

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

In November 2012, the Company realized a sales area of 1,436,000 sq m, with a sales amount of RMB17.13 billion. Between January and November in 2012, the Company realized accumulated sales area of 11,788,000 sq m, with a sales amount of RMB127.15 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 12 new projects since the disclosure of the sales report for October 2012. Details of the projects are as follows:

1. Guicheng A14 Project, Nanhai District, Foshan. The project is located on the east side of Sunshine Hotel in Guicheng Street and on the north side of Foping Road in Nanhai District. The net site area of the project is approximately 47,000 sq m, with a plot ratio of 7.5 and a plot ratio GFA of approximately 354,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a land premium payment of approximately RMB325 million.
2. Daliang F06 Project, Shunde District, Foshan. The project is located in Shunde New Town in Daliang Street of Shunde District. The net site area of the project is approximately 113,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 453,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a land premium payment of approximately RMB790 million.
3. Yingbin Avenue Project, Tangxia Town, Dongguan. The project is located at the intersection of Yingbin Avenue and Huanshi West Road in the center of the new town of Tangxia Town, Dongguan. The net site area of the project is approximately 32,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 96,000 sq m. China Vanke holds 40% equity interests in the project and is subject to a land premium payment of approximately RMB89 million.
4. Keji Avenue Project, Nancheng District, Dongguan. The project is located at the intersection of Keji Avenue and Huancheng Road in Nancheng District, Dongguan. The net site area of the project is approximately 44,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 110,000 sq m. China Vanke holds 51% equity interests in the project and is subject to a land premium payment of approximately RMB173 million.
5. Keyuancheng Project, Tangxia Town, Dongguan. The project is located in the sub-district of Keyuancheng Information Industrial Park in Tangxia Town, Dongguan. The net site area of

the project is approximately 51,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 92,000 sq m. China Vanke holds 70% equity interests in the project and is subject to a land premium payment of approximately RMB179 million.

6. Phase III, New Center Project, Dongfeng Town, Zhongshan. The project is located at the back of Dongfeng People's Government office in Dongfeng Town of Zhongshan. The Jiangfan Highway, which is under planning, will be adjacent to the north of the project. The net site area of the project is approximately 19,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 65,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB25 million.
7. Land Lot #2, Rong Jia, Jiangdong District, Ningbo. The project is located in the central area of Jiangdong District, Ningbo, extending east to Ningxu Road, south to Yaoai Road, west to Xurong Road and north to Guihua Road. The net site area of the project is approximately 67,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 134,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB1.44 billion.
8. Land Lot GHI, Huaihai Road West, Quanshan District, Xuzhou. The project is located on both sides of the extended section of Huaihai Road West, Quanshan District, Xuzhou, extending south to Huaihai Road West and north to Kuangshan Road. The net site area of the project is approximately 92,000 sq m, with a plot ratio of 3.2 and a plot ratio GFA of approximately 297,000 sq m. China Vanke holds 85% equity interests in the project and is subject to a land premium payment of approximately RMB698 million.
9. Land Lot No.5 Project, Biomedical Base, Beijing. The project is located to the east of Xinyuan Street in Daxing District and to the west of Jingkai Expressway. The net site area of the project is approximately 65,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 155,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a land premium payment of approximately RMB540 million.
10. Fengming Mountain Project, Shapingba District, Chongqing. The project is located in Fengming Mountain area in Shapingba District, Chongqing, extending south to the old housing quarter, north to Huayu City Project, west to Shangqiao Road and east to Fengxi Road. The net site area of the project is approximately 175,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 700,000 sq m. China Vanke holds 80% equity interests in the project and is subject to a land premium payment of approximately RMB1.3 billion.
11. Dayangshi Group Project, Jiulongpo District, Chongqing. The project is located in Shipingqiaozheng Street in Jiulongpo District, Chongqing, extending south to the old housing quarter and north to Shipingqiaozheng Street. The net site area of the project is approximately 26,500 sq m, with a plot ratio of 5.5 and a plot ratio GFA of approximately 146,000 sq m. China Vanke holds 50% equity interests in the project and is subject to a land premium payment of approximately RMB150 million.

12. CA6-8-18 Project, Chang'an District, Xi'an. The project is located in the Maopo Village and Chadaokou Village of Guodu sub-district in Chang'an District, Xi'an. The net site area of the project is approximately 173,000 sq m, with a plot ratio of 2.9 and a plot ratio GFA of approximately 505,000 sq m. China Vanke holds 100% equity interests in the project and is subject to a land premium payment of approximately RMB700 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, 5 December 2012