


**Dec**
**2012**
**NEWSLETTER**

## Newsletter of December 2012

### Share Information

**Stock Code:** 3900.HK

**Share Price:** HK13.32\*

**52-week share price:**

HK\$3.02 - HK\$13.44

**Shares Outstanding:** 2,140M

**Market Cap:** HK\$28.51B\*

**FYE:** 31 Dec

\* As at 7 December 2012

### Pre-sale Overview

In November 2012, Greentown Group launched a total of 9 new projects or phases of projects, with total saleable area of approximately 220,000 sqm.

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

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Shanghai Greentown Bund No.8	Office	22,382	22,382	1,680	75,060
Hangzhou Xizi International	Serviced apartment	11,787	9,421	359	38,123
Hangzhou Xizi International	Office	6,449	4,751	164	34,593
Hainan Clear Water Bay	High-rise apartment	10,952	7,880	125	15,836
Qingdao Ideal City	High-rise apartment	63,854	8,552	85	9,927
Jinan Lily Garden	High-rise apartment	12,398	5,962	50	8,446
Changzhou Yulan Square	High-rise apartment	77,000	6,030	44	7,292
Huzhou Majestic Mansion	High-rise apartment	5,684	1,544	15	9,783
Shenyang National Games Project	High-rise apartment	9,430	547	4	7,300
<b>Total</b>		<b>219,935</b>	<b>67,068</b>	<b>2,526</b>	<b>37,672</b>



In November 2012, Greentown Group recorded total sales of 1,847 units, with total saleable area of approximately 320,000 sqm. Monthly sales amounted to approximately RMB7.6 billion. For the 11 months ended 30 November 2012, Greentown Group achieved a YTD sales of approximately RMB48.4 billion (including RMB2.9 billion agreement sales), of which approximately RMB26 billion was attributable to the Group.

### **New Projects Acquired during the Month**

On 14 November 2012, the subsidiary of The Wharf (Holdings) Limited (stock code: 00004.HK) successfully acquired the land located in Buxiu Lane, Zhongshan District, Dalian City at the total land cost of RMB 2.028 billion via open auction. The total aggregate site area is approximately 85,700 sqm. with a total gross floor area of approximately 240,000 sqm. The land will be developed for residential purpose. On 15 November 2012, the Company entered into a framework agreement with Wharf, pursuant to which Greentown Group will jointly develop the project with Wharf on a 40:60 equity interest basis.

On 26 November 2012, the wholly-owned subsidiary of the Company acquired the land located in Qiaodong District, Jiande City, Zhejiang Province at the total land cost of RMB 479 million via open auction. The total aggregate site area is approximately 52,000 sqm. with a plot ratio of 2.4 and the gross floor area of approximately 120,000 sqm. The land will be developed for residential and commercial purposes. Currently, the Company enters into a cooperative agreement with an independent third party which will jointly develop the project on a 70:30 equity interest basis.

*(All figures contained in this newsletter are unaudited)*

#### **IR Contact**

**Mr. Simon Fung**

Chief Financial Officer  
Tel: +86 571 8839 1288  
Fax: +86 571 8790 1717

Email: [simonfung@chinagreentown.com](mailto:simonfung@chinagreentown.com)

**Ms. Dilys Li**

Investor Relations  
Tel: +852 2530 0996  
Fax: +852 2523 3137

Email: [dilys@chinagreentown.com](mailto:dilys@chinagreentown.com)

**Ms. Sherry Xu**

Investor Relations  
Tel: +86 571 8790 2207  
Fax: +86 571 8790 1717

Email: [sherry@chinagreentown.com](mailto:sherry@chinagreentown.com)

**Mr. Carl Ye**

Investor Relations  
Tel: +86 571 8790 2676  
Fax: +86 571 8790 1717

Email: [yekaer@chinagreentown.com](mailto:yekaer@chinagreentown.com)