



CHINA VANKE CO., LTD.

Announcement Regarding Sales In September 2013 And Newly Added Development Projects

In September 2013, the Company realized a sales area of 1,311,000 sq m, with a sales amount of RMB15.57 billion. Between January and September in 2013, the Company realized accumulated sales area of 10,987,000 sq m, with a sales amount of RMB128.50 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 August 2013. Details of the projects are as follows:

1. Liuxiandong Project, Nanshan, Shenzhen. The project is located on the south side of Liuxian Avenue, Nanshan District, Shenzhen; extending east to Shigu Road and Shigu Garden, south to Liuxin Road South, west to Chuangke Road, and north to Xingke Road under planning. The net site area of the project is approximately 394,000 sq m, with a plot ratio of 3.39 and a plot ratio GFA of approximately 1,336,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB5,399 million.

2. Humen Daning Project, Dongguan. The project is at the junction between Changde Road and Jingang Second Road in Daning Community, Humen Town, Dongguan; it is located to the west of Jingang Second Road, east of Jiedong Road, north of Jinning Road West, and south of Changde Road. The net site area of the project is approximately 350,000 sq m, with a plot ratio of 2.24 and a plot ratio GFA of approximately 784,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB3,140 million.

3. Land Lots 2013G01, 2013G02 and 2013G03, Zhangzhou. The project is located on the southeast side of Municipal Government, Xiangcheng District, Zhangzhou. The total site area of the project is approximately 236,000 sq m, with a plot ratio of 3.42 and a plot ratio GFA of approximately 805,000 sq m, including a GFA of approximately 243,000 sq m for resettlement housing. Vanke holds 60% equity interest in the project and is subject to a land premium payment of approximately RMB902 million.

4. Land Lot 2013-9, Beifeng, Fengze District, Quanzhou. The project is located in the Beifeng area, Fengze District, Quanzhou; it is situated to the west of Provincial Highway 307, east of a park under planning, north of Jiangbin Road North, and south of a road under planning. The site area of the project is approximately 90,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 316,000 sq m. Vanke holds 60% equity interest in the project and is subject to a land premium payment of approximately RMB423 million.

5. Land Lot of Shishi Central City District. The project is located to the west of Xuefu Road, east and north of roads under planning, and south of Jialu Road, in Baogai Town, Shishi, Quanzhou. The site area of the project is approximately 83,000 sq m, with a plot ratio of 2.56 and a plot ratio GFA of approximately 212,000 sq m. Vanke holds 70% equity interest in the project and is subject to a land premium payment of approximately RMB389 million.

6. Jishan Road East Project, Huaqiao Economic Development Zone, Kunshan. The project is located in Huaqiao Economic Development Zone, Kunshan, Suzhou; it is situated to the north of Wusong River, south of Vanke Glamorous City, east of Jishan Road, and west of a site to be developed. The net site area of the project is approximately 130,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 325,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB568 million.

7. Liangzhu New City Project, Yuhang District, Hangzhou. The project is located to the west of Shugang Road in the core area of Liangzhu New City, Yuhang District, Hangzhou, and to the east of Lixin Road, north of Yuniao Road, and south of National Highway 104. The net site area of the project is approximately 56,000 sq m, with a plot ratio of 2.5 and a plot ratio GFA of approximately 141,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB682 million.

8. Land Lot No. 9, Changyang, Fangshan, Beijing. The project is located to the north of Linyin Road, east of Huayuan Street West, and west and south of Cuizhu New Village of Changyang Town, Fangshan District, Beijing. The net site area of the project is approximately 64,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 156,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB900 million.

9. Land Lot 02, Baoshui District, Tianzhu, Beijing. The project is located in Tianzhu Town, Shunyi District, Beijing, and to the west of Jinhang Road Central, north of Baolian First Street, and east of a road under planning. The net site area of the project is approximately 17,000 sq m, with a plot ratio of 2.6 and a plot ratio GFA of approximately 45,000 sq m. Vanke holds 97% equity interest in the project and is subject to a land premium payment of approximately RMB211 million.

10. Changsha Road Project, Qingdao. The project is located to the north of Changsha Road, east of Chongqing Road, west of Ningxiang Road, and south of a road under planning in Shibei District, Qingdao. The net site area of the project is approximately 69,000 sq m, with a plot ratio of 2.8 and a plot ratio GFA of approximately 192,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB885 million.

11. Gailanxi Project, Jiangbei District, Chongqing. The project is located to the west of Xingai Road, east of Gailanxi, south of Haier Road, and north of a site for a plaza under planning in Gailanxi Area, Jiangbei Town, Jiangbei District, Chongqing. The net site area of the project is approximately 282,000 sq m, with an aggregate plot ratio of 4.38 and a plot ratio GFA of approximately 1,237,000 sq m. Vanke holds 52.76% equity interest in the project and is subject to a land premium payment of approximately RMB2,835 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, 8 October 2013