


Sep
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NEWSLETTER

Newsletter of September 2012

Share Information

Stock Code: 3900.HK

Share Price: HK\$8.79*

52-week share price:

HK\$3.02 - HK\$9.66

Shares Outstanding: 2,131M

Market Cap: HK\$18.73B*

FYE: 31 Dec

* As at 12 September 2012

Pre-sale Overview

In August 2012, Greentown Group launched a total of 8 new projects or phases of projects, with total saleable area of approximately 100,000 sqm.

Sales performance of major newly launched projects in August 2012 is set out below:

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Changzhou Yulan Garden	High-rise apartment	30,490	21,219	149	7,030
Zhoushan Changzhidao Project	Villa	17,689	2,651	84	31,494
Hangzhou Hope Town	High-rise apartment	6,768	5,082	72	14,197
Fuyang Harmony Garden	High-rise apartment	5,597	1,508	19	12,480
Nantong Rose Garden	High-rise apartment	23,510	1,743	19	10,648
Haining Lily New Town	Retail space	6,250	692	14	20,220
Hangzhou Orchid Residence	Serviced Apartment	9,220	330	10	30,463
Total		99,524	33,225	367	11,023



In August 2012, Greentown Group recorded total sales of 1,363 units, with total saleable area of approximately 224,000 sqm. Monthly sales amounted to approximately RMB4.4 billion. For the 8 months ended 31 August 2012, Greentown Group achieved a YTD sales of approximately RMB30 billion (including RMB2.8 billion agreement sales), of which approximately RMB16.39 billion was attributable to the Group.

New Projects Acquired during the Month

Tongxiang Yada International Health Ecological Park Project is located in Bai Ma Dun Village, Wuzhen Town, Tongxiang City, Zhejiang Province. The land will be developed mainly for residential purposes with a total site area of approximately 233,000 sqm, and a planned above-ground GFA of approximately 156,000 sqm. Total land cost was approximately RMB 190 million. The project will be developed under the theme of “retirement-property project”. The land was acquired through auction in the open market and the Group owns 50% equity interest in the project.

(All figures contained in this newsletter are unaudited)

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