practiced in our duties.

Five keywords and the "tricolor management model" in career development:



"Sons of the Sea" Induction Training

On 9 July 2015, a pilot training class for 30 "Sons of the Sea" from our marketing firm commenced in Guangzhou. The training featured lectures by senior managers, quality enhancement initiatives, value planning lessons by prestigious speakers, customer base expansion planning, internet marketing, new marketing concepts, product positioning, pricing and other professional programs. After four days of intensive training, the new recruits were given a chance to attract customers at project sites for a few months and put marketing in practice, so as to fully strengthen their expertise and professionalism.

Job Bidding

Our Wuhan company held its first job bidding session on 30 July 2015 to provide employees with more options of career development, to get a better understanding of its talent pool and to promote the corporate philosophy and value of adaptive job arrangement. Employees signed up for the job bidding session at will and were subject to initial assessment. Eligible candidates gave presentations and answered questions, and their overall performance were assessed. Finally, vacancies were filled by candidates with the best performance. In this way, employees at all levels could better understand and reflect on their work. The event also contributed to the transparency and normalisation of the talent selection mechanism, creating a fair, just and open environment for career advancement. Similar activities were also organised in Zhengzhou, Nantong, Yangzhou, Jilin and other cities in the Northern region in 2015.



"Sons of the Sea" Induction Training



Job Bidding



My Open Class

"Young Eagles" Training Program

From 20 to 30 September 2015, our commercial properties arm organised intensive training under the "Young Eagles" Training Program for new recruits in 2015. The training covered more than 20 courses spanning from commercial research, corporate culture, business basics to vocational skills. There were also sharing sessions, project research, practical experience and creative activities. As a result, the new recruits improved their professional skills with a better understanding of corporate culture and personal career as well as a greater sense of belonging and cohesion.

"Career Foundation Program" Training Season

From October to December 2015, our Qingdao company organised training sessions for employees at different business units. The training covered the Office software, financial management, design management, investment management, real estate development process customer service and other areas to enhance the expertise of the staff.

My Open Class

A total of eight management lessons, "My Open Class", was organised in the northern region between August and December 2015. Senior staff from various business lines were invited to share their expertise and experience in cost management, marketing, project development, planning and design, quality management, human resources, customer relations and other areas to improve the performance of the employees.



"Young Eagles"
Training Program

Training Camp for Staff with Potential

As a major part of the Company's talent pool, potential employees are the performers and promoters of the Company's strategic goals. Our project management company held its first "Training Camp for Staff with Potential" in Foshan from 17 to 19 July 2015 in order to better cultivate and develop the expertise and professional qualities of employees. The training camp was also intended to promote intra-field sharing and exchange as well as inter-functional cooperation. A total of 37 outstanding employees were selected from the project management department across regions. They were provided with lectures by senior managers, best practice sharing and simulated project planning. The training camp gave the staff a chance to reflect, exchange and review their advancements.

Human Resources Workshop

A human resources workshop was held in Shenyang by the persons-in-charge of the human resources and administrative department of the companies in the Northern region on 27 March 2015. They discussed the methods of management performance appraisal and explored the means of carrying out major tasks. Through brainstorming, the companies' annual focuses were identified in terms of strategic management, system development, talent pool development and personnel training, recruitment and staffing, corporate culture establishment, etc. The workshop resulted in consensus and enabled secure human resources and value sharing across the region.

Sea's Recruits Orientation Camp

Two "Sea's Recruits Orientation Camps" were organised in the Western region in July and November 2015. "Sea's Recruits" from Chengdu, Xi'an, Chongqing, Kunming and Xinjiang gathered in Chongqing for the training sessions. Activities included corporate culture sharing, professional exchange, lectures and project visits to facilitate integration and increase a sense of belonging. They were also intended to foster an awareness of quality in property development and career development.

Case Studies Institute in Hua Dong Region

In 2015, the "Case Studies Institute" in the Hua Dong region was enhanced with two new training programs, namely "Competitor Research" and "Excellent Performers". The former helped the Company better understand and learn from its competitors, whereas the latter covered various business lines across the region. Valuable experiences and practices in different fields were shared. As a result, awarding excellence became part of talent development, and role models continued to have positive influence on other staff. During the year, there were more than 20 training sessions, with a total of some 2,000 participants.



Sea's Recruits
Orientation Camp



Case Studies Institute in
Eastern Region



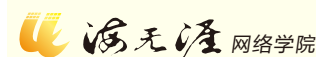
Human Resources Workshop



Training Camp for Potential Employees

E-learning Academy of China Overseas Property

"E-learning Academy of China Overseas Property" established by the Company has become a platform for general staff training and self-development. The "E-learning Academy of COP" provides general background training by way of sharing videos, through which professional knowledge and experience are exchanged cross-regionally, cross-divisionally and cross-hierarchically. During the year, the Company organised more than 2,570 sessions of general training, with over 13,525 participants. More than 90% of employees received training through the E-learning Academy of China Overseas Property, with over 9,500 completions of courses and 16 counts of online learning per person.



On-Job Education

The Company developed the "Management Method for Subsidising Staff to Receive Degree Education" in 2014 in order to enhance the system of staff training and development. The method allows core staff to update their expertise and enhance their competence. Through this system, the Company encourages and supports its staff to take on-job degree programs, providing them with opportunities of sustainable development. In 2015, more than 10 employees received on-job education through the scheme.



Anti-corruption Education

COLI encourages and requires the management and staff of all companies to maintain their conduct concerning obedience to the law, integrity, honesty, self-discipline and professionalism. The Company aims to establish a comprehensive anti-corruption system and culture covering ethical education, prevention and behavioral constraints, so that managers of all levels realise that corruption in any form will not be tolerated under any circumstances.



Occupational Health and Safety

As a leading property enterprise with a focus on property development and investment, the occupational health and safety risk related to daily business and workplace operations of all of its staff is relatively low. The Company has continued to optimise its work practices and daily management of its staff's health and safety with the aim to create a safe, healthy and comfortable work environment.

Safety Inspections (daily and during festivals and holidays)	A number of departments and member companies were required to offer safe production and security services and underwent safety inspections to office premises and project sites, with particular close attention to potential safety risks in areas such as water and electricity. Appropriate measures on fire safety and theft prevention were also stipulated and adopted.
Annual Medical Checkup for Staff	According to its staff welfare policy, the Company arranges an annual medical checkup for all staff to bolster their mental and physical health.
Staff Insurance for Traffic Accidents	Apart from providing general social security insurance covering medical issues, pension planning and unemployment, the Company also offers Traffic Accidental Injury Insurance for the staff who constantly go on business trips, so that they do not require additional insurance for air, automotive or ship travel for business trips.
Safety Management for Projects under Construction	As a responsible property developer emphasising project quality, the Company actively promotes occupational health and safety supervision at project sites under construction to its business partners, in particular contractors and subcontractors. They are required to conduct stringent safety checks, training and third party safety risk assessment to ensure safe construction operations.

Caring for our People

To show their care for occupational health of employees, companies under COLI in Shanghai, Zhuhai, the Northern region, Dalian, Shenyang, Nanchang, Jinan, Hua Bei region, Hangzhou, Nanjing, Ningbo, Foshan, Xi'an, Kunming, Xinjiang and Suzhou organised seminars on occupational health and safety, with topics including the interpretation of body check-up reports.

On 11 June 2015, our Zhuhai company invited an expert at a local healthcare center to hold a seminar on how to read body check-up reports. The professional answered questions from the staff and provided one-on-one consultation to promote the physical and mental health of employees. The documents on the interpretation of body check-up reports were shared subsequently through the intranet.

On 29 October 2015, our Shanghai company invited a professor at a healthcare center to provide a "Care for Employees' Health" training session. Some employees underwent tests of overall physical functions, living patterns and medicine use. The event also included a comparative analysis on functional medicine, modern medicine and traditional Chinese medicine to give guidance for a healthy lifestyle and the prevention of diseases.



Staff Association

COLI has set up the Staff Association in 1992, with a mission to enhance the communications and interaction between all levels of the staff through diverse activities such as recreation, sports, seminars and gatherings. With its business presence expanding in an ever-greater number of cities, the Staff Association has also been set up in the new locations of its business operations so as to enrich the leisure time of the staff and serve as an important means to boost the sense of belonging and cohesion of the staff.



Badminton,
pingpong
and tennis



Football,
basketball



Outings
and
swimming
group



Fitness
and
skiing
group



Reading
group



Movie
group



Chess,
bridge and
photography
group

Case Study: "I'm doing fine at China Overseas"

The Staff Association of our project management company planned and carried out a cultural activity with the theme of "I'm doing fine at China Overseas" around the Mid-Autumn Festival 2015. Employees were encouraged to send greeting cards and photos to their families and relatives at this festive time, sharing their satisfaction at work and happiness in life. More than 1,000 project management staff members joined the event. In some regions, families of the employees were also invited to celebrate the festival together. The activity facilitated interaction between the Company and employees and enhanced their well-being.



Case Study: Corporate Cultural Activities

COLI employees participated a number of corporate cultural activities initiated by the parent company, such as the COHL Cultural Performance, Planning for COHL's future and the 6th "China Overseas Image" Photography contest, and delivered excellent performance.



Staff Engagement

Equal Opportunities and Fair Treatment

COLI has established a comprehensive human resources management policy and system, setting up standard procedures for salaries and fringe benefits, staff recruitment and promotion, transfer and exchange, management of resignation and termination, number of working hours, holidays, job qualification, awards and evaluation. When the Company determines recruitment and promotion of individuals, including basic salaries and fringe benefits of new employees, it focuses mainly on their past experience, qualifications and professional competence without discrimination against gender, age, family status, disability, race and religion. As the Company's business presence covers nearly 50 cities in Mainland China as well as Hong Kong and Macau, the composition of teams within member companies have become more diversified.

The Company respects all staff and their freedom and rights to participate in relevant industry associations. The human resources policies and measures adopted by the Company support the basic principles and initiatives of the United Nations Global Compact. All workplaces under the Company do not engage in child labor and forced labor conditions or any practices that are in violation of the Compact.



Communications between Staff and Management

COLI fully supports positive interactive communications between management of different member companies and the staff in a bid to create an open, transparent and positive work environment and optimise management systems and policies in all aspects of the Company's operations. The Company utilises various online and offline channels such as the OA intranet system, working conferences and regular meetings to communicate the policies as well as the strategies and directions of the Company. It also regularly discloses the latest company news and provides a platform for its staff in different areas to share their personal living and work experience through its "China Overseas" magazine.



Staff Satisfaction Survey

To bolster the Company's management standard and promote the spirit of democracy, COLI has since 2008 been conducting the Annual Staff Satisfaction Survey for all staff of the Company on their satisfaction levels through its intranet platform. Both the participation rate and the satisfaction scores have been constantly rising year-on-year.

The survey on staff satisfaction levels comprises 48 indicators structured within six parts, namely overall satisfaction, satisfaction with the working environment, the working atmosphere, the rewards of work, professional status and the Company operational management. The Company consolidates the basic data obtained and then analyses its corporate governance as well as human resources management before preparing the annual satisfaction analysis report. This report identifies the priorities for improvement of the Company's operational management and human resources at the next stage. Moreover, the open questions included in the survey together with the annual staff forum invites staff to contribute ideas or suggestions for the corporate development. At the beginning of every year, the Company collects opinions and suggestions for corporate development from its staff, forwarding them to relevant units to evaluate, implement and feedback to the staff in a timely fashion.



05 | Corporate Governance

- Corporate Governance
- Establishment of Anti-corruption Mechanism
- Integrity and Compliance in Operations
- Communication with the Capital Market
- Stakeholder Engagement



COLI is convinced that high standards of corporate governance is key to its profitability and sustainable development. The Company continues to improve its corporate governance structure, to strengthen its anti-corruption mechanism and to maintain integrity and compliance in its operations. Moreover, the Company maintains close communication with the capital market and makes decisions based on the expectations and interests of various stakeholders. The Company fulfills its duties and responsibilities, and remains honest and efficient at all fronts, striving to achieve its strategic goals. COLI has been awarded "Asia's Best Company on Corporate Governance", "Best Investor Relations Company" and other credentials

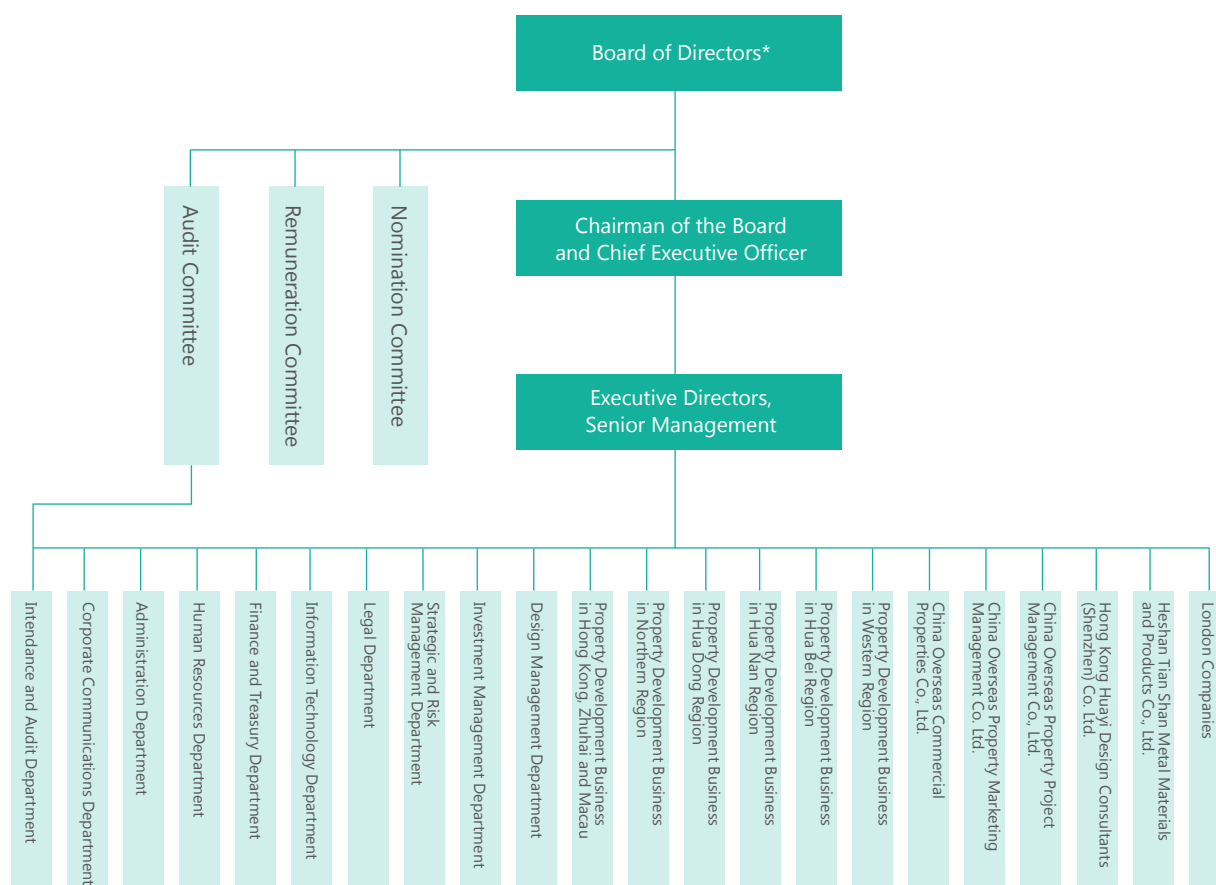


Corporate Governance

Governance Structure

The Board of Directors of COLI believes that its prime duty is to protect and best utilise resources in the Company and thereby to enhance the value for shareholders. A high standard of corporate governance is the key to improving corporate profit and facilitating sustainable development. COLI has actively enhanced its corporate governance standard, taking into consideration of the expectations and interests of all stakeholders while striving for the best in every aspect of its businesses and operating with highest standard of integrity and efficiency. Thus the Company has always been dedicated to pushing forward and improving corporate governance standards on three levels.

- 1 Ensure COLI and its subsidiaries comply with respective laws, regulations and ethical codes.
- 2 Use the corporate governance principles as guidance for the Company to enhance its competitiveness and increase stakeholders' value.
- 3 Continue to improve operational management systems and mechanisms to secure the interests of different stakeholders group.



* As at 18 March 2016, the Board of Directors consists of four executive directors, one non-executive director and three independent non-executive directors.

In line with the best corporate governance practice, the Company has established an Audit Committee, a Remuneration Committee and a Nomination Committee. The Board and all subordinate committees evaluate and monitor their respective effectiveness on a regular basis in accordance with their terms of reference. Over the past few years, the Company has been continuously improving overall transparency and independence, as well as establishing effective power and responsibility mechanism, strengthening internal audit and risk management functions.

Board of Directors

The Board is responsible for leading Company's development, establishing the Company's strategic goals, by formulating overall strategies and policies of the Company to ensure the availability of financial and other resources necessary for the Company to achieve pre-set strategic goals. The Board is also responsible for performing the Corporate Governance duties set out in the terms of reference in Code Provision (The Corporate Governance Code in Appendix 14 in Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited), D.3.1 (include the determining of the corporate governance policy of the Company) and supervising the work of the management and reviewing business performance of the Company.

As at the date of this announcement, the Company has eight directors, among them three are Independent Non-Executive Directors which is a sufficient number representing at least one third of the Board, and one of them has appropriate professional qualifications or accounting or related financial management expertise. The Board believes that the balance between Executive and Non-Executive Directors (including Independent Non-Executive Directors) is reasonable and adequate to provide sufficient checks and balances to safeguard the interests of shareholders, other stakeholders and the Company. Besides, the Board composition is well diversified to bring different concerns and questions to the table, and allow the Board to consider a wider range of options and solutions to corporate issues and establishes a good base for the sustainable development of the Company.

This report has been reviewed and approved by the Board of Directors before release. For details please refer to the corporate governance section of the Company's annual report.

FinanceAsia



Awards presented by FinanceAsia on 23 March 2015:

- Best Corporate Governance
- Best Investor Relations
- Best Managed Public Company







At the 5th Asian Excellence Awards organised by Corporate Governance Asia in Hong Kong on 10 April 2015:

- Mr. Hao Jianmin, Chairman and CEO of COLI, was awarded the "Best CEO (Investor Relations)"
- COLI was awarded the "Best Investor Relations Company - China"

Establishment of Anti-corruption Mechanism

COLI has created and nourished a corporate culture characterised by integrity and self-discipline, with the aim to discover and address the problems and weakness in the Company's operational management procedures in a timely fashion and to prevent dereliction of duty or improper fulfillment of responsibility on the part of staff of all levels. To keep abreast of the prevailing corporate management trends, the Company has set up a dedicated department (rename "Intendance & Audit Dept." in 2014) for supervising efficiency since 2006 in order to broaden its internal and external reporting channels and enhance its internal and external supervision.

By implementing a range of measures such as education on eliminating corruption, strengthening a sound supervision system and enhancement of reporting and accountability mechanisms, continuously standardise the Company's decision-making procedure and establish a working mechanism so that staff are restricted and supervised by each other. At the same time, continue the attitude building, risk warning and awareness of anti-corruption strengthening within all the business units, so as to protect the Company's financial and management benefits. We do not tolerate any form of corruption. Our employees are prohibited from soliciting, receiving or accepting any form of benefit from any person, company or organisation having business with us.

 <p>Education on eliminating corruption Nurture the awareness and conduct regular education activities</p>	<ul style="list-style-type: none"> Promote upright behavior of self-discipline among all staff under the "Staff's Code of Conduct" Publish and distribute "Anti-corruption Comics" materials, publish and distribute "Anti-corruption and Efficiency" materials, publish and distribute illustrated literature on enterprise risk prevention Send anti-corruption text messages through mobile phones Include anti-corruption content in corporate culture
 <p>System restrictions Set up rules to ensure a sound system and procedure</p>	<ul style="list-style-type: none"> Supervise the strict implementation of "Three Key Issues and One Influential Issue" guideline Establish Risk Prevention Strategies Implement Separation of Management Mechanism of Interest-conflict positions Establish and implement Policies on Conversation with Integrity and Efficiency Establish and implement Grievance Mechanism Establish and implement rules and regulations in relation to assessment and enforcement of an accountability system for upholding personal and business integrity Issue tender management open letter: include a written document to remind participants that company staff are prohibited from accepting gifts or other benefits, as well as providing complaint and reporting channels. An official probity agreement should be signed together with the contract to prevent any and all kinds of improper conduct and to safeguard the interests of all parties Management to sign an official integrity agreement document Establish records for all management staff in relations to corruption issues
 <p>Reporting and investigation Enhance supervision and monitoring</p>	<ul style="list-style-type: none"> Push through regular supervision aimed at efficiency Conduct supervision and investigation on specific cases Promote anti-corruption and self-discipline through related publications Staff Satisfaction Survey covers investigation of the satisfaction towards the extent of management integrity Business Partner Satisfaction Survey Publicly announce the telephone hotline and e-mail address for complaints, and accept complaints reported by different parties
 <p>Enhance accountability Ensure strict implementation of accountability system</p>	<ul style="list-style-type: none"> Implement provisional regulations on accountability procedures "Management Procedure for Qualifications of Top Management Members of Regional Companies", "Management Procedure for Qualifications of Middle Management Members of Regional Companies" etc, clearly state the veto power of serious responsibility of integrity and self-discipline. The assessment system of all managerial levels clearly states the responsibility of integrity and self-discipline.

Further improving the oversight function

In 2015, the Company's Intendence and Audit Department optimised its workforce and professional background, with more high-caliber talents joining the team. The department was enhanced, putting more focus on conduct supervision and education as well as greater management efficiency. The department also improved the internal control and risk management of COLI as a listed company, clarifying the reporting relationship with the Audit Committee. An audit reporting system was established, which requires the submission of reports in the first and the third quarters, while debriefing would be given in semi-annual and annual meetings. Such practice was well received by the independent directors of the Company. During the year, the Intendence and Audit Department enhanced such systems as the "Internal Audit System", "Rules of Internal Audit", "Regulations on Financial Responsibility Audit Management for Resigned (Incumbent) Officers". The department also monitored the release of the "Open Letter to Suppliers" and the "Integrity Agreement" by local subsidiaries while reviewing optimising the Company's whistleblowing channels.



Continuing to promote professional integrity

COLI stepped up anti-corruption education and fostered a positive culture at all levels. The Company organised a number of education and training sessions regarding "three stricts and three honests" ("Be strict in morals, power and disciplining oneself; be honest in decisions, business and behavior"). Attracting more than 300 participants, the events covered topics including national policies analysis and anti-corruption education. In addition, the Company included anti-corruption performance as a key indicator of assessment into the "Regional Company Operation and Management Responsibility Memorandum", creating "integrity files" for department heads, so as to strengthen the guidance for anti-corruption practices in business operations. In 2015, the Company identified its integrity risks and preventive measures across business lines in accordance with the operational management process, and established the "Guidance for Prevention and Education of Integrity Risks (Property Business)", so as to further promote professional ethics, integrity and self-discipline.



Integrity and Compliance in Operations

Upholding integrity and compliance in operations is a prerequisite for the Company to launch its business in new cities and to earn respect from customers, partners and other stakeholders. Established in 2014, the Legal Department has strived to develop a comprehensive, systematic and standardised system for minimising legal risks. In 2015, in addition to duties covering industrial and commercial registration, shareholding structure and other aspects, the Legal Department also strictly controlled contractual risk through legal training and education as well as litigation risk management. Furthermore, the management of external lawyers was strengthened to ensure successful implementation of the Company's operational decisions. During the year, the department continued to deliver information on "Learning Laws through Case Studies", promoting the timely awareness of and compliance with relevant business laws, rules and regulations at all levels. The department also maintained its warning against legal risks in business activities.

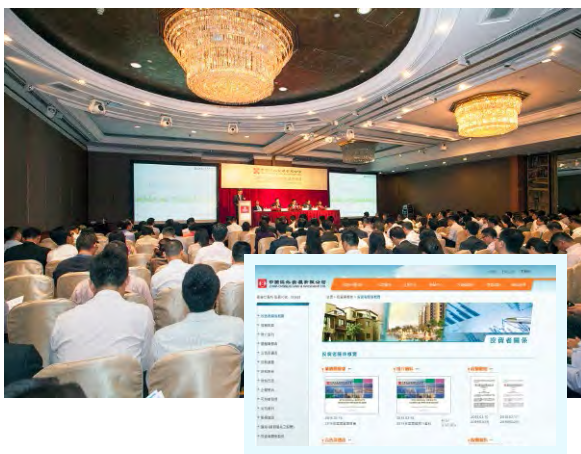


Moreover, a four-month training was carried out across the Company in 2015, based on "Legal Risks Analysis of Real Estate Sales" and featuring the prevention of relevant risks. The department also compiled the "Legal Risks List of Real Estate Sales" as a manual for frontline staff to enhance their awareness and performance of legal compliance. Through the "Contract Management System" available on the intranet, COLI monitored the standardised and information-oriented management of contracts entered into by marketing, design and other business lines with external parties, thus effectively reducing legal risks in external business activities.

Communication with the Capital Market

The management and Corporate Communications Department of COLI update investors (including shareholders, bond investors and analysts) on the Company's performance and business operations through various channels. Following the release of interim and annual results, press conferences, analyst meetings and post result road shows are held to meet with investors, collect opinions and answer queries directly. COLI voluntarily discloses certain unaudited operating and financial data on a quarterly basis, and announces property sales results and new land acquisitions on a monthly basis to improve the transparency of information disclosure.

The Company communicates and connects closely with investors and interacts with them through meetings with investment bankers, company visits and site visits to property projects. During the year, the Company organised over 400 meetings and telephone communications, and 160 site visits to projects with more than 500 investors participating. Investors from all sectors can obtain more information about the Company by clicking on the page "Investor Relations" at the Company's website.



Stakeholder Engagement

Identifying and clarifying the expectations and requests of all stakeholders is an indispensable part of our efforts in sustainable development. We cannot achieve greater value unless we integrate stakeholders' requests into the Company's daily operations. Such integration gradually improves the Company's capability in sustainable development management and facilitates the fulfillment of the Company's strategic goals. The following table shows a list of major expectations and requests from COLI stakeholders, as well as the Company's efforts in communication and response.

Stakeholders	Expectation and Requests	Methods of Communications and Feedback
 Customers/ Property owners	<ul style="list-style-type: none"> • Information transparency • Integrity and fulfillment of promises • High-quality products • Attentive services and experience • Opinions and complaints handling • Privacy protection 	Providing customers with excellent products in line with the quality product strategy; maintaining channels of customer communication and feedback at sales offices, property management offices, WeChat and complaint hotline/mailbox; conducting customer surveys regularly and improving performance.
 Employees	<ul style="list-style-type: none"> • Equal opportunity • Democratic management • Health and safety • Benefits • Career development • Caring for people 	Caring about employees' occupational health and safety; creating a comfortable green workplace; organising branded training activities regularly to promote career development and enhance competence at all levels; providing leisure activities and increase cohesion via the Staff Association.
 Shareholders/ Investors	<ul style="list-style-type: none"> • Information disclosure and transparency • Returns on investment • Protection of interests • Management and control of operating risks 	Maintaining close, transparent and efficient communication with the capital market through investor meetings, company visits, conference calls, investor visits, stock exchange announcements and other channels.
 Government	<ul style="list-style-type: none"> • Legal compliance • Fulfilment of tax obligation • Asset value enhancement • Win-win cooperation • Participation in the urban development 	Upholding integrity and compliance in operations; paying taxes on time; focusing on the development and operation of mid-range to high-end properties for the benefit of enhancing the vitality of communities; participating in the construction of affordable housing in response to government policies of building a harmonious society.
 Business partners and Suppliers	<ul style="list-style-type: none"> • Fulfilment of promises • Win-win cooperation • Sharing of resources • Open and fair procurement • Mutual development 	Continuing to enhance tendering and bidding practices, ensuring the performance of contractual obligations, and issuing the "Open Letter to Suppliers" to facilitate the implementation of the "open tender and procurement" policy and to achieve mutual benefits with suppliers.
 Community	<ul style="list-style-type: none"> • Collaborative development • Boost employment • Public welfare and charities • "Go green" 	Further to the 11 Hope Schools constructed with our donations, maintaining community campaigns, such as art exchanges, caring visits and summer camps; encouraging employees to participate in volunteer services; assisting in young people education and community development.
 Labour	<ul style="list-style-type: none"> • Employment opportunities • Health and safety • Labour protection 	Working closely with contractors to strengthen on-site quality and safety assessment of our projects; following construction safety guidelines; taking multiple measures to ensure proper management of employment contracts and payroll matters.

06 | Superior Quality

- Each and Every Detail of Each and Every Project
- Cooperation and Win-win: Supplier Relationship Management
- Meticulous Planning and Design
- Excellent Construction
- Sophisticated Marketing
- Sincere Customer Service



China Overseas Land and Investment Ltd. (COLI) believes that the most important social responsibility of a property developer is to provide the market with cost-effective and high-quality products and services. For many years, COLI has always adhered to the product responsibility philosophy of "Each and Every Detail of Each and Every Project", and cooperated with great efforts with thousands of suppliers to create values for customers by precisely managing the entire property development value chain from design, construction, marketing to customer services by means of whole-value-chain meticulous management to the whole real estate development. In addition, through its annual sustainable development performance assessment, it has infiltrated its sustainable development theory of "operation, environment and society" into all business aspects to promote a high-quality growth.



Each and Every Detail of Each and Every Project

COLI has consistently adhered to its quality product strategy which has aimed to provide expertly designed and well-constructed projects to satisfy the demand of the market and customers. The distinctive excellence and sophistication of its management make the Company stand out from its peers, aided in no small measure by a comprehensive customer services network throughout the entire process as well as professional and individualised service. All of these features have helped the Company to gain the long-term loyalty of customers.

COLI's pursuit of high quality is clearly guided by its project development philosophy of "Each and every detail of each and every project." Leveraging its abundant experience in construction and through the outstanding management and control over the entire property construction process, the Company became famous in Hong Kong more than 30 years ago through "innovative design, quality materials, outstand-

ing quality, reasonable price and comprehensive management." For more than 30 years, the Company has pursued constant innovation in planning and design of its projects. It has launched its fifth generation of premium residences, maintaining its role at the forefront of industry development. Through the historical ups and downs of the property market, and through more than 10 million square meters of projects that COLI has completed every year, the Company has steadfastly implemented strict quality control. This careful attention spans from planning and design to construction and service, from refined renovation to attentive arrangement both before and after project delivery, from customer service and professional property management to building a quality community for its customers. COLI's customer-oriented approach and concerted effort have built "A Trusted Brand Growing Through Diligence and Care", bringing COLI to different regions and steadily boosted its scale of business.



Cooperation and Win-win: Supplier Relationship Management

The business of COLI covers more than 50 domestic and abroad cities with huge business scale and thousands of suppliers, and its achievement in high-quality projects is closely connected to sincere cooperation with all suppliers. The suppliers of COLI mainly include contractors and various suppliers of building materials, decorative materials, installation materials and facility and equipment. Through procuring materials, products or services procurement from suppliers, COLI has drawn up relevant work guideline, and standardised contract text to standardise related systems and procedures. Moreover, it periodically performs comprehensive assessment to suppliers' products and services to ensure they conform to its strict standards. At the beginning of every year, COLI will update its "List of Unqualified Partners", and remove those suppliers who are not up to standards from tender and procurement list.

COLI attaches great importance to friendly cooperative relations with suppliers, and understands the significance of advocating and promoting the business pattern of responsible and sustainable development in the whole supply chain. Sincere cooperation with suppliers will be conducive to its performance in sustainable development. For instance, COLI

once cooperated with plumbing parts suppliers in joint research and development in coating of plumbing hardware. Through technology and process reform as well as repeated trials, they finally reduced the usage of heavy metals in products to achieve material saving and environmental protection while strengthening product durability. In 2014, COLI cooperated with strategic elevator suppliers for systematic research and development in elevator product standards applicable to its property projects, and finally worked out a whole set of standardised schemes and popularised them to the whole company, which made elevator suppliers shorten their design, production and supply period, improve product quality, reduce energy consumption and achieve all-win objective.

At present, COLI needs to make further continuous efforts to keep its supplier relationship management and implement its sustainable development policy. In view of the fact that COLI's core business is property project development, which may involve construction of numerous large-scale projects, the company emphasises on strict control of product quality and protection of work-site labor occupational health and safety as well as salary and welfare management.

Protection of Labor Rights and Interests

In recent years, the scale of COLI projects under construction has exceeded 10 million square meters every year, which indirectly created a large number of employment opportunities for peasant workers. It protected the rights and interests of peasant workers through enhancing the management of supplier's employment practices.

1. Labor occupational health and safety management: The labor occupational health and safety of projects under construction is of the most importance in site management of construction project. COLI cooperated closely with contractors to formulate site safety production and management regulations and conduct various safety knowledge trainings to ensure a low engineering accident level in the industry for its projects under construction. In 2015, there was no major casualty accident in the projects under construction.

2. Labor contract and salary management: To ensure the contracted labors have received their well-deserved legal and fair treatment. COLI already did these: To build a reliability system of contractors, under which tender participants will be evaluated for credibility. To build a comprehensive labor management system, under which all business partners are required to sign employment contracts with workers to clearly define the rights and obligations of each party. It has also compiled tables for construction costs and workers' salaries and conducted regular checks. It has implemented a daily duty and supervision system with the complaint hotline displayed at the construction site. Contractors must protect the rights of workers. It holds talks about laws and regulations for workers from time to time to enhance their awareness of their own rights.



Meticulous Planning and Design

Contributing to its consistent success throughout its long history of project development, COLI has been guided by an international vision influenced by a significant component of urban management and planning. The Company maintains three management levels encompassing planning, design and execution. This way of the Company can fully integrate the resources of domestic and overseas outstanding design units, enabling it to provide an in-depth analysis of plot ratio of land parcel and characteristics to calculate the value of project mix so as to maximise its profitability and the benefits to the community at the same time.

Customer demand and satisfaction are the Company's top priority from the planning and design stage, with the aim to create an innovative design, achieve scientific management and pay careful attention to details. COLI's planning has gradually shifted its focus to pure high-rise residential projects, pure villa projects, and high-rise + townhouse / commercial street projects. To meet the expectations of its customers for a better lifestyle, the Company's projects have adopted a range of styles such as Art Deco, Neo-Classical, French, British and modern Chinese styles. To reflect the grandeur of classic design, the Company has carefully considered the profile and proportion to create a node plan and a detailed drawing. The design and layout of property is highly

practical and superior materials are also used. This painstaking attention to quality and customer satisfaction has helped us to gain a wide recognition and strong reputation in the market as the Company has also gradually evolved its own distinctive design style.

China Overseas Property combines years of planning and design experience with the result of analysis of localised products. All products have been examined by several departments from the design stage, and in-depth assessments have been conducted to review the comfort, practicality and safety of these products. Consumer requirements for different products have been carefully evaluated so the Company can upgrade and provide the ideally designed projects and services to accommodate their needs. COLI is committed to continuous innovation. Products are customised to meet local needs. Low carbon emission features and energy-saving designs have been adopted, for example, in how building plans affect sunshine and ventilation. The Company considers these factors to maximise the energy efficiency of every building. To see examples of its innovative green building design and application of technology, please refer to the "Practice of Green Properties" section.

China Overseas Creative

Since its publication in January 2012, China Overseas Creative, in a form of monthly magazine, has been focusing on presentation of its planning and design business dynamics, excellent project, structural planning, architectural design, landscape building, house layout design and innovative design and highlights in refined decoration, and shared classical works and industrial dynamics with the peers. Now it has become a study base for summary, communication and interactive promotion in terms of planning and design business.



Excellent Construction

Since 2014, COLI has established a construction management company to manage the engineering and contracting of project development, with the aim to push forward systematisation, standardisation and professionalism of construction, hence realising its goal of delivering premium products. To do so, it can keep the product quality live up to the expectation of property owners, and ultimately to achieve "building excellent properties".

Construction planning

Construction planning is a unique operating mode in its project management. It requires frontline construction management staff to "formulate plans before starting the project and make plans about implementation in advance". Construction planning does not merely cover simulated construction, it also requires thorough consideration of the layout, workflow and transportation and logistics arrangements of the project. Staff need to consider how to adopt the plan into a contract, and to make sure the plan and content is executed, thus implementing comprehensive and professional control and management over the works and increasing the extent of the overall management of the project.



Quality First

COLI has consistently adhered to its promise "quality first", and takes quality improvement as the eternal theme in construction process. In accordance with its business development demand, COLI revised and published a guidance document for project quality governance for the whole company, namely "Manual of Safety & Quality Assessment System Management". Focusing on improvement of owner's satisfaction and project quality, COLI defined higher requirements in terms of actual measurement, quality and safety management, and safe and quality construction to gradually "integrate quality and safety management into daily management practice".

Seven Tests of Quality

Throughout the construction process, the Company maintains quality and safety management, motivating all staff to exercise comprehensive quality and safety control. Depending on the stage of development, the Company focuses on three main types of quality problems in structure, water-proofing and materials. It conducts timely measurement and assessment regarding dimension control, process nodes and hidden leaks, so as to urge contractors to make prompt adjustments. Before delivery, every project is subject to seven quality tests throughout the development process:

- ① By the construction company
- ② By the supervising company
- ③ By the developer
- ④ By the third party employed by the developer for on-site measurement
- ⑤ By government departments
- ⑥ By the property management company before handover
- ⑦ By the surveyor engaged by the developer before delivery

Construction Safety

The Company has established and clarified the accountability of safety management and has put into place rules for safety checks, special requirements for fire and theft prevention, identified major hazards on project level, implemented contingency measures for project safety and formulated contingency plans for safe production. For projects with greater hazards such as deep foundation pits, high and large formworks and operations at heights 30m and above, it has formulated construction safety plans for specific items, which have been tested and verified by experts. These aimed to ensure safe production of all the development projects and minimise impact of the construction projects on the safety and environment of the surrounding communities. In 2015, work safety month and major work safety inspection and other regular activities continued in all areas to improve the safety awareness of all employees. COLI carried out safe working practices on construction sites and there was no major safety accident throughout the whole year.

Case Study: China Overseas Construction Learning Community

On May 25, 2015, the project management company officially launched a new online platform for internal communication and learning across business lines, WeChat enterprise ID "China Overseas Construction Learning Community", setting up three modules, including "Excellent Course, China Overseas Excellent Products Journal, and System Guideline". Through summary and communication in terms of contract cost, quality technology and schedule, it promoted the company product quality management efficiently.



Sophisticated Marketing

Management of Sales and Marketing

COLI has strictly managed the legal and regulatory compliance of the promotional materials during the sales stage of its projects with the aim to enhance transparency in sale and purchase of its properties. In Hong Kong, the marketing and promotional materials related to all of the Company's projects for sale have strictly complied with requirements of the Residential Properties (First-hand Sales) Ordinance. In Mainland China, the Company has followed regulatory requirements of local governments in relation to the sale and purchase of commercial properties by displaying the related documents at all property sales offices and disclosing them to the public. Actions here include displaying sales licenses and supporting documents, notices about unfavorable factors within and beyond the regulatory requirements, risk notices such as on development models, showflat rooms, etc. These actions have been taken in order to prevent potential customer complaints caused by discrepancies between on-site product displays at the sales venue and the final delivery standard of the products. The Company has continued to upgrade its project sales staff in all regions with the training on presentation of project information and potential sales risks. It has also devised a series of standardised procedures from reception of customers during project sales through to signing a contract, and set up a hotline for directing complaints to the project sales manager in order to improve management of sales and marketing.

Protection of Customer Privacy

To further strengthen the privacy and protection of customer information, the Company has issued a "Notice on Enhancing Management of Customer Information" in 2014. A range of measures were announced, including print and electronic records of customer information to be managed by the staff in designated positions, processed within dedicated computers and under special management on a regular basis. The Company has strived to enhance the safety and security of customer information by delegating the responsibility to designated personnel to avoid or minimise the legal risks due to leakage of customers' personal information and has stressed the importance of customer information management so as to better safeguard customer privacy.



Sincere Customer Service

The customer is the foundation and motivation for the Company's sustainable development and the stimulus for its product innovations. COLI insists on providing customer services throughout the entire process from positioning, planning, construction, sales, flat in-take to post stage property services, and includes the customer satisfaction levels for all regional companies into the Company's performance appraisal. This exercise enables the Company to be involved in all business processes of property development operations from the customers' perspective and assigns the benefits of customers as first priority, thus driving the improvement of its products and services.

Since July 2012, COLI integrated customer service departments at each level into "Customer Relationship Department", and upgraded the function for providing services for customers to such modules as "customer relationship pre-work, prospective owner communication, move-in management, after-sales maintenance supervision, initiative customer care, owner complaint reception and management, collaborative service with property company" to push forward systematic and detailed customer relationship management. Since 2014, South China area has carried forward standardisation and normalisation in customer relationship management, and worked out such system documents as "10 Management Modules for Customer Relationship Business & 57 Customer Relationship Management Stages" and "Guideline for Customer Relationship Business Line Management Authority and Division of Responsibility" so as to continuously improve the Company's customer relationship management level.

Publicity of Unfavorable Factors of Project

For instance, Northern region formulated and issued "Management Measures on Unfavorable Factors and Inspection of Marketing Site Risk" in 2015 to standardise site publicity standard, interpretation, implementation and supervision of unfavorable factors in a form of company management system so as to facilitate open and transparent outward information for newly developed projects and promote sales service and integrity operation management level.

Product Defects Library

Customer Relationship Department at each level performed daily visit and spot check to products and service quality, and worked out special research report on "Product Defects Library". In addition, it cooperated with design line and engineering line for centralised training and study, requested and participated in special review of product defects in drawing design stage of a newly developed project in order to prevent repeated occurrence of similar problems in early stage of project development.

Prospective Owner Communication

In order to push forward open and transparent project information and strengthen communication with prospective owners, the companies at each level constantly improved customer relationship management level with prospective owners based on local situations, including sharing with prospective owners about such contents as the latest real estate information, project development progress, China Overseas Property Club activities and business alliances discount activities by means of microblog and WeChat platform, and actively responded to focus issues concerned by customers.

Property Examination

To maintain good quality at each and every project and promptly solve the problems related to quality, one to three months before the delivery of its products, the Company sets up a project construction management department, a customer service department dedicated to after-sale service and a third-party property inspection company for cross-checking before delivery. Its customer service department also collects suggestions and opinions before and after delivery and directs this feedback to its planning, design and construction departments, so its comprehensive quality control and supervision system covers the entire process, and through information and professional innovation, it can continue to deliver premium products up to customers' satisfaction.

- Complaints via iPad: All properties undergo internal inspection before delivery. The units are checked from the perspective of its customers and all problems are recorded in its "CRM system". All indoor and public areas are checked and problems are promptly fixed.
- In 2015, regional companies appointed third party property inspection companies to conduct property checks. This measure is intended to learn from professional management experience in the market and enhance the professionalism of property inspection.
- Local customer service departments are conducting surveys on products and service quality. Problems are to be reported to the Company and follow-up actions are to be undertaken to optimise its products and services.

Smooth Customer Complaint Channel

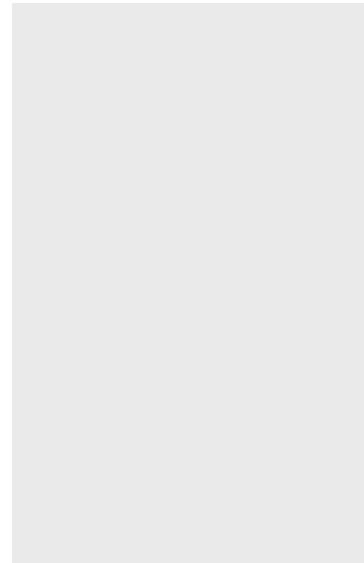
In 2015, COLI continued to strengthen whole-staff customer service awareness, improve timeliness and effectiveness in complaint handling, standardise complaint handling reception procedure, and smoothen customer problem feedback mechanism. Moreover, it publicised complaint contact information in project sales stores, reception desk of community property management office (or at lobby of each building), in-take site and on-line publicity platform, etc.

- Reception desk switchboard
- 400 complaints hotline
- Customer service reception desk
- Sales store reception desk
- Complaint E-mail
- Owner QQ group
- Official Weibo and WeChat ID

China Overseas Property Club

The "China Overseas Property Club", an association promoting interaction among property owners at COLI's projects, was established in 2004. Its vision is "Wonderful Livelihood, Remarkable Life." As at the end of 2014, the China Overseas Property Club had branches in more than 30 cities with more than 300,000 members. In 2015, all areas continued to carry out national series activities of China Overseas Property Club including "LOHAS Sports Season", "Happy Talent Show" and "China Overseas Experience Camp for Children of Property Owners" in all communities to make efforts to enrich China Overseas community cultural life.

- 1 To enhance and promote the liaison of COLI, customers (principally property owners) and the community, and share the latest updates of China Overseas Property's operations and services;
- 2 To enrich living experience through organising a range of social, charity, leisure and entertainment and sports activities;
- 3 To expand the business alliance network of China Overseas Property Club and provide value-added services such as special offers and group purchases for property owners;
- 4 To improve and optimise the products and services of China Overseas Property through collecting feedback from customers.



Open Day at the Construction Site

To express its care and concern to property owners, Open Day at the construction site are held at the appropriate time in the construction progress. Property owners are invited to the site and pictures are used to illustrate the process from vacant land to topping out. Its staff also leads property owners to visit the site, to gain a better understanding about its property quality standards and details.



Customer Satisfaction Survey

In 2015, COLI in the Western region, Northern region and Hua Nan region continued to engage a third party research organisation to survey property owners on product and service satisfaction during the sales stage or various stage after the move-in. The survey also focused on the sale, design and quality of the products of the developers, and also collected opinions and suggestions from customers on the daily services of the property management company for continuous improvement in customer service and property management quality of the Company.

Besides, it has listened to customers' opinions expressed through telephone hotlines, written documents, property owner forums and social media. It has quickly responded to customers' needs, with an aim to improve its customer services.



Collaborate with Property Company for Co-building of Excellent Community

The projects invested and developed by COLI are managed professionally by "China Overseas Property Management Ltd." China Overseas Property Management Ltd. was officially spun off and successfully listed on the Hong Kong Stock Exchange in October 2015. While it is promoting basic property service quality (community safety management, environmental management, project maintenance management, and community cultural management, etc.), it also explores community O2O value-added service business so as to cooperate with COLI for co-building of excellent housing estate. The Company's property development division and property companies joined hands to initiate an activity "Co-Building an Exemplary Model of a Top Property Projects" in 2011, where a number of projects having been occupied for two or more years were selected for upgrade in order to optimise the facilities and improve property service, with an aim to enhance the living environment and experience. All expenses incurred in the projects of "Co-building of Eternal and Excellent Products" have been subsidised by the Company proactively. It is a significant investment to reward property owners continuously and to preserve and add value to the communities. The Company is a pioneer in the industry in providing such innovative service to better serve property owners.

07 | Commercial Properties

- Overview of Commercial Properties
- Practice of Sustainable Development



By adhering to its operations principle to "unify ownership, hold and operate", COLI strives to build three product lines, i.e. China Overseas Grade A offices, proprietary brand Unipark shopping malls, and hotels with star ratings. Moreover, it also participates in exploration of urban public facility operation. It devotes itself to building up a platform for collaboration among customers, partners and shareholders to satisfy the demands of all stakeholders so as to promote a steady increase in business value, shareholder value and brand value.



Overview of Commercial Properties

Being an important strategic choice in COLI business layout, its commercial property has been increasingly specialised and corporatised since 2012, and the commercial property held by the Company was mainly operated by China Overseas Property Business Development Co., Ltd. Up to now, its commercial property projects covers close to 20 vibrant and prosperous cities including Hong Kong, Macau, Beijing, Shanghai, Shenzhen, Nanjing, Shenyang, Chengdu, Hangzhou, Tianjin, Ji'nan, Xi'an, Chongqing, Suzhou, Wuhan, Foshan, Fuzhou and Taiyuan, etc.

By the end of 2015, the commercial property that has been put into operation covers an area of more than 1.7 million square meters. "China Overseas Series" Grade A office buildings constitute urban commercial landmark with excellent quality. China Overseas Unipark Shopping Mall integrates such functions as shopping, catering, recreation, leisure, education and culture to serve and to grow with the communities.

Overview of COLI's Commercial Property in Operations

Type of property	City	Project
 Office buildings	Hong Kong	China Overseas Building
	Beijing	China Overseas Plaza, China Overseas Property Plaza, China Overseas Property Building
	Chengdu	China Overseas Building, China Overseas International Center(AB/E/FG)
	Shanghai	China Fortune Tower
	Qingdao	China Overseas Building
	Shenyang	China Overseas Plaza (F1/A1A2)
	Ji'nan	China Overseas Plaza
	Xi'an	China Overseas Building
	Zhuhai	China Overseas Building
 Shopping Malls	Ji'nan	Unipark Shopping Mall
	Shenyang	Unipark Shopping Mall
	Nanjing	Unipark Shopping Mall
	Zhuhai	Business Street of Midtown
	Chengdu	Supermarket of COPIC
 Hotels with star ratings	Macau	Ascott Macau
	Shenzhen	The COLI Hotel
	Zhuhai	Pullman Zhuhai

Practice in Sustainable Development

As long-term investment assets owned and operated by COLI, commercial property projects are particularly important in evaluation and inspection of sustainable development performance during the process of project design and development as well as operation management. By promoting its developed commercial projects, COLI actively participated in LEED (Leadership in Energy and Environmental Design) Green Building Rating System, endowing the entire commercial projects with positive environmental value and social responsibility value. It guided whole life cycle construction of a project in line with LEED certification system standards to eventually achieve the goal of offering high-quality, comfortable and healthy life and working environment to commercial tenants. In addition, through reinforced review and management of building energy efficiency, it encouraged staff, tenants and customers to take steps to improve environment protection and to influence public welfare behavior in surrounding communities and cities.

1. "China Overseas Series" Grade A Office Building

COLI has applied for LEED certification for its office building projects. As to LEED certification system, the latest version so far was updated and proposed by U.S. Green Building Council in 2009. According to the concept of sustainable development building, the rating can be divided into 7 parts: sustainable site, utilization efficiency of water resources, energy and atmosphere, materials and resources, indoor environmental quality, design and innovation, adjusting measures to local conditions. In addition, U.S. Green Building Council devised different rating systems according to different building types and implementation stages. The certification and rating system for office buildings and commercial buildings for rent or sales is LEED-CS (LEED for Core & Shell). By the end of 2015, China Overseas Plaza in Beijing won LEED-CS Gold Certification, Block AB of China Overseas International Center in Chengdu won LEED-CS Silver Certification. In addition, 10 commercial office buildings won LEED-CS Gold Pre-certification and 4 projects won LEED-CS Silver Pre-certification.



China Overseas Plaza, Beijing: application of typical green building technology

- The hot water supplied by solar water heating system accounts for over 10% of total hot water consumption of building .
- Introduce municipal recycled water for toilet flushing, car washing and landscape irrigation, which accounts for over 40% of total water consumption in whole building.
- Reasonable building layout, and more than 75% main functional zones can meet related standard natural lighting requirement.
- Ventilation design as required, and CO₂ sensor is equipped in office area for air volume regulation to ensure indoor air quality.
- Perfect building intelligent systems, including Generic Cabling System, Security System and Building Equipment Monitoring System, etc.



China Overseas International Center, Chengdu: application of typical green building technology

- Intensive and efficient column grid and core barrel layout improves application performance of office space in limited building area.
- Introduce unit-style glass curtain wall technology to reduce indoor air-conditioning energy consumption of a building and improve lighting and horizon.
- Adopt intelligent light control system to intelligently adjust the light to reduce office lighting energy consumption.
- Open balcony is set in advantageous area of a building for southward lighting to increase natural environmental landscape.

Office buildings in operation:

more than **1 million square meters**

Total number of service enterprises:

more than **1,000 enterprises**

China Overseas Officloud

To follow the trend of commercial service Internet, China Overseas Series Grade A office buildings have integrated commercial market resources since 2014 and published its operation service brand, China Overseas Officloud, and it gradually developed value-added service program in three aspects, namely, "enterprise development service", "enterprise management service" and "staff daily service", so as to provide co-working service, meeting room renting and conference service to devote itself to offering incubation and care services to medium and small enterprises. In addition, it periodically carries out tenant satisfaction survey to listen to their opinions in order to constantly improve its operation service quality.



Business-assisted Service Program

By adhering to the philosophy of "green office and happy business enjoyment", commercial companies added many environmental-friendly and convenient service facilities in 2015 to support and popularise green commuting of staff and tenants.

1

Add electric vehicle charging piles: Currently, China Overseas Series office building cooperates with charging network, and has installed electric vehicle charging piles in office building projects in operation to support clean energy development.



2

Optimise car sharing service:

China Overseas Officloud actively introduces time-sharing renting service product, VRent to provide environmentally-friendly, convenient and diversified travel choice for the enterprises and staff in office building.

3

Encourage public transportation travel mode:

China Overseas Property Plaza in Beijing sets up Capital Airport shuttle bus time schedule; China Overseas Property Plaza in Jinan provides office building tenants with public transportation card recharge service; Chengdu office building provides subway shuttle bus; and China Overseas Building in Xi'an provides free-charge bicycle leasing service, etc.



Support "Earth Hour" Activity

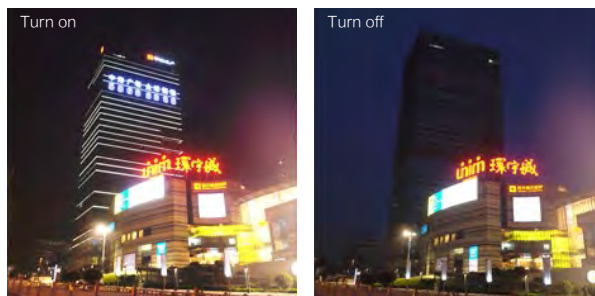
To respond to WWF (World Wide Fund for Nature) Earth Hour "Switch Off, Blue On" initiative in 2015, the nationwide China Overseas Series Grade A office buildings took relay for environmental protection and cooperated with tenants to conserve energy. They carried out a series of charity initiatives to support this environmental event, and performed environmental relay interaction with WWF at official website to support utilisation of renewable energy sources.



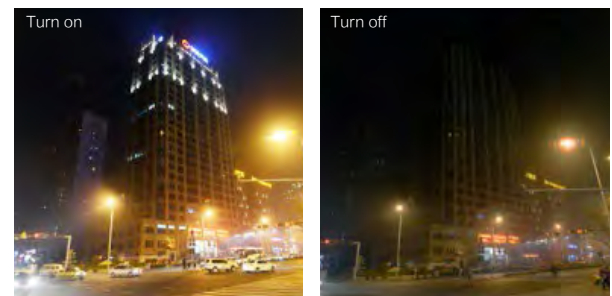
Interaction with WWF at official website



China Overseas International Center, Chengdu



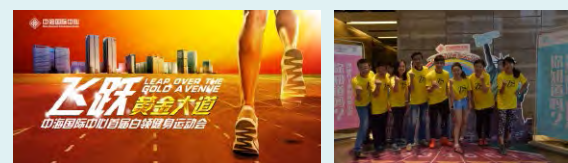
China Overseas Plaza, Ji'nan



China Overseas Building, Qingdao

First White-collar Sports Day Meet in Chengdu High-tech Zone

On August 24, 2015, China Overseas International Center, Chengdu successfully conducted the first white-collar sports day, and 320 tenants from more than 20 enterprises including HSBC, Hanergy, Sichuan Development Holding Co., Ltd. and BASF took part to advocate business people in office building to pay attention to their physical and psychological health.



"Cloudnpo, Wardrobe Alleviation Campaign"

On July 22-23, 2015, commercial companies cooperated with charity organisation, www.shantaowang.com to successfully conduct a charity theme activity named as "Cloudnpo, Wardrobe Alleviation Campaign" in Shanghai CSEEC Tower, and more than 30 tenants took part in this activity. They received more than 1,000 pieces of donated clothes, of which, 120 pieces met charity bazaar standard on www.shantaowang.com, and the received donations through charity bazaar would be used for "One egg" public welfare program. The resting clothes that were not up to shelf standard would be performed unified disinfection and then would be donated to the people in poor mountain area of Qinghai Province in the name of China Overseas Commercial Property.

2. "Unipark" Shopping Mall

"Unipark" Shopping Mall is positioned on shopping experience of "love, beauty, happiness, fashion and quality". Since 2013, Unipark has been opened for business successfully in Jinan, Shenyang and Nanjing. It integrates such functions as shopping, catering, recreation, leisure, education and culture to create brand new experience for urban lifestyle. In addition, it cooperate with merchants to share resources for a win-win future.

Ji'nan Unipark:
Opened for business
on September 29, 2013,
having 25,466 members

Shenyang Unipark:
Opened for business
on May 30, 2014,
having 5,527 members

Nanjing Unipark:
Opened for business
on May 30, 2015,
having 30,823 members

**Uniparks in the three
cities created
2,877 employment
positions in total**

Specific Actions in Energy Conversation and Consumption Reduction

On January 21, 2015, commercial companies (Ji'nan) and property company held a specific seminar together on Unipark daily operation and energy conservation and consumption reduction. For this purpose, the company established energy analysis and management team to collect and study feasible measures for energy conservation and consumption reduction and daily operation and maintenance details that could be implemented. Starting from water and electricity conservation, it optimised energy management benefit of whole Unipark to further reduce energy consumption and build environmentally-friendly shopping mall.

Promote Merchants to Help Each Other for Progress Together

In order to improve merchants' service level to create a comfortable and satisfying shopping environment for customers, Jinan Unipark started "Merchants Mutual Learning Lecture Hall" on March 18, 2015, to organise all merchants at Floor B1 to visit excellent merchants for study and communication, which was widely praised by merchants.

UNI Love Clothes Station

On February 20, 2015, under the support of Shenyang Huanggu District and Sunflower public welfare organisations, Shenyang Unipark officially set up "Uni Love Clothes Station" to collect love clothes donated by citizens, which attracted the residents and children from many communities to join in.

I Care for the Earth

In April 2015, Shenyang Unipark cooperated with Chinese Business Morning News and www.shouxiner.com to hold large-scale environmental protection theme activities named as "Love the Earth, Unipark Angel Action" and "Hand-in-hand for Environmental Protection Together", and numerous families participated enthusiastically, which popularised environmental protection concept of "Protect the Earth, Start from Me".



3. Urban Public Facilities

Shenzhen Contemporary Art Center and Urban Planning Exhibition Hall

Shenzhen Contemporary Art Center and Urban Planning Exhibition Hall (the "Halls") are located at the northeastern section of Civic Centre in the heart of Shenzhen. It is the latest key infrastructure project on the axial line of Shenzhen. This landmark building occupies around 30,000 m², with a total gross floor area of 87,800 m². It is to stand 40 meters tall

comprising five storeys, with two levels (partial) basement. COLI secured the right of construction and operation of the Halls in 2012. The project is expected to be completed and commence operation in 2016, and it will be opened to the public free of charge.

At present, the main building structure and external walls project of the Halls have been completed, and many green building technologies have been applied, which won National 3-Star Certification in Green Building Design.

Adjustable sunshade

The external wall of building is composed of aluminum alloy sunshade perforated plate and heat preservation and heat insulation glass layer. The sunshade perforated plate is designed to capture diffuse light to an extreme to protect external glass surface from direct sunshine radiation.

Fresh air heat recovery

Rotary heat recovery air-conditioning units are installed in lecture halls, offices, administration offices, property management offices, conference rooms, research centers, libraries, shops and VIP rooms, using the technology full heat recovery. The heat recovery efficiency is 62% in summer and there are 116 days eligible for fresh air heat recovery, covering almost the entire season for cooling.

Solar water heating system

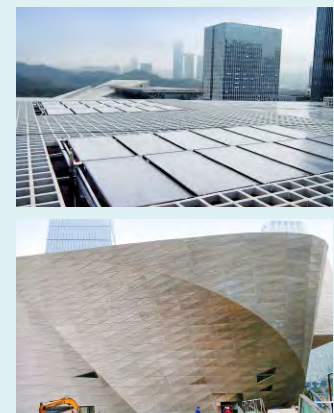
Solar thermal system is adopted for renewable energy, supplying 100% of hot water for the Halls.

Saving and wise use of building materials

Office space features a convertible area of 7,525 sq m, including 3,984 sq m or 86.9% with demountable partitions. The utilisation rate of recyclable materials is 14.1%.

Green operation and management

The Halls are equipped with smart systems of building construction, energy management, meter reading, building facilities management, etc



08 | Practice of Green Properties

- Concept and Philosophy of Green Properties
- Green Design
- Green Construction
- Green Procurement
- Green Operation
- Green Building Certification and Promotion



In line with its professional edge, COLI is committed to the continuous practice and innovation of green building technologies. It advocates the use of cost-effective and appropriate energy-saving technologies. Thanks to the practice of low-carbon communities and cities in residential and commercial projects over the years, the Company is able to better utilise land resources and building materials throughout the life cycle of property development. COLI practices green construction and green office and organises charity activities in communities to promote environmental protection. The Company also practices the concept itself, encouraging sustainable life and work among employees and property owners. As at the end of 2015, the Company had obtained over 40 green building certifications, promoting the development and practice of green properties.



Concept and Philosophy of Green Properties

With several decades of experience in industry-leading project design and construction, COLI has continued to fulfill its commitment to protecting the natural environment across project planning and design by adopting appropriate measures based on actual topographical and geographical conditions and by refining design through introducing the concepts of land optimisation, energy and water conservation, material economisation, indoor environmental technology, green construction and operational management to precisely determine project positioning. Through doing research on current conditions, formulating an appropriate implementation method and technology strategy, and creating exemplary pilot projects, the Company has promoted the wide application of green construction technology in its new residential projects.

As a whole, the practice of green properties is intended to enhance the Company's environmental performance, to manage the impacts of operation and project development on the environment, as well as to avoid and minimise the risks and impacts of related activities on the environment. To this end, the Company will:

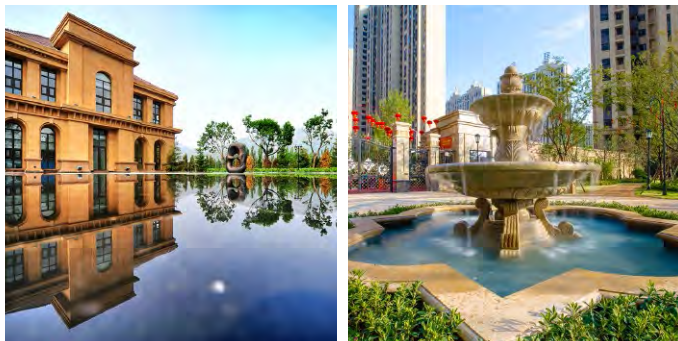
- ✓ Ensure that all its subsidiaries comply with environmental laws and regulations, striving to be a leader in the industry with excellence;
- ✓ Benchmark and certify its residential and commercial developments to green building criteria at home and abroad;
- ✓ Introduce the best practice relating to operational eco-efficiency into related project management;
- ✓ Assess and review its environmental performance and practices on a regular basis through international benchmarking, driving continuous improvement and optimisation; and
- ✓ Plan and organise environmental protection activities through its business presence, promoting related efforts by employees, partners, customers and communities.

Green Design

Contributing to its consistent success throughout its long history of project development, COLI has been guided by an international vision influenced by a significant component of urban management and planning. The Company maintains three management levels encompassing planning, design and execution. An added advantage of the Company is that it can fully integrate the resources of domestic and overseas outstanding design units, enabling it to provide an in-depth analysis of plot ratio of land parcel and characteristics to calculate the value of project mix so as to maximise its profitability and the benefits to the community at the same time.

COLI combines years of design and planning experience with local research results, organises multi-departments joint assessment, performs comprehensive analysis and enhancement on comfort, practicality, safety and other aspects, investigates the real needs of customers in order to improve the compatibility between the customers and the product and services. Being innovative and flexible to the local conditions, COLI applies low-carbon energy-saving designs, such as taking into consideration the effect of building arrangements on sunlight and ventilation, so as to improve energy efficiency when the buildings are in operation.

Hua Yi Design is also actively involved in green building design, with a special research centre for that purpose. It has served as the chief designer in a number of green building projects of public and residential purposes. Many of its projects are certified to LEED Gold standards and China's Green Building Label. Further more, Hua Yi Design is a Council Member of Guangdong Green Building Association and Vice President Member of Shenzhen Green Building Association. It has organised the compilation of industry standards, including the "Detailed Rules for Implementation of 'Design Standard for Energy Efficiency of Public Buildings' in Shenzhen".



Green Construction

Environmental Management

COLI is committed to constructing and managing its development projects in a sustainable manner. In particular, it strives to better utilise natural resources and minimise the environmental impacts during the whole process of project construction. Hundreds of projects under construction in Mainland China actively learn from the experience of green practices at construction sites in Hong Kong. They have developed green building standards and actively ensure safety and proper management.

- 1 Prevent airborne dust – Appropriate land hardening treatment; dust covers installed on mixers; trucks transporting loose materials must be properly covered; maintaining a clean construction site and not bringing the dust and mud outside of the site.
- 2 Noise suppression – Install temporary noise barriers and strictly follow operation hours; install noise prevention or suppression parts on mixers, air compressors and wood tools that generate loud noise.
- 3 Waste water treatment – Build waste water collection pipes and pools to collect household and construction waste water and, ensure that industrial waste water is properly discharged into municipal waste water piping system according to the regulations. Appoint specific professionals to be responsible for waste water treatment and cleaning. Keep careful records and implement standardised management.
- 4 Disposal of solid waste – Solid waste produced from construction will be collected and disposed according to the city management rules. Hazardous waste will be disposed of by qualified units according to laws and regulations.

Sophisticated Fitting-out

COLI has gradually implemented a sophisticated fitting-out strategy with an aim to reduce wastage of materials, noise pollution and disruption of social resources as by-products of renovation commenced by property owners after delivery of residential units. After research and evaluation, the Company introduced six types of sophisticated fitting-out options for customers to choose, provided advice on standards for design style and ratio of use of materials and centralised procurement of wooden flooring, sanitary equipment, kitchenware and electrical appliances, thus significantly boosting utilisation of social resources as well as general performance of the residential units.

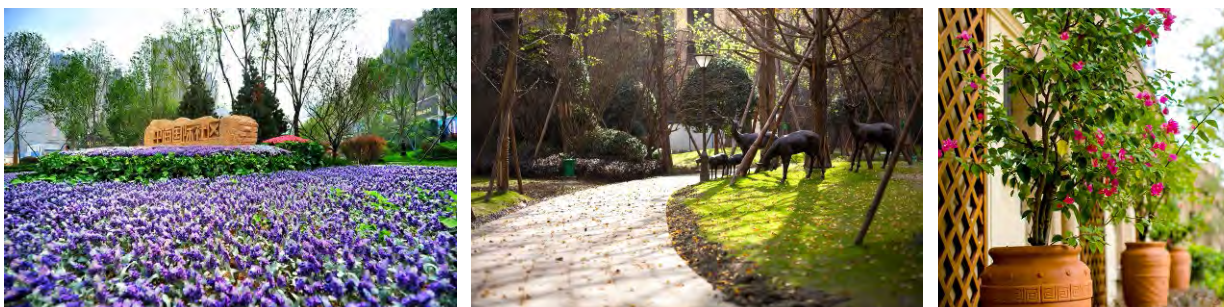
With the benchmark clearly set for sophisticated fitting-out during the year as well as the standards on product design specifications, and through a number of measures and initiatives taken by the Planning & Design Center, the Company has successfully taken its sophisticated fitting-out strategy forward. The specific initiatives includes research studies and announcement of sophisticated fitting-out standards for all segments, professional training of managers specialised in sophisticated fitting-out, research studies and exchange on sophisticated fitting-out in all regions, centralised procurement by the Cost Management Department and trainings on construction management by the Development Management Department. In 2015, the Company further developed, promoted and implemented a series of design standards for sophisticated fitting-out, greatly increasing the percentage of fitting-out projects.



Protection of Biodiversity

Projects developed, constructed and operated by COLI are mostly located in down-town areas. For projects near natural landscape, the Company strictly comply with government regulations, having its construction and project development off the red line of arable lands, so as to protect natural habitats and biodiversity. COLI strictly abides by the "Environmental Impact Assessment Law of China" for all its projects, analysing, forecasting and assessing potential or negative impacts on the environment (including the surrounding ecosystems, biodiversity, etc.) before development and construction. By so doing, it prevents damages to natural habitats during project construction and avoids the extinction of endangered species. Ever since its establishment, the Company has never caused negative impacts on the biodiversity in cities with its business presence.

In the meantime, the Company carefully creates gardens and green spaces in its projects with a great variety of plants, so as to improve the niche environment, to enrich the landscape and to provide property owners with the biodiversity experience.



Green Procurement

COLI strictly executes its strategy for procuring quality construction materials in all projects under construction, in order to ensure that large orders can secure quality materials and efficiently utilise resources, thus promoting the technological development of construction materials companies. The Company optimised the categorisation of the central procurement system and set up construction materials procurement guidelines from 2014. A set of standards for ceramic tiles, kitchen and bathroom fixtures, doors, windows and hardware, electromechanical equipment, electrical equipment, and water and heating systems were also issued. It also compiled and shared a list of qualified suppliers within the Company while updating the list of unqualified suppliers.

The construction management company has set up a specialised technology management department which closely monitors industry and market trends, in order to summarise and promote widely accepted new technologies, materials and equipment to avoid a recurrence of quality problems and ensure the works proceed on schedule, within budget and are safe.

Supplier Environmental Assessment

The Company closely monitors, manages and controls procurement sourcing, production processes, technology, delivery, storage and cost of suppliers. All materials must undergo environmental inspections. Through a daily rating system, grades are included in the annual appraisal of suppliers so as to encourage suppliers to maintain low carbon production and green operations.



Green Operation

Concern about climate change

COLI promotes its green operation in an environmentally responsible manner, with fine management to further reduce the impacts of business activities on climate change. In recent years, the Company has started the attempt of systematically monitoring and calculating GHG emissions by operation points of subsidiaries at all levels, with the gradual disclosure of its carbon footprint.

COLI subsidiaries at all levels organise activities in line with environmental protection events at home and abroad (e.g., China's Arbor Day, World Environment Day, World Car Free Day, WWF Earth Hour, etc.), so as to enhance public awareness of climate change and participation in related campaigns.

Implementation of green office



The IT Dept. optimises persistently paperless office management systems, such as an OA platform and an electronic approval platform.

900

More than 900 video conferences were held during the year



Introducing energy-saving lighting, such as LED lights.

COLI actively integrates environmental responsibilities into its daily business activities. In the beginning, COLI has introduced the concept of environmental protection and resources conservation in its day-to-day routine work and office operations. Over the years, all staff from all levels of the Company have pushed forward low carbon and green office initiatives such as "Write on Both Sides", and "take the stairs within three floors." In recent years, with the increasing popularity of the internet, the paperless initiatives have been extended to all phases of business. The Information Technology Department have launched paperless office management systems, such as an OA platform and an electronic approval platform, to reduce a great deal of unnecessary paper wastage and also promote recycling and reuse of paper.

As always, COLI encourages its subsidiaries to use the video conferencing system in place of business travels. More than 900 video conferences were held during the year. This valuable tool has not only boosted communications efficiency and saved time, but has also reduced greenhouse gas emissions generated by transportation during business travel. Moreover, all subsidiaries of COLI have also applied the resources conservation and environmental protection concept in office renovation by introducing energy-saving lighting, such as LED lights, to reduce electricity consumption.

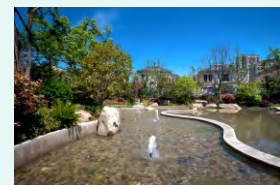
Practice of Green Properties

As the team leader of the Green and Energy-Efficient Building of the China Green Building Committee, COLI has been actively pushing forward the implementation and technological exploration of green construction projects and the promotion, development and application of green buildings. Towards this end it has set up its own system in the areas of integrated design and comprehensive evaluation standards.

Suzhou 233-2 Project (Spring Project), the first full life-cycle green construction technology pilot project centers on three key concepts of "low carbon, health and intelligence", the project which focuses on "people-oriented sustainability" has adopted 28 green construction technologies according to local conditions which integrate technology functions, environmental-friendliness, cost-effective management and comfort. The project has had a demonstrated positive impact within and outside the Company. Technology inspection and acceptance of the project were completed in December 2014. Since then a full life-cycle green construction in the areas of green technology systems, design objectives, application technology, economic benefits and social impact has commenced. The model has gained the acclaim and recognition from authoritative organisations such as the China Green Building Council. Details of this project were disclosed in the 2014 Corporate Social Responsibility Report.



▶ Technology Demonstration Area



▶ Water view of the Technology Demonstration Area



▶ Exterior of the low-rise residential buildings in the Technology Demonstration Area



▶ Low-rise residential buildings in the Technology Demonstration Area

The International Community (Suzhou) 233-2 Project features a number of green building technologies, such as the solar thermal, fresh air total heat recovery, prefabricated construction and efficient irrigation. Those technologies are also used in a number of COLI projects for saving energy and reducing consumption, with good operational eco-efficiency.

Chongqing The U World, Blocks 1&2 of Phase B03-2

Wastewater recycling system: Wastewater from shower and laundry is collected, purified and then used for plant watering, road washing, underground garage washing, car washing, waterscapes, toilet flushing, etc.

VRF air-conditioning system: Such a system with the household air-cooled design is adopted in the carport lobby and the entrance hall, for the benefit of energy efficiency.

Water-saving irrigation system: Used for landscape irrigation, together with manual irrigation for undulating and steep terrains.

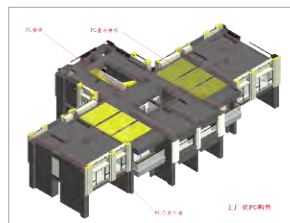
Energy-efficient lighting: Three-color fluorescent lamps and compact energy-saving lamps are used for the carport, the property management office and aisles.



The Paragon, Shenzhen

COLI started its engagement in industrialisation housing projects in Hong Kong in the 1980s. Later in the 1990s, Shenzhen Hailong Construction Products Co., Ltd. was established as a professional company engaged in the R&D, design and construction of architectural products for industrialisation housing. The Paragon is the first housing industrialization project jointly developed and constructed by COLI and Hailong.

This project features prefabricated bay windows, laminated floors and prefabricated staircases and other product components, together with related technologies such as aluminium alloy formwork, BIM (building information modelling), prefabricated construction, integrated renovation and optical conductor lighting. The use of those components and technologies has reduced the waste of building materials and the impacts of dust and noise during construction. It has also enhanced the social and environmental benefits and construction quality of the project.



Public Benefit Activities for Environmental Protection

Planting Green Spring in My Home

March 15, 2015, the Hangzhou branch of Planting Green Spring in My Home invited more than 200 local property owners for tree-planting activities in their respective communities, promoting the idea of taking the first step for a better environment.



"Positive Energy in Spring"

"Green is in full bloom here; for a carefree life I and the fish cheer. Pooling the efforts we can steer, to spread the love for books to every faraway peer!" On 26 April 2015, Tianjin Company organised a large campaign to promote environmental protection. With the theme of "Working Together for Green and Love", the campaign attracted over a hundred local property owners. They donated books, planted and adopted trees, shared the know-how of environmental protection and freed captive animals, expressing their love for the environment and homes through those small acts of kindness.



Activities by the 6th "China Overseas Green Alliance"

Beijing Company organised themed activities of the China Overseas Green Alliance in several residential communities on 28 April 2015 (for the sixth year). Related activities included tree adoption, "green redemption", eco-friendly DIY and promotion of waste sorting, depending on the conditions of each community, so as to encourage a green life among property owners.



"Running for 'Qiantang Blue'"

On 18 October 2015, Hangzhou Company successfully held the philanthropic event of "Running for 'Qiantang Blue'". The race, covering a distance of 10 kilometres, featured no timing or ranking. Instead, for every kilometre covered by all the runners finishing the race, Hangzhou Company would donate 10 yuan as environmental public welfare fund to Green Zhejiang. Kelly Foster, an expert with Waterkeeper Alliance (WKA), was also present to congratulate on the success of the event.



Green Community Management

To realise an environmentally-friendly living concept in the communities, apart from allocating waste separation bins and used battery collection boxes to all of its projects, the Company has actively cooperated with local governments, related authorities and organisations to act as a demonstration unit for waste separation at specified times and locations, and also introduced professional companies to centralise the collection of empty bottles and packing of cleansing and agricultural chemicals after use to eliminate such hazardous pollution sources. In view of apparent energy-saving effect and long product life of LED lighting, COPM has implemented an energy-saving LED lighting upgrading project in the properties under its management.



Green Building Certification and Promotion

In 2015, COLI continued to promote green building certification for its residential and commercial projects. As of end of 2015, COLI has received over 40 certifications, including China Green Building Star Certification, U.S. LEED Certification and UK BREEAM Certification, comprising gross floor area over 4.5 million sq m.

In 2015, the Company's developing projects were awarded 9 green construction certifications with a gross floor area of 1.43 million sq m. Out of those, there were 3 three-star projects, 2 two-star projects, 3 one-star projects and 1 BREEAM certification. Phase B03-2 La Cite, Chongqing, The Joyful City (Phase 2), Suzhou and Shenzhen Contemporary Art Center and Urban Planning Exhibition Hall were granted "Three-star Green Construction Design Label Certification" issued by Ministry of Housing and Urban-Rural Development of the PRC, which demonstrates COLI's unremitting determination to green construction quality.



Name of Certification	Project	
LEED (Gold Certification)	China Overseas Plaza (Beijing)	
LEED (Silver Certification)	China Overseas International Center AB (Chengdu)	
LEED (Gold Precertification)	Shanghai Luwan 65#	China Overseas International Center CD/H/I/J
	China Overseas Plaza (Shenyang)	(Chengdu)
	China Overseas Building (Nanjing)	China Overseas International Center (Shenyang)
	No.8 The Mansion (Tianjing)	Shenyang Office K#
LEED (Silver Precertification)	China Overseas Plaza, Uni park (Ji'nan)	China Overseas International Center G/F (Chengdu)
	China Overseas Building (Beijing)	
BREEAM (Two Star)	The Paragon (Shenzhen)	
Certificate of Green Building	China Overseas Property Plaza (Beijing)	Suzhou International Community
Design Label (Three Star)	Shenzhen Contemporary Art Center and Urban	The U World (Chongqing), Blocks 1&2 of Phase B03-2
	Planning Exhibition Hall	The Joyful City (Phase 2)
Certificate of Green Building	No.Eight Mansion (Suzhou)	The Arch (Hohhot) Blocks1-3、 5-12、 15
Design Label (Two Star)	Paramount Jade (Ji'nan)	The Bund (Hohhot) Blocks5~8
	International community (Nanjing)B1-4、 B1-5、 B1-6	Happiness Town (Urumqi)
	The Century (Yancheng)	
Certificate of Green Building	#1 Lake Lantern (Phase1)	Tiansongyayuan, Yuejing Garden (Shenzhen)
Design Label (One Star)	International community (Nanjing) B1-1、 B1-2、 B1-3	MeixiLakeera (Changsha)Blocks1-10
Certificate of Green Building	Glorious City (Foshan) (Phase2-3)	
Design Label (Guangdong ,One Star-B)		
Certificate of Green Building	Tiansongyayuan (Shenzhen)	
	Yuejing Garden (Shenzhen)	

Green Construction Promotional Activities in 2015:



Between 24-25 March 2015, the Company was invited to participate in "11th International Conference on Green and Energy-Efficient Building & New Technologies and Products Expo" in Beijing, and gave a keynote speech on "Low-carbon • Health • Intelligence" Future Green Habitat Exploration – International Community, Suzhou project 233-2 (Project Spring)", and screened the promotional clip of "China Overseas Green Technology Residence", gaining applause from the expert audience.

On 21 July, 2015, Yantai Company invited construction experts to give a training seminar on "Appreciation of construction techniques and trends", "Green building analysis" in order to further the design of new technology projects and to promote new thinking.

Between 22-23 September 2015, the Company participated in the "Green Construction and Sustainable Development Forum" in Shenzhen, showcasing the R&D results on residential green building technology of Suzhou China Overseas 233-2 project at the conference.

On 27 March, 2015, the Company's Design Department invited experts from Green Building and Eco-City Research Center of Shanghai Institute of China Academy of Building Research to give training on the latest "Chinese Green Building Evaluation Standard". Design team from each regional office joined. Through the training, the design and planning teams gained better understanding of the latest dynamics of Chinese green building developments, the new "Chinese Green Building Evaluation Standard" and its significance in terms of the actual architectural design work.

In August 2015, the Company conducted a research on green building usage in the residential products and invited tier-1 green building consulting units for in-depth exchange, explored the current development and technical measures for residential green building in mainland in order to enhance the company's green building technical expertise.

09 | Community Involvement

- Affordable Housings
- Hope School Donations and Construction
- China Overseas Charity Events



An enterprise cannot develop without community support, China Overseas Land and Investment gives back to the communities in which it operates, participates in the development of community building, and to foster a harmonious community with sustainable development through a wide range of community activities. Under the strategic guidance of the corporate social responsibility the Company focuses on three major areas: community development, youth education and charitable donations.

As for community development, the Company is leveraging its expertise as a property developer and participate in affordable housing projects. COLI continues to extend its contribution to the building of China Overseas Hope Schools in Mainland China as well as to strengthen its long-term partnerships with non-profit organisations through involvement in fundraising, and community and education events in order to continue giving back to society. The Company has so far donated over HK\$140 million to disaster relief, education and public charity causes.



Affordable Housings

As far back as 1987, the construction business under COLI participated in the erection of Tsui Ping Estate in Hong Kong. Since then, the Company has also witnessed first-hand the expansion of Hong Kong's public housing through participating in many public housing projects of the Hong Kong Housing Authority. There are four principal types of affordable housing units, namely low-rent housing, public rental housing, economical housing and commodity housing, each designed to meet the residential needs of different people.

As of 2015, the Company has launched the construction of affordable housing in mainland China in over 10 cities including Beijing, Shanghai, Guangzhou, Shenzhen, Xi'an, Shenyang. The total construction area of various types of affordable housing sum up to over 4.6 million sq m, of which about 1.37 million sq m have been completed and put into use.

List of COLI's Affordable Housing in 2015 (Unit: sq m)

City	Projects	Types	GFA	Complete
Beijing	Old City Project D	Public Rental Housing+Commodity Housing	32,328	32,328
	Changan Garden	Limited-price Housing+House for self-use	118,541	-
Shanghai	Riverside Palace	Economical Housing	19,548	8,127
	La Cite	Public Rental Housing	13,193	9,077
	The Graces	Economical Housing	6,108	6,108
Shenzhen	Tiansongyayuan	Public Rental Housing	318,320	318,320
	Yuejing Garden	Low-price Commercial Housing	233,593	233,593
	Glorious City	Low-price Commercial Housing	98,000	-
	Ludancun Project	Commodity Housing	144,051	-
Guangzhou	Liwanqu Project#1	Commodity Housing	214,200	-
Hangzhou	One Regent 40/42#	Public Rental Housing	59,600	-
Xi'an	Upper City 5#	Low-rent Housing	143,300	143,300
Qingdao	Crystal Palace 18#	Economical Housing	7,004	7,004
	International Community 3-4# 1-3#	Economical Housing	50,381	50,381
	International CommunityPhase 1 1-2#	Commodity Housing	384,995	384,995
	The Peaceland Phase 1 9-10#	Economical Housing	19,626	19,626
Harbin	The Majestic Phase 2 17#	Public Rental Housing +Low-rent Housing	16,774	-
Shenyang	Coli City 02H	Public Rental Housing	108,759	108,759
Zhengzhou	Jinshuiqu Project	Public Rental Housing	19,860	-
Ningbo	La Cite phase 2	Affordable Housing	1,200	1,200
Ji'nan	Huashan Project(Commodity Housing 1)	Commodity Housing	757,574	-
	Huashan Project(Commodity Housing 2)	Commodity Housing	1,622,437	-
Xinjiang	Garden Full of Aroma& Ziyunge Project	Limited-price Housing	7,615	-
	Yundingdagan Project 2#	Economical Housing	18,464	-
Hohhot	The Bund	Public Rental Housing	4,523	4,523
	The Azure	Public Rental Housing	5,214	-
Yinchuan	Lianhu Garden	Low-rent Housing	71,126	-
Nanning	The Green Peak	Public Rental Housing	6,848	6,848
Lanzhou	The Arch phase 1-2	Public Rental Housing	37,654	37,654
	Glorious Shire	Public Rental Housing	56,176	-
Yancheng	The Arch	Commodity Housing	18,840	-
Total			4,615,852	1,371,843

Hope School Donations and Construction

Adhering to COLI's philosophy of building "eternal and excellent products", all Hope Schools built by the Company are of high specification and high quality with an investment cost of millions of dollars for each school, thus the local Hope School typically offers the best hardware in its vicinity. Among these schools, the investment cost of Xinjian Special Education School in Dujiangyan exceeded HK\$30 million, while China Overseas Sanxia Hope School was honoured as "The Most Beautiful Hope School in China."

Official website for Hope School: <http://www.cohl.com/Practice/list/66.html>



China Overseas Qinglong Hope School
(Hanzhong, Shaanxi)



China Overseas Sanquan Hope School
(Nanchuan, Chongqing)



China Overseas Xinhua Hope School
(Changchun, Jilin)



China Overseas Sanxia Hope School
(Yunyang, Chongqing)



Dujiangyan China Overseas
Xinjian Special Education School



China Overseas Shaling Hope School
(Shenyang, Liaoning)



China Overseas Dougou Hope School
(Ji'nan, Shandong)



China Overseas Jinfeng Hope School
(Yinchuan, Ningxia)



China Overseas Majin Hope School
(Kaihua, Zhejiang)



China Overseas Yuanling Hope School
(Huaihua, Hunan)



China Overseas Tingkou Hope School
(Yantai, Shandong)

China Overseas Charity Events

China Overseas Land and Investment around Hope Primary School to carry out "summer camp", "Caring Visits", "Art Programmes" and other charity events, and mobilise employees to actively participate charity works in their own communities and to carry out corporate social responsibility. For many years, The Company regularly participated in Walks for the Millions by the Hong Kong Community Chest, "Bridge to China Charitable Foundation" charity walk and other large-scale charity events. By 2015, the Company also participate in the "Energy Saving Charter on Indoor Temperature", "Friends of the Earth", "Power Smart" and other activities in support of environmental protection and reduce energy consumption.

Shanghai Company Community Charity Drive

From early January 2015, driven by the Shanghai company community outreach group, each community held "garbage recycle", "charitable student aid" and other charitable activities. China Overseas Bay Line community organised a charity drive as a pilot project, mobilised over 120 property owners to form a "Mummies' Group" and set up a charity drive foundation, through Weixin chat group collected home-made or unused food and items for sale, donating all proceeds to cerebral palsy orphan houses.



Into Yinzhou: Charitable activities to handicapped children

Since end of 2014, China Overseas Property Club in Ningbo had promoted "Special Love to Special Kids", through online and offline outreach to bring attention to handicapped children. A great number of property owners, in January and May 2015, volunteered visits to special education centers, signed up to fulfill New Year's wishes of the children, and group games, thematic drawings and so on, helping special children to feel cared for and being part of the community.

"Children's Dreams, Children's Art" Exchange Programme

Between March-August 2015, the 6th "China Overseas x TREATS" art exchange programme workshop was successfully held in 26 cities in Hong Kong and mainland China. The event saw a total of 39 art workshops, nearly 1,400 students participated, nearly 300 China Overseas volunteers. The activity created 117 artworks in the form of 3D collage and in August exhibited in "Comix Home Base" in Hong Kong. This activity gained the support from a vast number of property owners and students and successfully promoted art exchange of children's and social harmony.





Book Donation, Green Contribution —"Green Wisdom" Charity Drive

Between 1 – 31 May 2015, Xi'an company held a month-long "Green Wisdom" Charity Drive, promoting the concept of exchanging books in the city for the green in the rural areas, reducing haze in the city, giving hoping to the children. The event attracted over 2,000 attendees and the books donated were sent to China Overseas Qinlong Hope School in Xi'an.

Care for Children with Autism

On May 22, 2015, the Harbin company responded to the 25th National Disability Day "Care for Children with Autism; Together Strives Towards a Bright Future," and visited the "Golden Sunlight Autism Child Rehabilitation Center", categorising rehabilitation centers as corporate volunteering by service base, and donated piano and other items to the center, bringing music into the lives of autism children.



Support "Civilised Decibel" Traffic Charity

On July 8, 2015, Zhuhai company organised the "Say No to Unnecessary Car Horn" - 'civilised db' traffic charitable activity and the launching ceremony was held in Zhuhai China Overseas Building. The Company and FM87.5 of Zhuhai Radio together promoted to the public on conscious honking, to reduce urban traffic noise, safety on the road and careful driving.

Children of Property Owners Experience Camp

In July and August 2015, China Overseas Property, China Overseas Property Management and China Overseas Property Club jointly organised the 5th "China Overseas Experience Camp for Children of Property Owners" in Beijing, Jinan, Ningbo, Shenyang, Dalian, Weifang and other cities. The activities expanded upon the original "Junior Customer Service Representative", "Junior Guard", "Junior Gardener" series of activities and added new elements such as traditional Chinese culture appreciation, public safety training, NGO charity works, DIY handy crafts, sports and fitness, outdoors exploration and so on, cultivating ability of young people, communication skills, environmental awareness, sense of dedication. The camp earned the participation and thumb-ups from the property owners.

"Like 'Experience Camp for Children of Property Owners': 'Experience Camp for Children of Property Owners was a highlight of China Overseas Community. It provides growth education with high creativity and the chance for career experience. It helps develop children's devoting attitude and team spirit. The long journey in the coming future starts with the fundamental step taken now."

——Ms. Cheung, property owner from International Community, Chengdu



"Junior Charity Hero" Summer Camp

14-16 August 2015, China Overseas Property Club Fuzhou branch held a "Junior Charity Hero" summer camp, raising money through charity sales for Fuzhou Museum. The activities also included parent-child crafts workshop, make-a-wish column (encouraged the children of property owners to express gratitude to their parents), just to name a few. In total 13 families joined.

"China Overseas Summer Camp for Mainland & Hong Kong Youth"

In August 2015, the 6th "China Overseas Summer Camp for Mainland & Hong Kong Youth" was held in Nanhai District Cultural Center in Foshan, bringing together a total of 84 representatives comprising of students from Hong Kong, students and teachers from 10 China Overseas Hope Schools, and youngsters from Foshan China Overseas community came together. Activities continued along the line of "communion" concept, curating five days of intensive learning, exchange activities and a Lingnan culture experience tour.



Love under the Sky - "Seahorse Charity Tour "

September 2015, Hua Dong China Overseas Property Club leveraged on the scholarship award ceremony honoring excellent students and teachers, co-hosted the "Seahorse Community Tour". The Community Tour brought together 26 property owners from 6 regions: Shanghai, Nanjing, Suzhou, Ningbo, Hangzhou, Nanchang to join the China Overseas Majin Hope School students in the "Seahorse Charity Tour". The event included a series of activities, including interactive games, enhancing the connection between School students and children of property owners.

Delivery of China Overseas Tingkou Hope School

In November 2015, the Company delivered China Overseas Tingkou School - the 11th Hope School which it donated and built. The school covers an area of 21,770 sq m, with a GFA of 7,861 sq m. Currently there are 11 classes, 387 students, with pre-school classes and dormitory buildings, computer rooms, libraries, and other function rooms, laying the ground of all-round development for teachers and students.



10 | GRI Content Index

General Standard Disclosures

Index	Description	References and Remarks	Pages
Strategy and Analysis			
G4-1	Statement from the most senior decision-maker of the organisation	Message from the Chairman	1–2
Organisational Profile			
G4-3~4	Name of the organisation. Primary brands, products, and services	Businesses and Network	9–10
G4-5~6	Location of organisation's headquarters. Number of countries where the organisation operates, and names of the countries	About the Report; Businesses and Network	3, 8
G4-7~8	Nature of ownership and legal form. Markets served	Businesses and Network	8–10
G4-9	Scale of the reporting organisation	Businesses and Network; Economic Performance	8–11
G4-10	Employee statistics	Staff Overview	15
G4-11	Percentage of employees covered by collective bargaining agreements	No staff is covered by collective bargaining agreements.	N/A
G4-12	Organisation's supply chain	Cooperation and Win-win: Supplier Relationship Management	34
G4-13	Significant changes during the reporting period regarding size, structure, ownership or organisation's supply chain	Businesses and Network	8–10
G4-14	Explanation of whether and how the precautionary approach of principles is addressed by the organisation	Corporate Governance	25–29
G4-15	Externally developed economic, environmental and social charters, principles, or other initiatives to which the organisation subscribes or which it endorses	Commercial Real Estate; Practice of Green Properties	44–46, 57–58
G4-16	Memberships of associations	Practice of Green Properties	54
Identified Material Aspects and Boundaries			
G4-17	Entities included in the organisation's consolidated financial statements	Annual Report 2015	N/A
G4-18~21	Process for defining the report content and the aspect boundaries. Material Aspects identified in the process. Aspect Boundary within/ outside the organisation	About the Report	3–4
G4-22~23	Explanation of the effect of any re-statement of information provided in earlier reports, and the reasons for such re-statement; Significant changes from previous reporting periods in the scope and boundary	About the Report	3–4
Stakeholder Engagement			
G4-24~25	List of stakeholder groups engaged by the organisation. Basis for identification and selection of stakeholders with whom to engage	Stakeholder Engagement	30
G4-26~27	Organisation's approach to stakeholder engagement; Key topics and concerns that have been raised through stakeholder engagement, and how the organisation has responded to those key topics and concerns, including through its reporting	About the Report; Stakeholder Engagement	4, 30
Report Profile			
G4-28~30	Reporting period of the provided information. Date of the latest report. Reporting period	About the Report	3
G4-31	Contact point for questions regarding the report or its contents	About the Report	3
G4-32	GRI content index	About the Report; GRI Content Index	3–4, 65–66
G4-33	Policy and current practice with regard to seeking external assurance for the report	No external assurance was adopted for this report	N/A
Governance			
G4-34	Governance structure of the organisation	Corporate Governance	25
G4-38~39	Composition of the higher governing body and its committee Whether the Chairman of the highest governing body is also an executive officer	Annual Report 2015; Corporate Governance	25–26
G4-48	Formal review and approval of the organisation's sustainability report	Corporate Governance	26
Ethics and Integrity			
G4-56	Organisation's values, principles, standards and norms of behavior such as codes of conduct and codes of ethics	Sustainable Development Management	7
G4-58	Internal and external mechanisms for reporting concerns about unethical or unlawful behavior	Establishment of Anti-corruption Mechanism	27

Specific Standard Disclosures

Index	Description	References and Remarks	Pages
Economic performance			
G4-DMA	DMA (Disclosure of Management Approach)	Businesses and Network; Economic Performance	9-11
G4-EC1	Economic value generated and directly by the organisation	Economic Performance	11
Procurement model and relationship with suppliers			
G4-DMA	DMA (Disclosure of Management Approach)	Cooperation and Win-win: Supplier Relationship Management	34
G4-EC9	The percentage of products and services purchased locally	Cooperation and Win-win: Supplier Relationship Management	34
Construction materials use			
G4-DMA	DMA (Disclosure of Management Approach)	Green Procurement	53
G4-EN1	Materials used by weight or volume	Construction materials are mostly purchased by contractors and therefore such data is not available at the time of this report being produced.	N/A
Waste water and solid waste disposal and treatment			
G4-DMA	DMA (Disclosure of Management Approach)	Green Construction	52, 56
G4-EN23	Total weight of waste	Construction waste are centralised and treated by vendors and property management companies and therefore such data is not available at the time of this report's publication.	N/A
Efforts to mitigate the impact of business on the environment			
G4-DMA	DMA (Disclosure of Management Approach)	Superior Quality; Commercial Properties; Practice of Green Properties	32-33, 44-48, 50-58
G4-EN27	Report the environmental impacts of products and services have been mitigated.	Superior Quality; Commercial Properties; Practice of Green Properties	32-36, 44-48, 50-58
Assessment of environmental performance of suppliers			
G4-DMA	DMA (Disclosure of Management Approach)	Green Procurement	53
G4-EN32~33	Assessment of environmental performance of suppliers	Green Procurement	53
Employment(Non-material issues)			
G4-DMA	DMA (Disclosure of Management Approach)	Our Staff	14-15
G4-LA1	Total number of rates of new employee hires and employee turnover	Staff Overview	15
Occupational health and safety			
G4-DMA	DMA (Disclosure of Management Approach)	Occupational Health and Safety	19
G4-LA6	Type and rates of injury, lost days and work-related fatalities	No relevant incidents were reported in 2015	N/A
Training and education			
G4-DMA	DMA (Disclosure of Management Approach)	Staff Training and Education	16
G4-LA9	Hours of training per year per employee	Staff Overview	15
G4-LA10	Report the programs implemented and assistance provided to upgrade employee skills.	Staff Training and Education	16-19
Diversified background of staff and fair opportunities and remuneration			
G4-DMA	DMA (Disclosure of Management Approach)	Staff Overview	15
G4-LA12	Composition of governance bodies and breakdown of employees according to gender, age group and indicators of diversity	Staff Overview	15
Anti-corruption			
G4-DMA	DMA (Disclosure of Management Approach)	Staff Training and Education, Establishment of Anti-corruption Mechanism	19, 27-28
G4-SO3~S05	Anti-corruption Management	Staff Training and Education, Establishment of Anti-corruption Mechanism	19, 27-28
Formulate communication, assessment and development plans for communities in operating areas			
G4-DMA	DMA (Disclosure of Management Approach)	Stakeholder Engagement	30
G4-SO1	Anti-corruption Management	100% of the Company's property business follows internal and external guidance and local regulations. We conduct adequate communication with relevant community stakeholders before the launch of construction projects to reduce the impact on the local communities (including environmental aspects).	N/A
Customer health and safety			
G4-DMA	DMA (Disclosure of Management Approach)	Superior Quality	32-36
G4-PR1	Percentage of significant product and service categories for which health and safety impacts are assessed for improvement	Superior Quality	32-36
Customer satisfaction			
G4-DMA	DMA (Disclosure of Management Approach)	Sincere Customer Service	38-40
G4-PR5	Results of surveys measuring customer satisfaction	Sincere Customer Service	40
Rational sales and marketing initiatives			
G4-DMA	DMA (Disclosure of Management Approach)	Sophisticated Marketing	37
G4-PR7	The total number of incidents of non-compliance with regulations and voluntary codes concerning marketing communications	No relevant incidents were reported in 2015	N/A
Protection of customer privacy			
G4-DMA	DMA (Disclosure of Management Approach)	Sophisticated Marketing	37
G4-PR8	The total number of substantiated complaints received concerning breaches of customer privacy	No relevant incidents were reported in 2015	N/A
Legal compliance			
G4-DMA	DMA (Disclosure of Management Approach) Compliance (Environmental)	Practice of Green Properties	50-58
G4-EN29	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with environmental laws and regulations	No relevant incidents were reported in 2015	N/A
G4-DMA	DMA (Disclosure of Management Approach) Compliance (Social)	Superior Quality; Community Involvement	32-40, 60-64
G4-SO8	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with laws and regulations	No relevant incidents were reported in 2015	N/A
G4-DMA	DMA (Disclosure of Management Approach) Compliance (Product)	Superior Quality	32-40
G4-PR9	Monetary value of significant fines for non-compliance with laws and regulations concerning provision and use of products and services	No relevant incidents were reported in 2015	N/A

China Overseas Land & Investment Ltd. (00688.HK)
China Overseas Commercial Properties Co., Ltd.

Address: 10/F, Three Pacific Place, 1 Queen's Road East, Hong Kong
10/F, Zhonghai Building, No. 399 Fuhua Road, Futian District, Shenzhen, PRC

Tel: 852 2823-7888 / 0755-8282 6666
E-mail: 688csr@cohl.com

Official website: www.coli.com.hk
Brand website: www.coli688.com
