



CHINA VANKE CO., LTD.

Announcement Regarding Sales In July 2013 And Newly Added Development Projects

In July 2013, the Company realized a sales area of 1,182,000 sq m, with a sales amount of RMB13.97 billion. Between January and July in 2013, the Company realized accumulated sales area of 8,346,000 sq m, with a sales amount of RMB 97.65 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 15 new projects since the disclosure of the sales report for June 2013. Details of the projects are as follows:

1. Expanded Land Lot 205, Jingtou Yintai, Yuhua District, Changsha. The project is located at the core area of High-speed Railway New Town, Yuhua District, Changsha, extending east to Hongqi Road, south to Laodong Road East, while Vanke Global Village Project lies to the west and north of the project. The net site area of the project is 109,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of 327,000 sq m. Vanke holds 80% equity interest in the project and is subject to a land premium payment of approximately RMB790 million.
2. Project at Zhujiang Cross River Tunnel's End, Fangcun, Guangzhou. The project is located to the north of Fangcun Avenue, Liwan District, Guangzhou, to the west of Zhujiang Cross River Tunnel and to the south of the banks of Zhujiang. The net site area of the project is 7,100 sq m, with a plot ratio of 4.3 and a plot ratio GFA of approximately 30,700 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB603 million.
3. Liaobu Fushan Project, Dongguan. The project is located at the intersection of the southeast of Liaobu town, Dongguan and the north of Songshan Lake; it extends east to Ecological Avenue, south to a site pending for redevelopment, west to Jinxing Road and north to a site pending for redevelopment. The net site area of the project is 68,000 sq m, with a plot ratio of 2.2 and a plot ratio GFA of approximately 151,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB530 million.

4. Dream Town Project, Minhang, Shanghai. The project is located in Maqiao Town, Minhang District, Shanghai; extending east to Huaning Road, south to Yinchun Road, west to Fucai Road and north to Gaoya Corridor. The net site area of the project is 130,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 311,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,848 million.

5. The Eastern End of Zhangjiang High-tech Park Project, Pudong, Shanghai. The project is located at the Central District of Zhangjiang High-tech Park, Pudong District, Shanghai, extending east to Baiye Road, south to Huanke Road, west to Gebaini Road and north to Zhongke Road. The net site area of the project is 80,000 sq m, with a plot ratio of 2.86 and a plot ratio GFA of 219,000 sq m. Vanke holds 90% equity interest in the project and is subject to a land premium payment of approximately RMB4,383 million.

6. Chengnan Road Project, Jiaxing. The project is located in the Chengnan community of the Jiaxing Economic and Technological Development Zone; extending east to Chengnan Road, south to Guangqiong Road, west to a river way under planning, and north to Changmu Road. The net site area of the project is 32,000 sq m, with a plot ratio of 2.1 and a plot ratio GFA of 67,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB135 million.

7. Dream Town East Project, Ningbo. The project is located at Zhenhai New Town South District, Ningbo, extending east to a road under planning, south to Zhongguan Road, west to Tongxin Road and north to Hantang Road. The net site area of the project is 71,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of 127,000 sq m. Vanke holds 49% equity interest in the project and is subject to a land premium payment of approximately RMB197 million.

8. Qianjiang New City Project, Hangzhou. The project is located within Qianjiang New City, Jianggan District, Hangzhou, extending east to Wentao Road under planning, south to Yunhe Road East under planning, west to Huayuan Road under planning, and north to Shenghua road under planning. The net site area of the project is approximately 22,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 77,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB1,436 million.

9. Land Lot 2013-28, Huaihai Road West, Xuzhou. The project is located in Quanshan District, Xuzhou, extending east and south to the borders of the site, west to a road under planning, and north to New Huaihai Road West. The net site area of the project is approximately 21,000 sq m, with a plot ratio of 3.8 and a plot ratio GFA of approximately 77,000 sq m. Vanke holds 85% equity interest in the project and is subject to a land premium payment of RMB158 million.

10. Minghuang Project, Wujin District, Changzhou. The project is located within the Green Industry Cluster Demonstration Area, Wujin District, Changzhou, extending east to Wuyi Road, south to a road under planning, west to Fenglin Road, and north to Gehu Road West. The net site area of the project is approximately 94,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 235,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB507 million.

11. The project in the core area of Daxing New City, Beijing. The project is located in Huangcun Town, Daxing District, Beijing; it extends south and west to Yizhong Road, east to Xinyuan Avenue, and north to Hengyi Road under planning. The net site area of the project is approximately 64,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of approximately 127,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of RMB563 million.

12. Qian Taolin Project, Qingdao. The project is located in Chengyang community, Chengyang District, Qingdao and at both ends of Mincheng Road under planning; it extends west to Taicheng Road under planning, and to its north lies Zhenyuan Community under construction. The net site area of the project is approximately 129,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 230,000 sq m. Vanke holds 80% equity interest in the project and is subject to a land premium payment of RMB308 million.

13. Jincheng Project, Wuhan. The project is located in Guanshan Village, Wuhan East Lake High-tech Development Zone, extending east to a road under planning, south to Taoyuan Road, west to Xiong Zhuang Road, and north to Xiongchu Avenue. The net site area of the project is approximately 38,000 sq m, with a plot ratio of 5.29 and a plot ratio GFA of approximately 203,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB689 million.

14. 35 Acres Project, Gaoxin, Xi'an. The project is located to the west of One Gaoxin Road, to the south of Three Keji Road, to the north of Four Keji Road, and to the east of Gaoxin No. 1 Primary School (under planning) in Xi'an City. The net site area of the project is approximately 24,000 sq m, with a plot ratio of 6.3 and a plot ratio GFA of approximately 150,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB178 million.

15. Vanke Meijing Vanke City Project, Zhengzhou. The project is located in Xiangying Village, Gaoxin District, Zhengzhou City, extending east to West Fourth Ring, south to Yulan Street West, west to Xushuihe Road East, and north to Fengxiang Street. The net site area of the project is approximately 190,000 sq m, with a plot ratio of 2.85 and a plot ratio GFA of approximately 543,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of RMB648 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, 7 August 2013