

Fosun International Limited

Annual Results 2011

March 2012

Disclaimer



This presentation and the presentation materials distributed herewith include forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments that Fosun International Limited (the “Company”) expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements. The Company’s actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, and other risks and factors beyond our control. In addition, the Company makes the forward-looking statements referred to herein as of today and undertakes no obligation to update these statements. The exchange rates used in this PPT are as of 2011/12/31 (USD/CNY=6.30090 EUR/CNY=8.16250 HKD/CNY=0.81070), unless otherwise stated.

- **Overview**

- Fosun International: on its way to a premium investment group with a focus on China Momentum P4
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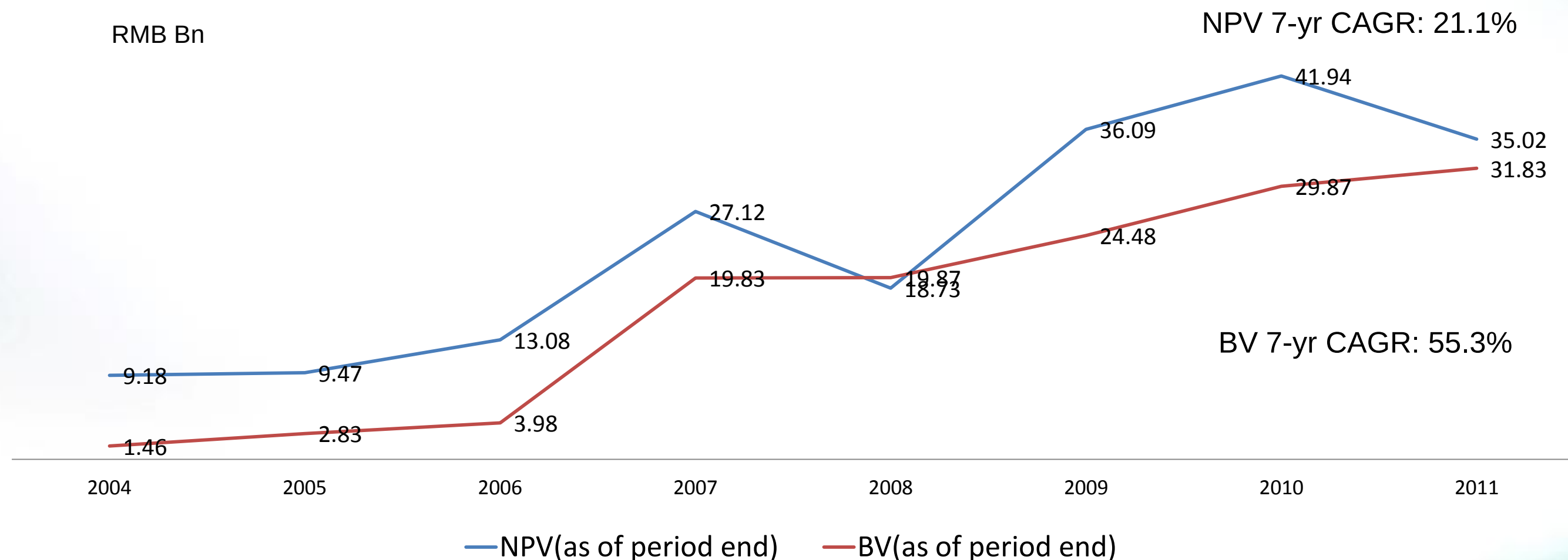
- **Financial Results** P20– P23

Fosun International

On its way to a premium investment group with a focus on china momentum



- As of 31 December 2012, Fosun's book value reached a record high at RMB 31.8Bn, 6.6% higher than the previous year; representing a CAGR of 55.3% over a seven-year period
- As of 31 December 2012, Fosun's net portfolio value reached RMB 35.0Bn ⁽¹⁾, representing a CAGR of 21.1% over a seven-year period
- In 2011, we helped 7 investment projects to go public, making a total number of IPOs launched in either on China's domestic A share market or The Stock Exchange of Hong Kong until end-2011 to 20



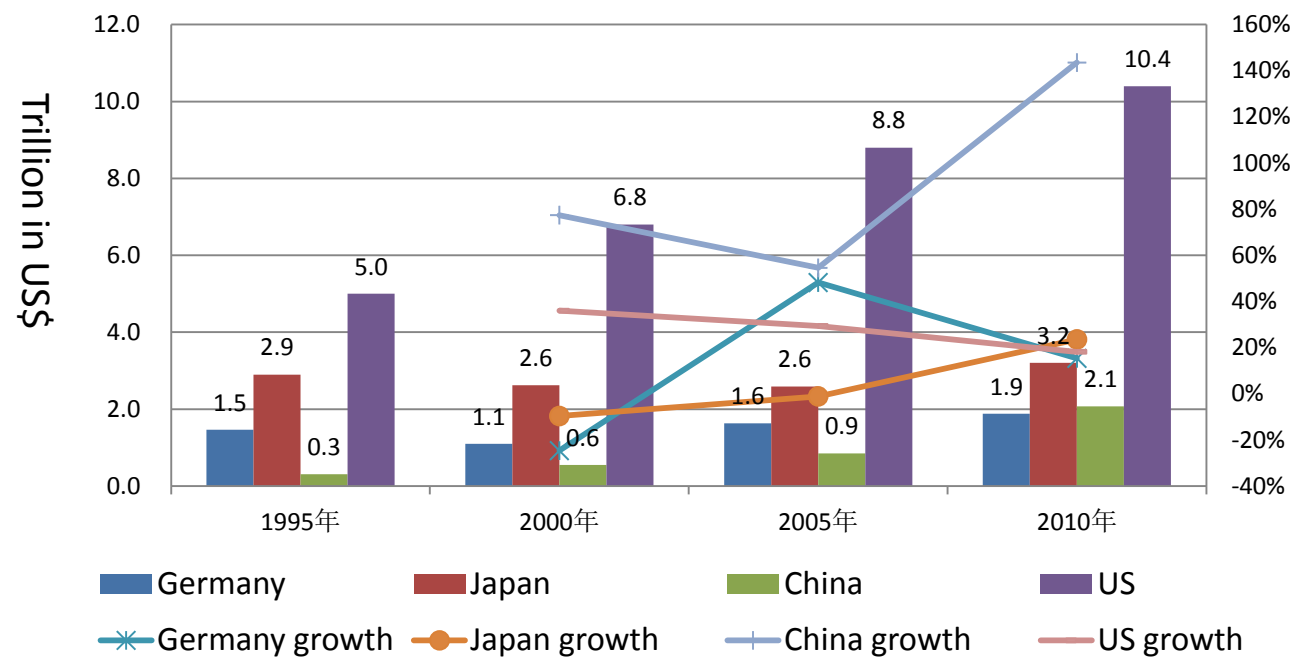
Notes (1): NPV=attributable market cap of listed asset on Group level + book value of unlisted subsidiaries & associates on Group level + cost of other investments on Group level - net debt on Group level

China Opportunity

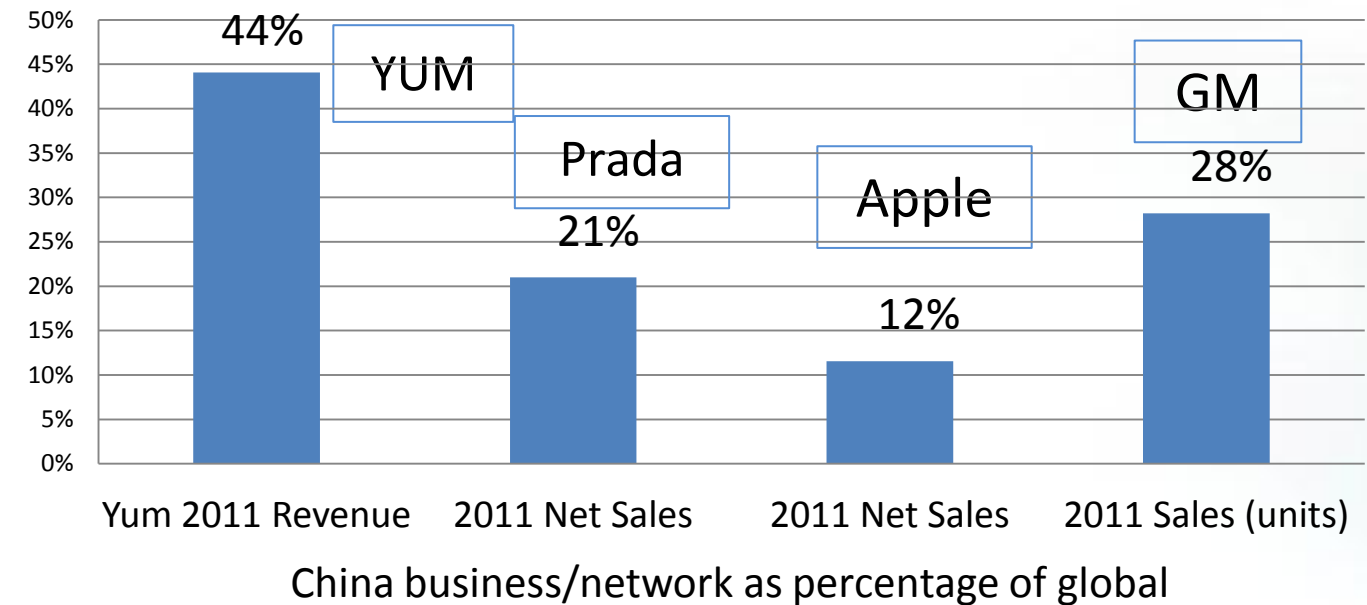
From a big power in manufacturing to a big power in consumption and capital



China's household spending has been growing fast



Growing importance of the China market for MNCs



- Also, more and more Chinese companies focusing only on the local market are climbing up to the world's top 10 enterprises in their respective segment.

China is becoming one of the top capital markets in the world

Best Investment Opportunities

- During 2011, China exchanges continues to lead the world IPO market in terms of capital raised (\$80.6 bn), while US ranked 2nd (\$35.6 bn)
- During 2011, there were 356 IPOs of China enterprises raising a total of USD61.532 billion, accounting for 41.9% in count and 52.1% in amount of all IPOs in the world

Fastest Growing Asset Management Market

- With the growth of total wealth, AUM will grow as well. Asset management business will have a great potential.

Higher demand for China's manufacturing capacities with promising investment future

- In the last 10 years, China's equipment manufacturing industry saw a CAGR of 26%, with its scale topped the world now
- In China's industrial upgrade process, manufacturing will see an even higher demand, along with more demand for resources
- Challenge: being free from low-cost dependence, integration and consolidation process featuring technological innovation and increasing value-adds, higher efficiency of the whole supply chain

Business Model – Unique to Fosun



Insurance

- Pramerica-Fosun Life Insurance (in a preparatory stage)
- Yong An Insurance

Industrial Operations

- Fosun Pharma
- Forte
- NISCO
- Hainan Mining

Investment (Including Strategic Investments)

- Yu Yuan
- Focus Media
- CMBC
- Club Med
- Folli Follie

Asset Management

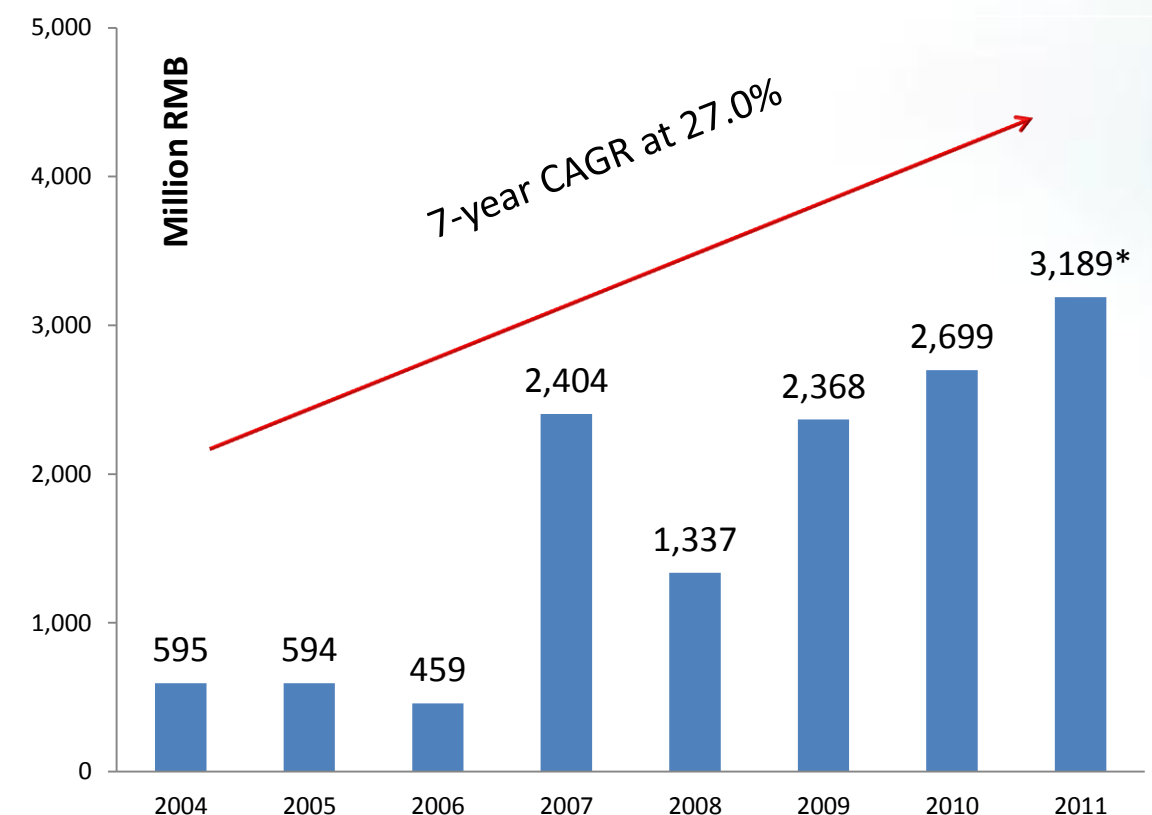
- Fosun Wealth PE Fund
- Fosun Grand PE Fund
- Star Capital
- Fosun-Carlyle Fund
- Prudential-Fosun Fund
- Forte series funds & others

Growth Engine 1: Industrial Operations



- Despite weaknesses in the world economy, profit from our industrial investment operations reached a record high of RMB 3,169Mn, 18.9% higher than the previous year, representing a 7-year CAGR of 27.0%

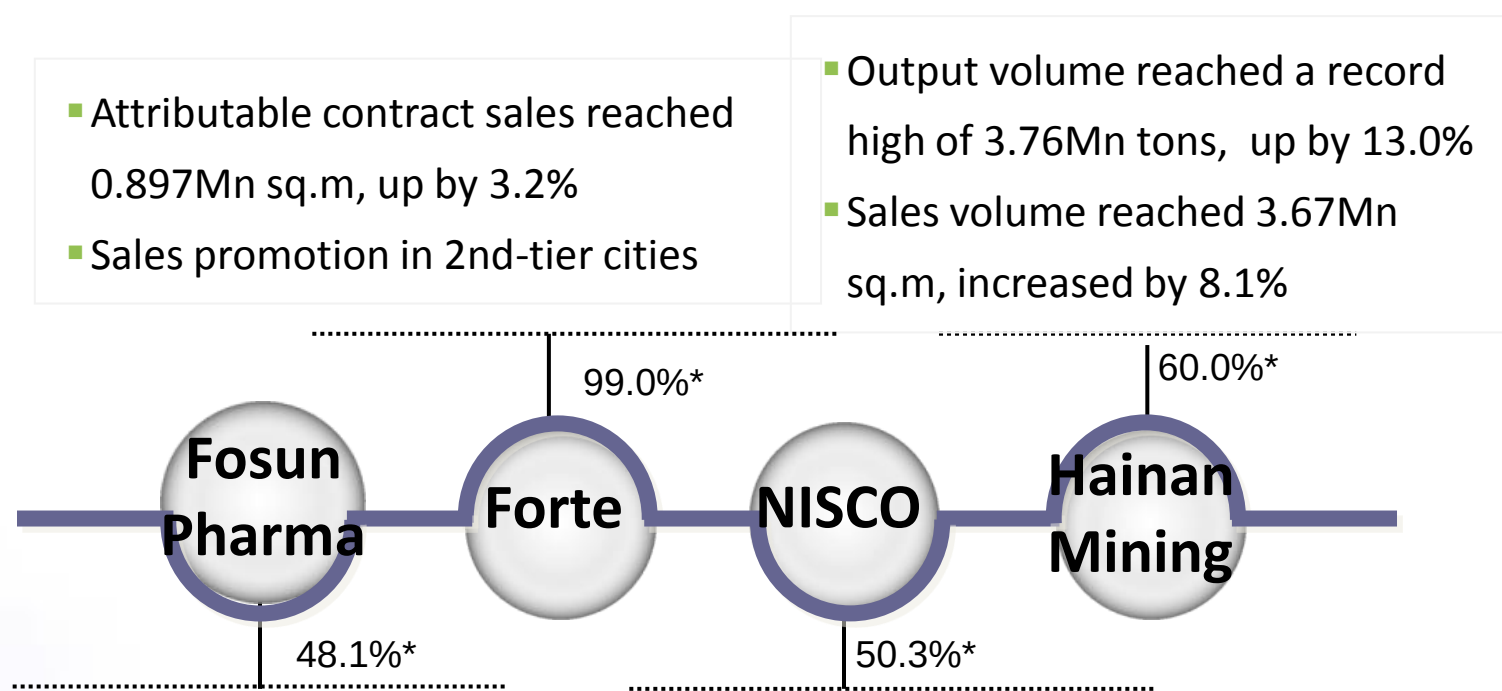
2004 – 2011 Profit from Industrial Operations



*Including consolidated offset: 124Mn

Fosun Pharma	Forte	NISCO ⁽¹⁾	Hainan Mining
560.35	1,617.63	204.27	661.91

Notes (1): Including attributable net profit from its subsidiary Jin'an Mining



- Attributable contract sales reached 0.897Mn sq.m, up by 3.2%
- Sales promotion in 2nd-tier cities

- Output volume reached a record high of 3.76Mn tons, up by 13.0%
- Sales volume reached 3.67Mn sq.m, increased by 8.1%

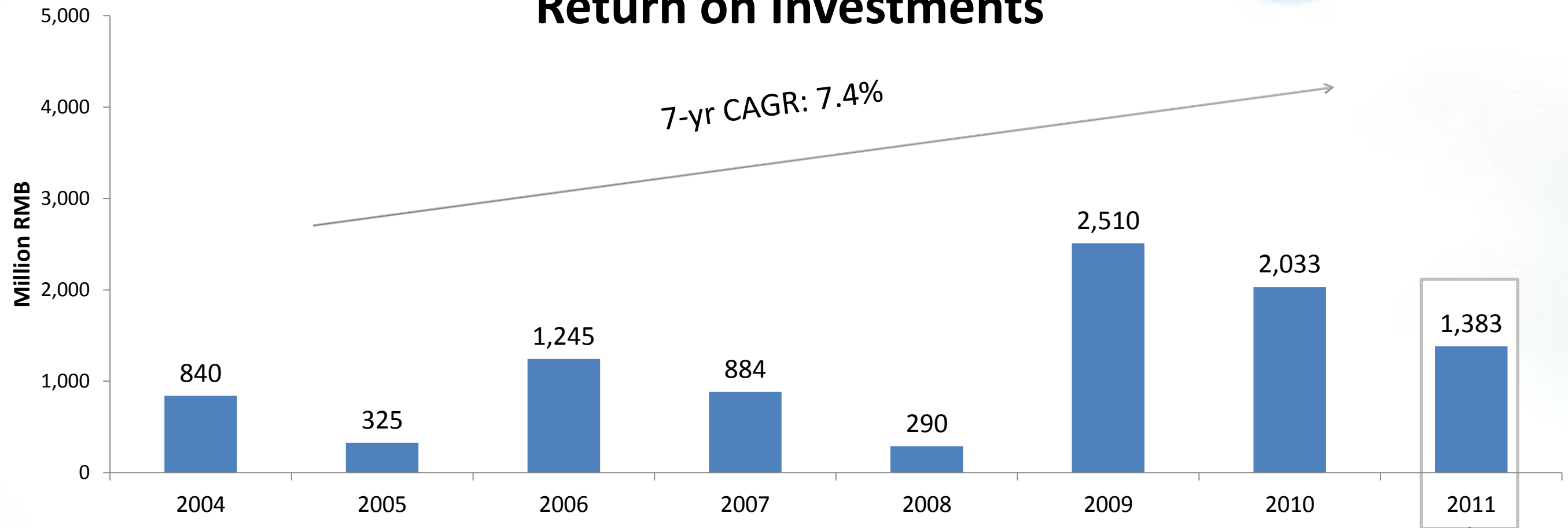
- Drug Manufacturing: completed an acquisition of a controlling stake in Dalian Aleph Biomedical Co. Ltd. and Jinzhou Aohong Yaoye Co., Ltd.
- Medical Service: invested in Yueyang Guangji and Anhui Jimin Cancer Hospital
- Sinopharm sales exceeded RMB 100Bn for the first time

- Sales volume of Pipeline steel and steel for wind-generator towers increased by 29% and 198% respectively
- Steel plates for oil storage tanks and alloy pipeline steel such as T91 secured the biggest market shares in the country

Growth Engine 2: Investments



Return on Investments



Breakdown of Return on Investments (RMB Mn)

- Our returns on investment in 2011 saw a decline from the previous year, amounting only to RMB 1,383Mn mainly attributable to the loss on fair value adjustments of equity investments in the secondary market including Focus Media.

Partial interests in associates (Yu Yuan, Jianlong Group, Huaxia Mining, Shanjiaowuling)	451.66
Gain on sales of shares	1,029.4
Gain on fair value move of shares	-740.76
Other equity investment	642.59

Growth Engine 2: Investments (Cont'd)



- In 2011, we invested in 18 new projects amounting to RMB 6.56Bn (including capital increase in existing projects); we focus on investments in consumption upgrades, financial services, energy&resources and manufacturing upgrades
- In 2011, we helped 7 investment projects to launch IPOs, increased the equity value of shareholders of the Company by RMB 2.28Bn

Investments

Investment Projects			New in 2011		Total as of 2011/12/31	
			#	Total Cost RMB(Mn)	#	Total Cost RMB (Mn)
Direct	Unlisted Pre-IPO	Group Level	10+4*	1,119	27	2,247
		Subsidiaries Eg. Fosun Pharma	1+1*	363	15	1,170
	Post-IPO	Group Level	6+4*	3,111	13	4,862
		Subsidiaries Eg. Fosun Pharma	1+2*	952	7	1,327
Indirect (invest as GP)			1,016		1,073	
Total			18+11	6,561	62	10,679

*Capital increase in existing projects

Recycling of Funds

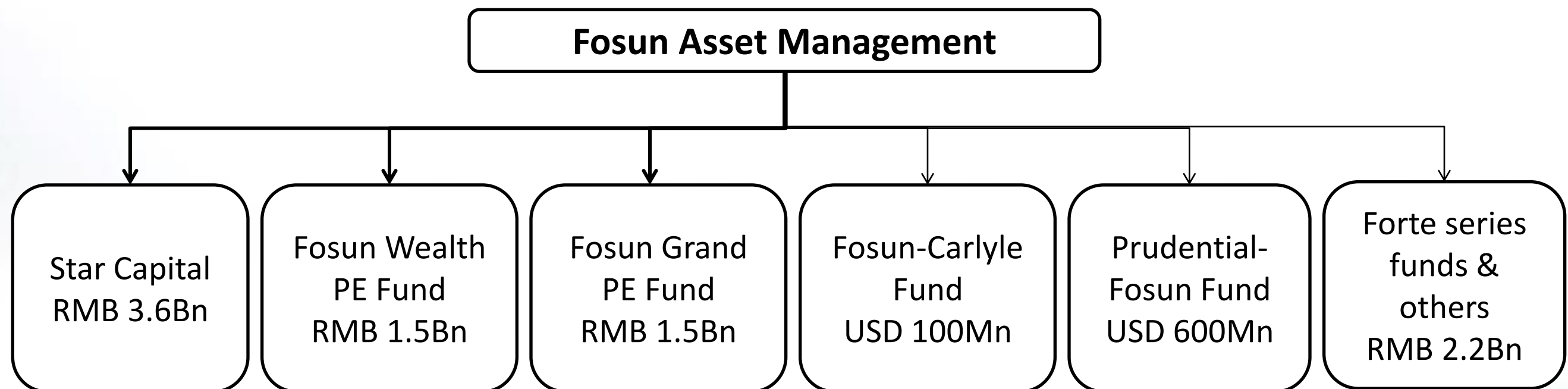
RMB Mn	2011	2010
Dividend Receipts (Associates, PE and Post-IPO)	1,005	383
Gain on disposals of PE projects listed	1,054	183
Gain on disposals of Post-IPO equity investments	2,747	1,961
Total	4,806	2,527

Growth Engine 3: Asset Management



- As of 31 December 2011, our AUM amounted to RMB 13.3Bn, among which RMB 2.7Bn is from Fosun Group. In 2011, the asset management business achieved a net profit of RMB 121Mn
- In 2011, we invested in 15 projects amounting to RMB 5.2Bn
- The Carlyle-Fosun JV became one of the first batch funds to be qualified as a QFLP in China; Prudential Group invested US\$500 Mn and became the first international LP in China Opportunity Fund.
- Participating in the selection the first time, Fosun Capital ranked eight among the top 30 PE investment institutions in China in 2011 (by Zero2IPO Group)

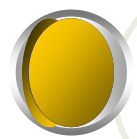
Asset Management Structure as of 31 December 2011



Fosun as a Corporate Citizen



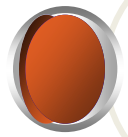
Fosun – 20th Anniversary



We donated to the frontline Fukushima rescue forces; we organized the Shining Star project, a large-scale branding activity, in the United States, and we sponsored cultural activities in collaboration with the Musée du Louvre in France



We supported China cultural legacy by helping protect and promote Wu Opera (a local opera) and Dongyang Woodcarving, etc; we also supported Chinese entrepreneurs by cooperating with Youth Business China and Aliloan



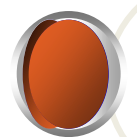
In the past 20 years of development, Fosun has been upholding gratitude for its people and the society. In 2011, Fosun and its subsidiaries and associates provided 89,000 employment opportunities, an increase of 16,600 when compared with 2010, with total wages of over RMB 5Bn



In July, Fosun ranked no. 81 among Fortune's top 500 enterprises of China



In November, Fosun International received the “Entrepreneurs for the World Award” at the World Entrepreneurship Forum in Singapore during the year for its business successes and social responsibilities



In December, Fosun ranked No.4 overall in “2011 China Overall Ranking of Chinese Non-state Owned Enterprise of Corporate Social Responsibility” by the popular Chinese newspaper Southern Weekly among the top 100 non-state-owned enterprises in China

Competitive Advantage 1:

Team—a Stable Partnership with Proven Track Record



Founders / the key decision-making team have a partnership of over 17 years, holding in a 79.46% stake in Fosun International. Their interests are aligned with that of the public shareholders

Name	Age	Position	Years of Service in Fosun
Guo,Guangchang	45	Chairman, Executive Director	20
Liang,Xinjun	44	Vice Chairman, Executive Director, CEO	20
Wang,Qunbing	43	Executive Director, President	19
Fan,Wei	43	Executive Director, associate Co-president	19
Ding,Guoqi	43	Executive Director, Senior VP, CFO	17
Wu,Ping	48	Executive Director, Senior VP	17
Qin,Xuetang	49	Executive Director, Senior VP	17

1994: Fosun
Pharma(IRR:41%)
and Forte(IRR:45%)

2003: NISCO
(IRR:26%)

2007: Hainan Mining
(IRR:60%)

2010: Club Med

2011: Folli Follie

The founders have been participating in all operation and investment activities
throughout Fosun's 20 years of development

1992: Set-up

2002: Yu Yuan
(IRR:25%), Jianlong
Group(IRR:27%)

2004: Zhaojin
Mining
(IRR:49%)

2008: Focus
Media
(IRR:51%)

2011: A large group benefiting
from China 's growth

Competitive Advantage 2:

Value Creation—Resources Accumulated in 20 years



Resource Synergies

Industry / Segment

FOSUNPHARMA
复星医药

FORTE 复地
以人为蓝

Media

FOCUS Media 分众传媒

Channel Edges

豫園商城
YUYUAN TOURIST MART



Sinopharm

Bailian Holdings

.....

System Optimization

- Strategic Guidance
- Talent Mining
- Flow Engineering
- Investment Decision-Making
- Support in Key Issues

Fosun Group – a Value-Creating Platform

External Resources

- Bank
- Government
- Local and international social communities

Fosun Investment Consulting Committee

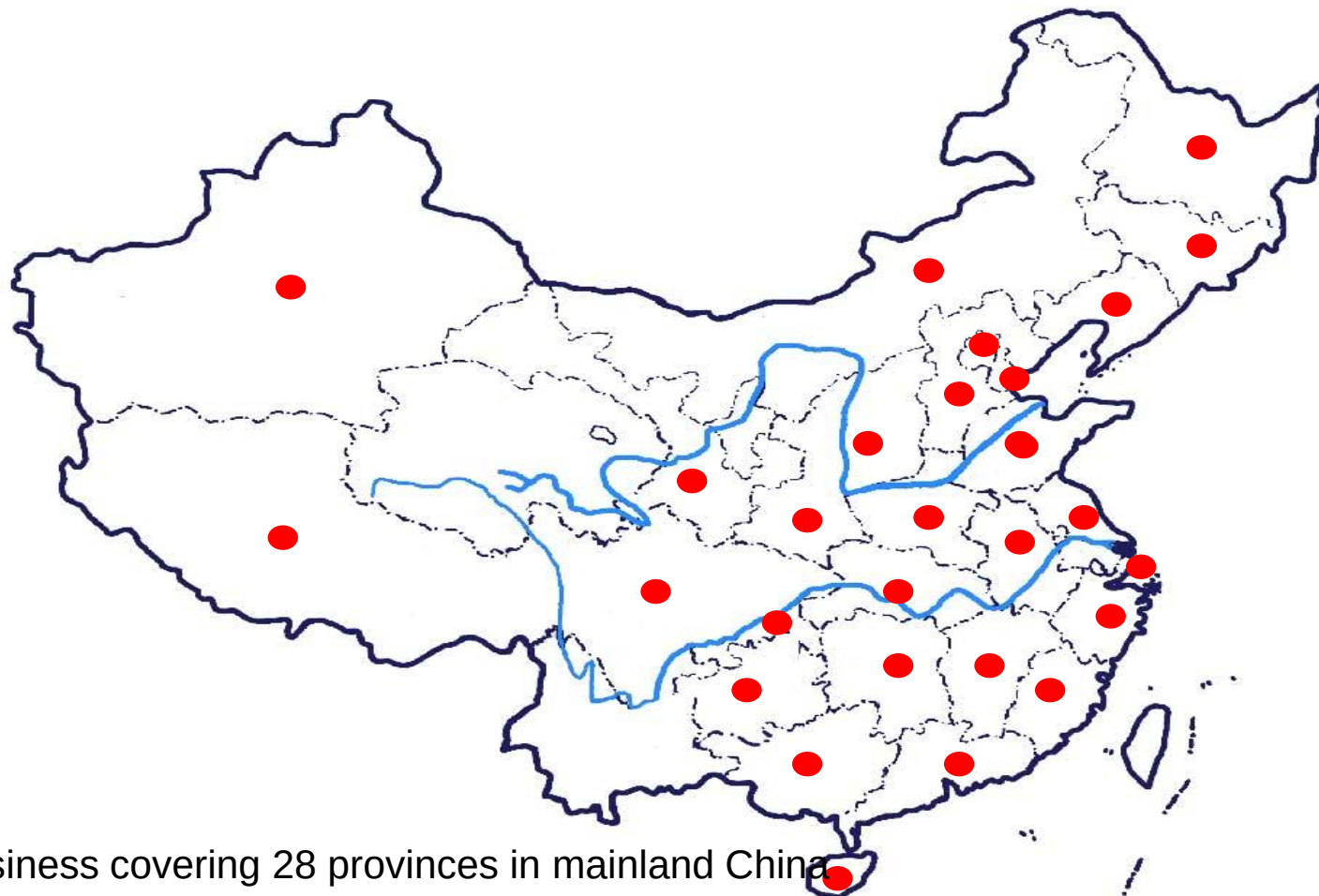
- Comprised of 10 overseas and domestic entrepreneurs from top businesses in industries such as insurance, retail, TMT, manufacturing, etc.

Competitive Advantage 3:

Strategy – China Expert + Global Capacity



- Investment Strategy: China expertise with global capacity
- Investment Concept: Value-created investment making the best of China's growth
- Investment Model: Help foreign businesses grow in China, thereby enhancing their global performance
Help local businesses establish a global vision and a capability of integrating global resources
- For foreign companies desiring for Chinese market: help with sales, brand promotion, copyright protection



- Business covering 28 provinces in mainland China
- Nearly 89,000 employment opportunities created across major businesses

Case Study—Folli Follie & Club Med



Folli Follie

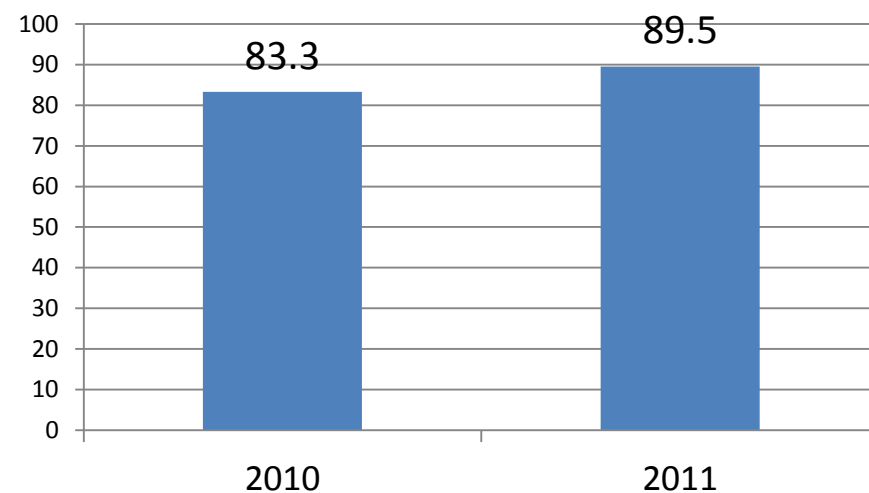
May 2011

13.4% / €106m

1

Expanded distribution channel, developed business in commercial gifts, helped brand promotion (sole sponsorship)

Global Net Profit (Mn €)



- In 2011, global revenue increased by 3.2%; net profit increased by 7.5%
- The number of shops in China increased significantly

Time of Investment

Size

No. of Board Seats

Fosun's Value Creation

Performance

Club Med

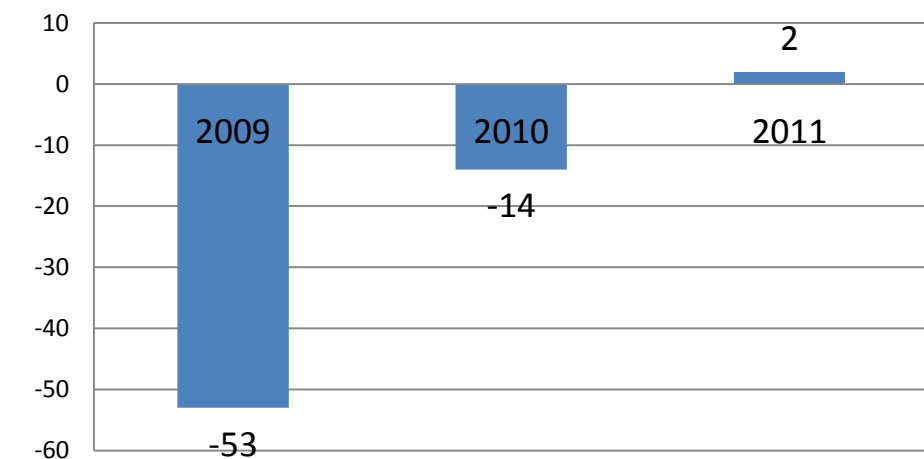
June 2010

9.72% / €44m

2

Attracted more Chinese tourists to visit global sites
Explorer new projects in China

Global Net Profit (Mn €)



- Global revenue in 2010 on par with 2009; in 2011 it increased by 5.2%
- In 2011, global net profit before tax and non-recurring items increased by 312.5% ; net profit made a gain in 2011 from losses in both 2010 and 2009
- Its business in China increased by 40%

Consumption upgrade, China focus, favorable valuation

Growth Driver 1: Industrial Operations



Fosun Pharma

- Accelerated M&A process of overseas and domestic pharmaceutical R&D peer companies
- Strengthened core competitiveness in R&D, marketing and manufacturing
- Helped Sinopharm promote its process of integration in pharmaceutical distribution area
- Continued to seek opportunities in medical service area

NISCO

- Strengthened core competitiveness in existing products and strive for a breakthrough in developing a series of key following-up products like steel for specific purposes, etc.
- Promoted marketing for products with high mark-ups
- Propelled technology innovation: ultra-fine grain steel, corrosion resisting steel, super-thick steel plate blank, etc., to further establish competitive advantages in following-up products.
- Production based on sales to keep inventory low
- 2012 steel output guidance: 7,000,000 tonnes

Forte

- Accelerated turnover & new project sale launches
- Reasonable pricing and positioning
- Nation-wide business development
- Ever-growing size of completed projects for delivery
- Major asset disposal/sale put on schedule
- Attributable contract sales in 2012: 930,000 sq. m.

Hainan Mining

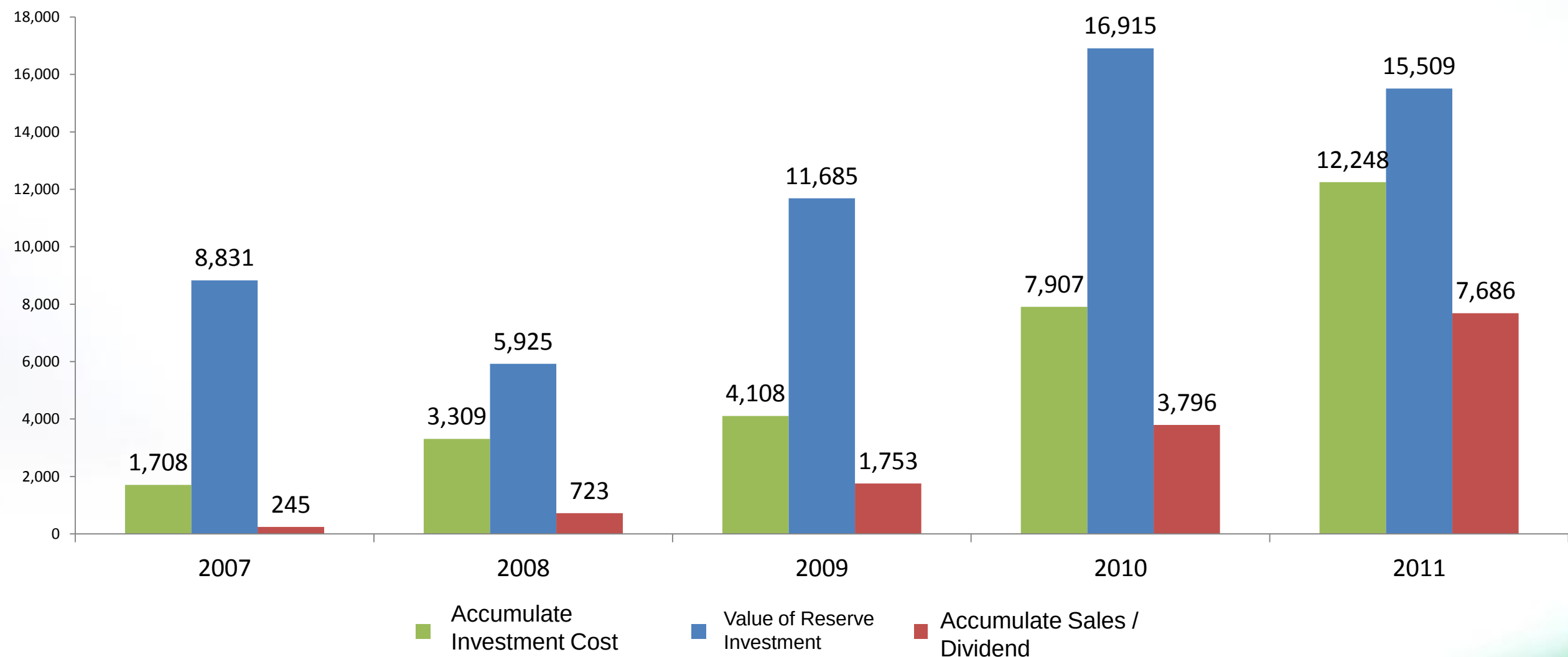
- Developed underground mining projects; fully exploit small occurrences; newly-built smelters commenced operation generating more output in end product of iron ore
- Improves the technique in cobalt copper ore mining, dressing and refining to stimulate increases in profit
- Promote M&A of iron ore projects
- 2012 output guidance: 3,800,000 tonnes

Growth Driver 2: Investments



- The scale of investments gradually builds up, with projects approaching a mature stage gradually; we are entering into a phase when we are going to continue to harvest
- Favorable IRRs at 58.8% on the divested PE projects

Growth of Strategic/PE/Post-IPO investment and total investment by 2011/12/31 (Mn RMB)



Overall Return = Value of Reserve Investment (in blue) + Accumulate Sales/Dividend (in red) – Accumulate Investment Cost (in green)

Value of reserve investment=attributable market cap of listed investment + book value of unlisted investment

Growth Driver 3: Asset Management



- Asset Management: one of the most important businesses to expand in the future
- Optimize leverage level
- Higher return on capital

**RMB
13.3Bn**

Current AUM

Tn

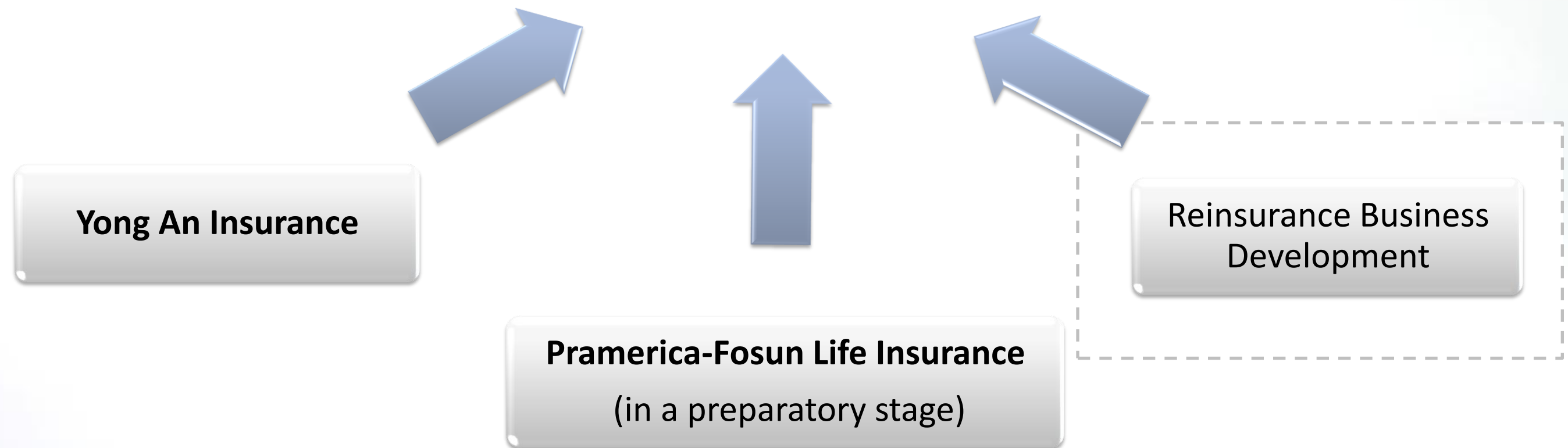
Looking Forward...

- Attract more LP:
Overseas—Long-term capital, such as pension funds, sovereign funds, university donation funds, family funds.
Domestic—Institutional Investors, large corporations and high net worth individuals
- Product Pipeline in 2012: China Momentum Fund (USD), Fosun Wealth PE series funds, Shangluwen Fund (fund for retail, travel and culture), Energy Fund, Star Capital II, Forte series funds, etc.
- Fosun will continue to invest as a LP

Growth Driver 4: Insurance



**Insurance as a resource of long-term low-cost capital:
a key business to develop in future**



- Yong An Insurance: revenue in 2011 reached RMB 6,545Mn, total assets amounted to RMB 10,032Mn, 12.9% and 19.0% higher than that of 2010, respectively.
- The establishment of Pramerica-Fosun Life Insurance as the first insurance joint venture company between the private and foreign capital has been approved by CIRC.
- Reinsurance business development well under way

Financial Results

Facing an uncertain and volatile market, we delivered stable industrial profit.

RMB (in million)	2011	2010	YOY
Revenue	56,816.2	44,643.7	27.3%
Gross profit	10,566.3	9,366.5	12.8%
Net profit attributable to shareholders	3,403.6	4,227.1	-19.5%
EBITDA	11,460.5	12,014.5	-4.6%
EPS(RMB)	0.53	0.66	-19.5%

	12/31/2011	12/31/2010
BVPS (RMB)	4.96	4.65
DPS(HKD)	0.157	0.17

Net Profit (RMB million)	2011	2010	YOY
Industrial Operations	3,169.0	2,665.4	18.9%
Investments	1,382.9	2,092.4	-33.9%
Asset Management	121.0	6.5	1772.5%

Net profit by segments

RMB (in million)	2011	2010	YOY
Pharmaceuticals & Healthcare	560.3	302.5	85.2%
Property	1,619.3	1,271.8	27.3%
Steel	34.3	410.0	-91.6%
Mining	1,119.8	932.1	20.1%
Retail, Service, Finance and Others	1,086.8	1,936.6	-43.9%
Asset Management	121.0	6.5	1772.5%
HQ Expense	-1,148.3	-571.6	100.9%
Internal Elimination	10.4	-60.7	-117.1%
Total	3,403.6	4,227.1	-19.5%

RMB (in million)	2011/12/31	2010/12/31	Change
Cash & bank balance	16,777.8	21,335.0	-21.4%
Unused bank credit facility	40,275.7	25,464.0	58.2%
Total assets	137,537.6	118,374.8	16.2%
Net assets	31,830.2	29,873.1	6.6%
Total debt/Total capitalization ⁽¹⁾	52.7%	49.4%	Up by 3.3 % pts
Net debt/net capitalization ⁽²⁾	43.5%	33.4%	Up by 10.1 % pts
Mid-to-long term debt/total debt	56.2%	49.6%	Up by 6.6 % pts

Notes:

1. Total Debt = current & non-current interest-bearing borrowings + interest-free loans from related parties;
Total Capitalization = total equity + total debt
2. Net Debt = total debt – cash & bank balance; Net Capitalization = total equity + net debt

The logo for FOSUN 复星, featuring the word "FOSUN" in a bold, italicized, blue sans-serif font, followed by the Chinese characters "复星" in a similar bold, blue sans-serif font.

FOSUN 复星

汇 聚 成 长 力 量

www.fosun-international.com

Appendix

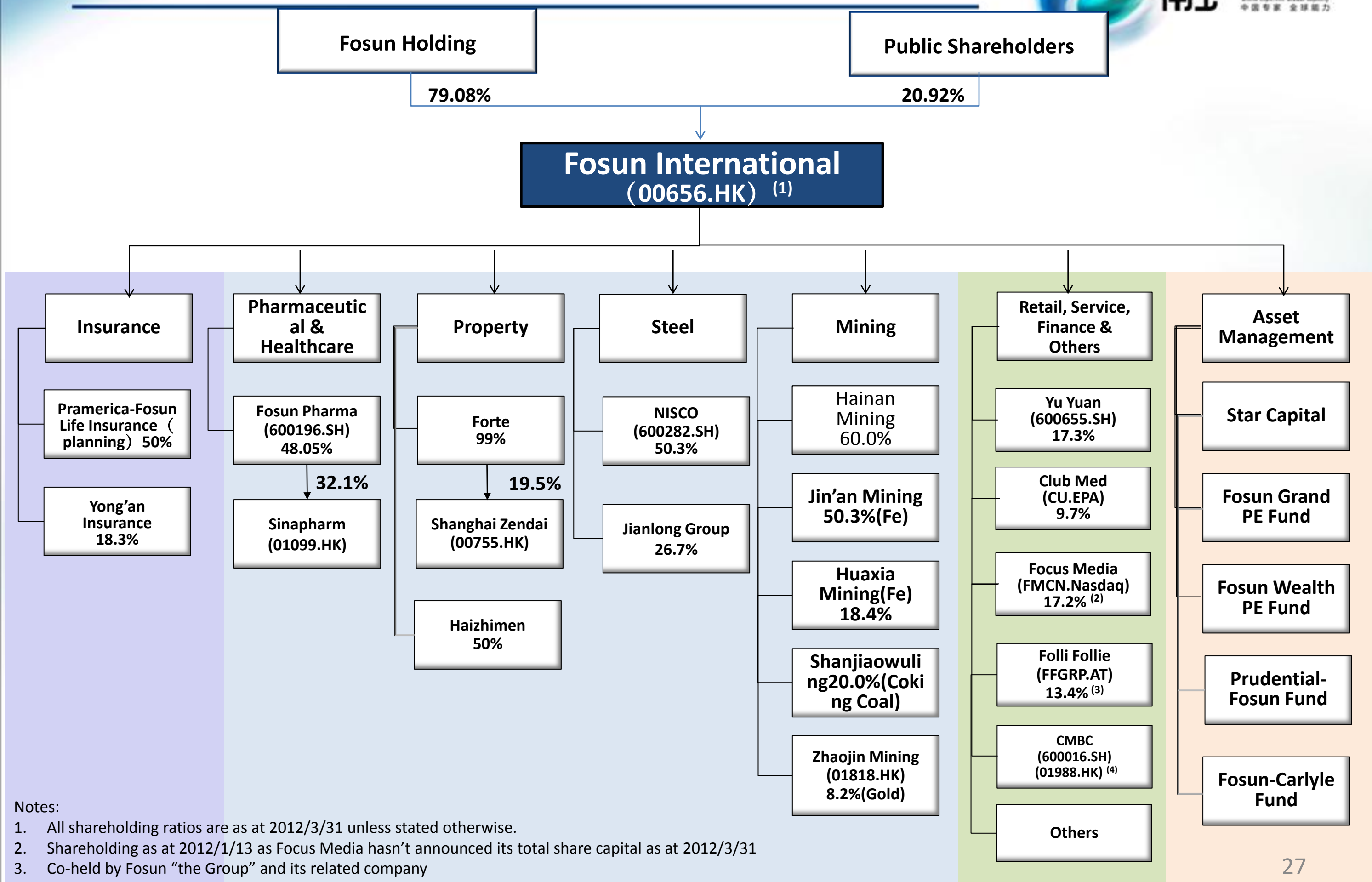
- Valuation Summary**
 - Structure**
 - Debt & Credit**
 - Fosun Pharma**
 - Forte**
 - NISCO**
 - Hainan Mining**
- 2012 Target figures for main operations**

Valuation Summary



Market Cap (2011/12/31):	26.07 Bn HKD		
Book Value (2011/12/31):	31.83 Bn RMB / 39.26 Bn HKD	Book Value per Share (2011/12/31):	4.96 RMB / 6.11 HKD
Net Portfolio Value (2011/12/31):	35.02 Bn RMB / 43.20 Bn HKD	Net Portfolio Value per Share (2011/12/31):	5.45 RMB / 6.73 HKD
Net Portfolio Value Breakdown			
Group level listed investments by attributable market cap as of 2011/12/31:			
of which:	Industrial Investments (Fosun Pharma/NISCO)	13.23	16.32
	Strategic Investments (Yuyuan/Focus Media/Club Med)	5.60	6.90
	Listed Pre-IPO Investments (ShannGu Power/YOTRIO & Others)	1.45	1.79
	Other Listed Investments	3.67	4.53
Group level unlisted investment by Book Value			
of which:	Subsidiaries and strategic associates (Forte/Hainan Mining/Haizhimen & Others)	19.29	23.79
	Unlisted Pre-IPO Investments (Jinhe Industrial & Others)	2.23	2.75
	Other unlisted investments (Yong'An insurance & Others)	2.02	2.49
Net debt at the Group Level		12.46	15.37
Net portfolio value at the Group Level		35.02	43.20
Asset Under Management (Committed Funds)		13.27	16.36

Business Structure



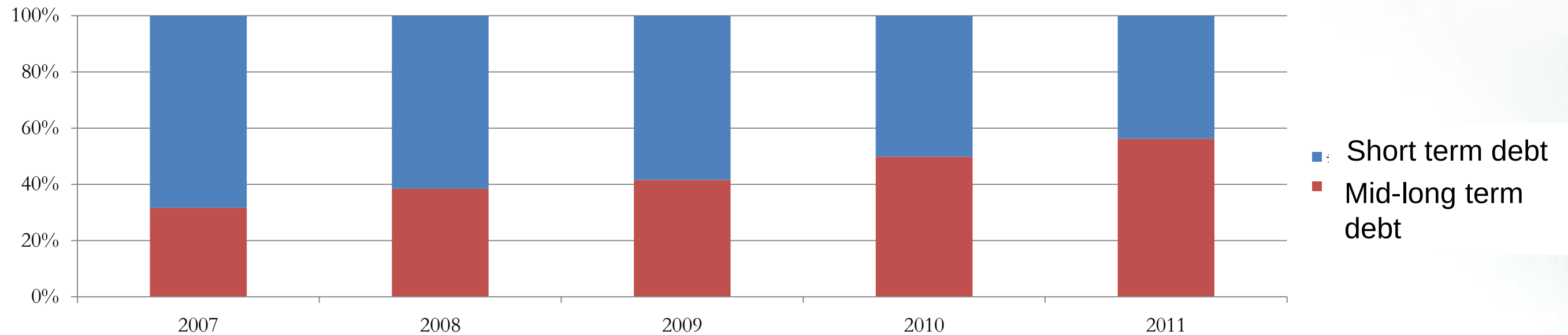
Notes:

- All shareholding ratios are as at 2012/3/31 unless stated otherwise.
- Shareholding as at 2012/1/13 as Focus Media hasn't announced its total share capital as at 2012/3/31
- Co-held by Fosun "the Group" and its related company
- As at 2012/3/31, shares of CMBC held by Fosun "the Group": 600016.SH 1.0%, 01988.HK 7.7%

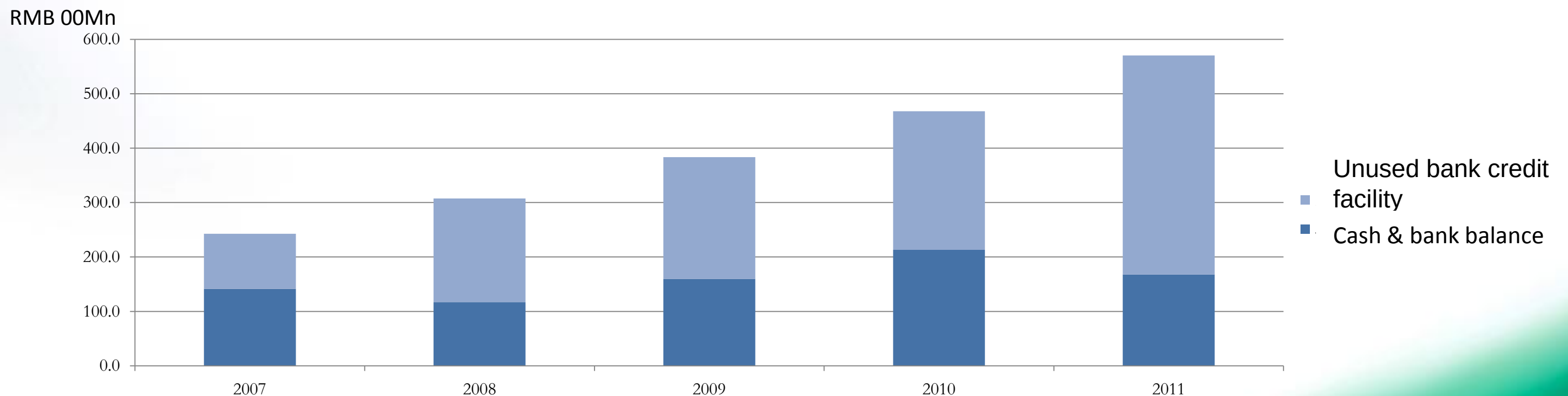
Optimized Debt Structure



- A debt structure being optimized constantly: mid-to-long term debt to total debt ratio has increased for the 5th consecutive year



- Unused bank facilities have been on the rise by year

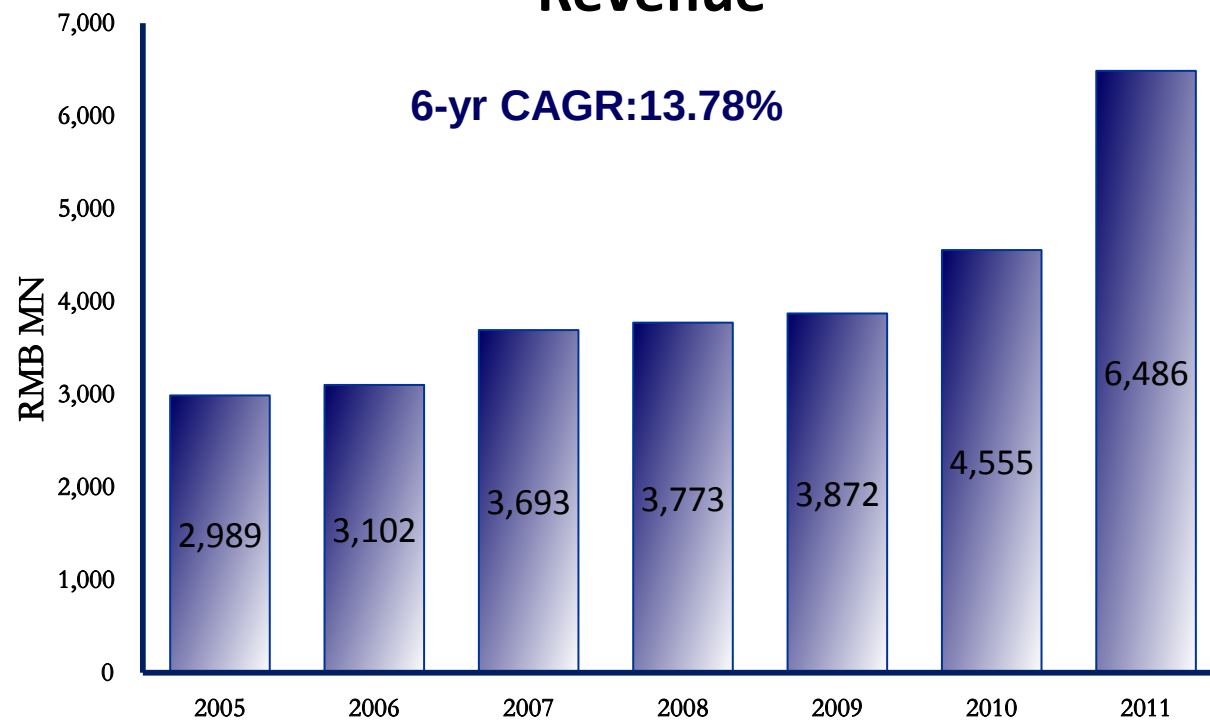


Fosun Pharma: to build an integrated industrial chain, encompassing major sectors of health-related industry.

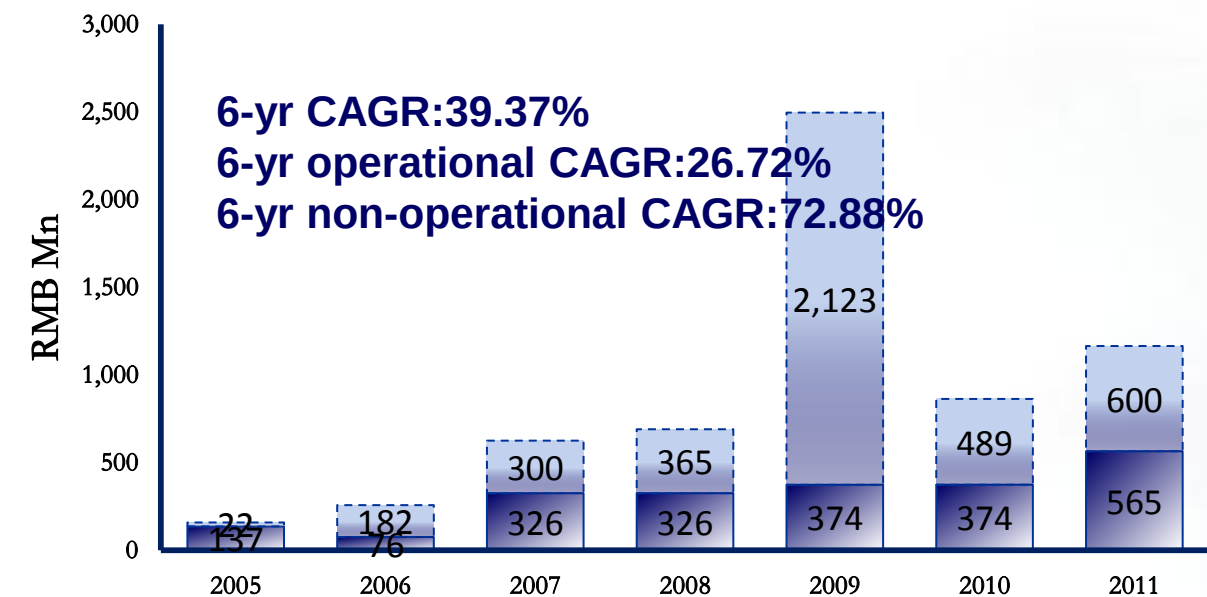


- **Premium private healthcare service**
- **Global strategy**
-

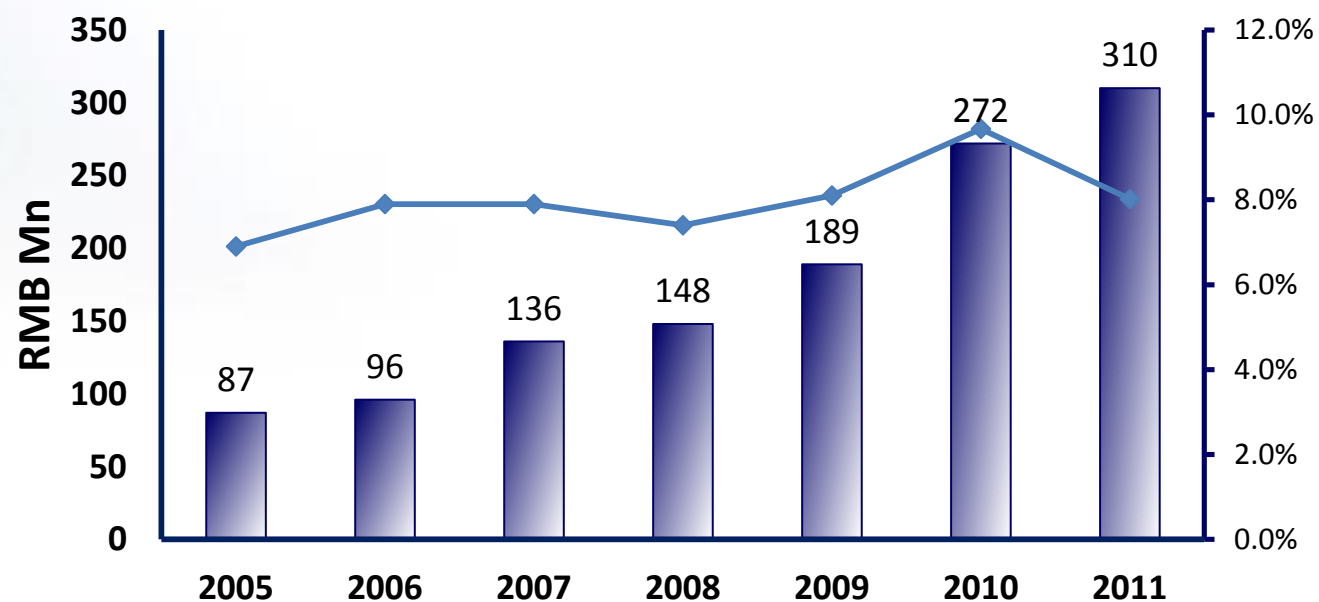
Revenue



Net Profit



R&D Expense to Pharmaceutical Industrial Revenue



Research and Development (2011):

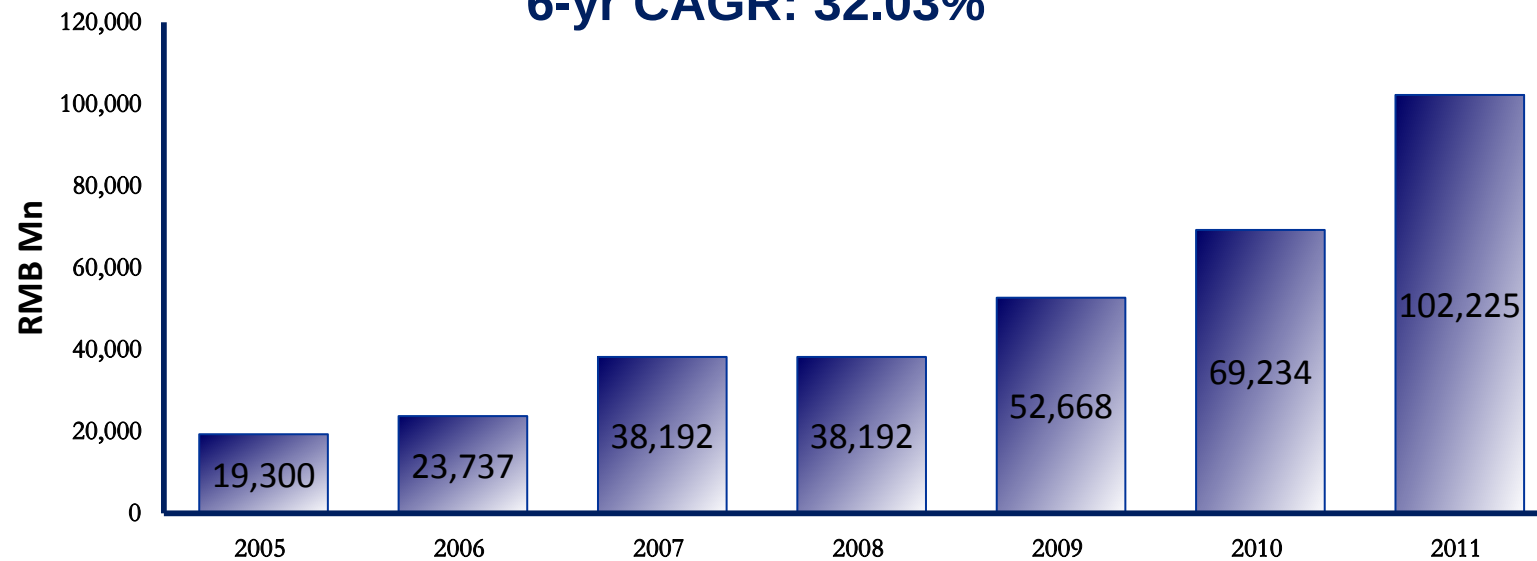
- R&D expense amounted RMB 310Mn
- Applied for 70 patents
- 5 products received new drug certificate and manufacture permits

Sinopharm: An Undisputable Industrial Leader



Revenue

6-yr CAGR: 32.03%



Network coverage (2011):

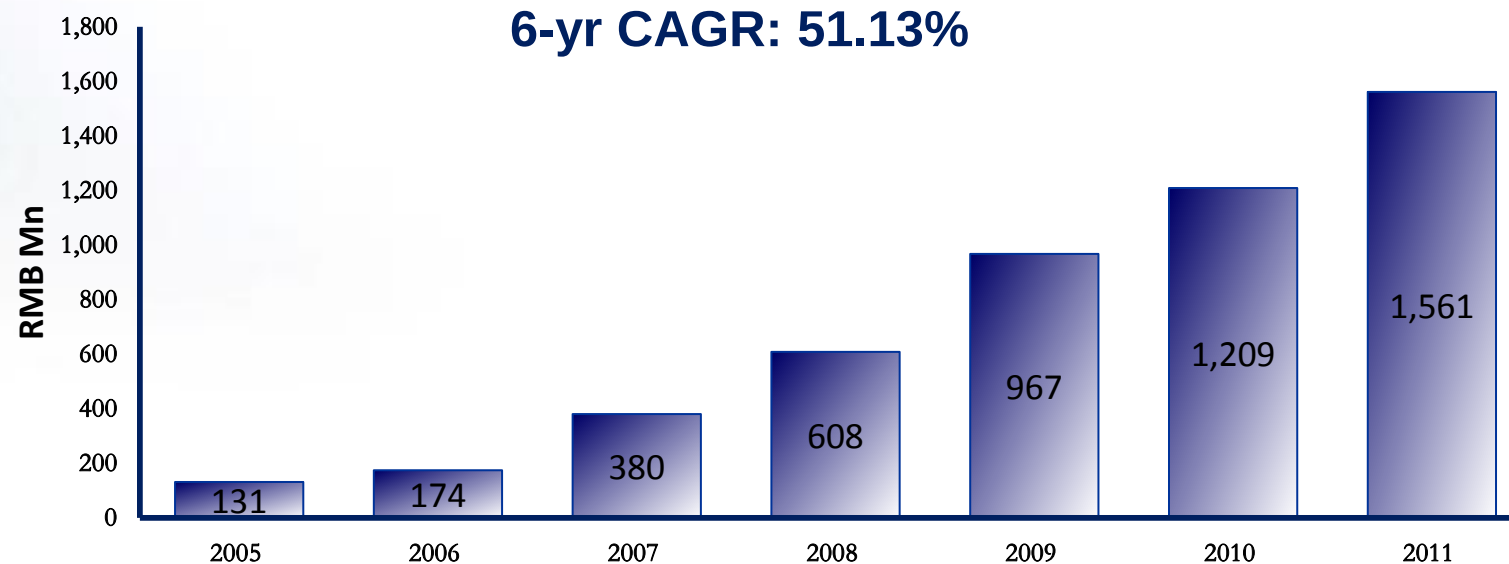
- Total network coverage of 30 provinces, 46 distribution centers nationwide

Total clients (2011):

- Direct clients include 72.32% of all hospitals in China
- Additional 109,354 clients, with increasing leadership gap

Net Profit

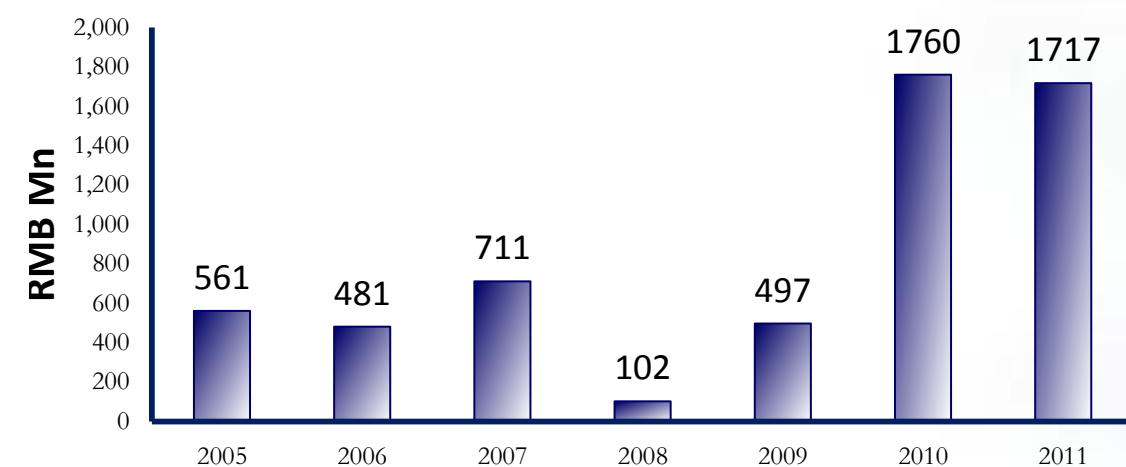
6-yr CAGR: 51.13%



Forte: A Nationwide Property Developer



Net Profit

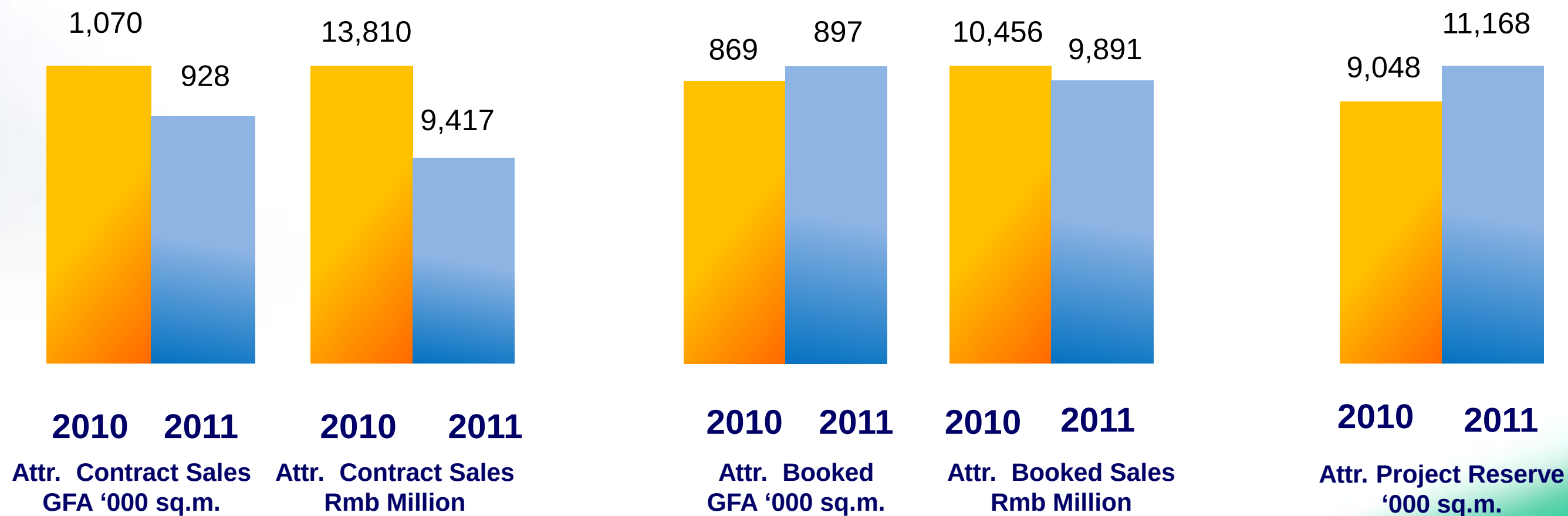


2011 Land Reserve - Attributable GFA ('000 sq.m.)	
Region	
Shanghai	1,457
Cities in Jiang Su and Zhe Jiang provinces	2,458
Mid western cities	4,599
Northern citis	2,602
Hainan	52
Total	11,168

Forte: Operational improvement



Y-o-Y Change of Attributable Contract Sales GFA in 2011:		-13.27%
Y-o-Y Change of Attributable Contract Sales in 2011:		-31.81%
Y-o-Y Change of Attributable Booked GFA in 2011:		3.22%
Y-o-Y Change of Attributable Booked Sales in 2011:		-5.4%
Newly added project reserve in 2011:		2.12 Mn sqm



NISCO:

To become the manufacturing base for premium medium and heavy plates and special qualified bars and wire rods.

Overview of current product portfolio

Steel Sheet

- Ship Plate
- Low Alloy Plate
- Bridge Plate
- Pressure Vessel Plate

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Band Steel

- Band Steel Q345 etc
- Spring Steel Strip
- Steel for Special Purposes

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Bar

- Round Steel
- Deformed Steel Bar
- Bearing Bar
- Tube

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Wire Rod

- General Line
- High Carbon Wire
- Alloy Welded Steel

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Shape Steel

- Spherical
- L-Angle Steel
- Unequal Angle Steel

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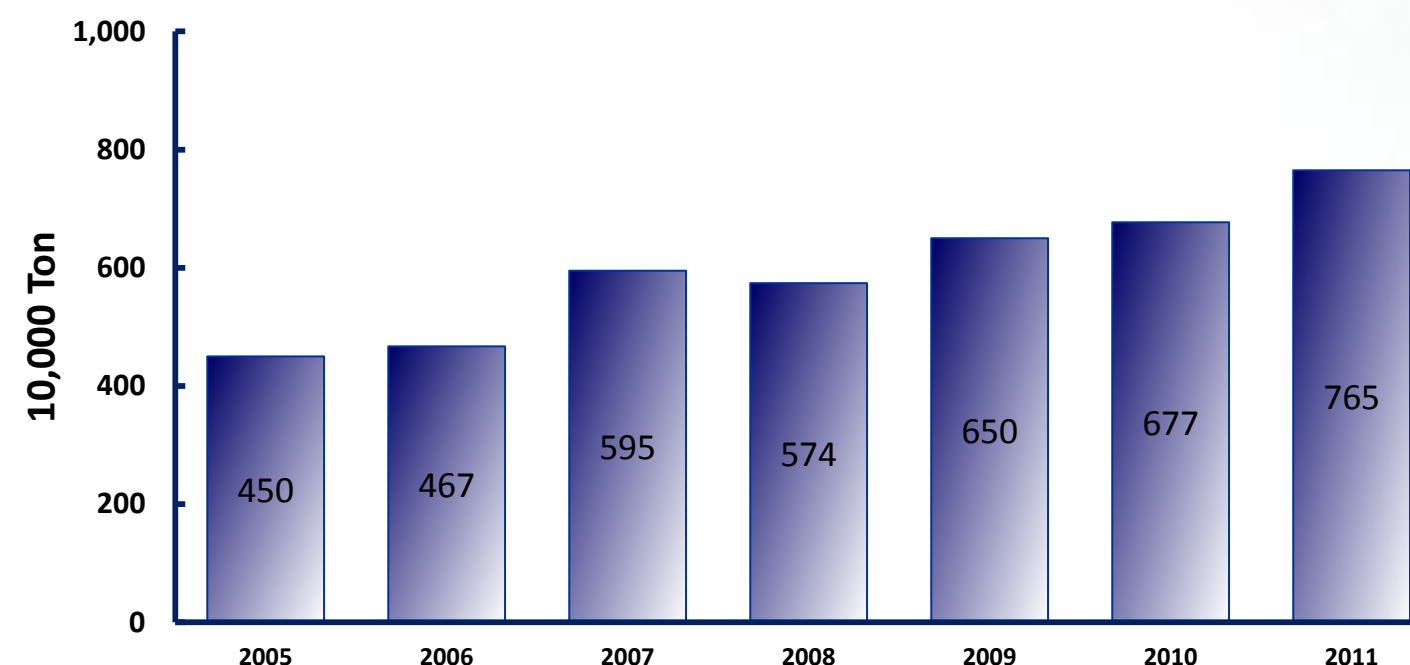
NISCO: China's Leading Steel Enterprise



Competitive strength:

- One of China's most efficient steel makers
- High product quality
- Technology-led development
- Upstream industry integration
- One-stop customer service
- Synergy from mining business
- Responsible and accountable

Crude Steel Output



Prices of steel products and raw materials

RMB/ton		2011	2010	change
ASP of steel products		4,699	4,202	12%
Average purchasing cost of iron ore		1,190	962	24%
Average purchasing cost of coking coal		1,460	1,350	8%

Note:

1. Our subsidiary Nanjing Steel United (NSU) completed overall listing of steel-related assets in October 2010. In the chart above, figures prior to September (including September) 2010 are attributable historical figures from NSU. Figures after September 2010 are the attributable figures of NISCO after completion of asset restructure.

Hainan Mining: A Valuable Premium Asset



Hainan Mining:

The largest single-body open pit iron-rich ore mine and one of the most efficient mines in China.

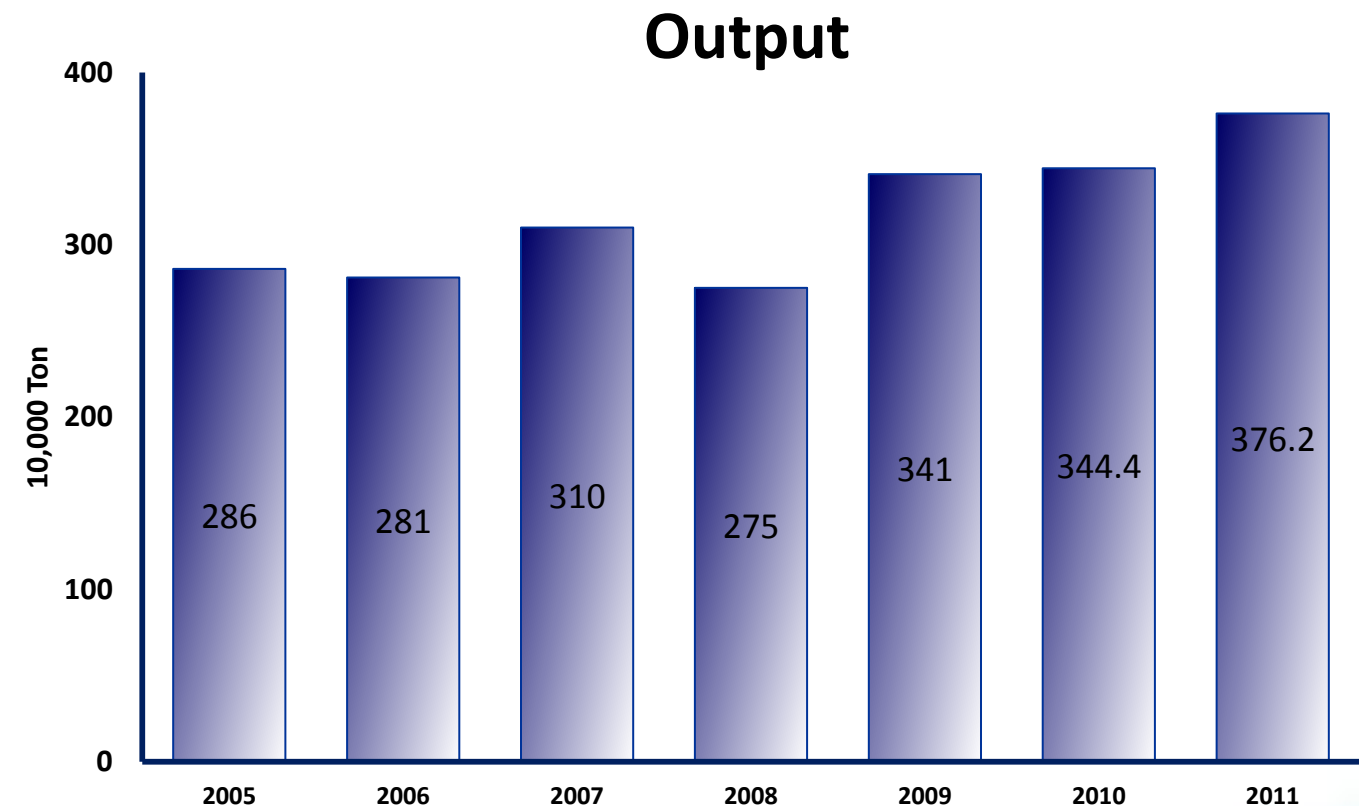
A brief overview of current products:

~46% Fe content on average

Main products:

- Lump products with ~55% Fe content
- Fines
- Concentrated ferrous powder

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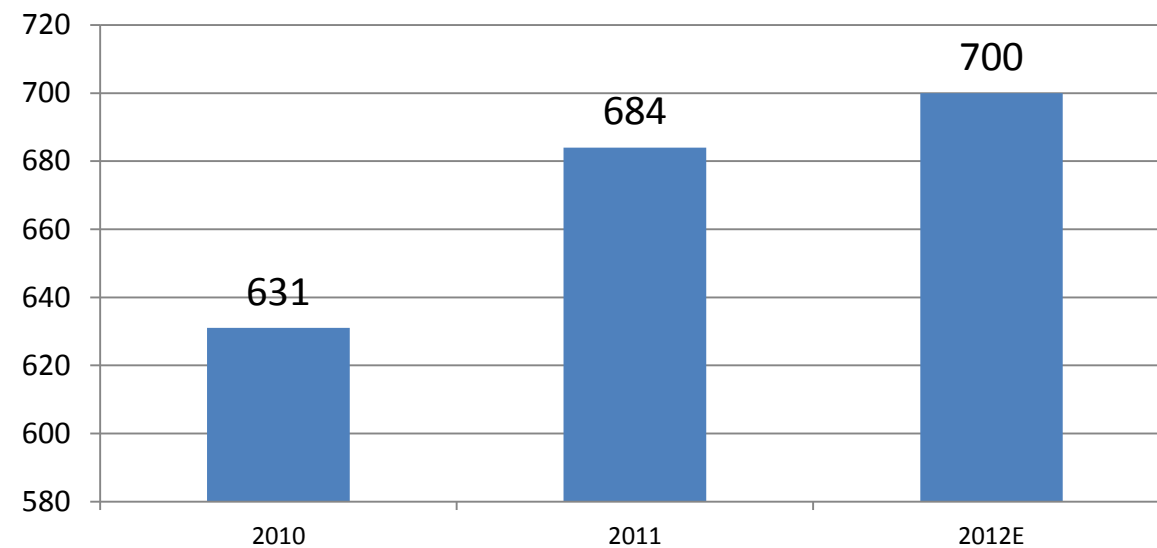
Key operational indicators

	2011	2010	Change
Total output (mn tons)	3.76	3.44	9%
Weighted ASP of iron ore products (RMB/ton)	724	664	9%
Cash cost (RMB/ton)	127	115	10%
Average production cost (RMB/ton)	171	166	3%
Gross margin (%)	73%	71%	2百分点
Sales from top 10 clients (mn tons)	3.52	3.17	11%
Sales from top 10 clients as % of total sales	94%	93%	1百分点
Iron ore reserves as of end of 2010 (mn tons)		253	

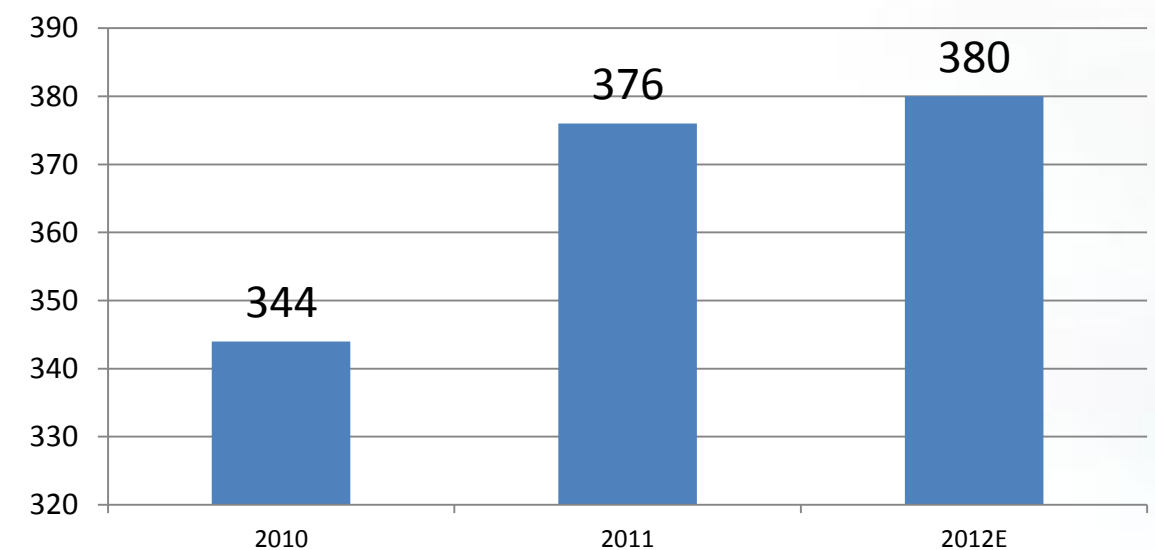
2011 Operational Targets



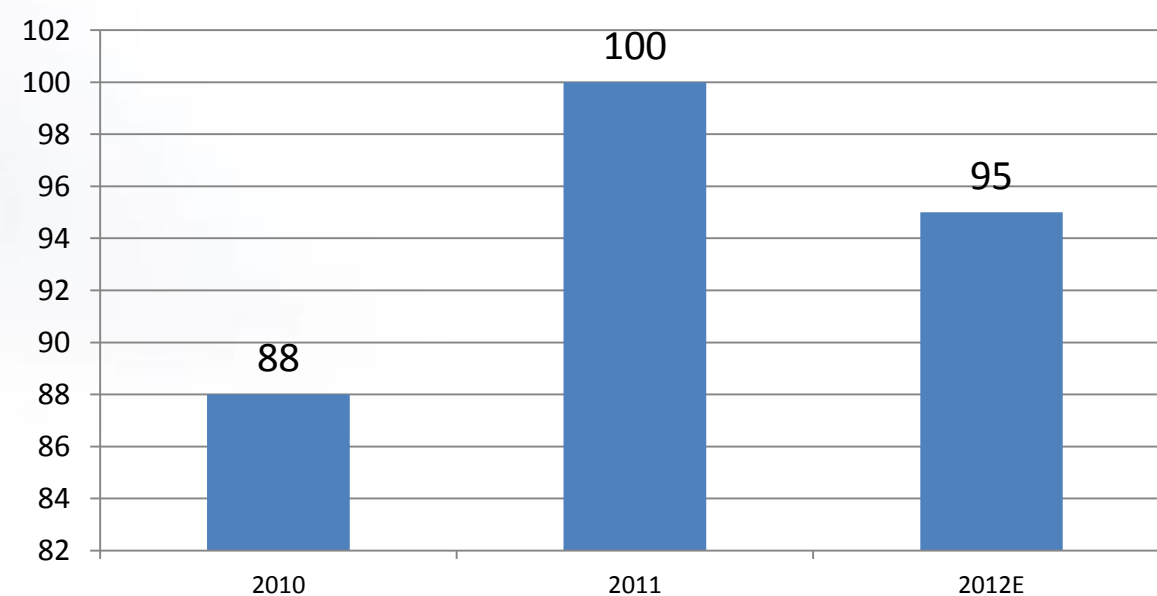
NISCO: steel output (10,000 Ton)



Hainan Mining: iron ore output (10,000 Ton)



Jin'an Mining: iron ore output (10,000 Ton)



Forte: Pre-sale & Booked GFA (000 sqm)

