



## Pre-sales Overview

In November 2023, the Greentown Group (including Greentown China Holdings Limited and its subsidiaries, together with its joint ventures and associates) launched 21 new self-investment projects in whole or in phases, with a total saleable area of approximately 480,000 sqm.

Greentown Group sold 5,642 units of self-investment projects with a saleable area of approximately 780,000 sqm in November 2023. Monthly sales\* reached approximately RMB20.4 billion, with an approximate average selling price of RMB25,986 per sqm. From January to November 2023, Greentown Group recorded a saleable area of 5,980,000 sqm, with a contracted sales amounting to approximately RMB168.8 billion; of which approximately RMB111.5 billion was attributable to the Greentown Group. As at 30 November 2023, in addition to contracted sales, Greentown Group recorded subscription sales of RMB4.6 billion, of which approximately RMB3 billion was attributable to Greentown Group.

In November 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 1,160,000 sqm, with a total contracted sales amount of approximately RMB13.2 billion. From January to November 2023, the total contracted sales of the projects under project management reached approximately RMB87.6 billion, with a total saleable area of approximately 6,910,000 sqm.

Taking into account all of the above, for the eleven months ended 30 November 2023, Greentown Group recorded a total saleable area of approximately 12,890,000 sqm, with a total contracted sales of approximately RMB256.4 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\$7.75\*

Shares Outstanding:

2,532M

52-week Share Price:

HK\$7.00 – HK\$14.42

Market Cap:

HK\$19,623M\*



## Other Highlights

### Greentown Real Estate Successfully Issues RMB800 mn Green Medium-Term Notes Series 2 for the Year 2023

- On November 10, Greentown Real Estate Group Co., Ltd. completed the issuance of RMB800 mn Green Medium-Term Notes Series 2 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
RMB800 mn	3 years	4.5%	AAA

### Morgan Stanley Initiates Coverage on Greentown China and Assigns "Overweight" Rating

- On November 16, Morgan Stanley initiated coverage of Greentown China with "Overweight" rating. The report highlights the Company's above-peer earnings growth outlook, high quality landbank, superior product quality, project management business as a second growth engine, and low liquidity risk.

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## Other Highlights

### **The 14th China Real Estate Scientific Development Forum Successfully Held in Hangzhou by Greentown China**

- On November 22-23, the 14th China Real Estate Scientific Development Forum was held in Hangzhou. The forum was hosted by the China Real Estate Association and undertaken by Greentown China under the theme of "New Stage New Mode". The event featured leaders from the government and associations, industry experts and representatives of enterprises to exchange views on macro-economic trends and to explore the new mode of development of the real estate industry.

### **Greentown China Reigns as No. 1 in "Product Power of Chinese Real Estate Developers TOP10"**

- On November 28, *CRIC 2023 Product Power of Chinese Real Estate Developers TOP10* was released, and Greentown China once again won the first place by virtue of its ever-improving product power, and a number of product series and projects were rated as among the country's top ten works.

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