



OCT 2023 | Newsletter

## Pre-sales Overview

In September 2023, the Greentown Group (including Greentown China Holdings Limited and its subsidiaries, together with its joint ventures and associates) launched 23 new self-investment projects in whole or in phases, with a total saleable area of approximately 250,000 sqm.

Greentown Group sold 3,391 units of self-investment projects with a saleable area of approximately 460,000 sqm in September 2023. Monthly sales\* reached approximately RMB12.5 billion, with an approximate average selling price of RMB27,236 per sqm. From January to September 2023, Greentown Group recorded a saleable area of 4,630,000 sqm, with a contracted sales amounting to approximately RMB130.7 billion; of which approximately RMB83.5 billion was attributable to the Greentown Group. As at 30 September 2023, in addition to contracted sales, Greentown Group recorded subscription sales of RMB3.6 billion, of which approximately RMB2.3 billion was attributable to Greentown Group.

In September 2023, the total saleable area of the properties sold under Greentown Group project management business using the “Greentown” brand name (non-self-investment projects, referred to as “projects under project management”) achieved approximately 770,000 sqm, with a total contracted sales amount of approximately RMB9.1 billion. From January to September 2023, the total contracted sales of the projects under project management reached approximately RMB61.6 billion, with a total saleable area of approximately 4,710,000 sqm.

Taking into account all of the above, for the nine months ended 30 September 2023, Greentown Group recorded a total saleable area of approximately 9,340,000 sqm, with a total contracted sales of approximately RMB192.3 billion.

\* Monthly sales included contracted sales and subscription sales of the month.

\*\* All figures in this newsletter are unaudited.

### Share Information

Stock Code:

03900.HK

FYE: 31 Dec

Share Price :

HK\$8.08\*

Shares Outstanding:

2,532M

52-week Share Price:

HK\$6.79 – HK\$16.12

Market Cap:

HK\$20,459M\*



## Other Highlights

In September 2023, the Group acquired 2 new plots of land (including M&A) with a total GFA of approximately 363,000 sqm. The costs attributable to the Group are expected to amount to approximately RMB4.77 billion. (Note: The data for this newly added land bank may differ from figures disclosed in the audited or unaudited consolidated financial statements to be published by the Company on an annual or half yearly basis due to various uncertainties during the process of collating such data. As such, the above data are for temporary reference only.)

### **Greentown Real Estate Successfully Issues RMB1 bn Green Medium-Term Notes Series 1 for the Year 2023**

- On September 1, Greentown Real Estate Group Co., Ltd. completed the issuance of RMB1 bn Green Medium-Term Notes Series 1 for the Year 2023. The issuance was well-received by investors. Details of the issuance are as follows:

Issue Amount	Tenor	Coupon Rate	Notes Rating
RMB1 bn	3 years	4.31%	AAA

### **Greentown China Retains its Position as the "Leading Brand of China Real Estate Companies", Winning Multiple Prestigious Awards**

- On September 14, in the release of the 2023 China Real Estate Brand Value Research, Greentown China once again secured the title of "Leading Brand of China Real Estate Companies". The brand's value reached RMB115 billion. Greentown China also won multiple prestigious awards in terms of product strength, satisfaction, and delivery capability.

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