



CHINA VANKE CO., LTD.

Announcement Regarding Sales In May 2013 And Newly Added Development Projects

In May 2013, the Company realized a sales area of 1,226,000 sq m, with a sales amount of RMB14.16 billion. Between January and May in 2013, the Company realized accumulated sales area of 6,048,000 sq m, with a sales amount of RMB70.18 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 April 2013. Details of the projects are as follows:

1. City Huadong Project, Shahekou District, Dalian. The project is located on Lijia Street, Shahekou District, Dalian, extending east to an automobile parts factory, west to a residential district, south to Xinsheng Road, and north to Dongte Xinju. The net site area of the project is approximately 36,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 64,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB292 million.

2. South Lake Land Lot Nos. 6 and 7, Fushun Economic Development Zone. The project is located at the core area of the Fushun Economic Development Zone, extending east to the Fushun Paradise Project, west to Huanhu Road, south to a road under planning, and north to The Paradise Project. The net site area of the project is approximately 74,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 295,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB68 million.

3. Land Lots including 4-1-005, Taihu Town, Tongzhou District, Beijing. The project is located in Taihu Town, Tongzhou District, Beijing, extending east to Yizhuang Dongshi East Fourth Road, west to Yizhuang Dongshi East Second Road, south to Zhanqianjie South Third Street, and north to Zhanqianjie South First Street. 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 123,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB600 million.

4. K31 Project, Vanke Guanshan Village, Wuhan. The project is located in Guanshan Village, Wuhan East Lake High-tech Zone, with Guanggu First Road to the east, Qiaojiashan North

Road to the south, a road under planning to the west and north respectively. The net site area of the project is approximately 67,000 sq m, with a plot ratio of 4.8 and a plot ratio GFA of approximately 324,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB796 million.

5. Xikezhan Project, Jiulonghu New District, Nanchang. The project is located at Xikezhan Zone, Jiulonghu New District, Nanchang, extending south to Longxing Avenue and west to Guoti Avenue, while roads under planning lie to the east and north of the project. The net site area of the project is approximately 80,000 sq m, with a plot ratio of 2.3 and a plot ratio GFA of approximately 184,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB126 million.

6. Land Lot H2J, Huaihai West Road, Xuzhou. The project is located at the north end of the extended section of Huaihai West Road, Quanshan District, Xuzhou. The net site area of the project is approximately 14,000 sq m, with an aggregate plot ratio of 2.2 and a plot ratio GFA of approximately 30,000 sq m. Vanke holds 85% equity interest in the project and is subject to a land premium payment of approximately RMB62 million.

7. Mingzhu Road Land Lot, Gaoxin District, Ningbo. The project is located at the west section of Ningbo Hi-tech Industrial Development Zone, extending east to Canghai Road and south to Mingzhu Road, while roads under planning lie to the north and west of the project. The net site area of the project is approximately 48,000 sq m, with an aggregate plot ratio of 2.2 and a plot ratio GFA of approximately 106,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB957 million.

8. Baihui Project, Binjiang New City, Changsha. The project is located at the core area of Binjiang New City, Yuelu District, Changsha, extending east to Xiaoxiang Avenue, west to Yinyue Road and Guanshaling Road, south to Yuewei Secondary School under planning and north to Shijiagang Water Park. The construction site area of the project is approximately 159,000 sq m, with an aggregate plot ratio of 3.68 and a plot ratio GFA of approximately 586,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB742 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, 5 June 2013