LUXURY PORTOLIO



## Juwai.com

国际房产搜索引擎

Where Chinese find international property

SUMMIT





## Ju - Wai

### Mandarin for "Home Overseas"

BEHIND THE BRAND NAME:

"Juwai" is a made up word in Mandarin, and came together in May 2011. Born from two words, "wai" (meaning overseas/outside) and "ju" (meaning home/living) Today, "Juwai" is increasingly being used in everyday online search terms for international in China.



### Juwai.com

MATERIAL IMPACT ON GLOBAL PROPERTY MARKET

## LUXURY PORTOLIO

2.5 million

Chinese consumers coming to Juwai.com each month.



## US\$ **150**billion

Value of property enquires \*

### US\$ **2.6** million Average budget for international

investment

2015

LUXURY PORTFOLIO

wai**.com** 



## Juwai.com

#### ONE PLATFORM, MULTIPLE CHANNELS, GLOBAL REACH

# LUXURY PORTOLIO



#### Online

#### THREE CONSUMER SITES

- Juwai.com
- Juwai.com/Luxe
- Juwai.com/Newdevelopment

#### TWO CUSTOMER SITES

- List.juwai.com
- JuwaiAdmin

#### **Event services**

#### B2C

Consumer exhibitions

- Shanghai
- Beijing
- Shenzhen
- Dalian

#### B2B

Agent to Agent

#### Mobile

#### JUWAI APP

- LBS
- Multiple
  Communication
  Channels
- Luxury

#### HTML5

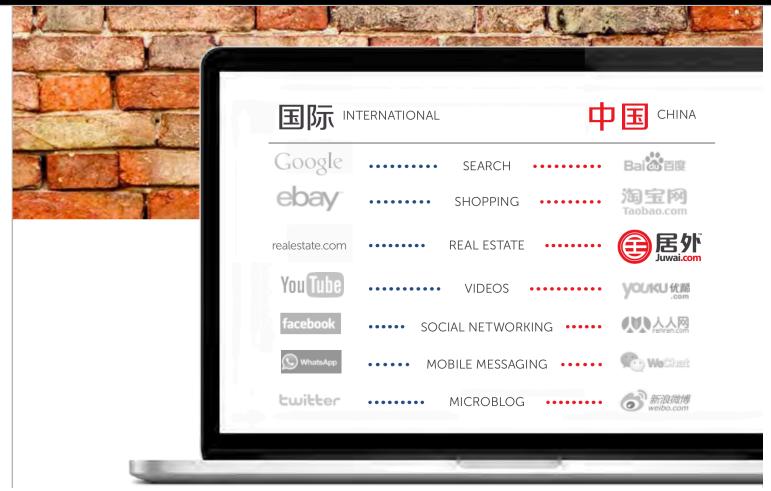
### Data / Research

- Global Property Market Report
- Individual property reports



### China – All new experiences

# LUXURY PORTOLIO



## LUXURY PORTOLIO

#### **DID YOU KNOW?**

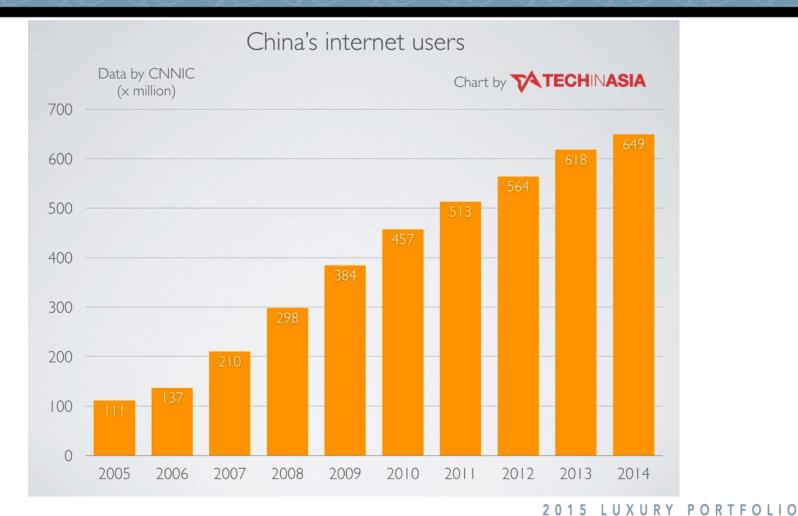
## China has more internet users than any other country.

High-net-worth Chinese say internet is their preferred source of information.



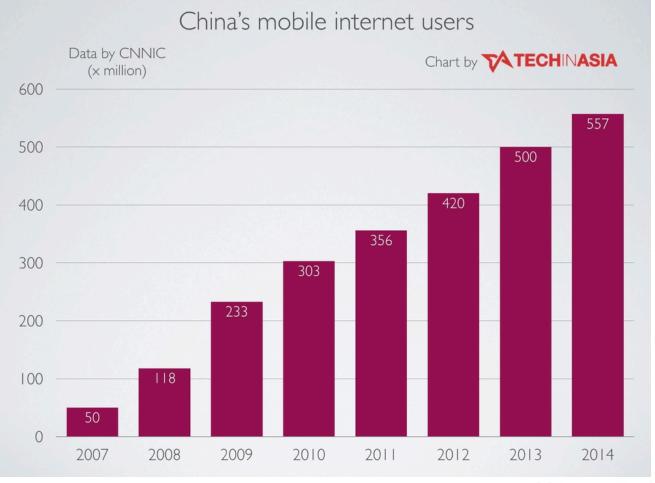
### **Chinese Internet Users**

## LUXURY PORTOLIO



### **Chinese Mobile Users**

## LUXURY PORTOLIO



SUMMIT





## Chinese love affair

# international real estate

Chinese buyers spent \$37 billion on international residential properties in 2013. That makes them the fastest growing group of foreign buyers of international property.

## LUXURY PORTOLIO





## LUXURY PORT/OLIO

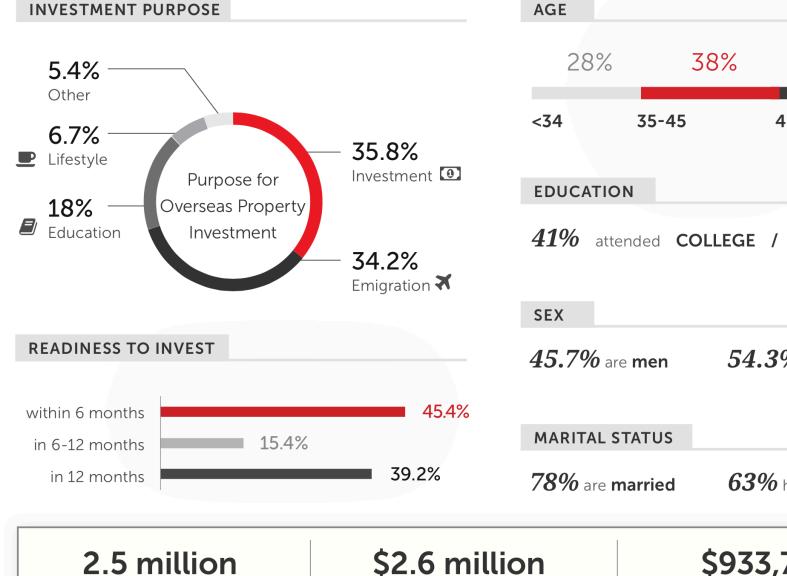
33%

46+ YRS OLD

UNIVERSITY

**54.3%** are women

63% have children



**\$933,723** Avg. Property Price

Chinese consumer visits monthly

Average Budget

## Juwai most trusted brand by Chinese globally

## LUXURY PORTOLIO

Baidu Indexed Pages		
Juwai.com		10,794,554
leju.com	2,732,190	
zillow.com	394,294	
trulia.com	278,489	3,670,919
world.soufun.com	168,482	
realtor.com	97,464	)

Baidu Page Rank		
Juwai.com	4	
world_soufun_com	2	
trulia.com	2	
leju.com	1	
zillow.com	1	
realtor.com	1	

#### WALL STREET JOURNAL

wsj.com & cn.wsj.com



#### NEW YORK TIMES

nytimes.com & cn.nytimes.com



SUN Juwai.com

### Market Leadership - China

MOST INFLUENTIAL FOREIGN WEBSITE IN CHINA – CECA 2014

# LUXURY PORTOLIO



China's 2014 "Most Influential Overseas Property Portal" Winner





Juwai.com is ranked #1 by China internet ranking firm CNZZ.



## Juwai.com global authority

GLOBAL AND CHINESE MEDIA

## LUXURY PORTOLIO

### THE WALL STREET JOURNAL.

Chinese broaden real-estate horizons to second-tier cities 7 NOVEMBER 2013



中国父母为留学儿子豪购洋房 2013年9月14日

#### THE GLOBE AND MAIL \*

Toronto's condo builders expand their marketing tool kits 21 NOVEMBER 2013

## FINANCIAL REVIEW

Chinese migrants fuel off-the-plan sales 24 OCTOBER 2013

#### The New York Times

Chinese invest in Queens 8 AUGUST 2013



57% des Chinois aisés ont envisagé l'immigration

# L P S U M M I T

#### **South China Morning Post**

Growing interest from Chinese buyers is driving up prices 7 MARCH 2014

### Courier 🖌 Mail

\$1.4 million house for Chinese university student 12 SEPTEMBER 2013

### ड्रेनिन 新闻中心

资金何处安放中产渐成海外购房主力 2013年7月28日

### Bloomberg

Needy EU nations woo Chinese home buyers to ease slump 22 AUGUST 2013



Londoner Bürotürme sind Magnet für Investoren 8 MARCH 2014



¿Dónde buscan comprar propiedades los inversores chinos?



**温哥华买方多为自住** 2013年5月10日

## **Forbes**

Chinese to spend billions on American real estate 8 JULY 2013

#### CNN Money

Top 10 U.S. cities for Chinese homebuyers 19 DECEMBER 2013



What is driving Chinese investors? 11 MARCH 2014



**买房无国界:**三成中国 购房者欲转战海外 2013年7月31日

## ODONEWS

How to sell your house to Chinese buyers 19 DECEMBER 2013

#### **M**CNBC

Chinese real estate influence extends to the Big Apple 25 NOVEMBER 2013

中国初闭纲

澳洲成中国买家海外置业 首选国之一墨尔本最受捧 2013年7月20日



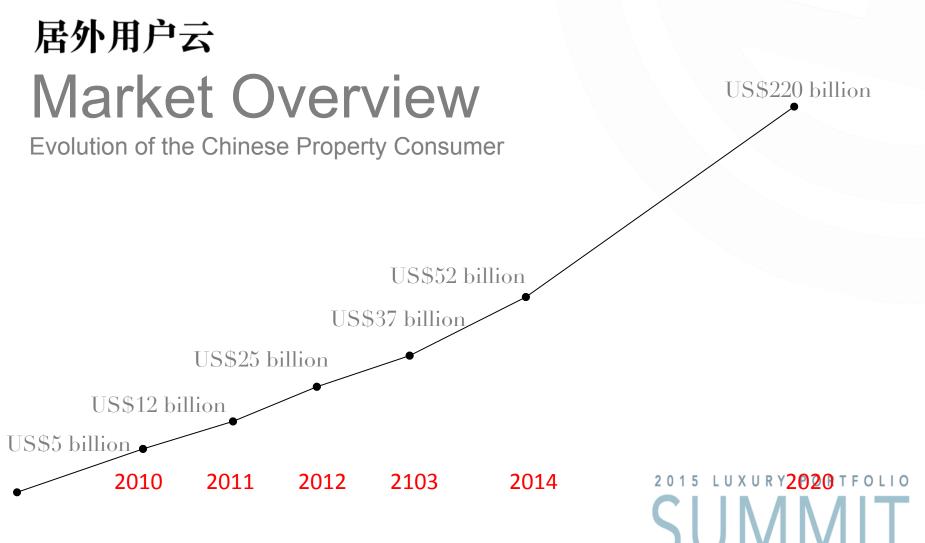
Un sito in mandarino come vetrina



中国中产海外置业青睐美国 2013年7月26日







## Where Chinese buyers are looking to buy

TOP 15 COUNTRIES BY BUYER INTEREST – APRIL 2014 – JUWAI.COM

# LUXURY PORTOLIO



#### 2011 US\$17 b Small budgets • Minimal understanding of the world Mr Zhang – Euro 350,000 – "I do not know where, it cannot be hot" ٠ 2012 US\$400,000 to US\$750,000 US\$28 b Focus on top 5 countries (USA, Can, UK, Australia, Singapore (HK)) Immigration + Capital Gains 2013 US\$400,000 to US\$1.3 million US\$50 b Top 5 + Europe Large Chinese property developers Education, Immigration, Capital Gains + Yield (Investment) 2014 **US\$150 b** US\$ 2.6 million budgets (average US\$940,000 first property purchase) • Truly GLOBAL search/exploration Investment (Capital Gains, Yield, Taxation), Ed, Migration, Generational ٠ Tier 2 and 3 cities 2015 RY Ρ ORTE Smaller entrepreneurial developers

## 2011 to today

# L P S U M M I T

FAST EVOLUTIONARY PATH – FORMIDABLE SOPHISTICATION

## LUXURY PORTO

## Core - Generational, family units (Guanxi)

## LUXURY PORTOLIO



Whilst the world thinks of China as an emerging market,

Chinese view the world as an emerging opportunity.

Many of the motivations behind international property purchases, stem from generational attitudes, specifically those focusing on current and immediate future generations.

Chinese buyers are becoming increasingly sophisticated, focusing on yields, capital gains, and property rights.

#### THE FOUR MAIN MOTIVATIONS CHINESE PURCHASE INTERNATIONAL PROPERTY



#### LIFESTYLE / TRAVEL

- International property purchases increases as overseas travel increases.
- A key activity for Chinese tourists is shopping, particularly for luxury goods (price, authenticity, range). Pollution and food safety concerns also contribute to the decision to purchase overseas.

#### INVESTMENT

- · The ability to own freehold property is attractive to Chinese buyers
- International property is often seen as good value for money relative to domestic property purchases

#### EMIGRATION

- In 2012, some 40,000 people immigrated to the UK from China, with China the top country of last residence for the first time
- Special Investment Visas now exist in many countries and are attracting Chinese applicants in record numbers
- 64% of wealthy Chinese have emigrated or plan to move (Source: Hurun)

#### **CHILDREN'S EDUCATION**

- In 2012/13 there were 236,000 International Chinese students in the US (29% of the total) up from 194,000 (+21%) in 2011/12. Similar 20%+ pa growth over the last 6 years. (Source: IIE)
- In 2011/12 there were 79,000 Chinese students in UK higher education the largest source of overseas students? (Source: UKCISA) R Y P O R T F O L I O
- In 2011 there were 31m students enrolled in tertiary education in China compared to 6.4m in 1999 (Source: UNESCO)

## LUXURY PORTOLIO

## Are Chinese buyers all the same?

INSIGHT FROM over 26,000 INDIVIDUAL / UNIQUE JUWAI CONSUMERS



## 2015 LUXURY PORTFOLIO SUMMPAGE 19

## LUXURY PORTOLIO



#### Ms Yan

My daughter is studying at the University of Denver. We're looking for a three-bedroom detached house or townhouse.

- **Q** Location: Yantai, Shandong Province
- Q Interested Location: Denver, CO, USA
- Property Type: 3-bedroom detached house or town house
- \$ Budget: US\$1.16 million\*
- Purpose: Education



## LUXURY PORTOLIO



### **Mr Fang**

I'm an Australian permanent resident and I'm looking to purchase a property in Melbourne to live in.

- **Q** Location: Tianjin, Tianjin Municipality
- **Q** Interested Location: Melbourne, Australia
- Property Type: Property for residence
- **\$** Budget: US\$6.03 million\*
- Purpose: Lifestyle



## LUXURY PORTOLIO



### Mr Zhao

I want to retire to Japan, so I'm property hunting there.

- **Q** Location: Guangzhou, Guangdong Province
- **Q** Interested Location: Japan
- Property Type: Property for retirement
- **\$** Budget: US\$1.89 million\*
- Purpose: Lifestyle



## LUXURY PORTOLIO



### **Mr Yang**

I'm interested in Detroit properties, especially those within the budget of ¥300,000 (US\$48,934).

- **Q** Location: Fuzhou, Fujian Province
- **Q** Interested Location: Detroit, MI, USA
- Property Type: Property in Detroit
- **\$** Budget: US\$48,934
- Purpose: Investment



## LUXURY PORTOLIO



#### Ms Chen

My son is nine years old, and we hope to get our green card within two to three years' time. I'm interested in properties in Irvine, California – especially those close to good school districts.

- **Q** Location: Qinghuangdao, Hebei Province
- **Q** Interested Location: Irvine, CA, USA
- Property Type: Property near schools
- \$ Budget: US\$2.85 million\*
- Purpose: Emigration and Education



## LUXURY PORTOLIO



### **Ms Wang**

My child is studying in Italy, so we're considering buying a property in Florence to live in. Our budget is around €200,000 (US\$255,160).

- **Q** Location: Beijing, Beijing Municipality
- **Q** Interested Location: Florence, Italy
- Property Type: Property for residence
- **\$** Budget: US\$255,160
- Purpose: Education



## LUXURY PORTOLIO



#### **Mr Shao**

I'm planning to buy a house of around 200sqm within a 20-minute drive near Harvard or MIT. My budget is ¥10 million (US\$1.63 million).

- **Q** Location: Beijing, Beijing Municipality
- **Q** Interested Location: Boston, MA, USA
- Property Type: Property near Harvard/MIT
- **\$** Budget: US\$1.63 million
- Purpose: Education



## LUXURY PORTOLIO



### **Mr Wang**

I'm looking to buy a detached house for my subsidiary company in Seattle. It has to be within the vicinity of a private school, and must have four bedrooms, a backyard and a garage. My budget is US\$3 million – US\$5 million.

- **Q** Location: Xuancheng, Anhui Province
- **Q** Interested Location: Seattle, WA, USA
- Property Type: Detached house near school
- **\$** Budget: US\$3-5 million
- Purpose: Education



## LUXURY PORTOLIO



#### Ms He

I'm interested in buying a 4,500sqm Beverly Hill mansion at a budget of US\$10 million – US\$50 million. I'm also keen on acquiring a five-acre land by the sea in Greenwich, Connecticut. My total budget is US\$300 million.

- **Q** Location: Shenzhen, Guangdong Province
- **Q** Interested Location: Beverly Hills, CA, USA
- Property Type: Bevery Hills mansion; 5 acre land by sea
- \$ Budget: US\$10-50 million; \$300 million
- Purpose: Lifestyle



### Attractive market, similar needs, powerful

# LUXURY PORTOLIO



Communication Culture Knowledge Trust (familiarity) Confidence





• Entrepreneurial – less than 2% inherited wealth

POWERFUL, SOPHISTICATED, GUANXI

• Strong approach to business (CN style)

**General profile** 

- Seasoned property buyers (at home)
- Behave like First Home Buyers (internationally)

Profoundly impacting global property markets and property professionals



## Sneak peak

GLOBAL CHINESE PROPERTY REPORT – DUE Q1 2015

## LUXURY PORTOLIC

- <u>2014 enquiry US\$150 b</u>
- Global Chinese profiles:
  - A. China:
    - US\$2.6m budget
    - US\$940,000 average property purchase
    - 71% cash
    - Purchase ability 4 months
  - B. Global:
    - US\$1.6m budget
    - US\$840K to US\$1.1 average property purchase
    - 68% cash (but open to financial products)
    - Purchase ability 6+ months
  - C. Domestic / resident Chinese (e.g.: US citizens of Chinese Heritage)
    - US\$800,000 budget
    - US\$500,000 average property purchase
    - 50% requiring a financial product
    - Purchase ability 9 months

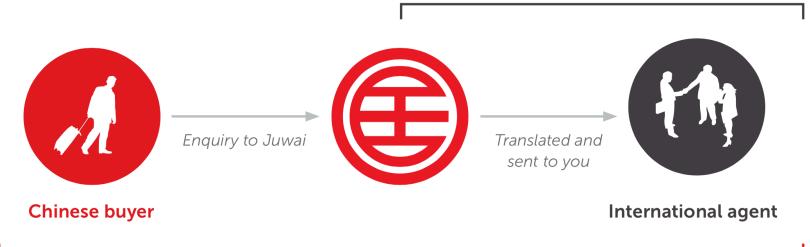


## The Juwai Platform

## LUXURY PORTOLIO

THE LEADING GLOBAL PLATFORM FOR CROSS BOARDER PROPERTY TRANSACTIONS

#### INTERNATIONAL ACCOUNT MANAGEMENT TEAM



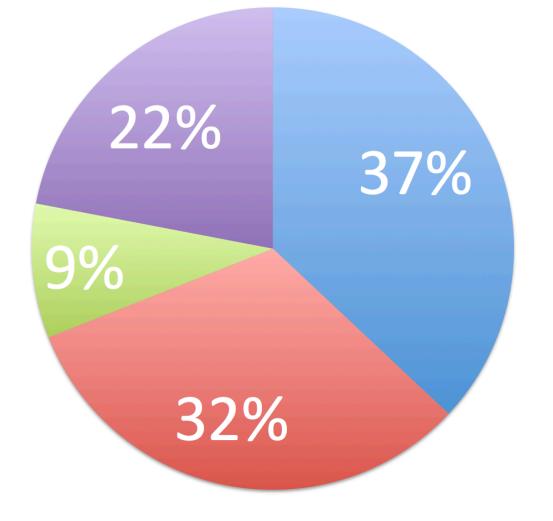
#### CHINESE CONSUMER SUPPORT CENTRE



### How buyers make contact

# LUXURY PORTOLIO

THE LEADING GLOBAL PLATFORM FOR CROSS BOARDER PROPERTY TRANSACTIONS



# L P S U M M I T

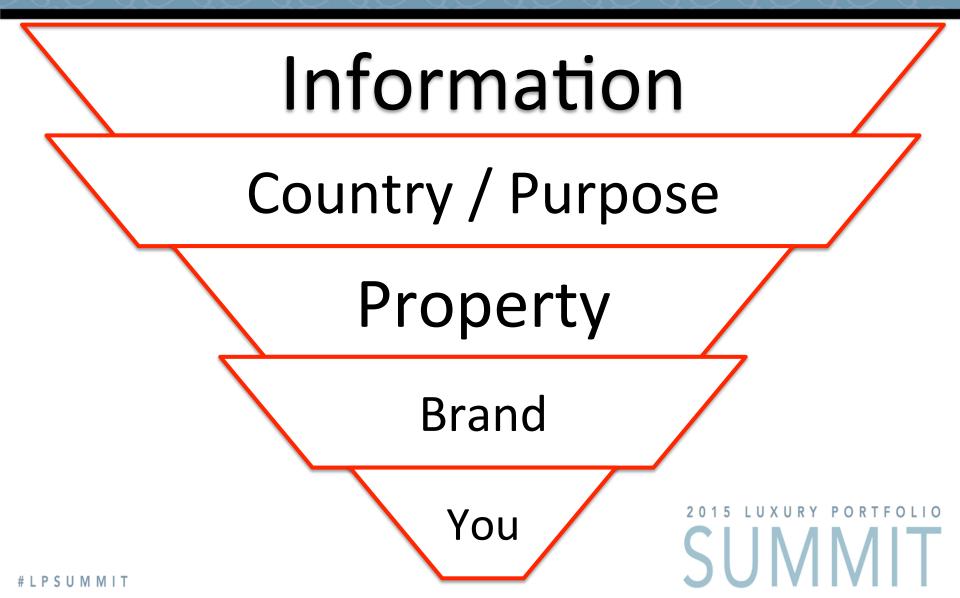
- From inside China
- Through friends / family in country

SUMMIT

- Through Agent representatives
- In person in country

**Customer Journey to International** 



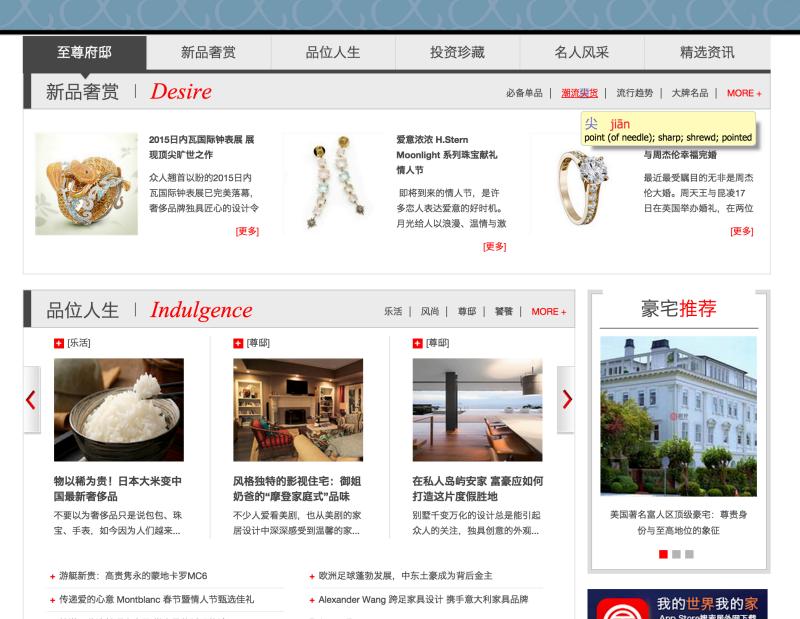


### Information

## LUXURY PORTOLIO

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### Information

# LUXURY PORTOLIO



#### 居外名家专栏

more>>



#### 地产经纪孟洁如 全面剖析休斯顿房产市场

房市看点

more>>





# Information

# LUXURY PORTOLIO

# 美国高科技产业圣地——加州硅谷20个最昂贵的邮 🗹 🛛 🖶 政编码

2015-01-28 来源: 居外



这座阿瑟顿豪宅正以2,800万美元挂牌出售

加州硅谷是美国高科技产业的重镇,高薪技术人员高密度地进驻,推使硅谷成为全国最昂贵的房地产市场之

美国房地产网站Property Shark的数据专员最近根据2014年房屋销售的平均价格,编制了硅谷最昂贵的邮政编

美国投资移民	美国移民
美国留学	美国留学申请
美国房价	美国房产投资
美国房产税	美国房产投资回报率
纽约房产	加州房市



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# Location / Purpose

# LUXURY PORTOLIO

### WHY CHINESE INVEST IN OVERSEAS PROPERTY

## 

## Education

Obtaining quality educational opportunities for their children is a key driver for real estate investment

85% of wealthy Chinese want to educate their children overseas

# 0

## Investment

Internationally diversifying their investments, while seeking profits in underpriced markets

64% of wealthy Chinese are already engaged in overseas investment or immigration

# Emigration

Many Chinese are living or want to live overseas for business or immigration

60% of wealthy Chinese have or are seriously considering emigrating overseas

# Ũ

Lifestyle

Enjoying an attractive lifestyle with improved quality of living

2% of Chinese consume 30% of the world's luxury products



# Location / Purpose

#LPSUMMIT

# LUXURY PORTOLIO



# 创新编辑媒介 和推广平台 Innovative Editorial & Advertising

#### Seasonal Content

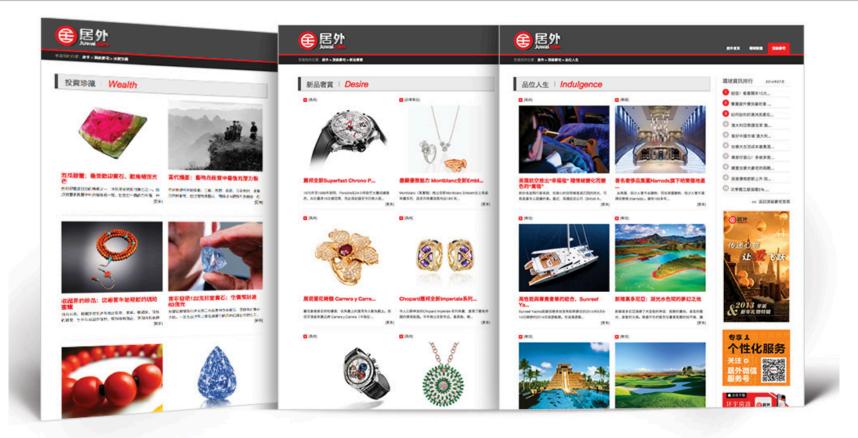
Luxe explores the seasonal influences that impact consumers throughout the year.

Seasons play a key role in the life of a Luxe consumer. From clothing and apparel (*Desire*), to food and holidays (*Indulgence*), and lifestyle activities (*Wealth*).

SUMMIT

## Location / Purpose

# LUXURY PORTOLIO



**Wealth** – Latest investment news and information for investors in China – where some of the world's most savvy investors reside and are

#LPSU

**Desire** – Latest consumer goods, from luxury jewellery to the most coveted handbag of the season. **Indulgence** – Luxury living is the new trend with China's elite, who are looking at everything from top vacation destinations to the latest must-have gadgets to complement high-end living.

) [ ] 0

Importance of Brand



# PIAGET GUCCI

# LOUIS VUITTON

# EMPORIO ARMANI



## **Brand**

# LUXURY PORTOLIO

#### YOUR CHINESE COMPANY PAGE IS FEATURED ON :

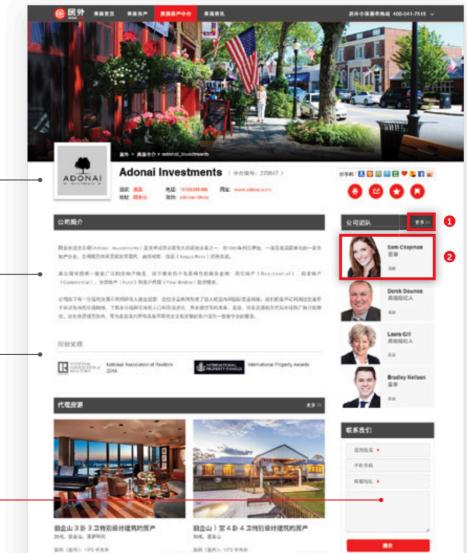
- All your Property Listing Pages
- Juwai.com Agent Search Page
- Juwai.com Mobile Site

Your logo, company name, contact information & link to your website

Your company profile with your • expertise & key selling points fully translated (150 words)

Your awards & recognition





▼53株30 田田(金木), 2000 平方(8)

面积(金井):2580平方田

25.85.0

RTFOLIO

#### **ENQUIRY FORM**

All online  $\vartheta$  Chinese Consumer Support Centre enquiries will be

# Brand

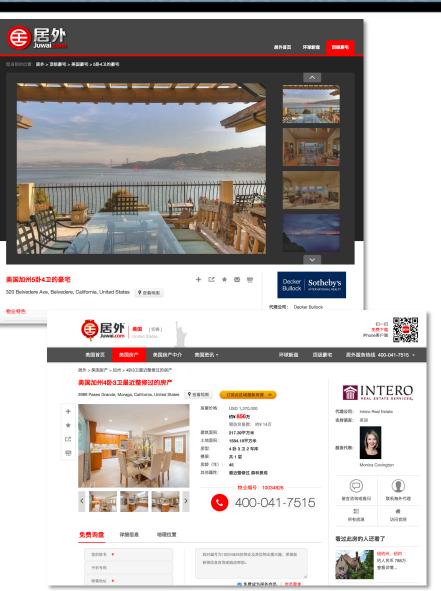
# LUXURY PORTOLIO



物业类别: 房型: 土地面积:	5卧4卫	USD 4,800,000 约人民币 <b>3,000万</b>
咨询   加入ヌ	村比   添加收藏   查看详情	
	<b>7卧11卫曾经整修过的豪宅</b> ,San Francisco	Decker Sotheby's Bullock International Realty
物业类别: 房型:	住宅	USD 24,500,000
房型: 土地面积:	7卧11卫 16000平方米	<sub>约人民币</sub> <b>15,315万</b>
咨询   加入ヌ	讨比   添加收藏   查看详情	
<b>美国圣何塞</b> 加州,圣何塞	<b>3卧2卫新房的房产</b> , San Jose	
建筑面积:	住宅 3卧2卫 148.65平方米 464.52平方米	约人民币 <b>549万</b>
	打比   添加收藏   查看详情	
加州, Morag		USD 1,370,000
物业类别: 房型:	住宅 4卧3卫	约人民币
建筑面积:	217.39平方米 1584.18平方米	856万
咨询 加入ヌ	寸比   添加收藏   查看详情	

Decker | Sotheby's

Bullock





共20图

# Trust / Individual

# LUXURY PORTOLIO

TFOLIO

SUB-AGENT'S PAGE & LISTINGS

3室的新建物业



# L P S U M M

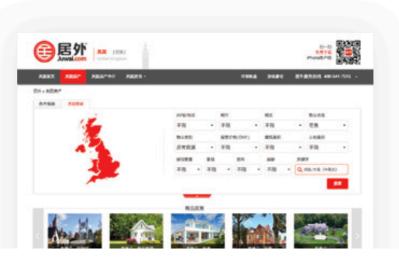
Chinese Consumer Support Centre

## Brand

# LUXURY PORTOLIO

# The Luxury Advertorial

A Chinese advertorial campaign with Juwai.com is an effective way to build brand identity and gain the trust of Chinese property consumers. Our editorial team will develop your advertorial, which links to your Property Details Page.





SUMMIT

Juwai Products

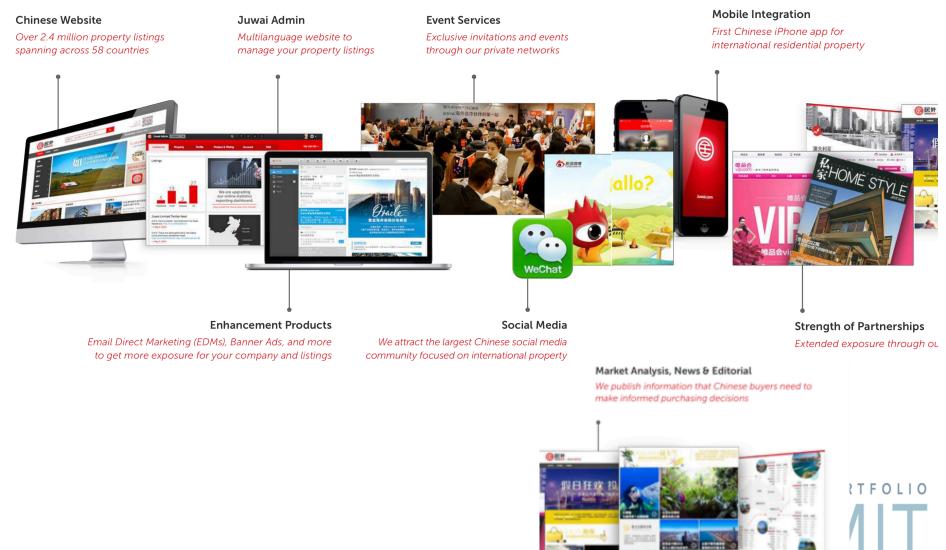


# Juwai Products 2015



# L P S U M M I T

# LUXURY PORTOLIO



# LUXURY PORTOLIO

# Get the best exposure and reach into the China market!

## ALL PACKAGES FEATURE:

- Hosting a behind China's Great Firewall
- International Account Management Support (Asia business hours apply)
- Chinese Consumer Support Centre
- Chinese social media & mobile channel integration
- Access to Juwai China market research
- Key Features translated
- Mandarin Mapping
- Metric & currency conversion
- Your company logo & contact number

CHINA STARTER

100 Property Listings / Mo.

**12-MONTH** CAMPAIGN

**2** Property Translations (150 words)

20 Photos / Property

2 Floor Plans / Property

Chinese Company Page - STARTER

Company Profile Translated (150 words)

**1** Personal Profile (150 words translated)

#### RECOMMENDED

## CHINA PROFESSIONAL <sup>US\$</sup>6,000

**300** Property Listings / Yr.

**12-MONTH** CAMPAIGN

**300** Property Translations (250 words)

20 Photos / Property

2 Floor Plans / Property

Chinese Company Page - *PROFESSIONAL* 

Company Profile Translated (150 words)

**15** Sub-Agent Profile Pages (150 words translated)

Chinese Mobile Site

Link to your company website

2 Featured Properties



# New Products 2015

# LUXURY PORTOLIO

# E外UXC Luxury Property Package

## Reach Chinese luxury investors

Market your top properties to wealthy Chinese on this premier channel – specifically targeted at Chinese luxury consumers and tailored to their unique preferences.

## All Luxe Packages offer:

- Chinese social media integration
- Behind China's Great Firewall
- International Account Management Support (Asia business hours apply)
- Chinese Consumer Support Centre
- Property Key Features translated

# LUXURY PROPERTY

# US\$ 1,888

**1** Listing / year

**1** Property Translation (300 words)

20 Photos / Property

**3** Floor Plans / Property

Your contact details

Fully branded

Link to your company website

1 Featured Property

**1** Advertorial

## LUXURY SPECIALIST

# US\$ 5,000

#### 10 Listings / year

**10** Property Translations (300 words)

20 Photos / Property

5 Floor Plans / Property

Your contact details

Fully branded

Link to your company website

1 Featured Property

**1** Personal Profile Translation (150 words)

#### Chinese Company Page - PROFESSIONAL

Company Profile Translation (150 words)

**15** Sub-Agent Profile Pages (150 words translated)

Chinese Company Mobile Site

Juwai A2A Event Discounts

# Luxury Portfolio Exclusive Special

# LUXURY PORTOLIO



## CHINA PROFESSIONAL <sup>US\$</sup>6,000

**300** Property Listings / Yr.

#### **12-MONTH** CAMPAIGN

**300** Property Translations (250 words)

20 Photos / Property

2 Floor Plans / Property

Chinese Company Page - PROFESSIONAL

Company Profile Translated (150 words)

**15** Sub-Agent Profile Pages (150 words translated)

Chinese Mobile Site

Link to your company website

## For Luxury Portfolio Members only

Any Brokerage or Agent that takes out our China Professional Package may have all eligible listings upgraded to our exclusive Luxury Channel for Free \*\*

normally USD\$1,888 PER PROPERTY \*\* subject to editorial approval.

*To qualify for free upgrade to Juwai Luxury, Property must be:* 

- More than USD\$2.5 million
- Must be of a quality with exceptional photos
- Suitable for our very high end luxury Channel
- Juwai Chief Editor will have full discretion for approval

SUMMIT

# LUXURY PORTOLIO

# **Key Contact:**

Jimmy Wong (Hong Kong) Luxury Portfolio Account Manager jimmy@juwai.com luxuryportfolio@juwai.com

http://list.juwai.com www.juwai.com







# XIE XIE – THANK YOU



# L P S U M M I T