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## **Hui Xian Real Estate Investment Trust**

*(a Hong Kong collective investment scheme authorised under section 104 of the Securities and Futures Ordinance  
(Chapter 571 of the Laws of Hong Kong))*

**(Stock Code: 87001)**

**Managed by Hui Xian Asset Management Limited**

### **PAYMENT OF BASE FEE AND VARIABLE FEE TO THE MANAGER BY WAY OF UNITS IN HUI XIAN REAL ESTATE INVESTMENT TRUST AND CASH**

The Board announces that on 31 October 2011, the Manager has received: (a) payment of the Base Fee in the amount of RMB24,749,260.28, of which RMB19,799,408.22 was paid in the form of Units by way of 6,018,057 Units issued to the Manager, and RMB4,949,852.06 was paid in the form of cash, and (b) payment of the Variable Fee in the sum of RMB7,851,527.22 in cash. The fees were paid to the Manager for the period from 1 July 2011 to 30 September 2011. The 6,018,057 Units so issued to the Manager represent approximately 0.12% of the total number of 5,009,521,491 Units in issue immediately after the Issue.

In accordance with the Trust Deed, the number of Units issued as mentioned above as payment of part of the Base Fee to the Manager shall be such number of Units as may be purchased for the relevant amount of the Base Fee at the price of RMB3.29 per Unit (being the prevailing Market Price as defined in the Trust Deed), rounded down to the nearest whole number. The above Issue of Units to the Manager is provided for in the Trust Deed and such issue does not require Unitholders' approval pursuant to a waiver granted by the Securities and Futures Commission.

The Manager held 3,503,434 Units immediately before the Issue. Immediately after the Issue of the 6,018,057 Units, the Manager holds 9,521,491 Units, representing approximately 0.19% of the 5,009,521,491 Units in issue.

## PAYMENT OF THE MANAGER'S BASE FEE AND VARIABLE FEE

Pursuant to the trust deed dated 1 April 2011 constituting Hui Xian REIT (the "**Trust Deed**"), Hui Xian Asset Management Limited, manager of Hui Xian Real Estate Investment Trust ("**Hui Xian REIT**") (the "**Manager**"), is entitled to receive, commencing on and from and including 29 April 2011:

- (i) The base fee (the "**Base Fee**") which is defined in the Trust Deed as 0.3% per annum of the Property Values (as defined in the Trust Deed) at the relevant time. The Base Fee is payable quarterly in arrears. For the period from 29 April 2011 to 31 December 2011, the Base Fee to the extent referable to Oriental Plaza shall be paid to the Manager as to 80% in the form of units of Hui Xian REIT (the "**Units**") and as to 20% in the form of cash.
- (ii) The variable fee (the "**Variable Fee**") which is defined in the Trust Deed as 3% per annum of the net property income of each real estate owned by Hui Xian REIT for each financial year (before deduction therefrom of the Variable Fee and, where the Property Manager (as defined below) is a subsidiary of the Manager, the Property Manager's fee), provided however that in respect of Oriental Plaza and as from the date on which 北京匯賢企業管理有限公司 (Beijing Hui Xian Enterprise Services Limited (*for identification purposes only*)) (the "**Property Manager**") is appointed as the property manager of Oriental Plaza and for so long as the Property Manager is a subsidiary of the Manager, such rate shall be reduced to 2% (instead of 3% as stated above) per annum. The Variable Fee is payable quarterly in arrears. Pursuant to the Trust Deed, for the period from 29 April 2011 to 31 December 2011, the Variable Fee shall be paid in cash.

The net property income of Oriental Plaza for the period from 1 July 2011 to 30 September 2011 amounted to approximately RMB389 million.

The board of directors (the "**Board**") of the Manager announces that on 31 October 2011, the Manager has received: (a) payment of the Base Fee in the amount of RMB24,749,260.28, of which RMB19,799,408.22 was paid in the form of Units by way of 6,018,057 Units issued to the Manager (the "**Issue**"), and RMB4,949,852.06 was paid in the form of cash, and (b) payment of the Variable Fee in the sum of RMB7,851,527.22 in cash. The fees were paid to the Manager for the period from 1 July 2011 to 30 September 2011. The 6,018,057 Units so issued to the Manager represent approximately 0.12% of the total number of 5,009,521,491 Units in issue immediately after the Issue.

In accordance with the Trust Deed, the number of Units issued as mentioned above as payment of part of the Base Fee to the Manager shall be such number of Units as may be purchased for the relevant amount of the Base Fee at the price of RMB3.29 per Unit (being the prevailing Market Price as defined in the Trust Deed), rounded down to the nearest whole number. The Market Price shall be, according to the Trust Deed, the volume weighted average price for a Unit for all trades on The Stock Exchange of Hong Kong Limited for the period of 10 trading days immediately preceding the date of issue of Units to the Manager. The number of Units under the Issue was determined on a basis which is consistent with the relevant provisions of the Trust Deed.

## WAIVER OF REQUIREMENTS FOR UNITHOLDERS' APPROVAL AND VALUATION

The Issue of 6,018,057 Units as payment of part of the Base Fee to the Manager is provided for in the Trust Deed and pursuant to a waiver granted by the Securities and Futures Commission as disclosed in the offering circular (the "**Offering Circular**") dated 11 April 2011 issued in connection with the initial public offering and listing of Units (the "**Waiver**"), the Issue does not require approval of the unitholders of Hui Xian REIT (the "**Unitholders**") and does not require a valuation of the real estate held under Hui

Xian REIT.

As mentioned in the Offering Circular, the Waiver was granted on the conditions, among others, that the number of Units issued to the Manager by way of payment of the Base Fee and Variable Fee will be counted as part of the 20% (or such lower percentage as permitted by the Code on Real Estate Investment Trusts (the “**REIT Code**”) from time to time) of the outstanding Units that the Manager may issue in each financial year without Unitholders’ approval pursuant to paragraph 12.2 of the REIT Code, and that the maximum number of Units to be so issued in respect of each financial year shall be limited to such number of Units as represents 3.0% of the total number of Units outstanding as at the last day of the immediately preceding financial year plus the number of Units issued in the relevant financial year for the purposes of financing any acquisition of real estate by Hui Xian REIT. Accordingly, the Issue will be counted as part of the 20% of outstanding Units that the Manager may issue in the financial year ending 31 December 2011 without Unitholders’ approval pursuant to paragraph 12.2 of the REIT Code.

#### **TOTAL NUMBER OF UNITS ISSUED TO THE MANAGER IN RESPECT OF THIS FINANCIAL YEAR**

The 9,521,491 Units, being the total number of Units issued to the Manager so far as payment of the Manager’s fees in respect of the financial year ending 31 December 2011, represent less than 3% of the 5,000,000,000 Units then in issue immediately upon completion of the initial public offering as mentioned in the Offering Circular.

#### **UNITHOLDING INTERESTS OF THE MANAGER**

The Manager held 3,503,434 Units immediately before the Issue. Immediately after the Issue, the Manager holds 9,521,491 Units, representing approximately 0.19% of the 5,009,521,491 Units in issue.

This announcement is made pursuant to paragraph 10.4(k) of the REIT Code.

**By order of the Board of Directors of  
Hui Xian Asset Management Limited  
as the manager of Hui Xian Real Estate Investment Trust**  
**Kam Hing Lam**  
*Chairman of the Manager*

Hong Kong, 31 October 2011

*As at the date of this announcement, the Directors of the Manager are Mr. Kam Hing Lam (Chairman and non-executive Director); Mr. Chu Stephen Henry and Mr. Pang Shuen Wai, Nichols (executive Directors); Mr. Ip Tak Chuen, Edmond, Mr. Lim Hwee Chiang and Mr. Yin Ke (non-executive Directors); and Mr. Cheng Hoi Chuen, Vincent, Professor Lee Chack Fan and Dr. Choi Koon Shum, Jonathan (independent non-executive Directors).*