



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

In October 2011, the Company realized a sales area of 1,004,000 sq m, with a sales amount of RMB10.34 billion. Between January and October in 2011, the Company realized accumulated sales area of 9,415,000 sq m, with a sales amount of RMB 107.43 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 2 new projects since the disclosure of the sales report for September 2011. Details of the projects are as follows:

1. Crystal City Project, Zhongshan. The project is located to the northwest of Nanwaihuan Road and to the east of Jingguan Road, Torch Development Zone, Zhongshan City. The net site area of the project is approximately 211,000 sq m, with a plot ratio of 2.2 and a plot ratio GFA of approximately 466,000 sq m. China Vanke holds 65% equity interest in the project and is subject to a land premium payment of approximately RMB450 million.
2. Nanshan Shuixigou Town Project, Urumqi. The project is located in Shuixigou Town, Urumqi County, Urumqi City. The net site area of the project is approximately 32,000 sq m, with a plot ratio of approximately 0.48 and a plot ratio GFA of approximately 15,500 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB40 million.

In addition, the Company has been involved in the Hanyang International Redevelopment Project in Wuhan. The project is located to the west of Longyang Avenue and to the east of Longyang Lake, Hanyang District, Wuhan. China Vanke is expected to hold 100% equity interest in the project. Based on the current planning conditions, the net site area and plot ratio GFA of the project are approximately 167,000 sq m and approximately 571,000 sq m respectively. It is expected that the total redevelopment cost will be approximately RMB1.5 billion.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 4 November 2011