



CHINA VANKE CO., LTD.

Announcement Regarding Sales In October 2013 And Newly Added Development Projects

In October 2013, the Company realized a sales area of 1,677,000 sq m, with a sales amount of RMB17.35 billion. Between January and October in 2013, the Company realized accumulated sales area of 12,663,000 sq m, with a sales amount of RMB145.85 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 9 new projects since the disclosure of the sales report for September 2013. Details of the projects are as follows:

1. Huashan Project, Huadu, Guangzhou. The project is located in the northeast of Huadu District, west of Daguang Highway, east of 106 State Highway and north of Huashan Town Government, Guangzhou. The net site area of the project is approximately 127,000 sq m, with a plot ratio of 2.2 and a plot ratio GFA of approximately 279,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of RMB397 million.
2. Land Lot B21 Finance District C, Foshan. The project is located in Zone B21, Guicheng Finance District C, Nanhai District, Foshan; it is situated to the south of Baoshi Road East and to the east of Foshan First Ring. The total site area of the project is approximately 31,000 sq m, with a plot ratio of 4.2 and a plot ratio GFA of 130,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB511 million.
3. Land Lot B7 Project, Binjiang New City of the Pilot Area, Changsha. The project is located in Huoli Shenghuo District in the south of Binjiang New City of the Pilot Area of Changsha; extending south to Tongzipo Road, east to Xiaoxiang Avenue and Xiangjiang, west to Xiangyue North Road and north to Yuelu Avenue. The net site area of the project is approximately 245,000 sq m, with an aggregate plot ratio of 4.75 and a plot ratio GFA of approximately 1,162,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB1,628 million.

4. Land Lots K12/13, Meixi Lake of the Pilot Area, Changsha. The project is located in the core area of Meixi Lake of the Pilot Area, Changsha; extending south to D7 Road and High School of Normal University and Bocai Primary School, east to Taohualing Scenic Area Road, west to Meixi Lake Road, north to Meixi Lake Road and No. 1 Zhongjian Meixi Lake Project. The net site area of the project is approximately 129,000 sq m, with an aggregate plot ratio of 2.41 and a plot ratio GFA of approximately 312,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB964 million.

5. Jingfang Project, Jianggan District, Hangzhou. The project is located within Jiangfang Zone, Qianjiang New City Phase One, Jianggan District, Hangzhou; extending east to Jinghang Canal, south to Land Lot FG02-R22-05 where a primary school with 30 classes will be built, west to Shuixiang Road under planning, and north to Taohuaan Road under planning. The net site area of the project is 52,000 sq m, with a plot ratio of 2.6 and a plot ratio GFA of approximately 135,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of RMB1,148 million.

6. Huangyu F-10 Project, Longwan District, Wenzhou. The project is located within Huangyu zone of Wenzhou City Longwan Hi-tech Industrial Park, extending east to Yangshangxi River, south to Ouhai Avenue, west to Jiangnan Road, and north to Railway Road South. The net site area of the project is approximately 46,000 sq m, with a plot ratio of 2.8 and a plot ratio GFA of approximately 128,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB1,203 million.

7. Land Lot A, New Huaihai Road West, Xuzhou. The project is located along New Huaihai Road West, Quanshan District, Xuzhou, extending east to a road under planning, south to New Huaihai Road West, west to Third Ring Road West, and north to the borders of the site. The net site area of the project is approximately 38,000 sq m, with a plot ratio of 3.9 and a plot ratio GFA of approximately 151,000 sq m. Vanke holds 85% equity interest in the project and is subject to a land premium payment of RMB241 million.

8. Dongjun Second Phase Project, Jimo, Qingdao. The project is located in Jimo City Economic Development Zone, Qingdao, extending south to Liaohe River First Road, west to a road under planning, east to Buxi Road and north to a river. The net site area of the project is approximately 84,000 sq m, with a plot ratio of 2.2 and a plot ratio GFA of approximately 185,000 sq m. Vanke holds 55% equity interest in the project and is subject to a land premium payment of approximately RMB35 million.

9. Shaanxi Heavy Machinery Factory Project, Xi'an. The project is located in the Chanba Ecological District and at the southeast end of the junction between the eastern part of the city and North Second Ring Road; it extends east and south to a

road under planning respectively, west to East Second Ring Road and north to Guang'an Road. The net site area of the project is approximately 175,000 sq m, with a plot ratio of 3.91 and a plot ratio GFA of approximately 686,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,105 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 November 2013