



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

In September 2012, the Company realized a sales area of 1,050,000 sq m, with a sales amount of RMB12.04 billion. Between January and September in 2012, the Company realized accumulated sales area of 9,079,000 sq m, with a sales amount of RMB96.32 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 9 new projects since the disclosure of the sales report for August 2012. Details of the projects are as follows:

1. Jiangyan Road Project, Haizhu District, Guangzhou. The project is located to the east of Jiangyan Road and to the west of Jiangnan Avenue in Haizhu District, Guangzhou. The net site area of the project is approximately 11,000 sq m, with a plot ratio of 5 and a plot ratio GFA of approximately 53,000 sq m. China Vanke holds 68% equity interests in the project and is subject to a payment of approximately RMB274 million for its share in the collaboration.
2. SDK-D-3 Project, Luogang District, Guangzhou. The project is located to the south of Kaiyuan Avenue and to the west of Liu Village in Luogang District, Guangzhou. The net site area of the project is approximately 116,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 289,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB1.365 billion.
3. Bochong Project, Humen Town, Dongguan. The project is located on the east side of Humen Avenue and close to Humen Avenue Station on the light rail R2 line in Humen Town, Dongguan. The net site area of the project is approximately 17,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 70,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB407 million.
4. Xinyang Road Project, Qingdao. The project is located to the east of Changcheng Road and on both sides of Xinyang Road in Chengyang District, Qingdao. The net site area of the project is approximately 263,000 sq m, with a plot ratio of 1.66 and a plot ratio GFA of approximately 437,000 sq m. China Vanke holds 90% equity interests in the project and is subject to a land premium payment of approximately RMB570 million.
5. Beidaihe Project, Qinhuangdao. The project is located on both sides of Zhannan Avenue in Beidaihe District, Qinhuangdao. The net site area of the project is approximately 239,000 sq

m, with a plot ratio of 1.2 and a plot ratio GFA of approximately 286,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a payment of approximately RMB170 million for its share in the collaboration.

6. Pufu Project, Jianggan District, Hangzhou. The project is located at the northeast corner of the intersection of Hangyong Expressway and Desheng Expressway in Jianggan District, Hangzhou. The net site area of the project is approximately 46,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 111,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB795 million.
7. Huaqiao Project, Kunshan. The project is located in the Huaqiao International Service Business Park, Kunshan, Suzhou, extending south to the west of Wusong River and west to Yuanshan Road. The net site area of the project is approximately 179,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 448,000 sq m. China Vanke holds 60% equity interests in the project and is subject to a land premium payment of approximately RMB290 million.
8. Land Lot C Project, Yuantong Trade City, Guiyang. The project is located at the Century City Business Centre in Jinyang New District, Guiyang. The net site area of the project is approximately 33,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 115,000 sq m. China Vanke holds 51% equity interests in the project and is subject to a payment of approximately RMB53 million for its share in the collaboration.
9. Housuo Village Redevelopment Project, Wuhua District, Kunming. The project is located on the west side of Changyuan Zhong Road, Wuhua District, Kunming. The net site area of the project is approximately 105,000 sq m, with a plot ratio of 4.2 and a plot ratio GFA of approximately 436,000 sq m. China Vanke holds 67% equity interests in the project and is subject to a land premium payment of approximately RMB465 million.

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, 10 October 2012