



**CHINA VANKE CO., LTD.**  
**ANNOUNCEMENT REGARDING SALES IN JANUARY 2012**  
**AND NEWLY ADDED DEVELOPMENT PROJECTS**

In January 2012, the Company realized a sales area of 1,190,000 sq m, with a sales amount of RMB12.2 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.

In respect of project development, the Company has been involved in the Urban Village Redevelopment Project situated to the west of Shihua Road, Wenchong Village, Huangpu District, Guangzhou since the disclosure of the sales report for December 2011. The project is located to the west of Shihua Road, core area of Huangpu District, Guangzhou. Based on the current planning conditions, the part of the site area available for development by the Company and the plot ratio GFA thereof are approximately 129,000 sq m and approximately 394,000 sq m respectively. It is expected that the total redevelopment cost to be borne by the Company will be approximately RMB1.497 billion.

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

Shenzhen, 4 February 2012