

**CHINA VANKE CO., LTD.**  
**ANNOUNCEMENT REGARDING SALES IN SEPTEMBER 2011**  
**AND NEWLY ADDED DEVELOPMENT PROJECTS**

In September 2011, the Company realized a sales area of 1,080,000 sq m, with a sales amount of RMB12.51 billion, representing a decrease of 4.9% and 12.0% from those in the same period of 2010 respectively. Between January and September in 2011, the Company realized accumulated sales area of 8,412,000 sq m, with a sales amount of RMB97.08 billion. In view of the presence of various uncertainties during the sales process, there may be a discrepancy between the above-mentioned sales figures and the figures disclosed in regular reports. As such, the related statistics are periodical figures for investors' reference only.

The Company has acquired 8 new projects since the disclosure of the sales report for August 2011. Details of the projects are as follows:

1. Land Lot No.3 in Beijing Jiugong. The project is located in Jiugong Town, Daxing District, Beijing. The net site area of the project is approximately 68,000 sq m, with a plot ratio of 2.6 and a plot ratio GFA of approximately 173,000 sq m. China Vanke holds 50% equity interest in the project and is subject to a land premium payment of RMB850 million.

2. Phase V, Guogong Zhuang Project, Beijing. The project is located to the west of Fanyang Road, and to the north of Guogong Zhuang South Road, Guogong Zhuang, Fengtai District, Beijing. The net site area of the project is approximately 233,000 sq m, with a plot ratio of approximately 2.7 and a plot ratio GFA of approximately 629,000 sq m. China Vanke holds 50% equity interest in the project and is subject to a land premium payment of RMB1.67 billion.

3. Yongle Park South Project, Anshan. The project is located to the south of Jiaotong Road and the west of Xingsheng Road, Tiexi District, Anshan, adjacent to Yongle Park. The net site area of the project is approximately 226,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 677,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of RMB250 million.

4. Phase II, Paradiso Project, Fushun. The project is located in central district, Shenfu New Town, Fushun. The net site area of the project is approximately 92,000 sq m, with a plot ratio of 3.8 and a plot ratio GFA of approximately 348,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB90 million.

5. Nanyue Project, Block No. 74, Guicheng, Nanhai District, Foshan, The project is located on Block No.74, Guicheng Street, Nanhai District, Foshan City; it is located west of Guilan Road, and south of Foping Road. The net site area of the project is approximately 89,000 sq m, with a plot ratio of approximately 4.2 and a plot ratio GFA of approximately 374,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB680 million.

6. Land lot KXCD-D1-2, Luogang development district, Guangzhou. The project is located at the southwestern side of Kaitai Avenue, the northern side of Kaiyuan Road, and the northeastern side of Ruihe Road, Science Town, Luogang District, Guangzhou. The net site area of the project is approximately 110,000 sq m, with a plot ratio of approximately 2.5 and a plot ratio GFA of approximately 274,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1.23 billion.

7. Land lot Ab2911022, Baiyun Avenue, Guangzhou. The project is located at the western side of Baiyun Avenue, Baiyun District, Guangzhou city. The net site area of the project is approximately 24,000 sq m, with a plot ratio of approximately 3.9 and a plot ratio GFA of approximately 94,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1.27 billion.

8. Land lot H2011P02, Xiamen. The project is located at the northwestern side of the intersection of Wengjiao Road and Xinyang Bridge, Haicang District, Xiamen City. The net site area of the project is approximately 190,000 sq m, with a plot ratio of approximately 2.7 and a plot ratio GFA of approximately 518,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB770 million.

Board of Directors  
**China Vanke Co., Ltd.**

Shenzhen, 11 October 2011