



CHINA VANKE CO., LTD.

**Announcement Regarding Sales In February 2013
And Newly Added Development Projects**

In February 2013, the Company realized a sales area of 832,000 sq m, with a sales amount of RMB9.37 billion. Between January and February in 2013, the Company realized accumulated sales area of 2,443,000 sq m, with a sales amount of RMB28.44 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 January 2013. Details of the projects are as follows:

1. Minhou University City Project, Fuzhou. The project is located in Jianping Village, Shangjie Town, Minhou County, Fuzhou, extending east to Wulongjiang Avenue, south to Mingde Road, west to Guangxing Road, and north to Jinshang Road. The net site area of the project is approximately 214,000 sq m, with an aggregate plot ratio of 3.28 and a plot ratio GFA of approximately 701,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB678 million.
2. Land Lot in Huichang, Gaoxin District, Nanchang. The project is located in the north side of Aixi Lake, Gaoxin District of Nanchang, extending east to Aixi Lake West Road, south to Zhongdian Road, west to Huichang Road and north to Aixi Lake North Road. The net site area of the project is approximately 163,000 sq m, with an aggregate plot ratio of 2.18 and a plot ratio GFA of approximately 356,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB285 million.
3. Land Lot No. 014, Taihu, Beijing. The project is located in Taihu Town, Tongzhou District, Beijing, extending northeast to Yizhuang Station Front Street, southeast to Ciqu West First Road, west to Guihua Road, and north to South Street of Station Front Street. The construction area of the project is approximately 47,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 117,500 sq m. Vanke holds 50% equity interest in the project and is subject to a total land premium payment of RMB320 million.
4. Land Lot No. 017, Taihu, Beijing. The project is located in Taihu Town, Tongzhou District, Beijing, extending east to Guihua Road, west to Yizhuang Dongshi East Fourth Road, south to Ciqu West First Road, and north to South Street of Station Front Street. The construction area of the project is approximately 39,000 sq m, with a plot ratio of 2.5 and a plot ratio

GFA of approximately 91,000 sq m. Vanke holds 50% equity interest in the project and is subject to a total land premium payment of RMB390 million.

5. Ershiere Project, Tangshan. The project is located in Lubei District, Tangshan, with Dali Road on the east side, the north side adjacent to the Zhongshui Electricity Project, Wutong Avenue Project on the west side, and the fire brigade on the south side. The construction area of the project is approximately 89,000 sq m, with a plot ratio of 3 and a plot ratio GFA of approximately 266,000 sq m. Vanke holds 48% equity interest in the project and is subject to a total land premium payment of RMB190 million.
6. Land Lot at Zhenghao Chemical Fiber Factory, Jinan. The project is located in Lixia District, Jinan, extending east to Aoti West Road, south to Gongye South Road, west to Guihua Road, and north to Guihua Road. The site area of the project is approximately 191,000 sq m, with a plot ratio of 2.5 and a planned GFA of approximately 477,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB1.58 billion.
7. Yuanxinchun Fertilizer Project, Hetan Road, Gaoxin District, Urumqi. The project is located in the Exhibition Center Area in Gaoxin District, Urumqi, extending east to Hetan Road, south to Residential Area, west to King Metropolis, and north to Guihua Road. The net site area of the project is approximately 38,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 131,000 sq m. Vanke holds 82% equity interest in the project and is subject to a land premium payment of approximately RMB240 million.

In addition, the Company in February entered into a cooperation agreement with Tishman Speyer of the United States regarding the joint development of the 201 Folsom project in San Francisco, the United States. The project is located in the northeastern part of San Francisco of the United States. It is adjacent to the city's CBD and the Bay Bridge. The total saleable area of the project is expected to be approximately 77,000 sq m, with an expected total investment of approximately US\$620 million. Vanke will hold 71.5% equity interest in the project, while Tishman Speyer of the United States will hold the remaining 28.5% equity interest. The project will be jointly developed by both parties, with Tishman Speyer mainly in charge of the project operation, while Vanke will fully participate in the project.

Among the abovementioned projects, certain projects may be developed jointly with external partners in future. As such, the respective equity interests held by 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 March 2013