



CHINA VANKE CO., LTD.

Announcement Regarding Sales In August 2013 And Newly Added Development Projects

In August 2013, the Company realized a sales area of 1,330,000 sq m, with a sales amount of RMB15.28 billion. Between January and August in 2013, the Company realized accumulated sales area of 9,676,000 sq m, with a sales amount of RMB112.93 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 7 new projects since the disclosure of the sales report for July 2013. Details of the projects are as follows:

1. Dongcheng Avenue Project, Guancheng, Dongguan. The project is located on the south side of Dongcheng Avenue, Guancheng District, Dongguan; extending east to Wangzu Jiayuan, west to Lifeng Road, south to a road under planning, and north to Dongcheng Road. The net site area of the project is approximately 9,000 sq m, with a plot ratio of 3.2 and a plot ratio GFA of approximately 29,000 sq m. Vanke holds 55% equity interest in the project and is subject to a land premium payment of approximately RMB100 million.
2. Fengqi Road Project, Yinzhou District, Ningbo. The project is located at Panhuo Street, Yinzhou District, Ningbo; extending east and south to roads under planning, west to Fengqi Road North and north to a river. The net site area of the project is approximately 43,000 sq m, with a plot ratio of 2.3 and a plot ratio GFA of approximately 101,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB453 million.
3. Anyuan Road Project, Xiangcheng District, Suzhou. The project is located in the business area of Xiangcheng District Centre, Suzhou City; extending east to Yuyao Road, south to Anyuan Road, west and north to roads under planning. The net site area of the project is approximately 139,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 416,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB2,080 million.

4. West side of Baiye Road Project, Zhangjiang Pudong, Shanghai. The project is located in the central district of the Zhangjiang High-Tech Park, Pudong New District, Shanghai; extending east to Baiye Road, south to Huanke Road, west to Naxian Road and north to Zhongke Road. The net site area of the project is approximately 25,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 74,000 sq m. Vanke holds 90% equity interest in the project and is subject to a land premium payment of approximately RMB1,442 million.

5. Beiyujia Project, Yantai Development Zone. The project is located at the Yantai Development Zone; extending east to Liulin River, west to Ningbo Road, south to Beijing Road Central, and north to the border of the site. The net site area of the project is approximately 241,000 sq m, with a plot ratio of 2.6 and a plot ratio GFA of approximately 628,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB91 million.

6. Commercial and Financial Site 007 Project, Taihu, Tongzhou, Beijing. The project is located at Taihu Town, Tongzhou District, Beijing; extending southeast to Yizhuang Dongshi Fifth Road East, south to Zhanqian Street Third Street South, west to Yizhuang Dongshi Fourth Road East and northeast to Zhanqian Street. The net site area of the project is approximately 35,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 104,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,020 million.

7. Land Lot LH9-2-95, Lianhu District, Xi'an. The project is located to the north of Zaoyuan Road West, Lianhu District, Xi'an City, extending east and south to the site of Vanke Joying Golden City Project, west to the Greenbelt Protection Region of Xihu Railway and north to the Greenbelt Protection Region of Longhai Railway. The net site area of the project is approximately 37,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 147,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB220 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 September 2013