



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

In October 2012, the Company realized a sales area of 1,273,000 sq m, with a sales amount of RMB13.7 billion. Between January and October in 2012, the Company realized accumulated sales area of 10,352,000 sq m, with a sales amount of RMB110.02 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 7 new projects since the disclosure of the sales report for September 2012. Details of the projects are as follows:

1. Buji Baotong Project, Longgang District, Shenzhen. The project is located in Buji Town, Longgang District, Shenzhen, extending west to Jinlong Road, south to Huikang Road and east to Xiangge Road. The net site area of the project is approximately 45,000 sq m, with a plot ratio of 4.03 and a plot ratio GFA of approximately 180,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a total redevelopment cost of approximately RMB580 million.
2. 2012JP05 Project, South Square of New Station, Jimei District, Xiamen. The project is located on the northeast side of the intersection of Shengguo Road and Jimei North Avenue in Xiamen (New) Station Section of Jimei 11-07 Section, Jimei District, Xiamen. The net site area of the project is approximately 138,000 sq m, with a plot ratio of 5.15 and a plot ratio GFA of approximately 710,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB1.518 billion.
3. Phase II, Startup Area of Yuhu New Town, Licheng District, Putian. The project is located in Yuhu New Town of Licheng District in Putian, extending east to planned Mingzhu Road, south to planned Binxi Road, west to planned Wanghu Road and north to planned Yuhu Road. The net site area of the project is approximately 103,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 205,000 sq m. China Vanke holds 80% equity interests in the project and is subject to a land premium payment of approximately RMB297 million.
4. Puyan Project, Binjiang District, Hangzhou. The project is located in Puyan Town in Binjiang District, Hangzhou, extending east to Puxi Road, south to Binwen Road, west to planned Xipu Road and north to planned Qijia Road. The net site area of the project is approximately 67,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 166,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB1.36 billion.

5. Beijing Economic Technological Development Area X861R1 Project, Hexi District, Beijing. The project is located on the east side of Nanhaizi Park in Daxing District, Beijing. 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 145,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a land premium payment of approximately RMB722 million.
6. West Glamorous Project, Tianjin. The project is located to the north of Jintang Road in Dongli District, Tianjin and to the west of Vanke Glamorous City. The net site area of the project is approximately 221,000 sq m, with a plot ratio of 1.64 and a plot ratio GFA of approximately 362,000 sq m. China Vanke holds 51% equity interests in the project and is subject to a total transaction cost of approximately RMB718 million.
7. Yanghui Village Project, Yunyan District, Guiyang. The project is located on both sides of Jinxi Avenue in Yunyan District, Guiyang and extends to mountain farm land in the east, south and west, and in the north to planned roads and quarries. The net site area of the project is approximately 348,000 sq m, with a plot ratio of 2.62 and a plot ratio GFA of approximately 913,000 sq m. China Vanke holds 70% equity interests in the project and is subject to a land premium payment of approximately RMB704 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 periodic reference for investors.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 6 November 2012