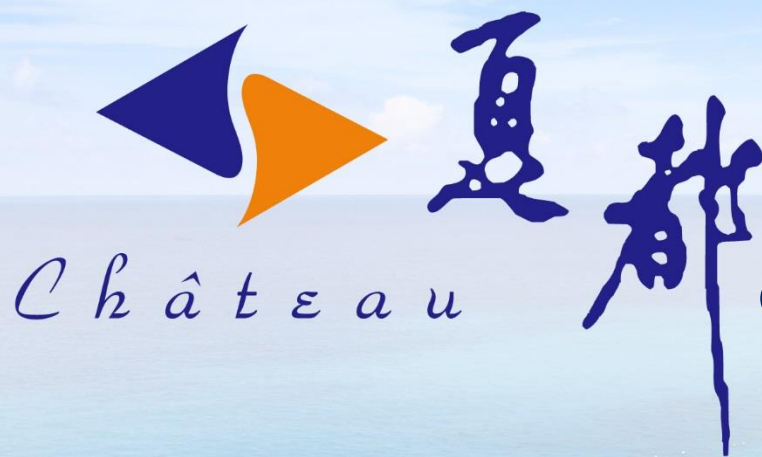




國際開發股份有限公司
Chateau International Development Co.,Ltd.

Reported by: Te-Hsiang, Tsai
G. Manager

Date : April 8, 2016



🚩 **Company Profile**

🚩 **Market profile**

🚩 **Performance**

🚩 **Prospect**



🚩 **Company Profile**

🚩 **Market profile**

🚩 **Performance**

🚩 **Prospect**



Company Profile-Business Information

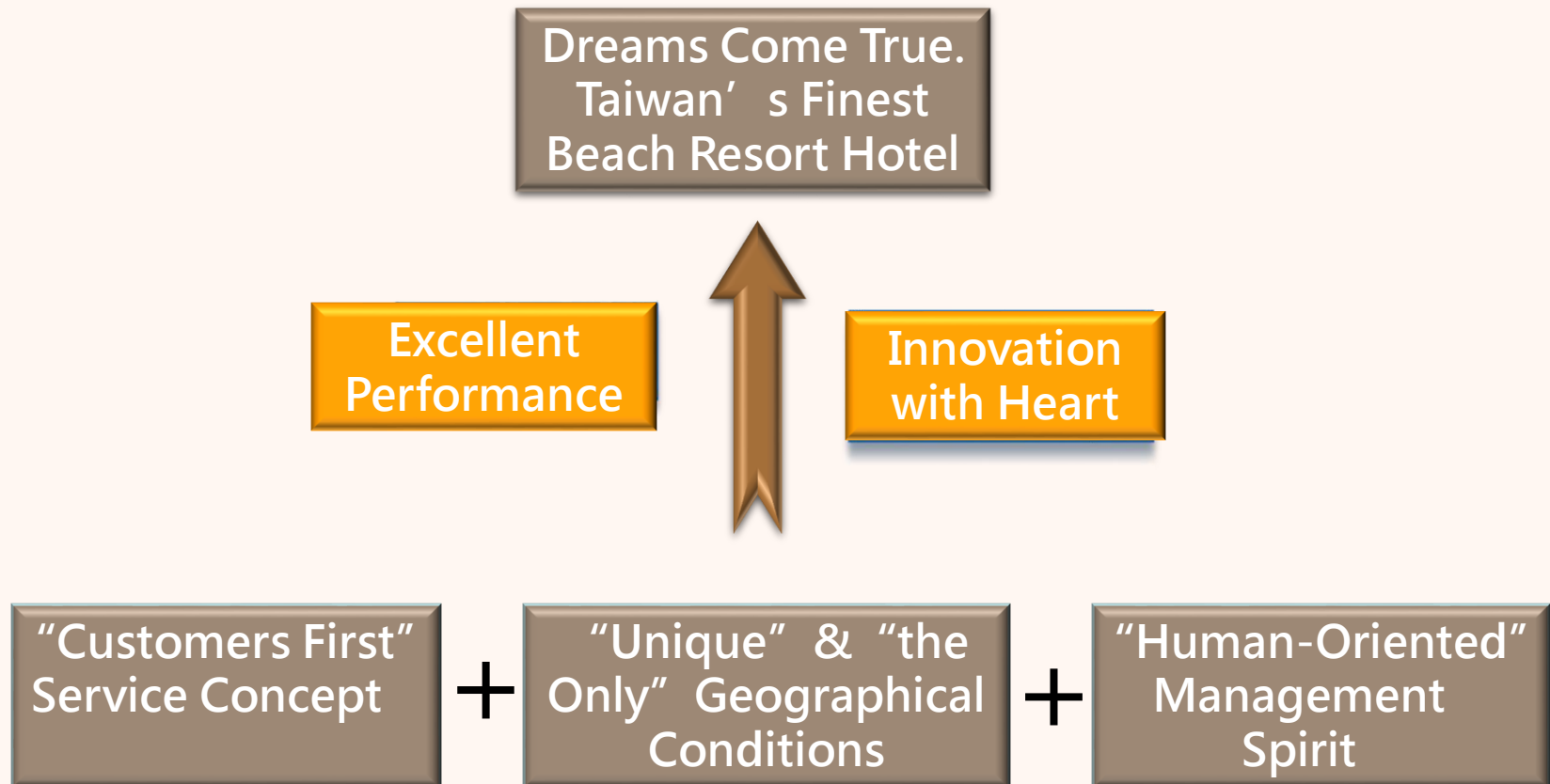
Chateau International Development Co.,Lt

Listed on March 14, 2012 (Code: 2722)

Date of Establishment	September 27, 1995
Address	No.15, Aly. 2, Ln. 40, Shengbei Rd., Hengchun Township, Pingtung Hsieng, Taiwan, ROC
Content of Business	General hotel lodging, restaurant, recreational facilities, beach, travel information service
President	Hsi-Tsun, Chen
G. Manager	Te-Hsiang, Tsai
Capital	NT\$954,460,310
Number of Employees	399(March, 2016)
Substantial Shareholders	GuanTian Investment & Development Co., Ltd. (26.50%) Chung Shin Development Co., Ltd. (20.17%)



Company Profile-Management Philosophy





Company Profile- Company Chronicle

1995

- In December, obtained operating right of Kenting Forest Recreation Area Waterfront from Council of Agriculture, Executive Yuan.

1998

- In October, Chateau Beach Resort Kenting Hotel was opened to the public and operated officially.

2003

- In July, the 2nd Hall of Chateau(MARBELLA) and outdoor recreational facilities(Swimming Pool for adults, SPA Pool, Beach BAR and BBQ area) were finished and operated formally.

2007

- In February, the 3rd Hall of Chateau(POSITANO) was completed and operated formally.

2009

- In August, public offering of stocks approved by Securities and Futures Bureau, Financial Supervisory Commission, Executive Yuan.
- In September, the stock trading was approved by Gre Tai Market and the trading was opened officially on September 17.

2011

- In July, the silver medal of Taiwan TrainQuali System(TTQS) issued by the Vocational Training Bureau of Council of Labor Affairs, Executive Yuan was acquired.

2012

- In March, the application for listing was approved by Taiwan Stock Exchange and Financial Supervisory Commission, Executive Yuan.
- In August, Qualicert Service Certification of SGS Certification was obtained.
- In October, 5-Star Hotel Mark issued by Tourism Bureau, Ministry

2014

- In September, the silver medal of Taiwan TrainQuali System(TTQS) issued by the Vocational Training Bureau of Council of Labor Affairs, Executive Yuan was acquired.



Accommodation Service

Rooms : 295, for 1,000 customers



PROVENCE

Superior Double Room : 91
Superior Family : 49



MARBELLA

Family Mountain View : 27
Family Ocean View : 35



POSITANO

Family Mountain View : 8
Family Ocean View : 66
Honeymoon Suite : 14
Family Suite : 2
Chateau Suite : 2
Royal Suite : 1



Food & Beverage Service



**Aegean Restaurant
for 250 persons**



**Mediterranean Banquet Hall
for 300 persons**



**Atami Restaurant
for 220 persons**



**Ocean View Cafe &
Internet Zone**



Matisse Bar



BBQ Garden for 250 persons



Gift Shop



Gift Shop 1



Gift Shop 2



i-STONE



Hello Kitty Shop



SPA



Photo Shop





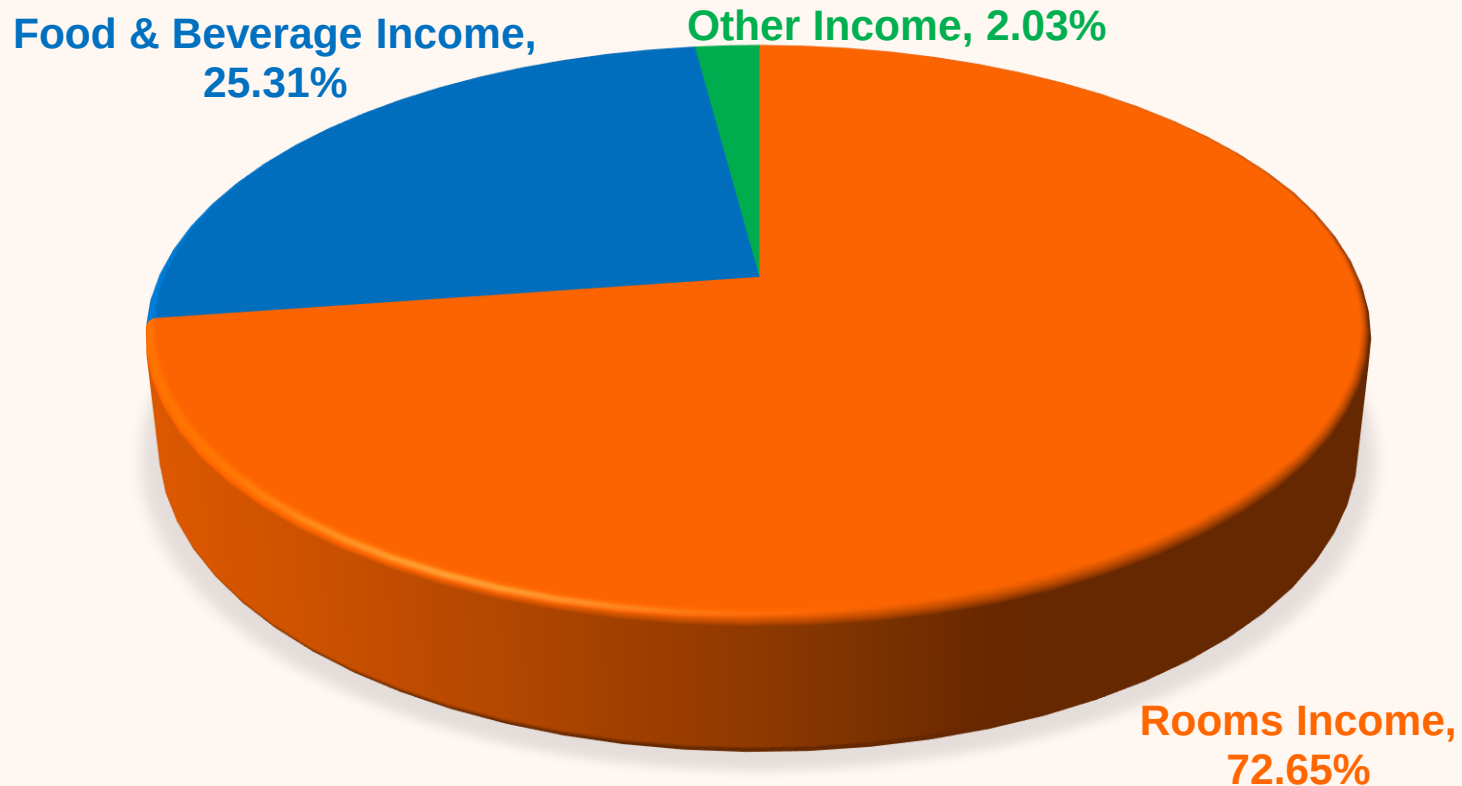
Recreation Service

Experiencing Sailing, Kayaking, Body Boards, Water Aerobics, Archery, Water Volleyball, Beach Volleyball, Mini Golf, Game Arcade, Decoration DIY Class....





Revenue Distribution(2015)





Source Analysis-FIT & GIT Rates

Unit : Rooms, %

	2015	2014	YOY
FIT	67,804	64,672	3,132
	73.07%	72.8%	0.27%
GIT	24,983	24,217	766
	27.6%	27.2%	0.4%
TOTAL	92,787	88,889	3,898



🚢 **Company Profile**

🚢 **Market profile**

🚢 **Performance**

🚢 **Prospect**



Market profile-Tourism Balance Statistics

Title		2014	2013	2012
Tourism Income	Total Amount	US\$248.11 Billion	US\$214.73 Billion	US\$208.83 Billion
	% of GDP	4.68%	4.20%	4.21%
	Foreign Exchange Income	US\$146.15 Billion	US\$123.22 Billion	US\$117.69 Billion
	Visitors to Taiwan	9,910,204	8,016,280	7,311,470
	Per Capita Daily Spending	US\$221.76	US\$224.07	US\$234.31
	Per Capita Average Number of Nights	6.65	6.86	6.87
	Total Expenditure	US\$101.96 Billion	US\$91.51 Billion	US\$91.14 Billion
	Domestic Visitors	1.5626 Billion trips	1.4262 Billion trips	1.4207 Billion trips
	Per Capita Spending	NT\$1,979	NT\$1,908	NT\$1,900

Source: "Tourism Yearly Statement" of Tourism Bureau, Ministry of Transportation
Executive Information System



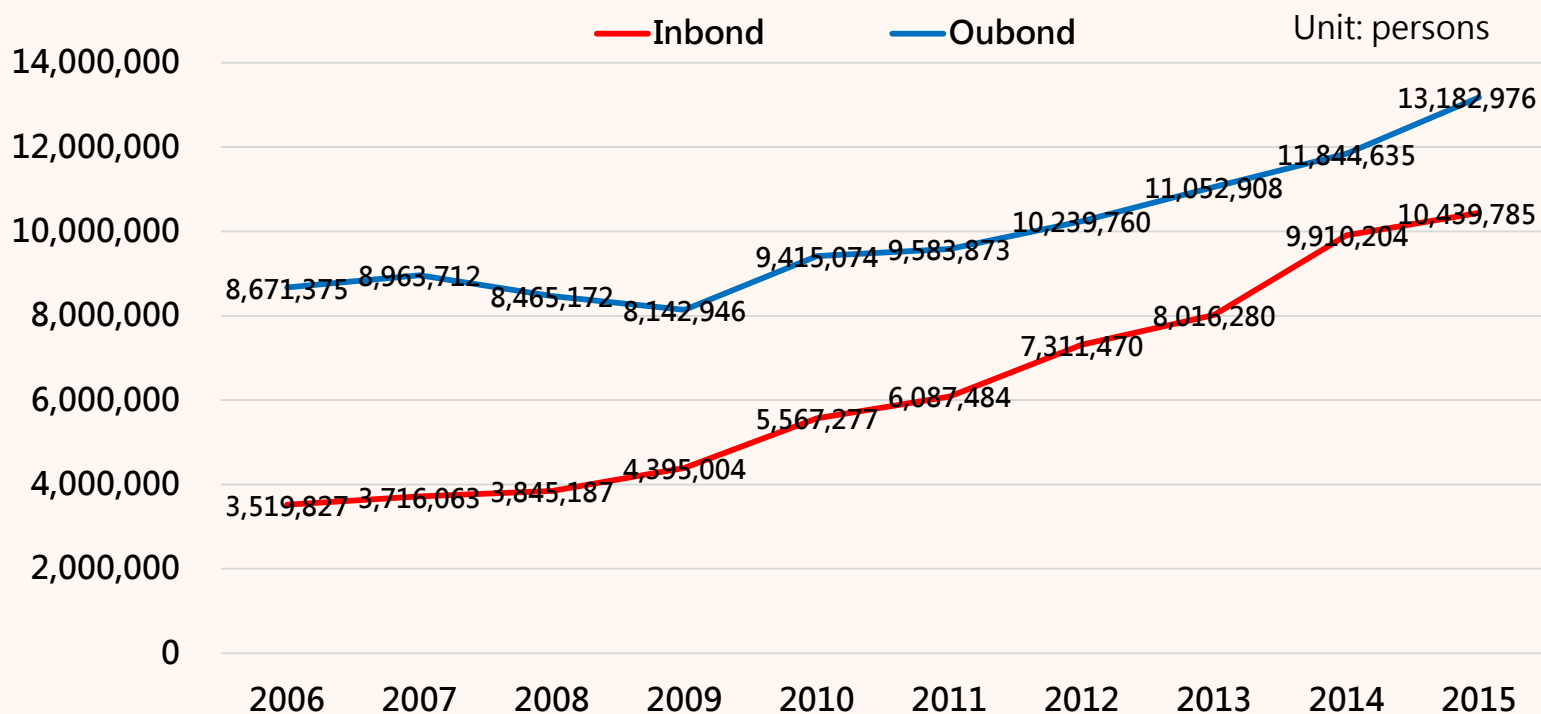
Market profile- Tourism Balance Statistics

Title		2014	2013	2012
Tourism Expense	Outbound Total Expenditure	US\$140 Billion	US\$123 Billion	US\$106 Billion
	Outbound	US\$199 Billion	US\$181 Billion	US\$169 Billion
	Per Capita Spending	11,844,635	11,052,908	10,239,760
	Outbound Total Expenditure	US\$1,680	US\$1,639	US\$1,646

Source: “Tourism Yearly Statement” of Tourism Bureau, Ministry of Transportation
Executive Information System



Number Changes of Visitors who visited Taiwan and Travel by R.O.C. Citizens in the Past Decade



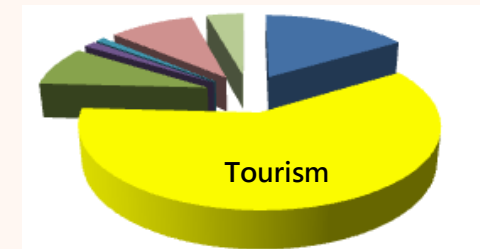
Source: "Tourism Yearly Statement" of Tourism Bureau, Ministry of Transportation
Executive Information System



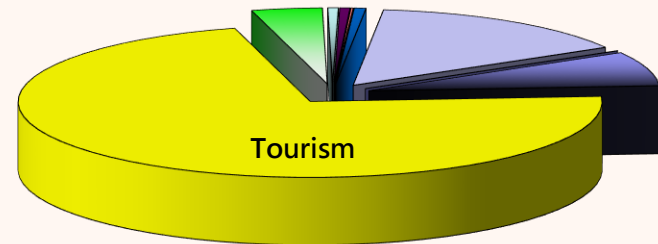
Number and Ratio Changes of Visitors who visited Taiwan by Purpose of Visit in the Past Decade



Year 2006
Number of Tourist:
1,510,207
43% of the Total Visitors
who visited Taiwan



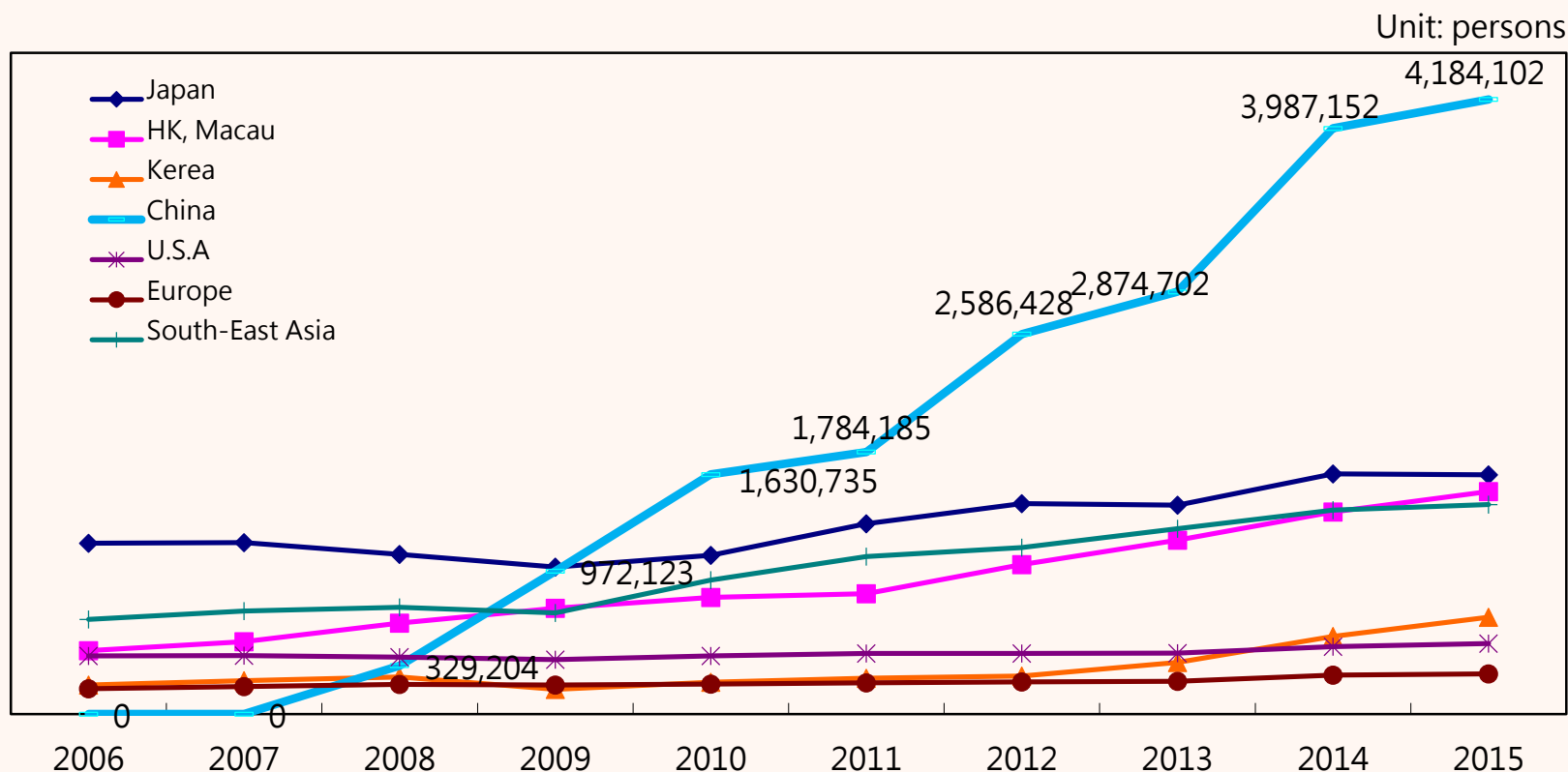
Year 2011
Number of Tourist:
3,633,856
59.69% of the Total
Visitors who visited
Taiwan



Year 2015
Number of Tourist:
7,505,457
71.89% of the Total
Visitors who visited
Taiwan

Source: "Tourism Yearly Statement" of Tourism Bureau, Ministry of Transportation
Executive Information System

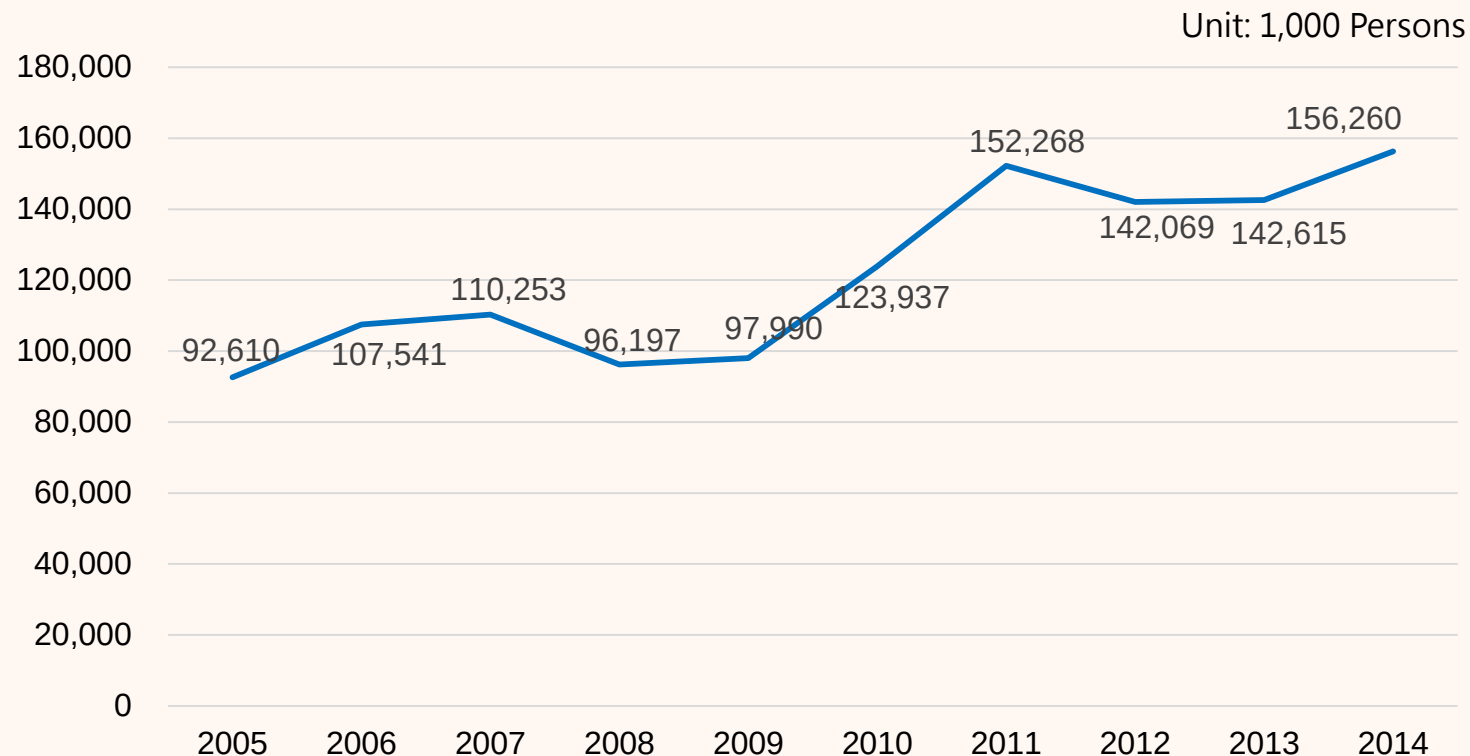
Growth and Trends of Visitors who visited Taiwan from Main Source Countries in the Past Decade



Source: "Tourism Yearly Statement" of Tourism Bureau, Ministry of Transportation
Executive Information System

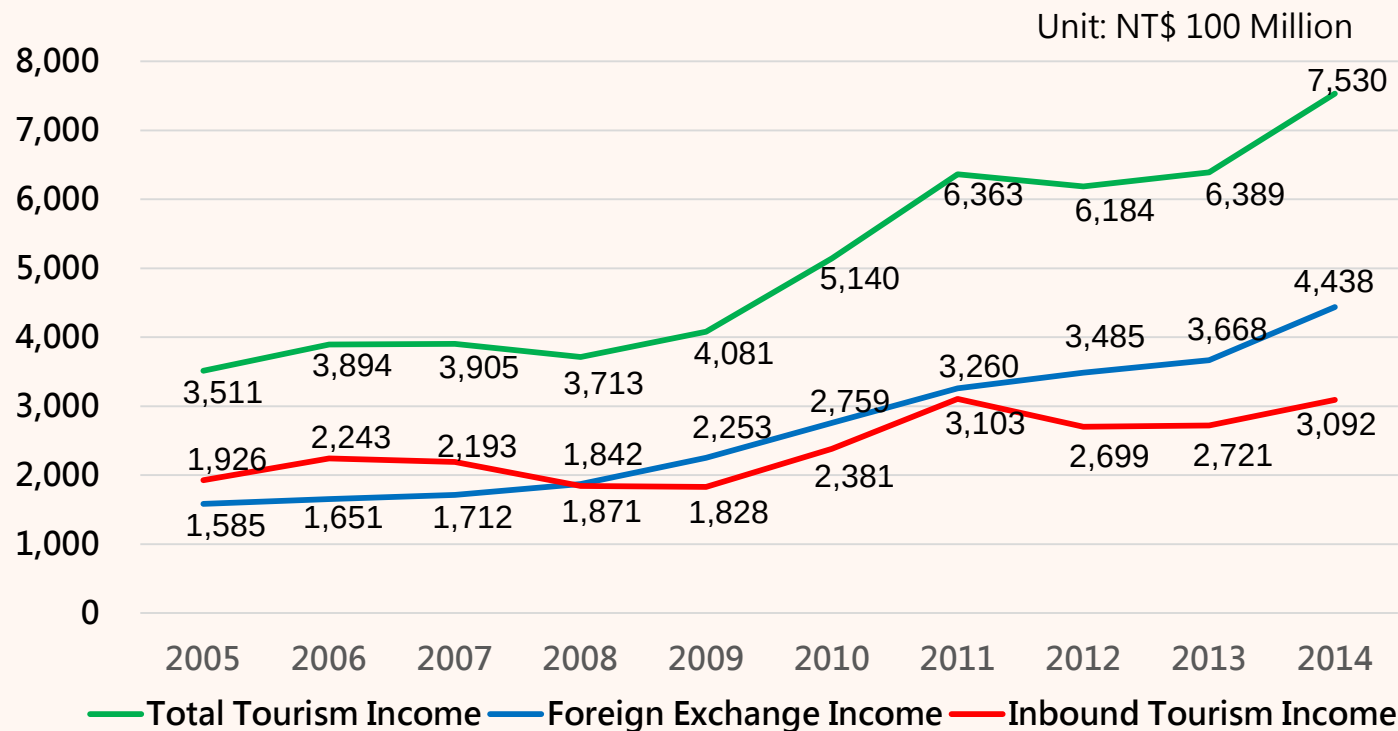


Numbers Changes of Inbound Tourism in the Past Decade



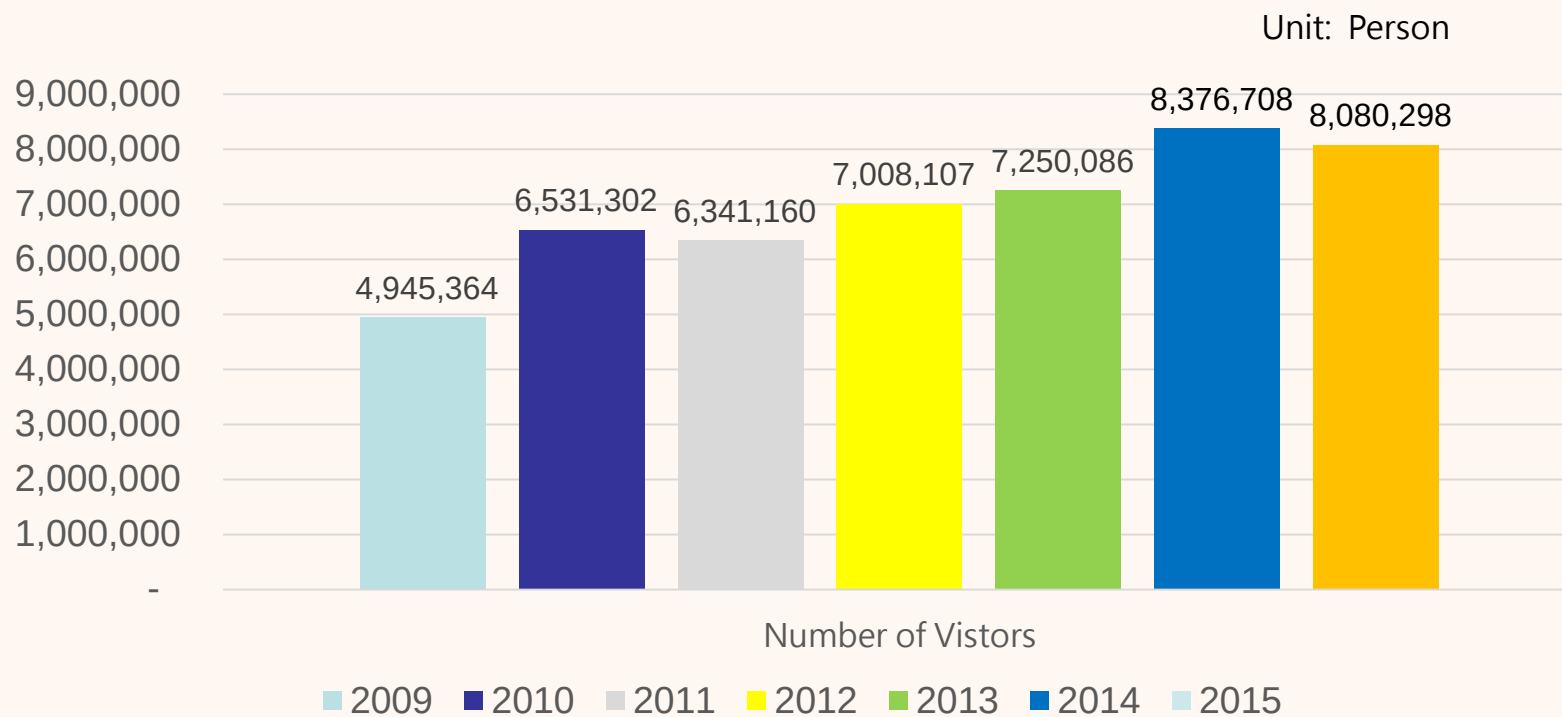
Source: "Tourism Yearly Statement" of Tourism Bureau, Ministry of Transportation
Executive Information System

Tourism Foreign Exchange Earnings and Expenditure and Total Revenue of Inbound Travel in the Past Decade





Statistics on Numbers of Visitors to Hengchun Peninsula Recreation Area over the Years



Source: Kenting National Park Administration Executive Service



🚩 **Company Profile**

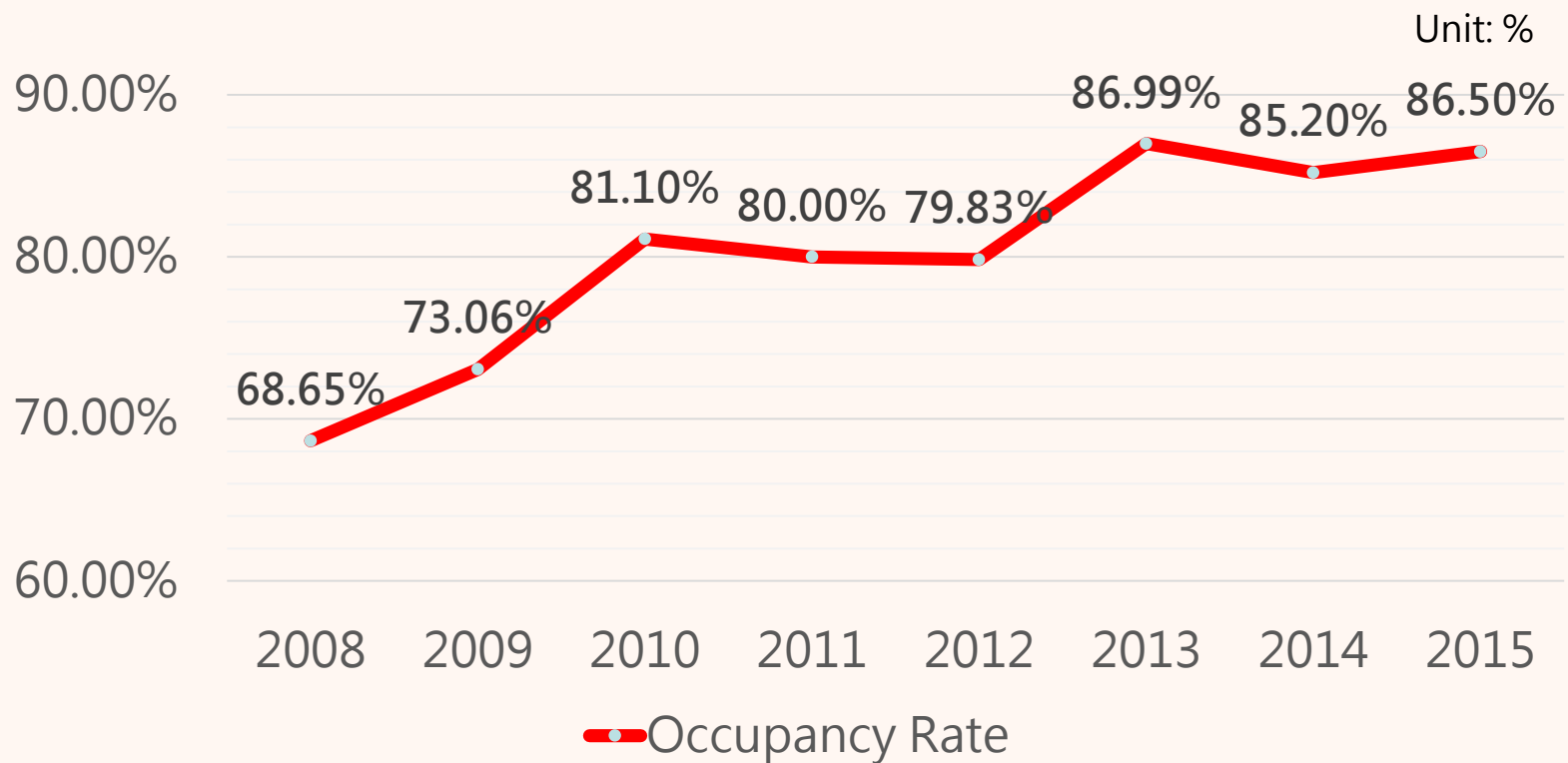
🚩 **Market profile**

🚩 **Performance**

🚩 **Prospect**



Performance- Occupancy Rate

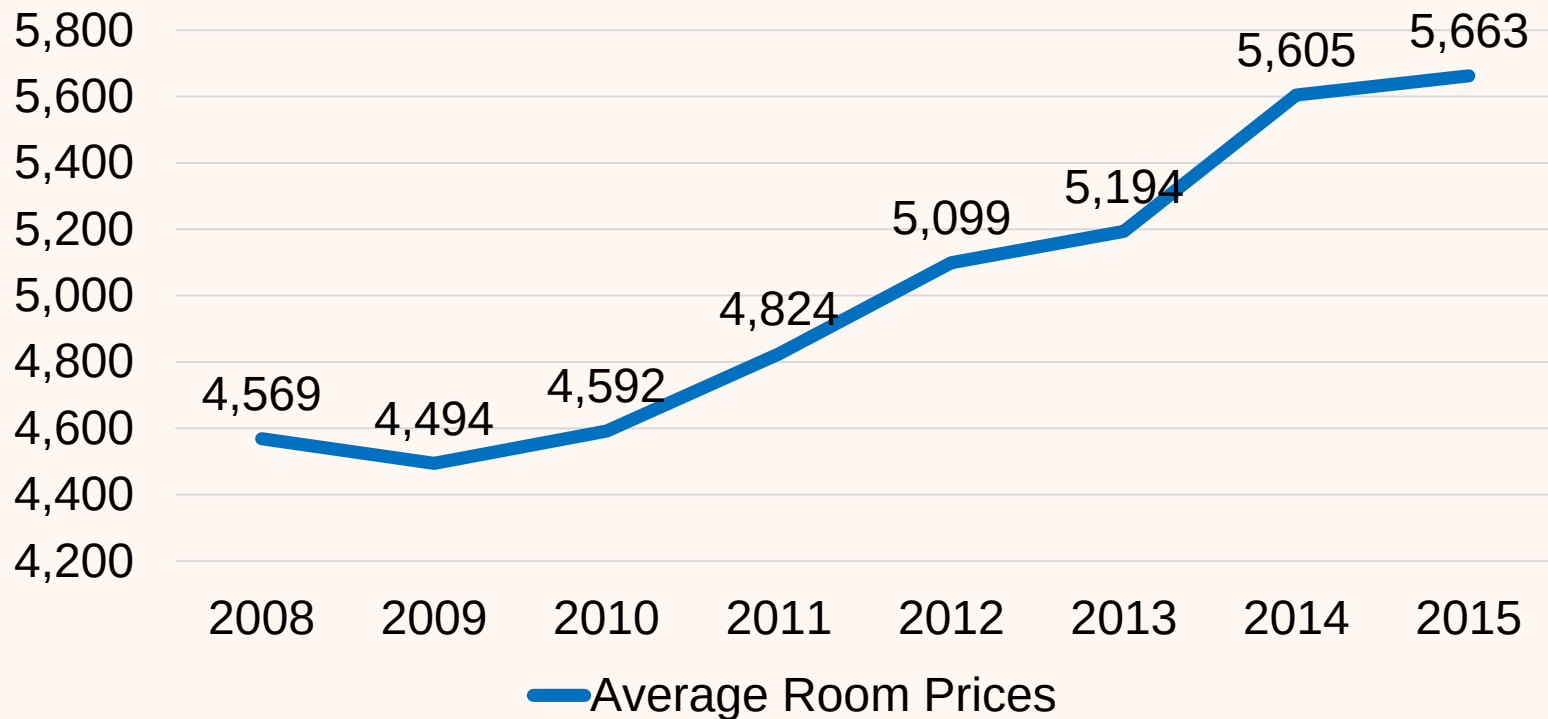


Source: Chateau International Development Co., Ltd.



Performance- Average Room Prices

Unit : NT\$

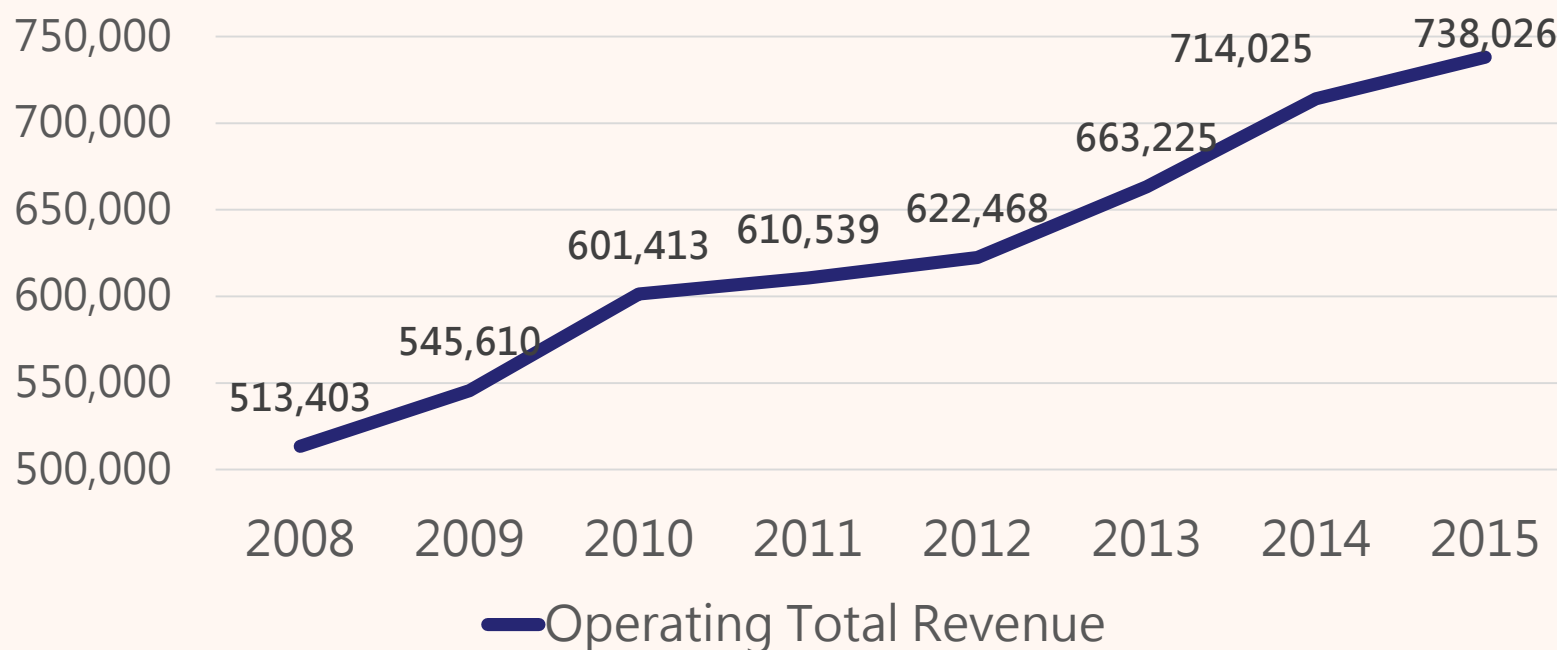


Source: Chateau International Development Co., Ltd.



Performance- Operating Total Revenue

Unit : NT\$ 1,000



Source: Chateau International Development Co., Ltd.

Scenic Tourist Hotels Operating Total Revenue Ranking in 2015

Unit : % · NT\$ 1000 · Number of Room

Ranking	Hotel Name	Occupancy Rate	Average Room Rate	Room Revenue	F & B Revenue	Total Revenue	FIT	GROUP	Total
1	Hotel Royal Chiao-His	77.50%	7,112	388,250	272,933	759,768	104,715	37,372	142,087
2	Chateau Beach Resort Kenting	86.50%	5,663	536,199	186,815	738,026	179,888	66,298	246,186
3	Fleur De Chine Hotel	71.86%	7,680	425,034	253,075	723,478	67,577	70,981	138,558
4	Caesar Park Hotel Kenting	89.39%	5,560	509,801	167,047	716,505	176,647	56,283	232,930
5	Howard Beach Resort Kenting	74.87%	3,608	451,574	148,149	649,069	163,182	165,267	328,449
6	The Lalu Sun Moon Lake	81.08%	11,555	328,277	128,094	517,110	49,011	8,967	57,978
7	Silks Place Hotel, Taroko	62.80%	6,613	242,548	89,851	374,625	54,795	24,550	79,345
8	Hotel Royal Chihpen Spa	66.29%	4,080	179,664	103,576	330,615	74,290	30,508	104,798
9	Wen Wan Hotel & Resorts	37.12%	10,814	134,552	72,286	223,657	21,075	11,467	32,542
10	Alishan House	64.82%	5,472	134,654	61,037	205,593	39,630	17,586	57,216

Source: "Tourism Yearly Statement" of Tourism Bureau, Ministry of Transportation Executive Information System

Scenic Tourist Hotels Type Total Ranking in 2015

Unit : % · NT\$ 1000 · Number of Room

Ranking	Hotel Name	Occupancy Rate	Average Room Rate	Room Revenue	F & B Revenue	Total Revenue	FIT	GROUP	Total
1	Howard Beach Resort Kenting	74.87%	3,608	451,574	148,149	649,069	163,182	165,267	328,449
2	Chateau Beach Resort Kenting	86.50%	5,663	536,199	186,815	738,026	179,888	66,298	246,186
3	Caesar Park Hotel Kenting	89.39%	5,560	509,801	167,047	716,505	176,647	56,283	232,930
4	Hotel Royal Chiao-His	77.50%	7,112	388,250	272,933	759,768	104,715	37,372	142,087
5	Fleur De Chine Hotel	71.86%	7,680	425,034	253,075	723,478	67,577	70,981	138,558
6	Hotel Royal Chihpen Spa	66.29%	4,080	179,664	103,576	330,615	74,290	30,508	104,798
7	Silks Place Hotel, Taroko	62.80%	6,613	242,548	89,851	374,625	54,795	24,550	79,345
8	The Lalu Sun Moon Lake	81.08%	11,555	328,277	128,094	517,110	49,011	8,967	57,978
9	Alishan House	64.82%	5,472	134,654	61,037	205,593	39,630	17,586	57,216
10	Dragon Valley Hotel	36.93%	1,592	40,551	25,433	71,515	17,009	35,867	52,876



Statement of comprehensive income

Unit: NT\$ thousand

Accounting Title	2015/4th	%	2014/4th	%
Total operating revenue	738,026	100	714,025	100
Total operating costs	315,725	42.78	297,387	41.65
Gross profit (loss) from operations	422,301	57.22	416,638	58.35
Total operating expenses	222,407	30.14	207,259	29.03
Net other income (expenses)	(1,397)	(0.19)	(397)	(0.06)
Net operating income (loss)	198,497	26.90	208,982	29.27
Total non-operating income and expenses	3,096	0.42	1,600	0.22
Profit (loss) from continuing operations before tax	201,593	27.32	210,582	29.49
Total tax expense (income)	39,027	5.29	38,438	5.38
Profit (loss)	162,566	22.03	172,144	24.11
Total basic earnings per share	1.7		1.8	

Financial Statement – Balance Sheet

Unit: NT\$ thousand

Accounting Title	2015/12/31	%	2014/12/31	%
Balance Sheet				
Total current assets	211,839	11.68	148,875	8.78
Total non-current assets	1,602,503	88.32	1,546,587	91.22
Total assets	1,814,342	100	1,695,462	100
Total current liabilities	209,091	11.52	203,340	11.99
Total non-current liabilities	10,420	0.57	11,215	0.66
Total liabilities	219,511	12.10	214,555	12.65
Ordinary share	954,460	52.61	892,019	52.61
Total capital surplus	170,663	9.41	170,663	10.07
Total retained earnings	478,091	26.35	421,566	24.86
Total other equity interest	-8,383	-0.46	-3,341	-0.20
Total equity	1,594,831	87.90	1,480,907	87.35
Total liabilities and equity	1,814,342	100	1,695,462	100

Performance-2016/01~2016/02

Title	2016/01- 2016/02	2015/01- 2015/02	YOY	Growth Rate (%)
No. of Available Rooms	17,700	17,405	295	1.69%
No. of Rooms Occupied	14,448	13,301	1,147	8.62%
Occupancy Rate	81.63%	76.42%	5.21%	-
Average Room Rate(NT\$)	5,205	4,894	310	6.34%
Total operating revenue(NT\$ 1,000)	100,146	87,966	12,180	13.85%
Profit (loss) from continuing operations before tax(NT\$ 1,000)	17,782	10,594	7,188	67.85%

Note: The above last two years were not audited by the certified public accountants.



🚩 **Company Profile**

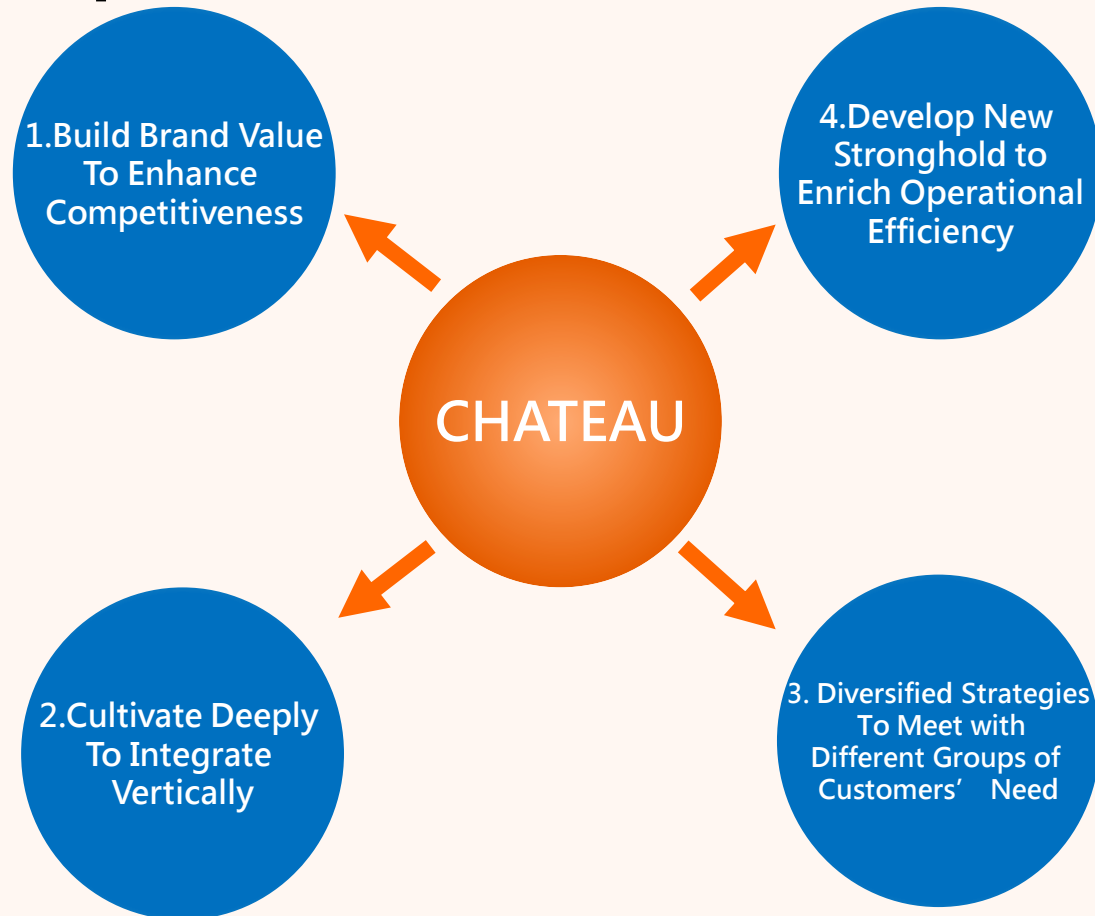
🚩 **Market profile**

🚩 **Performance**

🚩 **Prospect**

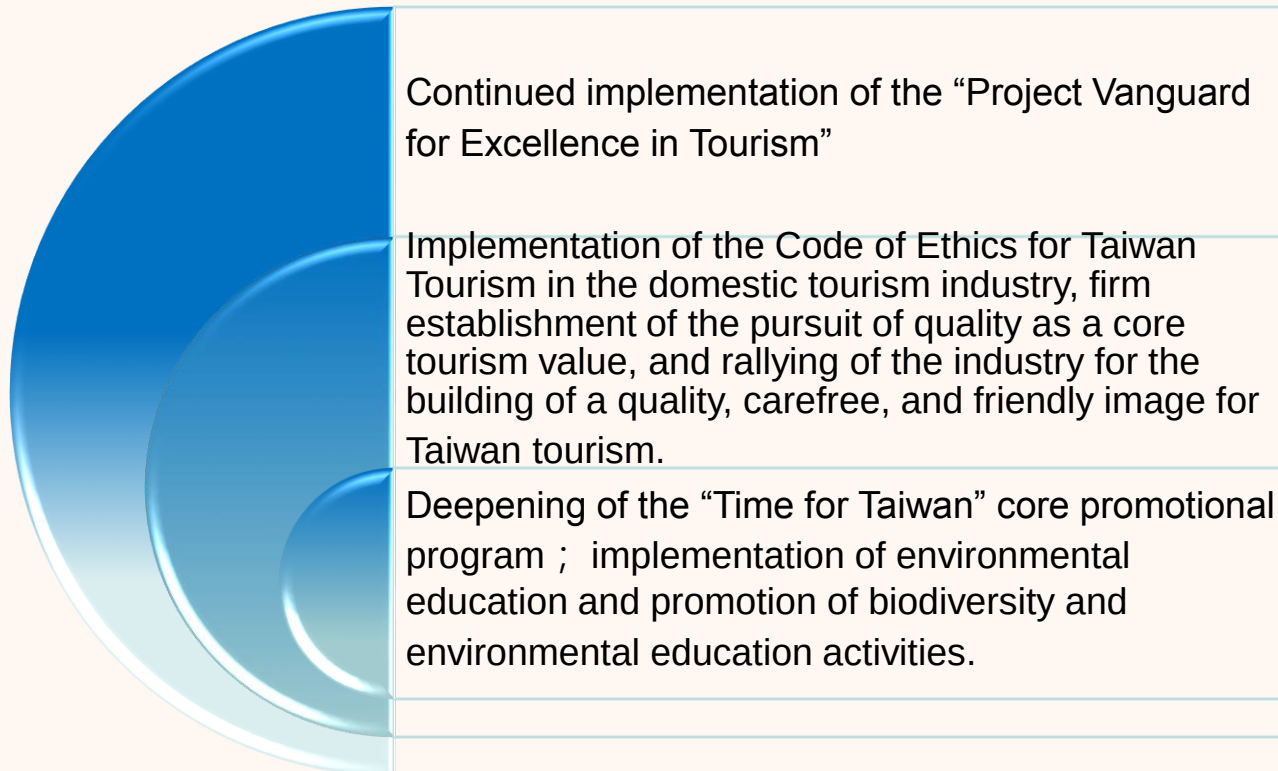


Prospect- Operations Plan

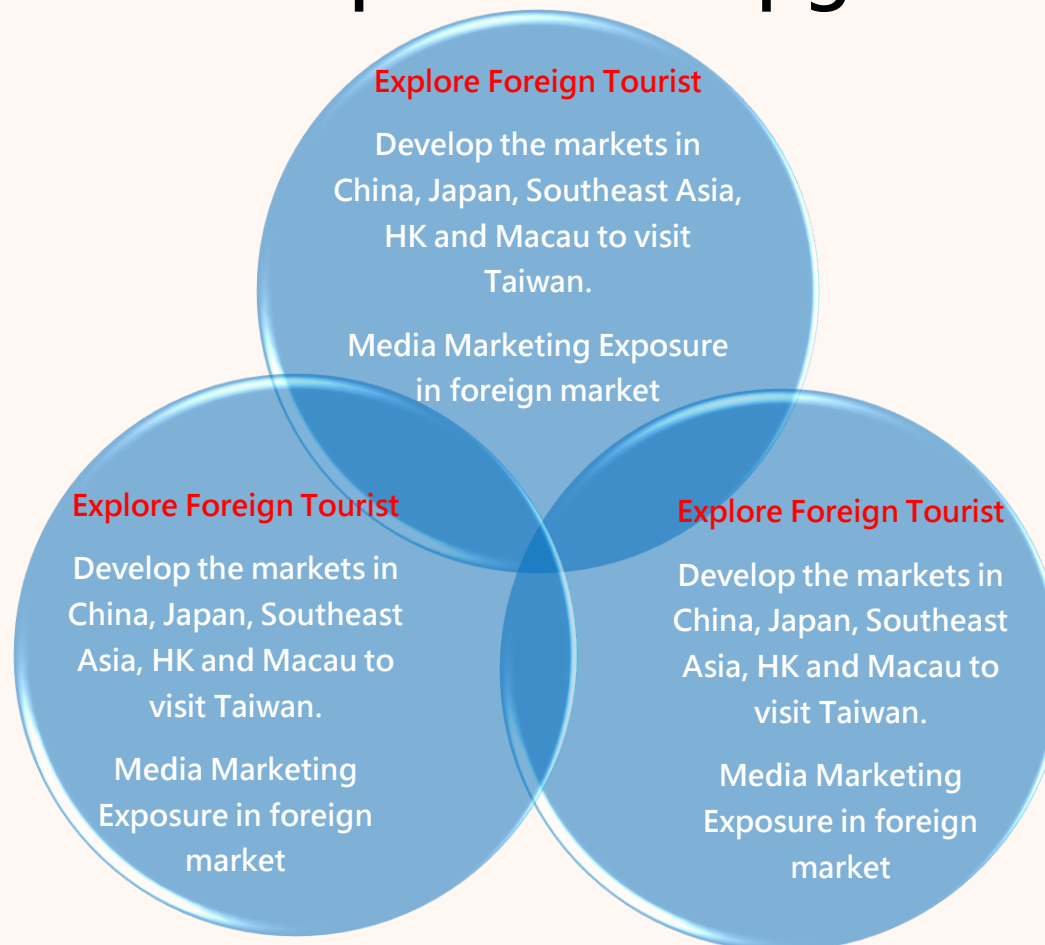




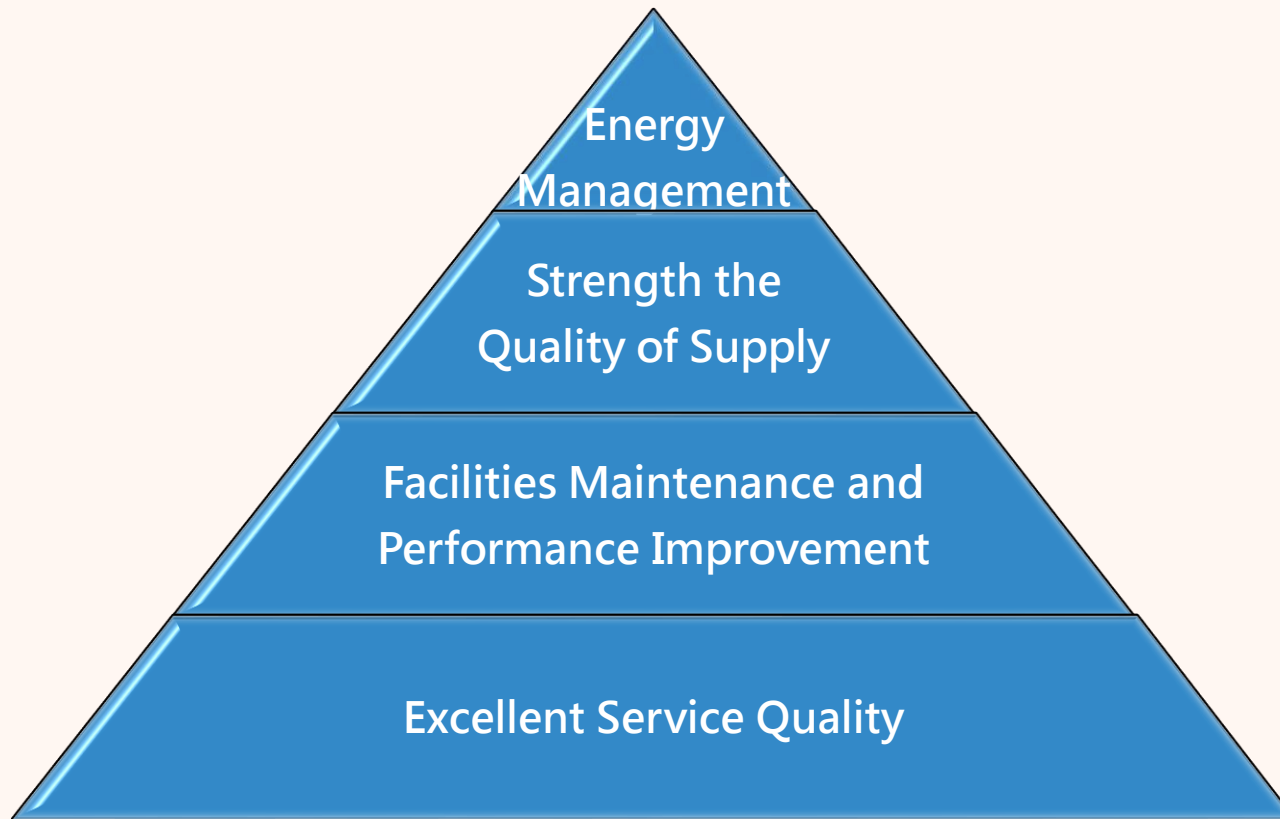
Prospect- Policy Phase: Tourism Policy Promotion



Operation Phase: Diversified Development to Upgrade Turnover



Management Phase: Lean Management to Improve Profit





Expansion plans

Tainan Chateau Commercial Hotel

The location is situated near Anping District Tainan. Spend about NT \$ 600 million to transform the old building as a business hotel. The new hotel has 104 suites, set at the average price between NT \$ 5,000 ~ NT \$ 8,000, provided attached 150-seat buffet-style restaurant, banquet hall, multi-purpose conference room. In the fourth quarter of 2016, "Chateau Commercial Hotel" will be opened.



Q & A

