



Overview

Since our founding in 2002, Home Inns (NASDAQ: HMIN) has been a leading economy hotel chain in China. We offer high-quality services and a consistent product to serve primarily the fast growing population of value-conscious individual business and leisure travelers who demand clean, comfortable and convenient lodging.

We either lease real estate properties on which we develop and operate hotels or we franchise our brand to hotel owners and manage these hotel properties. As of March 31, 2012, we operated 1,479 hotels covering 219 cities in China. Meanwhile Home Inns had an additional 72 leased-and-operated hotels and 146 franchised-and-managed hotels under development.

We have received many awards and accolades for our innovative, consistent and high-quality product and services, including the “2006 Leading Brand in Economy Hotels in China” from the China Hotel Association and the “Golden Pillow Award” for best brand in economy hotels in China from 2005 through 2010 awarded by the 21st Century Business Herald, a nationwide economic journal in China, the official status of a “well-known trademark” awarded by the State Administration for Industry & Commerce in March 2008, and the “International Franchisor of the Year 2010” by FLA (Singapore).

Our business has grown rapidly from 10 operated hotels in 4 cities in 2003 to 1,426 in 212 cities as of December 31, 2011. During this period, our revenues grew from RMB48.4 million (US\$6.4 million) in 2003 to RMB 3.96 billion (US\$629.1 million) in year 2011.

Our Product

Home Inns has significant brand recognition as a leader in the emerging economy hotel Chain sector in China, offering for the first time accommodations that combine **value, consistency, quality services and convenience.**



In-Room Facilities

- Comfortable bed, free broadband, cold and hot drinking water supply, 24x7 in-room hot water



Other Amenities

- Basic meals, business center, vending machine, etc.



Look & Feel

- Consistent design, appearance, color scheme, decoration, lighting

Efficient Internal Systems

Customer Relationship Management

- Members' information tracked by CRM system

Property Management System

- Room rates and inventory managed by PMS, synchronized with CRS and CRM

Central Reservation System

- Room bookings through CRS via call center or internet

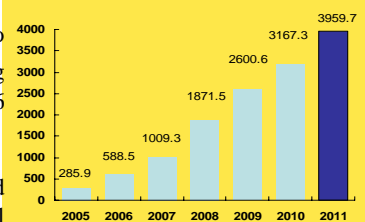
Five-star Training Program



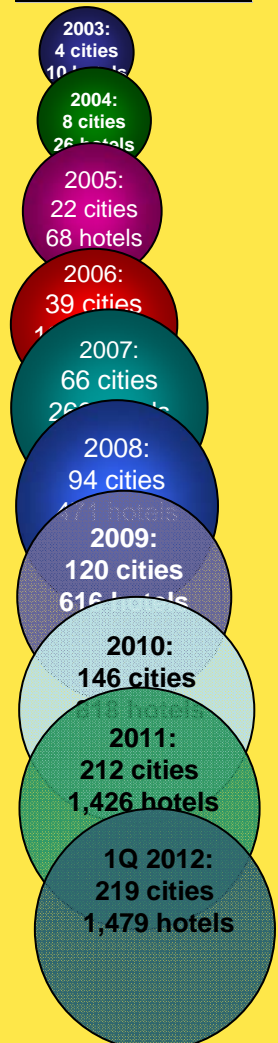
Quality, convenience and accountability at an unprecedented level in China

Two-Pronged Approach Enables Rapid Growth

Growing Revenues (in million RMB)



Rapidly Growing Nationwide Network





Strong Track Record

(RMB mm)

Income Statement & Cash Flow	2007	2008	2009	2010	2011	1Q12
Revenue	1,009.3	1,871.5	2,600.6	3,167.3	3,959.7	1,255.7
Income from Operations ⁽¹⁾	106.7	81.8	241.6	530.4	297.4	(36.9)
Net Income ⁽¹⁾⁽²⁾⁽³⁾	35.8	101.2	256.0	359.5	351.5	(103.2)
EBITDA ⁽¹⁾⁽²⁾	144.3	323.9	614.5	812.0	949.0	93.1
(1) Share-Based Compensation, acquisition expenses and Integration cost included in Income from Operations, NI and EBITDA	15.1	24.8	32.0	53.3	159.9	46.7
(2) Foreign Currency Loss / (Gain), Gain from repurchase of Convertible Bonds, Gain on change in fair value of convertible notes are included in NI and EBITDA	53.2	(37.8)	(69.0)	53.5	(215.9)	22.5
(3) Non-recurring charge for re-measurement of net deferred tax assets and withholding tax for previous periods included in NI, term loan upfront amortization fee and change in fair value of interest swap transaction	6.1	-	-	-	30.6	9.4
Operating Cash Flow	215.0	356.9	648.7	880.0	726.1	30.8
Total Capital Expenditures ⁽⁴⁾	581.6	996.4	250.4	546.4	909.3	170.3

Balance Sheet	Dec.31, 07	Dec.31, 08	Dec.31, 09	Dec.31, 10	Dec.31, 11	Mar.31, 12
Cash and Cash Equivalents	1,562.6	608.4	829.6	2,404.2	1,786.0	1,511.8
Total Assets	3,561.5	3,363.5	3,454.9	5,286.1	9,549.8	9,287.1
Short-term and Long-term Borrowings	287.0	-	-	-	1,512.2	1,510.6
Total Liabilities	2,075.1	1,736.8	1,173.4	2,531.8	5,669.9	5,485.3
Total Shareholders' Equity⁽⁵⁾	1,486.5	1,626.7	2,281.6	2,754.3	3,879.9	3,801.8

Note: (4) Includes both cash and non-cash capital expenditure (5) Includes minority interest

Management

David Sun, CEO

- 10 years of customer industry experience - With Home Inns since 2004

Huiping Yan, CFO

- 20 years of accounting and corporate finance experience - Joined Home Inns in 2009

Jason Zong, COO

- 10 years of consumer industry experience - Joined Home Inns in 2006

May Wu, CSO

- 11 years experience lodging- and consumer sectors- consulting and investment - With Home Inns since 2006

Contact Information

On the web: <http://english.homeinns.com>

Headquarters:

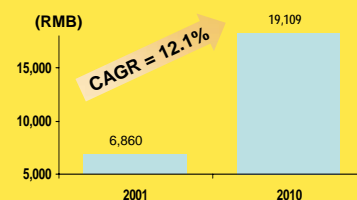
Calvin Lau, Director of Investor Relations
No. 124 Cao Bao Road, Xu Hui District, Shanghai 200235, PRC
Home Inns & Hotels Management Inc. Phone: (8621) 3401-9898 *2504

Leased-and-Operated Hotel and Leased Size

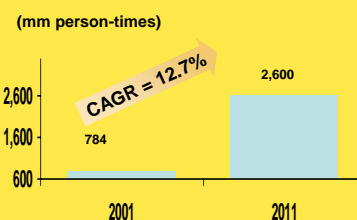
Hotel Number	2008	2009	2010
Hotel Number	326	390	454
Leased Square Meter (in thousand)	2008	2009	2010
Leased Square Meter (in thousand)	1,688	1,968	2,040

Fast-Growing Domestic Travel Industry

Per Capital Annually Disposable Income for Urban People



Growth of the China Travel Industry



Total Spending on Domestic Travel

