



CHINA VANKE CO., LTD.

Announcement Regarding Sales In January 2014 And Newly Added Development Projects

In January 2014, the Company realized a sales area of 1,946,000 sq m, with a sales amount of RMB27,650 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 3 new projects since the disclosure of the sales report for December 2013. Details of the projects are as follows:

1. Qizhong Project (Land Lot 164), Minhang, Shanghai. The project is located in Maqiao Town, Minhang District, Shanghai; it is to the north of Land Lot 16A-08A of Maqiao Base, south of Yinqiu Road, west of Fuzhuo Road and east of Jingguanhe Road. The net site area of the project is 81,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of 194,000 sq m. Vanke holds 70% equity interest in the project and is subject to a land premium payment of approximately RMB989 million.
2. Huanyuanzhong Road Project, Xi'an. The project is located at the relic site of Daming Palace, Qujiang, Yanta District, Xi'an; it is to the north of Fengchengsi Road, south of Huanyuanzhong Road, and east of roads under planning. The net site area of the project is approximately 66,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 230,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB404 million.
3. Jinyu Nanjun Project, Kunming. The project is located in Yiliu Subdistrict, Guandu District, Kunming; it is to the west of Kunluo Road, east of Caiyun North Road, north of the greening area atop of Wulacun Railway Depot, and south of Yunfu Road. The net site area of the project is approximately 213,000 sq m, with an aggregate plot ratio of 2.72 and a plot ratio GFA of approximately 580,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB500 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 February 2014