



CHINA VANKE CO., LTD.

Announcement Regarding Sales In November 2013 And Newly Added Development Projects

In November 2013, the Company realized a sales area of 1,272,000 sq m, with a sales amount of RMB14.04 billion. Between January and November in 2013, the Company realized accumulated sales area of 13,935,000 sq m, with a sales amount of RMB159.88 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 8 new projects since the disclosure of the sales report for October 2013. Details of the projects are as follows:

1. Huangge Avenue Project, Nansha District, Guangzhou. The project is located at the east end of Huangge Avenue, Nansha District, Guangzhou; extending east to Dashanna and south to Dashanna, with Huangge Avenue on the west and a primary school (under planning) on the north of the project. The net site area of the project is 157,000 sq m, with a plot ratio of 1.6 and a plot ratio GFA of approximately 251,000 sq m. Vanke holds 83% equity interest in the project and is subject to a land premium payment of approximately RMB350 million.

2. Block B23-24 Finance District C, Guicheng Subdistrict, Nanhai District, Foshan. The project is located to the east of Foshan First Ring Road and south of Haiba Road. The net site area of the project is 189,000 sq m, with a plot ratio of 4.2 and a plot ratio GFA of 794,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB3,128 million.

3. Chengxiang Subdistrict Project, Xiaoshan District, Hangzhou. The project is located in Xiaoshan New District; extending east to Xixingzhi River, south to planned Xiaohang Road, west to Qianmo Road and north to planned Shanyin Road. The net site area of the project is 67,000 sq m, with a plot ratio of 2.8 and a plot ratio GFA of 189,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,510 million.

4. The Paradiso A-04 Project, Tangshan. The project is located in Lubei District of Tangshan City; it is at the north end of Jianhua Road East, east end of River Dou, and south end of Hedong Road. The net site area of the project is 27,000 sq m, with an

aggregate plot ratio of 3.3 and a plot ratio GFA of 89,000 sq m. Vanke holds 40% equity interest in the project and is subject to a land premium payment of approximately RMB34 million.

5. Dalianmen Project, Ganjingzi District, Dalian. The project is located in Zhoushuizi Subdistrict, Ganjingzi District, Dalian; it extends south to Xiangzhou Road, west to Huabei Road, east to Ganjingzi District Fire Station, and north to Dingshan Park. The net site area of the project is 19,000 sq m, with a plot ratio of 2.0 and a plot ratio GFA of 38,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB182 million.

6. Land Lot No.4, Zhangmatun, Jinan. The project is located in Licheng District of Jinan; it is to the south of Gongye Road North, east of Aoti Road Central, south and east to roads under planning. The net site area of the project is 113,000 sq m, with a plot ratio of 2.8 and a plot ratio GFA of approximately 317,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB935 million.

7. Land Lot No. 1 Project, Panlong, Chongqing. The project is located in Panlong, Jiulongpo District, Chongqing, extending east to Panlong Primary School, south to Panlong Zhengjie, west to a steel market, and north to Yunbu Park. The net site area of the project is 29,000 sq m, with an aggregate plot ratio of 4.5, 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 approximately RMB295 million.

8. Suzhou Road Project, Urumqi. The project is located on Suzhou Road East, Shuimogou District, Urumqi, extending east to a road under planning, south to a municipal park, west to a road under planning, and north to Suzhou Road East. The net site area of the project is approximately 81,000 sq m, with an aggregate plot ratio of 2.5, and a plot ratio GFA of approximately 202,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB451 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 periodic figure for investors' reference only.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 5 December 2013