



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

In November 2011, the Company realized a sales area of 738,000 sq m, with a sales amount of RMB8.29 billion. Between January and November in 2011, the Company realized accumulated sales area of 10,153,000 sq m, with a sales amount of RMB115.72 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 3 new projects since the disclosure of the sales report for October 2011. Details of the projects are as follows:

1. Southern portion of Land Lot No. 03, Phase I, Core Area of Hongqiao Business District, Shanghai. The project is located at the intersection of Shenhong Road and Suhong Road, Hongqiao Business District, Shanghai. The net site area of the project is approximately 32,000 sq m, with a plot ratio of 3.43 and a plot ratio GFA of approximately 111,000 sq m. China Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB740 million.
2. Land Lot in Sanzao Town, Jinwan District, Zhuhai. The project is located to the north of Golden Coast Avenue, Sanzao Town, Jinwan District, Zhuhai. The net site area of the project is approximately 63,000 sq m, with a plot ratio of 3 and a plot ratio GFA of approximately 190,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB145 million.
3. Power Plant Project, Guiyang Economic and Technological Development Zone. The project is located at the intersection of Changjiang Road and Zhujiang Road, Guiyang Economic and Technological Development Zone, Guiyang. The net site area of the project is approximately 181,000 sq m, with a plot ratio of approximately 4.2 and a plot ratio GFA of approximately 761,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB340 million.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 6 December 2011