



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

In December 2012, the Company realized a sales area of 1,168,000 sq m, with a sales amount of RMB14.07 billion. Between January and December in 2012, the Company realized accumulated sales area of 12,956,000 sq m, with a sales amount of RMB141.23 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 20 new projects since the disclosure of the sales report for November 2012. Details of the projects are as follows:

1. Pingjiang New Town, Suzhou. The project is located in Pingjiang New Town, Suzhou, extending east to Jiangzhou Road, south to Wangzhai Road, west to Xiehebin and north to Pinglong Road. The net site area of the project is 81,000 sq m, with a plot ratio of 2.34 and a plot ratio GFA of approximately 190,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB984 million.
2. Land Lot A, North Shahu Mountain, Jiuli, Xuzhou. The project is located in the ecological and residential area of Jiuli Mountain, Gulou District, Xuzhou, extending east to Tianqi Road, south to Shahu Mountain, west to Pingshan Road and north to Dingwan River. The net site area of the project is 396,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 713,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB478 million.
3. Land Lot 58, Jiang Village, Hangzhou. The project is located in Jiang Village New District, West Lake District, Hangzhou, extending east to Wuchanggang Road, south to planned branch road, and northwest to planned drainage system. The net site area of the project is 76,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 152,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1.369 billion.
4. Land Lot 59, Jiang Village, Hangzhou. The project is located in Jiang Village New District, West Lake District, Hangzhou, extending southeast to planned drainage system, west to ring road and north to planned green zone. The net site area of the project is 30,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 61,000 sq m.

China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB548 million.

5. East Baitang Park Project, Suzhou Industrial Park. The project is located in the residential area to the east of the lake in Suzhou Industrial Park, extending east to Liuli Street, south to Dongsha Lake Road, west to Xingtang Street and north to Chenhu Road. The net site area of the project is 100,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 179,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB860 million.
6. Shanghai South Railway Station Commercial Area Project. The project is located next to South Railway Station, Xuhui District, Shanghai, extending east to Dingan Road, south to Nanning Road, west to Liuzhou Road and north to Humin flyover. The net site area of the project is 108,000 sq m, with a plot ratio of 4.6 and a plot ratio GFA of approximately 493,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB2.77 billion.
7. Nantong Rengang Road Project. The project is located on the south side of Rengang Road, Chongchuan District, Nantong, extending east to planned Zhansheng Road, south to planned Xinjian Road, west to Guihua Road and north to Rengang Road. The net site area of the project is 53,000 sq m, with a plot ratio of 2.66 and a plot ratio GFA of approximately 142,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB207 million.
8. Changchun Sculpture Park Project. The project is located to the west of Yatai Avenue and to the north of South Sihuan in Nangan District, Changchun. The net site area of the project is approximately 137,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 343,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB666 million.
9. Jinfang Project, Jinzhou New District, Dalian. The project is located on the south side of Wuyi Road, the main road of Jinzhou New District, Dalian. The net site area of the project is 269,000 sq m, with a plot ratio of 2.29 and a plot ratio GFA of approximately 615,000 sq m. China Vanke holds 90% equity interest in the project and is subject to a land premium payment of approximately RMB1.2 billion.
10. Five Warehouse Storage and Transportation Project, Yuhong District, Shenyang. The project is located on the south side of Bohai Road and the west side of Taihu Street in Yuhong District, Shenyang. The net site area of the project is 170,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 408,000 sq m. China Vanke holds 75% equity interest in the project and is subject to a land premium payment of approximately RMB719 million.
11. Land Lot 2012-13-1 Bayuquan Project, Yingkou. The project is located by the estuary of Xiongyue River, Yingkou Economic and Technological Development Zone. The net site area of the project is approximately 139,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 279,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB181 million.

12. Pingdu Project Phase II Land Lot, Qingdao. The project is located on the east side of Yangzhou Road and on the west side of Suzhou Road in Pingdu. The net site area of the project is approximately 96,000 sq m, with a plot ratio of 2.6 and a plot ratio GFA of approximately 249,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB81 million.
13. No. 171 Shandong Road Project, Qingdao. The project is located to the east of Shandong Road and to the south of Fushun Road, Northern District, Qingdao. The net site area of the project is 19,000 sq m, with a plot ratio of 3.8 and a plot ratio GFA of approximately 71,000 sq m. China Vanke holds 70% equity interest in the project and is subject to a land premium payment of approximately RMB255 million.
14. Chunyang Road North Project, Chengyang District, Qingdao. The project is located to the north of Chunyang Road and to the west of Guocheng Road in Chengyang District, Qingdao. The net site area of the project is 87,000 sq m, with a plot ratio of 2.1 and a plot ratio GFA of approximately 182,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB122 million.
15. Damian 55 Mu Project, Longquan, Chengdu. The project is located on Damian Street in Longquanyi District, Chengdu, extending east, south, west and north to Guihua Road. The net site area of the project is 37,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 148,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB447 million.
16. Damian 52 Mu Project, Longquan, Chengdu. The project is located to the south of Yidou Avenue, Damian Street in Longquanyi District, Chengdu, extending east, south and west to Guihua Road. The net site area of the project is 35,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 140,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB435 million.
17. Shiling 71 Mu Project, Longquan, Chengdu. The project is located to the south of Chengluo Road, Shiling Street in Longquanyi District, Chengdu, extending east, south and west to Guihua Road. The net site area of the project is 47,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 142,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB397 million.
18. Dayuan 72 Mu Project, Gaoxin, Chengdu. The project is located in the southern part of Gaoxin District, Chengdu, extending east to Nanhua Road, south to land with planned use, west to Guihua Road and north to Gaoxin Youth Hostel. The net site area of the project is 48,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 145,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB748 million.
19. Qizhong 131 Mu Project, Gaoxin, Chengdu. The project is located in the southern part of Gaoxin District, Chengdu, extending east to Nangan Canal, south to Shengjinsan Street, west to Guihua Road and north to Guihua Road. The net site area of the project is 88,000

sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 264,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1.713 billion.

20. New Beiyuanchun Commercial Cluster Project, Sayibak District, Urumqi. The project is located in New Beiyuanchun Commercial Cluster, Sayibak District, Urumqi, extending east to Guihua Road, south to community which is under development, west to Guihua Road and north to Pingchuan Road. The net site area of the project is approximately 24,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 60,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB132 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, 7 January 2013