



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

In July 2012, the Company realized a sales area of 960,000 sq m, with a sales amount of RMB10.39 billion. Between January and July in 2012, the Company realized accumulated sales area of 6,985,000 sq m, with a sales amount of RMB72.93 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 6 new projects since the disclosure of the sales report for June 2012. Details of the projects are as follows:

1. Land Lot No. 11, Shanghai Hongqiao Business District. The project is located in the northern sub-district of the Hongqiao Central Business District, Minhang District, Shanghai, extending east to Shenchang Road, south to Taihong Road, west to Shenbin Road and north to Runhong Road. The net site area of the project is 113,000 sq m, with a plot ratio of 1.58 and a plot ratio GFA of approximately 178,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB2.03 billion.
2. Investment & Business Incubation Project, Yinzhou District, Ningbo. The project is located in the Investment & Business Incubation Centre, Yinzhou District, Ningbo. It borders the completed community development project Yinyi Shang Shang Town to the east and north and extends west to Zicheng Road. The net site area of the project is approximately 41,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 74,000 sq m. China Vanke holds 55% equity interests in the project and is subject to a land premium payment of approximately RMB240 million.
3. Qingshan Lake North Avenue 25 Mu Project, Nanchang. The project is located to the east of Qingshan Lake North Avenue and to the west of Tangshan Farmers Apartment Building, Qingshan Lake District, Nanchang. The net site area of the project is approximately 17,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 51,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a land premium payment of approximately RMB60 million.
4. Jimo Dongjun Project, Qingdao. The project is located to the east of Laoshan Road No. 2 and to the north of Liaohe Road No. 2, Jimo Economic Development Zone, Qingdao. The net site area of the project is approximately 112,000 sq m, with a plot ratio of 2.56 and a plot ratio GFA of approximately 287,000 sq m. China Vanke holds 55% equity interests in the project and is subject to a land premium payment of approximately RMB46 million.

5. Bulk Cargo Logistics Centre Project, Binhai New District, Tianjin. The project is located on Yinhe Road No. 5, Tianjin Port Bulk Cargo Logistics Centre, Binhai New District, Tianjin. The net site area of the project is approximately 108,000 sq m, with an overall plot ratio of 1.75 and a plot ratio GFA of approximately 190,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB273 million.
6. Zaoyuan Project, Xi'an. The project is located on the west side of Zaoyuan North Road and on the north side of Zaoyuan West Road, Lianhu District, Xi'an. The net site area of the project is approximately 66,000 sq m, with a plot ratio of 3.79 and a plot ratio GFA of approximately 249,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a payment of approximately RMB370 million for its share of the collaboration.

Among the abovementioned projects, certain projects may be developed jointly with external partners in future. As such, the respective equity interests held by China Vanke in the relevant projects may alter. The percentage of shareholdings disclosed above is only for periodical reference for investors.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 4 August 2012