



CHINA VANKE CO., LTD.
ANNOUNCEMENT REGARDING SALES IN JANUARY 2013
AND NEWLY ADDED DEVELOPMENT PROJECTS

In January 2013, the Company realized a sales area of 1,611,000 sq m, with a sales amount of RMB19.07 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 December 2012. Details of the projects are as follows:

1. Qifeng Road Project, Guancheng, Dongguan. The project is located at the junction between Qifeng Road and Dongcheng West Road, Guancheng District, Dongguan, extending east to Lifeng Road, south to Qifeng Road, west to Dongcheng West Road and north to Meifeng Road. The net site area of the project is approximately 54,000 sq m, with a plot ratio of 4 and a plot ratio GFA of approximately 215,500 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB382 million.
2. Bayifu Project, Shenzhen. The project is located at the junction between Aixin Road and Longping West Road, Longgang Central City, Shenzhen, extending east to Huilongpu Old Village, south to Longping West Road, west to Aixin Road and north to Huilong Road. The net site area of the project is 78,000 sq m, with a plot ratio of 3.98 and a plot ratio GFA of approximately 300,000 sq m. There is also an outstanding residential area available for sale of approximately 115,000 sq m. China Vanke holds 100% equity interest in the remaining residential area available for sale of the project and is subject to a land premium payment of approximately RMB1,265 million.
3. Luyang Forest Park Project, Hefei. The project is located on the west side of Beihuan Commercial and Residential Area, Luyang District, Hefei, extending east to Silihe Road, south to planned road, west to planned Luyang Road and north to North Second Ring Road. The net site area of the project is approximately 516,000 sq m, with a plot ratio of 2.7 and a plot ratio GFA of approximately 1,395,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB3,303 million.
4. Land Lot No. 3-5-7, East Road, Nanjing South Railway Station. The project is located in the New Urban Central Business Area, South Railway Station, Yuhuatai District, Nanjing;

extending east to planned station of East First Road, south to planned station of Fourth Road, west to Mingcheng Avenue, and north to Bo'ai Street. The net site area of the project is approximately 45,000 sq m, with a plot ratio of 2.96 and a plot ratio GFA of approximately 133,000 sq m. China Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB871 million.

5. Liangjia Village Project, Yantai. The project is located in the Liangjia Village, Zhifu District, Yantai; extending north to Zhulin Road, south to Shanti, and east to Zhulin South Road. The net site area of the project is approximately 332,000 sq m, with a plot ratio of 1.85 and a plot ratio GFA of approximately 615,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB613 million.
6. Jiefang South Road Project, Tianjin. The project is located on the east side of Jiefang South Road, Hexi District, Tianjin; and is inside the outer ring. The net site area of the project is approximately 62,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 124,000 sq m. China Vanke holds 80% equity interest in the project and is subject to a land premium payment of approximately RMB699 million.
7. Zhangjiawo Project, Tianjin. The project is located to the west of Jingfu Highway and south of the centre of Zhangjiawo Town, which is within the area of Tianjin South Station, Xiqing District, Tianjin. The net site area of the project is approximately 410,000 sq m, with a plot ratio of 1.2 and a plot ratio GFA of approximately 500,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB458 million.
8. Shanglin Bay Project, Changyang West Station, Beijing. The project is located in Changyang, Fangshan District, Beijing; west of Libafang Station on Fangshan Line of subway outside South Fifth Ring Road, south of Jingliang Road, and north of Forest Park. The net site area of the project is approximately 61,000 sq m, with a plot ratio of 1.2 and a plot ratio GFA of approximately 72,000 sq m. China Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB307 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 February 2013