



**CHINA VANKE CO., LTD.**

## **Announcement Regarding Sales In March 2013 And Newly Added Development Projects**

In March 2013, the Company realized a sales area of 1,272,000 sq m, with a sales amount of RMB15.2 billion. Between January and March in 2013, the Company realized accumulated sales area of 3,715,000 sq m, with a sales amount of RMB43.65 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 4 new projects since the disclosure of the sales report for February 2013. Details of the projects are as follows:

1. Hecheng Project, Chencun, Shunde, Foshan. The project is located on Hecheng Road, Chencun Town, Shunde District, Foshan, extending east to Hecheng Industrial District, south to Chencun Waterway, west to Chencun Central Park, and north to Focheng Road. The net site area of the project is approximately 44,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 153,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB336 million.
2. Land Lot 09, Changyang Town, Fangshan, Beijing. The project is located in Changyang Town, Fangshan District, Beijing, extending east to planned green zoning area, south to Jingliang Road, west to Changyang Avenue, and north to Libayuan Road. The construction area of the project is approximately 130,000 sq m, with a plot ratio of 2.3 and a plot ratio GFA of approximately 211,000 sq m. Vanke holds 69% equity interest in the project and is subject to a land premium payment of approximately RMB765 million.
3. Public transport company's land lot, Taiyuan. The project is located on No. 90 Jinci Road Section 2, Wanbolin District, Taiyuan, extending east to planned Old Jinci Road, south to Changfeng Road, west to existing Old Jinci Road, and north to the quarters of the public transport company's head office. The construction area of the project is approximately 37,000 sq m, with a plot ratio of 4.8 and a plot ratio GFA of approximately 177,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB417 million.

4. Music Park Project, Chengdu. The project is located in the area between Section 2 of Second Ring Road East and Jianshe Road South Branch, Chenghua District, Chengdu, with planned road on the east side, and is adjacent to Chenghua Avenue (Shabanqiao Road) on the south side, while Jianshe Road South Branch and Shahe are on the west side, and Dongjiao Jiyi (former Eastern District Music Park) is on the north side. The net site area of the project is approximately 153,000 sq m, with an aggregate plot ratio of 4.97 and a plot ratio GFA of approximately 760,000 sq m. Vanke holds 60% equity interest in the project and is subject to a land premium payment of approximately RMB1,710 million.

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, 8 April 2013