



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

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

In March 2014, the Company realized a sales area of 1,211,000 sq m, with a sales amount of RMB 14,430 million. Between January and March in 2014, the Company realized accumulated sales area of 4,150,000 sq m, with a sales amount of RMB 54.23 billion, which were 11.7 per cent and 24.2 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 5 new projects since the disclosure of the sales report for February 2014. Details of the projects are as follows:

1. Huangbu Bus Station Project, Guangzhou. The project is located on the east side of Huangbu Bus Station, Huangbu District, Guangzhou, south side of Huangbu Road East, and northwest side of Longyanwei. The net site area of the project is approximately 24,000 sq m, with a plot ratio of 4.0 and a plot ratio GFA of approximately 97,000 sq m. Vanke holds 70% equity interest in the project and is subject to a land premium payment of approximately RMB296 million.
2. Longgang Sanguan Project, Shenzhen. The project is located on the south side of Longcheng Plaza, Longgang Centre, Longgang District, Shenzhen, and at the junction between Longcheng Avenue and Longgang Avenue. The net site area of the project is approximately 67,000 sq m, with a plot ratio of 3.88 and a plot ratio GFA of approximately 251,000. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1,766 million.
3. Shidai Plaza Project, Nanchang. The project is located in the Fenghuang Zhou area, Honggutan New District, Nanchang; it is on the west side of Fenghuang Avenue North, east side of Diezihu Avenue, north side of Lushan Avenue South, which is the city's main road, and south side of Xiangjiang Road. The net site area of the project is approximately 84,000 sq m, with a plot ratio of 3.5 and a plot ratio GFA of approximately 293,000. Vanke holds 30% equity interest in the project and is subject to a land premium payment of approximately RMB341 million.
4. North of Tianshengqiao Avenue, Lishui, Nanjing. The project is located in the southeast part of the old town centre of Lishui District, Nanjing; it is on the west side of Xueli East Road, east side of Yifeng North Road, and north side of Tianshengqiao Avenue. The net site area of the project is approximately 219,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 525,000 sq m. Vanke holds 100% equity interest in the project and is subject to a land premium payment of approximately RMB1.1 billion.

5. 28th City Block, Shunyi New Town, Beijing. The project is located between Fifth Ring and Sixth Ring, northeast of Beijing; it is in the southwest part of Shunyi District, on the west side of Zhongning East Road (provisional name), east side of Zhongning West Road (provisional name) and north side of Tianzhu Street Two (provisional name) and south side of Tianzhu Road. The net site area of the project is approximately 23,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 41,000 sq m. Vanke holds 50% equity interest in the project and is subject to a land premium payment of approximately RMB189 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, 4 April 2014