

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

In August 2012, the Company realized a sales area of 1,044,000 sq m, with a sales amount of RMB11.35 billion. Between January and August in 2012, the Company realized accumulated sales area of 8,029,000 sq m, with a sales amount of RMB84.28 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 8 new projects since the disclosure of the sales report for July 2012. Details of the projects are as follows:

1. Land Lot No. 14 Project, Shanghai Songjiang Ecological Business District. The project is located in the Songjiang International Ecological Business District, Songjiang District, Shanghai, extending east to Rongmei Road, south to Zhongwen Road, west to Guangxing Road and north to Yinze Road. The net site area of the project is approximately 58,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 144,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB790 million.
2. Gouzhuang Project, Yuhang District, Hangzhou. The project is located in the Gouzhuang Unit, Chengbei New Area, Yuhang District of Hangzhou, extending east to Fengjiabang Road, south to Youcheqiao Harbour, west to Jinjiang Road and north to Tongyun Road. The net site area of the project is approximately 120,000 sq m, with a plot ratio of 2.54 and a plot ratio GFA of approximately 306,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB1.3 billion.
3. Land Lot F Project, New Town West District, Yangzhou. The project is located on the south side of Yangzhou Railway Station, New Town West District of Yangzhou, extending east to Zhanqian Road, south to Guihua Road, west to Xinsheng Road and north to Tongtai Road. The net site area of the project is approximately 60,000 sq m, with a plot ratio of 2.2 and a plot ratio GFA of approximately 132,000 sq m. China Vanke holds 65% equity interests in the project and is subject to a land premium payment of approximately RMB200 million.
4. Hongqi Road Project, Pingdu, Qingdao. The project is located on both sides of Hongqi Road in Pingdu, Qingdao. The net site area of the project is approximately 39,000 sq m, with a plot ratio of 3.57 and a plot ratio GFA of approximately 139,000 sq m. China Vanke holds 51% equity interests in the project and is subject to a land premium payment of approximately RMB62 million.

5. Tianhu Project, Fushun. The project is located on the south side of Xincheng Road, Shuncheng District, Fushun. The net site area of the project is approximately 73,000 sq m, with a plot ratio of 3.2 and a plot ratio GFA of approximately 232,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB262 million.
6. Guoguang Electric Project, Chengdu. The project is located on No. 2 Jianshe Road and at the intersection of East Section 2 of Second Ring Road and Section 2 of North Jianshe Road, Chenghua District, Chengdu. The net site area of the project is approximately 30,000 sq m, with a plot ratio of 7.0 and a plot ratio GFA of approximately 208,000 sq m. China Vanke holds 51% equity interests in the project and is subject to a land premium payment of approximately RMB185 million.
7. Phase 2, Zaoyuan Project, Xi'an. The project is located on the west side of North Zaoyuan Road and on the north side of West Zaoyuan Road, Lianhu District, Xi'an. The net site area of the project is approximately 128,000 sq m, with a plot ratio of 3.4 and a plot ratio GFA of approximately 429,000 sq m. China Vanke holds 95% equity interests in the project and is subject to a payment of approximately RMB740 million for its share in the collaboration.
8. Cloud World Project, Wuhua District, Kunming. The project is located on the south side of Xuefu Road, Wuhua District, Kunming. The net site area of the project is approximately 31,000 sq m, with a plot ratio of 5.0 and a plot ratio GFA of approximately 154,000 sq m. China Vanke holds 23% equity interests in the project and is subject to a payment of approximately RMB75 million for its share in 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, 5 September 2012