



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

In April 2012, the Company realized a sales area of 767,000 sq m, with a sales amount of RMB7.44 billion. Between January and April in 2012, the Company realized accumulated sales area of 3,776,000 sq m, with a sales amount of RMB38.51 billion. In view of the presence of various uncertainties during the sales process, there may be a discrepancy between the abovementioned 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 5 new projects since the disclosure of the sales report for March 2012. Details of the projects are as follows:

1. Sifang New Urban Centre Project, Qingdao. The project is located to the east of Fuzhou Road and to the west of Line 3, Sifang District, Qingdao. The net site area of the project is approximately 39,000 sq m, with a plot ratio of 3.2 and a plot ratio GFA of approximately 124,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB570 million.
2. Phase III, South Lake Project, Tangshan. The project is located on the east side of Xueyuan Road and west side of Huanhu Road, South Lake Ecological Town, Tangshan. The net site area of the project is approximately 47,000 sq m, with a plot ratio of 1.2 and a plot ratio GFA of approximately 56,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB120 million.
3. Jianhua Bridge Project, Tangshan. The project is located to the north of Jianhua East Road, with Tang River on the west side, in Lubei District, Tangshan. The net site area of the project is approximately 26,000 sq m, with a plot ratio of approximately 2.5 and a plot ratio GFA of approximately 66,000 sq m. China Vanke holds 40% equity interest in the project and is subject to a land premium payment of approximately RMB30 million.
4. Xiazhongba Project, Nanchong. The project is located to the east of Jialing River and to the west of East Lake, Gaoping District, Nanchong, Sichuan Province. The net site area of the project is approximately 182,000 sq m, with a plot ratio of approximately 2.86 and a plot ratio GFA of approximately 521,000 sq m. China Vanke holds 60% equity interest in the project and is subject to a land premium payment of approximately RMB370 million.
5. Yunyan District G 【10】 No. 32 Project, Guiyang. The project is located in Yunyan District, Guiyang, with Baihua Avenue adjacent to its south. The net site area of the project is approximately 42,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of 148,000 sq m.

China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB50 million.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 4 May 2012