



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

In May 2014, the Company realized a sales area of 1,229,000 sq m, with a sales amount of RMB14.54 billion. Between January and May in 2014, the Company realized an accumulated sales area of 6,473,000 sq m, with a sales amount of RMB81.52 billion, which were 7.0 per cent and 16.2 per cent higher than those of the corresponding period of 2013 respectively. 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 April 2014. Details of the projects are as follows:

1. Beijing Daxing Huang Village C2 project. The project is located in the Huang Village Town, Daxing District, which situated between the Fifth Ring South and Sixth Ring South, extending east from Land lots DX00-0101-0801, 0802,0804 and 0803 east to the west red line of Yizhong Road, south to the north red line of Xinghua Avenue, west to the east red line of Guihuazong First Road, and north to the south red line in Guihuaheng First Road, Beijing. Land lot DX00-0101-1101 extends east to the west red line of Yizhong Road, south to the north red line of Guihuazong First Road, west to the east red line of Guihuazong First Road, and north to the south red line of Xinghua Avenue. The net site area of the project is approximately 47,000 sq m, with a plot ratio of 1.5/1.6/2.5 (a consolidated plot ratio of 2.0) and a GFA of approximately 95,000 sq m basing on the aforementioned plot ratio. Vanke holds 50 per cent equity interest in the project and is subject to a land premium payment of approximately RMB382 million.
2. Shenyang Chemical Plant A Project. The project is located between the First Ring and Second Ring of Tiexi District, extending east to Weigong Road, south to Beisazong Road, west and north to planned roads, Shenyang. The net site area of the project is approximately 52,000 sq m, with a plot ratio of 3.0 and a GFA of approximately 155,000 sq m basing on aforementioned plot ratio. Vanke holds 100 per cent equity interest in the project and is subject to a land premium payment of approximately RMB545 million.

3. Nanning Charming City Project. The project is located in Wuxiang new district, which is between the Outer Ring and Inner Ring of the northern Liangqing District, the east side of Pingle Avenue, and north side of Datie Road, Nanning. The net site area of the project is approximately 104,000 sq m, with a consolidated plot ratio of 3.2 and a GFA of approximately 333,000 sq m basing on aforementioned plot ratio. Vanke holds 100 per cent equity interest in the project and is subject to a land premium payment of approximately RMB448 million.

Among the abovementioned projects, certain of them 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 June 2014