



## **CHINA VANKE CO., LTD.**

### **Announcement Regarding Sales In February 2014 And Newly Added Development Projects**

In February 2014, the Company realized a sales area of 993,000 sq m, with a sales amount of RMB12,150 million, representing increases of 19.4 per cent and 29.6 per cent from those of the corresponding period last year. Between January and February in 2014, the Company realized accumulated sales area of 2,939,000 sq m, with a sales amount of RMB39.79 billion, which were 20.4 per cent and 39.9 per cent higher than those of the corresponding period last year. 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 2 new projects since the disclosure of the sales report for January 2014. Details of the projects are as follows:

1. Qiliqu Project, Changping, Beijing. The project is located between Fifth Ring North Road and Sixth Ring Road in the southeastern part of Changping District, Beijing, on the west end of Qiliqu No. 1 Road, east end of Qiliqu West Road, north end of Zhuxin Zhuang Road Central and south end of Zhuxin Zhuang Road North. The net site area of the project is approximately 69,000 sq m, with a plot ratio of 2.5 for the residential area (a plot ratio of 3.2 for the public area), and a plot ratio GFA of approximately 203,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB1,804 million.
2. Glamorous City II Project, Zhengzhou. The project is located in the Aviation Port Area, Zhengzhou; it is on the west end of Yinhe Road, east end of Zhenggang Second Road, north end of Shengjin Road, and south end of Hongyun Road. The net site area of the project is approximately 38,000 sq m, with a plot ratio of 3.0 and a plot ratio GFA of approximately 118,000 sq m. Vanke holds 51% equity interest in the project and is subject to a land premium payment of approximately RMB99 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 March 2014