



CHINA VANKE CO., LTD.

Announcement Regarding Sales In December 2013 And Newly Added Development Projects

In December 2013, the Company realized a sales area of 976,000 sq m, with a sales amount of RMB10,950 million. Between January and December in 2013, the Company realized accumulated sales area of 14,899,000 sq m, with a sales amount of RMB170,940 million. 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 12 new projects since the disclosure of the sales report for November 2013. Details of the projects are as follows:

1. West Dream Town Project, Dalian. The project is located at Xinanjiao of the Dream Town Project, Jinzhou New District, Dalian, and it is to the east of the equipment plant of Jinzhou Railway. The net site area of the project is approximately 16,000 sq m, with a plot ratio of 2.66 and a plot ratio GFA of approximately 43,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB73 million.

2. Nujiang North Street Project, Shenyang. The project is located at Huanggu District in Shenyang, extending east to roads under planning, south to the land use boundary, west to the extension line of Nujiang North Street, and north to Wenda Road. The net site area of the project is approximately 200,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 480,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB620 million.

3. Land Lot 03-38 Project, Yuzhuang, Gaoliying Town, Shunyi, Beijing. The project is located to the west of Donggaobai Road, and Northeast of Road No. 6 under planning, and to the south of Road No. 2 under planning of Yuzhuang, Gaoliying Town, Shunyi District, Beijing. The net site area of the project is approximately 190,000 sq m, with an average plot ratio of 0.9 (plot ratio for commodity housing, commercial or public construction is 1.1, while plot ratio for tourism facilities is 0.6), and a plot ratio GFA of approximately 171,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB3,300 million.

4. Land Lot C Project, Advertising Industrial Zone, Qingdao. The project is located to the west of Fucheng Road, east of Chuncheng Road, and south of Xinyang Road of

Chengyang District, Qingdao. The net site area of the project is approximately 69,000 sq m, with a plot ratio of 1.5 and a plot ratio GFA of approximately 100,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB77 million.

5. Longxi Project, Jiangning South Station, Nanjing. The project is located at the west area of South Plaza Station, South Railway Station, Jiangning District, Nanjing; it is to the west of Meixiang Road, east of Station West Road No. 4 under planning, and south of Jinyang West Street. The net site area of the project is approximately 36,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 108,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB710 million.

6. Changjiang Road South Project, Yijiang, Wuhu. The project is located in Chengnanbinjiang, Yijiang District, Wuhu; it is to the west of Zhongshan Road South, north of Dida Oakland Community, east of Changjiang Road South, and south of Wuxiashan Road West. The net site area of the project is approximately 122,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 366,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB838 million.

7. Land Lots K+L+M and N+O, New Huaihai Road West, Quanshan, Xuzhou. The project is located along New Huaihai Road, Quanshan District, Xuzhou and on both ends of Gongnong Road East. The net site area of the project is approximately 63,000 sq m, with a plot ratio of 4.05 and a plot ratio GFA of approximately 255,000 sq m. Vanke holds 85% equity interest in the project and is subject to a land premium payment of RMB501 million.

8. Vanke Building Project, Nanning. The project is located at the south end of Wuxiang Avenue, Wuxiang New District, Nanning, and the core area of future new city's central business district. The net site area of the project is approximately 26,000 sq m, with an average plot ratio of 4.6 and a plot ratio GFA of approximately 118,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB139 million.

9. A32 Street Project, Financial District C, Guicheng Street, Nanhai, Foshan. The project is located to the south of Haiba Road and east of Huacui Road, Guicheng, Nanhai District, Foshan. The total construction area of the project is approximately 25,000 sq m, with an average plot ratio of 5.8 and a plot ratio GFA of approximately 146,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of RMB533 million.

10. Qingxi Road Project, Shiqi, Zhongshan. The project is located at the south end of Qingxi Road East, Shiqi District, Zhongshan, and to the west of Heyi Road; it extends

south to the north of Zhenxing Road, and south of Huajie steel pipe plant. The total site area of the project is approximately 144,000 sq m, with a plot ratio of 2.96 and a plot ratio GFA of approximately 426,000 sq m. Vanke holds 75% equity interest in the project and is subject to a land premium payment of RMB725 million.

11. Aviation Port Area Project, Zhengzhou. The project is located to the west of Yinhe Road (Nanshuibeidiao Canal), Aviation Port Area, Zhengzhou, north of Shengjin Road, east of Zhengganger Street, and south of Hongyun Road. The net site area of the project is approximately 173,000 sq m, with an aggregate plot ratio of 2.5 and a plot ratio GFA of approximately 447,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB380 million.

12. Ertangcheng Zhongcun 362 Mu Project, Nanan, Chongqing. The project is located to the west of Jiaotong University, Xuefu Avenue, Nanan District, Chongqing, east of Binjiang Plaza under planning, and south of Ertang Branch Road under planning. The net site area of the project is approximately 241,000 sq m, with an aggregate plot ratio of 3.5 and a plot ratio GFA of approximately 846,000 sq m. Vanke holds 49% equity interest in the project and is subject to a land premium payment of approximately RMB1,117 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 for investors' reference to the current stage only.

Board of Directors
China Vanke Co., Ltd.

Shenzhen, 4 January 2014