



CHINA VANKE CO., LTD.

Announcement Regarding Sales In June 2013 And Newly Added Development Projects

In June 2013, the Company realized a sales area of 1,116,000 sq m, with a sales amount of RMB13.49 billion. Between January and June in 2013, the Company realized accumulated sales area of 7,164,000 sq m, with a sales amount of RMB83.67 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 five new projects since the disclosure of the sales report for May 2013. Details of the projects are as follows:

1. Gaotie Xincheng Huaqiucun Project, Yuhua District, Changsha. The project is located at the core area of Gaotie Xincheng, Yuhua District, Changsha, extending south to Laodong Road East, east to Hongqi Road, while Yangqing Road lies to the west and north of the project. The net site area of the project is approximately 351,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 1,016,000 sq m. Vanke holds 80% equity interest in the project and is subject to a land premium payment of approximately RMB1,351 million.

2. Nanxian Huayuan Project, Ouhai District, Wenzhou. The project is located inside the facility zone of the ecology park of Chengdong New Town Area, Ouhai District, Wenzhou, extending north to Railway Road South, south to land reserved for office use, and is bordered on the east and west by rivers. The net site area of the project is approximately 54,000 sq m, with a plot ratio of 2.7 and a plot ratio GFA of approximately 145,000 sq m. Vanke holds 60% equity interest in the project and is subject to a land premium payment of approximately RMB970 million.

3. Tianzhu Jiajiu Project, Beijing. The project is located at Tianzhu Town, Shunyi District, Beijing, extending south to Linyin Road and west to Huayuan Street West, while Cuizhu Xincun lies to the east and north of the project. The net site area of the project is approximately 18,000 sq m, with a plot ratio of 1.7 and a plot ratio GFA of approximately 31,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB89 million.

4. Sanhe Street Project, Xindu District, Chengdu. The project lies between Xindu District of Chengdu and Zhucheng District, and is 1 km outside the ring road, with Chuanshan Road 108 Guodao to the west and a planned site for commercial use to the north, while Pihe and Fuhe lies to the east and south of the project respectively. The net site area of the project is

approximately 111,000 sq m, with an aggregate plot ratio of 2.97 and a plot ratio GFA of approximately 330,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB674 million.

5. Yingke Yashan Project, Urumqi, Xinjiang. The project is located at the northern end of Yashan Forest Park, Shayibake District, Urumqi, with Huanwei Road and residential district to the east, roads and Yashan Forest Park to the west, and Yashan Forest Park to the south of the project; the project extends north to a completed residential district. The net site area of the project is approximately 159,000 sq m, with a plot ratio of 1.0 and a plot ratio GFA of approximately 159,000 sq m. Vanke holds 60% equity interest in the project and is subject to a land premium payment of approximately RMB155 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 July 2013