



CHINA VANKE CO., LTD.
Announcement Regarding Sales In April 2014
And Newly Added Development Projects

In April 2014, the Company realized a sales area of 1,093,000 sq m, with a sales amount of RMB12.75 billion. Between January and April in 2014, the Company realized accumulated sales area of 5,243,000 sq m, with a sales amount of RMB66.98 billion, which were 8.7 per cent and 19.6 per cent higher than those of the corresponding period of 2013. 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 March 2014. Details of the projects are as follows:

1. Guanlan Jiulong Hill Project, Shenzhen. The project is located on Guanlan Street of Longhua New District, Shenzhen, south of Yuexing Road and east of Huaguan Avenue. The net site area of the project is approximately 61,000 sq m, with a plot ratio of 2.4 and a plot ratio GFA of approximately 146,000 sq m. Vanke holds 100 per cent equity interest in the project and is subject to a land premium payment of approximately RMB850 million.
2. Qingpu Zhaoxiang Project, Shanghai. The project is located in the special residential area in Zhaoxiang town, Qingpu District, Shanghai, east of Xintongbo Pool, west of Zhiwang Road, south of a planned public green space and north of Yejin Road. The net site area of the project is approximately 96,000 sq m, with a plot ratio of 1.02 and a plot ratio GFA of approximately 98,000 sq m. Vanke holds 10 per cent equity interest in the project and is subject to a land premium payment of approximately RMB101 million.
3. Subsequent Project of Langrun Garden, Dalian. The project is located in Qiange Village of Airport New Area, Ganjingzi District, Dalian. It is on the west side of the project site of Langrun Garden and on the south side of Lantian Mountain Villa Residential Community. The net site area of the project is approximately 39,000 sq m, with a plot ratio of 1.8 and a plot ratio GFA of approximately 71,000 sq m. Vanke holds 100 per cent equity interest in the project and is subject to a land premium payment of approximately RMB148 million.
4. Gaojiabao Project, Xi'an. The project is located in Yanta District, Xi'an, west of Xifeng Road, south of Yanhuan Road, and north of a planned road. The net site area of the project is approximately 115,000 sq m, with a plot ratio of 4.15 and a plot ratio GFA of approximately 477,000 sq m. Vanke holds 80 per cent equity interest in the project and is subject to a land premium payment of approximately RMB760 million.

5. Glamorous City Phase III Project, Zhengzhou. The project is located in Zhengzhou Airport Zone, east of Yinhe Road, west of Zhenggang Second Street, south of Shengjin Road, and north of Hongyun Road. The net site area of the project is approximately 4,000 sq m, with a plot ratio of 3 and a plot ratio GFA of approximately 12,000 sq m. Vanke holds 51 per cent equity interest in the project and is subject to a land premium payment of approximately RMB9.6 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, 6 May 2014