



**CHINA VANKE CO., LTD.**

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

In April 2013, the Company realized a sales area of 1,107,000 sq m, with a sales amount of RMB12.38 billion. Between January and April in 2013, the Company realized accumulated sales area of 4,822,000 sq m, with a sales amount of RMB56.02 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 11 new projects since the disclosure of the sales report for March 2013. Details of the projects are as follows:

1. Land Lot No. 2013-4, Beifeng, Fengze District, Quanzhou. The project is located in Beifeng Zone, Fengze District, Quanzhou, extending east to a side road under planning, west to Jiangbin Road North, south to a park under planning, and north to Provincial Highway 307. The net site area of the project is approximately 46,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 163,000 sq m. Vanke holds 60% equity interest in the project and is subject to a land premium payment of RMB217 million.
2. Dekeng Reservoir Project, Shijiao Town, Qingyuan. The project is located in Longtang Zone, Shijiao Town, Qingcheng District, Qingyuan, and at the south end of the site of Phase I, Northern Dream Town. The net site area of the project is approximately 493,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 985,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB397 million.
3. Land Lot B, Jinyu International Project, Jinan. The project is located at the north end of Jingshi Road, Gaoxin District, Jinan, extending east to a road under planning, west to a road under planning, south to Jingshi Road, and north to Boluoshan. The net site area of the project is approximately 90,000 sq m, with a plot ratio of 3.26 and a plot ratio GFA of approximately 292,000 sq m. Vanke holds 63% equity interest in the project and is subject to a land premium payment of RMB549 million.
4. Rubber and Plastics Machinery Plant Land Lot, Ganjingzi, Dalian. The project is located in Zhoushuizi area, Ganjingzi District, Dalian, extending east to Dalian Yeli Machinery Plant, west to Huabei Road, south to Dingshan Park, and north to Dongwei Road. The net site area of the project is approximately 125,000 sq m, with a plot ratio of 1.71 and a plot ratio GFA of approximately 215,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,077 million.

5. Zhengqiaocun Project, Guanggu, Wuhan. The project is located at Zhengqiaocun, East Lake High-tech Zone, Wuhan, extending east to a road under planning, south to a road under planning, west to Guannanyuan First Road, and north to Yinguang Avenue. The net site area of the project is approximately 90,000 sq m, with an aggregate plot ratio of 4.57 and a plot ratio GFA of approximately 410,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,117 million.
6. Land Lot No. 2, Panlong, Jiulongpo District, Chongqing. The project is located in Panlong area, Jiulongpo District, Chongqing, extending east to Land Lot F1-5-2, south to a road under planning, west to Panlong Primary School, and north to North District Park under planning. The net site area of the project is approximately 32,000 sq m, with an aggregate plot ratio of 4.5 and a plot ratio GFA of approximately 143,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB330 million.
7. Mei Ming Science and Technology Park Project, Zhengzhou. The project is located at the south end of Science Avenue, Hi-Tech Zone of Zhengzhou City, with Baisong Road to the east, Huanglu Road to the west, and Duying Street to the south. The net site area of the project is approximately 131,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 458,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB97 million.
8. Longmen Dragon Hall Project, Zhengzhou. The project is located at the junction of Zhengzhou downtown, Zhengdong New Area and the Economic Development Area, with Qilihe to the east, expressway (Zhongzhou Avenue) to the west, and it extends north to Shihua Road and south to both ends of Hanghai Road. The net site area of the project is approximately 79,000 sq m, with an aggregate plot ratio of 4.4 and a plot ratio GFA of approximately 351,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB322 million.
9. Qianling Square Project, Guiyang. The project is located next to Beijing Road, Yunyan District, Guiyang City, extending east to Bilande Building Materials Market, west to Guizhou Expressway Development Corporation Office Building, south to a road under planning, and north to Beijing Road. The net site area of the project is approximately 11,000 sq m, with a plot ratio of 9.0 and a plot ratio GFA of approximately 98,000 sq m. Vanke holds 70% equity interest in the project and is subject to a land premium payment of approximately RMB270 million.
10. Yufu project, Dongcheng District, Beijing. The project is located at Dianmen, Dongcheng District, Beijing, extending east to Beiheyuan Avenue, west to Songzhuyuan West Alley, south to Shatan North Street, and north to Songzhuyuan. The net site area of the project is approximately 4,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 14,000 sq m. Vanke holds 90% equity interest in the project and is subject to a land premium payment of approximately RMB692 million.

11. City of Charm Project, Kunming. The project is located at Guandu District, Kunming City, and is to the east of Caiyun Road North, and at the north end of Guangfu Road and west end of Kunluo Road, and opposite to Kunming New Snail Bay International Trade City. The net site area of the project is approximately 418,000 sq m, with an aggregate plot ratio of 4.12 and a plot ratio GFA of approximately 1,724,000 sq m. Vanke holds 45% equity interest in the project and is subject to a land premium payment of approximately RMB1,494 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, 6 May 2013