



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

In May 2012, the Company realized a sales area of 1,025,000 sq m, with a sales amount of RMB10.72 billion. Between January and May in 2012, the Company realized accumulated sales area of 4,801,000 sq m, with a sales amount of RMB49.22 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 3 new projects since the disclosure of the sales report for April 2012. Details of the projects are as follows:

1. Land lot BH2012-10, Binhu New District, Hefei. The project is located to the southeast of the intersection of Luzhou Avenue and Ziyun Road, Binhu New District, Hefei. The net site area of the project is approximately 202,000 sq m, with a plot ratio of 2.79 and a plot ratio GFA of approximately 564,000 sq m. China Vanke holds 45% equity interest in the project and is subject to a land premium payment of approximately RMB550 million.
2. Shijiao Town Project, Qingyuan. The project is located on the south side of Dakeng Reservoir, Matou Village Committee and to the west of Provincial Road 253, Shijiao Town, Qingcheng District, Qingyuan. The net site area of the project is approximately 37,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 74,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB17.2 million.
3. Xianghe Project, Langfang. The project is located on the west side of Jiangxintun Town and on the north side of Beiwubaihu Village, Xianghe County, Langfang. The net site area of the project is approximately 130,000 sq m, with a plot ratio of approximately 1.7 and a plot ratio GFA of approximately 221,000 sq m. China Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB80 million.

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

Shenzhen, 5 June 2012