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**Evergrande Real Estate Group Limited**

**恒大地产集团有限公司**

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 3333)**

## **OVERSEAS REGULATORY ANNOUNCEMENT**

This overseas regulatory announcement is issued pursuant to Rule 13.10B of the Rules Governing the Listing of Securities (the “**Listing Rules**”) on The Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”).

Reference is made to the announcements of Evergrande Real Estate Group Limited (the “**Company**”) dated 10 February 2015 and 11 February 2015 in relation to the Notes Issue (the “**Announcements**”). All terms used herein have the same meaning as defined in the Announcements, unless otherwise defined.

Please refer to the attached offering memorandum in relation to the Notes (the “**Offering Memorandum**”), which is available on the website of the Singapore Exchange Securities Trading Limited as of 23 February 2015.

The posting of the Offering Memorandum on the website of the Stock Exchange is only for the purpose of facilitating equal dissemination of information to investors in Hong Kong and compliance with Rule 13.10B of the Listing Rules, and not for any other purposes.

The Offering Memorandum does not constitute a prospectus, notice, circular, brochure or advertisement offering to sell any securities to the public in any jurisdiction, nor is it an invitation to the public to make offers to subscribe for or purchase any securities, nor is it calculated to invite offers by the public to subscribe for or purchase any securities.

The Offering Memorandum must not be regarded as an inducement to subscribe for or purchase any securities of the Company, and no such inducement is intended. No investment decision should be based on the information contained in the Offering Memorandum.

By order of the Board  
**Evergrande Real Estate Group Limited**  
**Hui Ka Yan**  
*Chairman*

Hong Kong, 23 February 2015

*As at the date of this announcement, the executive Directors are Mr. Hui Ka Yan, Mr. Xia Haijun, Ms. He Miao Ling, Mr. Tse Wai Wah, Mr. Xu Wen and Mr. Huang Xiangui, and the independent non-executive Directors are Mr. Chau Shing Yim, David, Mr. He Qi and Ms. Xie Hongxi.*

**STRICTLY CONFIDENTIAL — DO NOT FORWARD**

**THIS OFFERING IS AVAILABLE ONLY TO INVESTORS WHO ARE NON-U.S. PERSONS OUTSIDE OF THE UNITED STATES.**

**IMPORTANT:** You must read the following disclaimer before continuing. The following disclaimer applies to the offering memorandum attached to this e-mail. You are therefore advised to read this disclaimer carefully before reading, accessing or making any other use of the attached offering memorandum. In accessing the attached offering memorandum, you agree to be bound by the following terms and conditions including any modifications to them from time to time, each time you receive any information from us as a result of such access.

**Confirmation of Your Representation:** You have accessed the attached offering memorandum on the basis that you have confirmed your representation to J.P. Morgan Securities plc, Credit Suisse Securities (Europe) Limited, Deutsche Bank AG, Singapore Branch, China Merchants Securities (HK) Co., Limited and Jefferies Hong Kong Limited (the “Joint Lead Managers”) that (1) you and any person you represent are non-U.S. persons outside the United States and to the extent you purchase the securities described in the attached offering memorandum, you will be doing so pursuant to Regulation S under the U.S. Securities Act of 1933, as amended (the “Securities Act”), and (2) that you consent to delivery of the attached offering memorandum and any amendments or supplements thereto by electronic transmission.

The attached offering memorandum has been made available to you in electronic form. You are reminded that documents transmitted via this medium may be altered or changed during the process of transmission and consequently none of the Joint Lead Managers or any person who controls it or any of its directors, employees representatives or affiliates accepts any liability or responsibility whatsoever in respect of any discrepancies between the offering memorandum distributed to you in electronic format and the hard copy version. We will provide a hard copy version to you upon request.

**Restriction:** The attached offering memorandum is being furnished in connection with an offering exempt from registration under the Securities Act solely for the purpose of enabling a prospective investor to consider the purchase of the securities described herein. You are reminded that the information in the attached offering memorandum is not complete and may be changed.

THE SECURITIES HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE SECURITIES ACT, OR THE SECURITIES LAWS OF ANY STATE OF THE UNITED STATES OR OTHER JURISDICTION, AND MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES, EXCEPT PURSUANT TO AN EXEMPTION FROM, OR IN A TRANSACTION NOT SUBJECT TO, THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND ANY APPLICABLE STATE OR LOCAL SECURITIES LAWS.

Except with respect to eligible investors in jurisdictions where such offer is permitted by law, nothing in this electronic transmission constitutes an offer or an invitation by or on behalf of either the issuer of the securities or the Joint Lead Managers to subscribe for or purchase any of the securities described herein. In addition, access to this electronic transmission has been limited so that it shall not constitute a general advertisement or solicitation in the United States or elsewhere. If a jurisdiction requires that the offering be made by a licensed broker or dealer and any of the Joint Lead Managers or any affiliate of the Joint Lead Managers is a licensed broker or dealer in that jurisdiction, the offering shall be described as being made by such Joint Lead Managers or their respective affiliates on behalf of the issuer in such jurisdiction.

You are reminded that you have accessed the attached offering memorandum on the basis that you are a person into whose possession this offering memorandum may be lawfully delivered in accordance with the laws of the jurisdiction in which you are located and you may not, nor are you authorized to, deliver this offering memorandum, electronically or otherwise, to any other person. If you have gained access to this transmission contrary to the foregoing restrictions, you should not, and will be unable to, purchase any of the securities described therein.

**Actions That You May Not Take:** You should not reply by e-mail to this electronic transmission, and you may not purchase any securities by doing so. Any reply e-mail communications, including those you generate by using the “Reply” function on your e-mail software, will be ignored or rejected.

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US\$1,000,000,000



**Evergrande Real Estate Group Limited**  
**恒大地产集团有限公司**  
*(incorporated in the Cayman Islands with limited liability)*

12% Senior Notes due 2020

Issue Price: 100%

Evergrande Real Estate Group Limited, or the Company, is offering 12% Senior Notes due 2020 in the aggregate principal amount of US\$1,000,000,000, or the Notes. The Notes will bear interest at the rate of 12% per annum and will mature on February 17, 2020. Interest will be payable semi-annually in arrears on February 17 and August 17 of each year, beginning August 17, 2015.

The Notes are senior obligations of the Company guaranteed by certain of its existing subsidiaries, or the Subsidiary Guarantors, other than (1) those organized under the laws of the PRC, and (2) certain other subsidiaries specified in the section entitled "Description of the Notes." We refer to the guarantees by the Subsidiary Guarantors as Subsidiary Guarantees. Under certain circumstances and subject to certain conditions, a subsidiary of the Company may instead provide a limited-recourse guarantee, or JV Subsidiary Guarantee. We refer to the subsidiaries providing a JV Subsidiary Guarantee as JV Subsidiary Guarantors. The Notes and the Subsidiary Guarantees provided by a subsidiary guarantor pledgor will be secured by the capital stock of the Subsidiary Guarantors, in each case to be shared on a *pari passu* basis with holders of the Existing *Pari Passu* Secured Indebtedness and any other secured parties with respect to the Permitted *Pari Passu* Secured Indebtedness, subject to any other Permitted Liens and the Intercreditor Agreement.

On or after February 17, 2018, the Company may on any one or more occasions redeem all or any part of the Notes, at the redemption prices (expressed as percentages of principal amount) set forth in "Description of the Notes — Optional Redemption," plus accrued and unpaid interest, if any, on the Notes redeemed, to (but not including) the applicable date of redemption, if redeemed during the twelve-month period beginning on February 17 of the years indicated in such section. At any time and from time to time, we may redeem up to 35% of the Notes, at a redemption price of 112% of the principal amount, plus accrued and unpaid interest, if any, in each case, using the net cash proceeds from sales of certain kinds of capital stock. In addition, we may redeem the Notes, in whole but not in part, at any time prior to February 17, 2018, at a price equal to 100% of the principal amount of such Notes plus (i) accrued and unpaid interest (if any) to the redemption date, and (ii) a premium as set forth in this offering memorandum. Upon the occurrence of a Change of Control Triggering Event (as defined in the indenture governing the Notes, or the Indenture), we must make an offer to repurchase all such Notes outstanding at a purchase price equal to 101% of their principal amount, plus accrued and unpaid interest, if any, to the date of repurchase.

The Notes will be (1) at least *pari passu* in right of payment against the Company with the Existing Notes (as defined herein) and all other unsecured, unsubordinated Indebtedness of the Company (subject to any priority rights of such unsecured, unsubordinated Indebtedness pursuant to applicable law), (2) senior in right of payment to any existing and future obligations of the Company expressly subordinated in right of payment to the Notes, (3) guaranteed by the Subsidiary Guarantors on a senior basis, subject to certain limitations, (4) effectively subordinated to the other secured obligations of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors, to the extent of the value of the assets serving as security therefor (other than the Collateral), and (5) effectively subordinated to all existing and future obligations of the Non-Guarantor Subsidiaries. In addition, applicable law may limit the enforceability of the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) and the pledge of any collateral. See the section entitled "Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral."

For a more detailed description of the Notes, see the section entitled "Description of the Notes."

Several investors will purchase a majority of the Notes being offered under this offering memorandum.

**Investing in the Notes involves risks. See the section entitled "Risk Factors."**

Approval in-principle has been received for the listing of the Notes on the Singapore Exchange Securities Trading Limited, or the SGX-ST. The SGX-ST assumes no responsibility for the correctness of any of the statements made or opinions expressed or reports contained herein. Approval in-principle from, admission of the Notes to the Official List of, and the listing and quotation of the Notes on, the SGX-ST are not to be taken as an indication of the merits of the offering, the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors (if any) or any of their respective associated companies (if any), the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees (if any).

The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been and will not be registered under the United States Securities Act of 1933, as amended, or the Securities Act, and may not be offered or sold within the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Accordingly, the Notes are being offered and sold only to non-U.S. persons outside the United States in compliance with Regulation S under the Securities Act. For a description of certain restrictions on resale or transfer, see the section entitled "Transfer Restrictions."

It is expected that the delivery of the Notes will be made on or about February 17, 2015 through the book-entry facilities of Euroclear Bank S.A./N.V. ("Euroclear") and Clearstream Banking, *société anonyme*, Luxembourg ("Clearstream") against payment therefor in immediately available funds.

*Sole Global Coordinator*

**J.P. Morgan**

*Joint Lead Managers and Joint Bookrunners*

**J.P. Morgan**

**Credit Suisse**

**Deutsche Bank**

**China Merchants  
Securities (HK)**

**Jefferies**

The date of this offering memorandum is February 10, 2015

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**This offering memorandum does not constitute an offer to sell to, or a solicitation of an offer to buy from, any person in any jurisdiction to whom it is unlawful to make the offer or solicitation in such jurisdiction. Neither the delivery of this offering memorandum nor any sale made hereunder shall, under any circumstances, create any implication that there has been no change in our affairs since the date of this offering memorandum or that the information contained in this offering memorandum is correct as of any time after that date.**

**IN CONNECTION WITH THIS OFFERING, J.P. MORGAN SECURITIES PLC, AS STABILIZING MANAGER, OR ANY PERSON ACTING FOR IT, MAY PURCHASE AND SELL THE NOTES IN THE OPEN MARKET. THESE TRANSACTIONS MAY, TO THE EXTENT PERMITTED BY APPLICABLE LAWS AND REGULATIONS, INCLUDE SHORT SALES, STABILIZING TRANSACTIONS AND PURCHASES TO COVER POSITIONS CREATED BY SHORT SALES. THESE ACTIVITIES MAY STABILIZE, MAINTAIN OR OTHERWISE AFFECT THE MARKET PRICE OF THE NOTES. AS A RESULT, THE PRICE OF THE NOTES MAY BE HIGHER THAN THE PRICE THAT OTHERWISE MIGHT EXIST IN THE OPEN MARKET. IF THESE ACTIVITIES ARE COMMENCED, THEY MAY BE DISCONTINUED AT ANY TIME AND MUST IN ANY EVENT BE BROUGHT TO AN END AFTER A LIMITED TIME.**

We, having made all reasonable inquiries, confirm that: (i) this offering memorandum contains all information with respect to us, our subsidiaries and affiliates referred to in this offering memorandum and the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) that is material in the context of the issue and offering of the Notes; (ii) the statements contained in this offering memorandum relating to us and our subsidiaries and our affiliates are in every material respect true and accurate and not misleading; (iii) the opinions and intentions expressed in this offering memorandum with regard to us and our subsidiaries and affiliates are honestly held, have been reached after considering all relevant circumstances and are based on reasonable assumptions; (iv) there are no other facts in relation to us, our subsidiaries and affiliates, the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any), the omission of which would, in the context of the issue and offering of the Notes, make this offering memorandum, as a whole, misleading in any material respect; and (v) we have made all reasonable enquiries to ascertain such facts and to verify the accuracy of all such information and statements. We accept responsibility accordingly.

This offering memorandum is highly confidential. We are providing it solely for the purpose of enabling you to consider a purchase of the Notes. You should read this offering memorandum before making a decision whether to purchase the Notes. You must not use this offering memorandum for any other purpose, or disclose any information in this offering memorandum to any other person.

We have prepared this offering memorandum, and we are solely responsible for its contents. You are responsible for making your own examination of us and your own assessment of the merits and risks of investing in the Notes. By purchasing the Notes, you will be deemed to have acknowledged that you have made certain acknowledgements, representations and agreements as set forth under the section entitled “Transfer Restrictions” below.

No representation or warranty, express or implied, is made by the Initial Purchasers, the Trustee or any of their respective affiliates or advisors as to the accuracy or completeness of the information set forth herein, and nothing contained in this offering memorandum is, or should be relied upon as, a promise or representation, whether as to the past or the future.

Each person receiving this offering memorandum acknowledges that: (i) such person has been afforded an opportunity to request from us and to review, and has received, all additional information considered by it to be necessary to verify the accuracy of, or to supplement, the information contained herein; (ii) such person has not relied on the Initial Purchasers or the Trustee or any person affiliated with the Initial Purchasers or the Trustee in connection with any investigation of the accuracy of such information or its investment decision; and (iii) no person has been authorized to give any information or to make any representation concerning us, our subsidiaries and affiliates, the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees (other than as contained herein and information given by our duly authorized officers and employees in connection with investors’ examination of us and the terms of the offering of the Notes) and, if given or made, any such other information or representation should not be relied upon as having been authorized by us, the Initial Purchasers or the Trustee.

**The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been approved or disapproved by the United States Securities and Exchange Commission, any state securities commission in the United States or any other United States regulatory authority, nor have any of the foregoing authorities passed upon or endorsed the merits of the offering or the accuracy or adequacy of this offering memorandum. Any representation to the contrary is a criminal offense in the United States.**

We are not, and the Initial Purchasers are not, making an offer to sell the Notes, including the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any), in any jurisdiction except where an offer or sale is permitted. The distribution of this offering memorandum and the offering of the Notes, including the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any), may in certain jurisdictions be restricted by law. Persons into whose possession this offering memorandum comes are required by us and the Initial Purchasers to inform themselves about and to observe any such restrictions. For a description of the restrictions on offers, sales and resales of the Notes, including the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any), and distribution of this offering memorandum, see the sections entitled “Transfer Restrictions” and “Plan of Distribution” below.

This offering memorandum summarizes certain material documents and other information, and we refer you to them for a more complete understanding of what we discuss in this offering memorandum. In making an investment decision, you must rely on your own examination of us and the terms of the offering, including the merits and risks involved. We are not making any representation to you regarding the legality of an investment in the Notes by you under any legal, investment or similar laws or regulations. You should not consider any information in this offering memorandum to be legal, business or tax advice. You should consult your own professional advisors for legal, business, tax and other advice regarding an investment in the Notes.

We reserve the right to withdraw the offering of the Notes at any time, and the Initial Purchasers reserve the right to reject any commitment to subscribe for the Notes in whole or in part and to allot to any prospective purchaser less than the full amount of the Notes sought by such purchaser. The Initial Purchasers and certain related entities may acquire for their own account a portion of the Notes.

## CERTAIN DEFINITIONS, CONVENTIONS AND CURRENCY PRESENTATION

We have prepared this offering memorandum using a number of conventions, which you should consider when reading the information contained herein. When we use the terms “we,” “us,” “our,” the “Company,” the “Group” and words of similar import, we are referring to Evergrande Real Estate Group Limited itself, or to Evergrande Real Estate Group Limited and its consolidated subsidiaries, as the context requires.

Market data, industry forecast and PRC and property industry statistics in this offering memorandum have been obtained from both public and private sources, including market research, publicly available information and industry publications. Although we believe this information to be reliable, it has not been independently verified by us or the Initial Purchasers or their respective directors and advisors, and neither we, the Initial Purchasers nor our or their respective directors and advisors make any representation as to the accuracy or completeness of that information. In addition, third-party information providers may have obtained information from market participants and such information may not have been independently verified. Due to possibly inconsistent collection methods and other problems, such statistics herein may be inaccurate. You should not unduly rely on such market data, industry forecast and PRC and property industry statistics.

In this offering memorandum, all references to “US\$” and “U.S. dollars” are to United States dollars, the official currency of the United States of America, or the United States or U.S.; all references to “HK\$” and “H.K. dollars” are to Hong Kong dollars, the official currency of the Hong Kong Special Administrative Region of the PRC, or Hong Kong; and all references to “RMB” or “Renminbi” are to Renminbi, the official currency of the People’s Republic of China, or China or the PRC.

We record and publish our financial statements in Renminbi. Unless otherwise stated in this offering memorandum, all translations from Renminbi amounts to U.S. dollars were made at the rate of RMB6.2036 to US\$1.00, the noon buying rate in New York City for cable transfers payable in Renminbi as set forth in the H.10 statistical release of the Federal Reserve Bank of New York on June 30, 2014, and all translations from H.K. dollars into U.S. dollars were made at the rate of HK\$7.7502 to US\$1.00, the noon buying rate in New York City for cable transfers payable in H.K. dollars as set forth in the H.10 statistical release of the Federal Reserve Bank of New York on June 30, 2014. All such translations in this offering memorandum are provided solely for your convenience and no representation is made that the Renminbi amounts referred to herein have been, could have been or could be converted into U.S. dollars or H.K. dollars, or vice versa, at any particular rate or at all. For further information relating to the exchange rates, see the section entitled “Exchange Rate Information.”

References to “PRC” and “China,” for the statistical purposes of this offering memorandum, except where the context otherwise requires, do not include Hong Kong, Macau Special Administrative Region of the PRC, or Macau, or Taiwan. “PRC government” or “State” means the central government of the PRC, including all political subdivisions (including provincial, municipal and other regional or local governments) and instrumentalities thereof, or, where the context requires, any of them.

Our financial statements are prepared in accordance with Hong Kong Financial Reporting Standards, or HKFRS, which may differ in material respects from generally accepted accounting principles (“GAAP”) in certain other jurisdictions.



References to the “2014 Notes” are to our US\$-settled 7.50% Senior Notes due 2014. References to the “2015 Notes” are to our 13% Senior Notes due 2015 and redeemed on December 18, 2014. References to the “2016 Notes” are to our US\$-settled 9.25% Senior Notes due 2016. References to the “2018 Notes” are to our 8.75% Senior Notes due 2018. References to the “Existing Notes” are to the 2016 Notes and the 2018 Notes collectively. References to the “Existing Bank Loans” are to the bank loans granted to the Company or a Subsidiary Guarantor Pledgor and subject to the Intercreditor Agreement. References to the “Existing Pari Passu Secured Indebtedness” are to the Existing Bank Loans and the Existing Notes. See “Description of Material Indebtedness and Other Obligations.”

A property is considered sold after we have executed the purchase contract with a customer and have delivered the property to the customer. All site area and gross floor area, or GFA, information presented in this offering memorandum represent the site area and GFA of the entire project, including those attributable to the minority shareholders of our non-wholly owned project companies.

In this offering memorandum, contracted sales represent the total purchase price of formal purchase contracts we enter into with purchasers of our properties within a specified period, as disclosed to us by our project companies nationwide, aggregated at our headquarters, and recorded in our internal records on a monthly basis.

In this offering memorandum, unless the context otherwise requires, all references to “affiliate” are to a person or entity directly or indirectly controlled by, or under the direct or indirect common control of, another person or entity; all references to “subsidiary” are used with the meaning ascribed to it in the Listing Rules.

In this offering memorandum, a land grant contract refers to a state-owned land use rights grant contract (國有土地使用權出讓合同) between a developer and the relevant PRC governmental land administrative authorities, typically the local state-owned land bureaus.

In this offering memorandum, a land use rights certificate refers to a state-owned land use rights certificate (國有土地使用證) issued by a local real estate and land resources bureau with respect to the land use rights; a construction land planning permit refers to a construction land planning permit (建設用地規劃許可證) issued by local urban zoning and planning bureaus or equivalent authorities in China; a construction works planning permit refers to a construction works planning permit (建設工程規劃許可證) issued by local urban zoning and planning bureaus or equivalent authorities in China; a construction permit refers to a construction works commencement permit (建築工程施工許可證) issued by local construction committees or equivalent authorities in China; a pre-sale permit refers to a commodity property pre-sale permit (商品房預售許可證) issued by local housing and building administrative bureaus or equivalent authorities with respect to the pre-sale of relevant properties; a certificate of completion refers to a construction project planning inspection and clearance certificate (建設工程規劃驗收合格證) issued by local urban zoning and planning bureaus or equivalent authorities or equivalent certificate issued by relevant authorities in China with respect to the completion of property projects subsequent to their on-site examination and inspection; and a property ownership certificate refers to a property ownership and land use rights certificate (房地產權證) issued by a local real estate and land resources bureau with respect to the land use rights and the ownership rights of the buildings on the relevant land.

In this offering memorandum, all references to “first-tier cities” are to Beijing, Shanghai, Guangzhou and Shenzhen; all references to “second-tier cities” are to the provincial capitals and Dalian other than the first-tier cities; and all references to “third-tier cities” are to the prefecture-level cities other than the first- and second-tier cities.

Totals presented in this offering memorandum may not total correctly because of rounding of numbers.

## CHANGE IN ACCOUNTING POLICY

Starting from January 1, 2012, we have adopted a new accounting policy for measuring the deferred tax assets or liabilities arising on an investment property measured at fair value, details of which are described in note 2(a)(i) to our audited consolidated financial statements as of and for the year ended December 31, 2012 included elsewhere in this offering memorandum. Previously, we measured the deferred tax relating to an asset depending on whether the entity expects to recover the carrying amount of the asset through use or sale. In 2012, we retrospectively adopted the amendment to HKAS 12, “Income Taxes” issued by the Hong Kong Institute of Certified Public Accountants (the “HKICPA”), which introduces a rebuttable presumption that an investment property measured at fair value is recovered entirely by sale. We accounted for this change in accounting policy retrospectively for 2011 by restating the financial information as of and for the year ended December 31, 2011 contained in our audited consolidated financial statements as of and for the year ended December 31, 2012, and present such restated financial information throughout this offering memorandum. We restated such financial information by re-measuring the deferred tax relating to certain investment properties according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations — Critical Accounting Policies — Enterprise Income Taxes and Deferred Taxation.” Such restated financial information has not been audited by our independent auditor and you should not place undue reliance on it. Unless otherwise stated, references to our consolidated financial information as of and for the year ended December 31, 2011 in this offering memorandum refer to such restated financial information.

## FORWARD-LOOKING STATEMENTS

This offering memorandum contains forward-looking statements that are, by their nature, subject to significant risks and uncertainties. These forward-looking statements include statements relating to:

- our business and operating strategies, including our business expansion plans;
- our capital expenditure and property development plans;
- the amount and nature of, and potential for, future development of our business;
- our operations and business prospects;
- various business opportunities that we may pursue;
- the interpretation and implementation of the existing rules and regulations relating to land appreciation tax and its future changes in enactment, interpretation or enforcement;
- the prospective financial information regarding our businesses;
- availability and costs of bank loans and other forms of financing;
- our dividend policy;
- projects under development or held for future development;
- the regulatory environment of our industry in general;
- the performance and future developments of the property market in China or any region in which we may engage in property development, or other businesses we are engaged in;
- changes in political, economic, legal and social conditions in China, including the specific policies of the PRC central and local governments affecting the regions where we operate, which affect land supply, types of property projects, availability and cost of financing, pre-sale, pricing, foreign investments in property development, and volume of our property development projects;
- significant delay in obtaining the various permits, proper legal titles or approvals for our properties under development or held for future development;
- timely repayments by our purchasers of mortgage loans guaranteed by us;
- changes in competitive conditions and our ability to compete under these conditions;
- the performance of the obligations and undertakings of the third-party contractors under various construction, building, interior decoration, material and equipment supply and installation contracts;
- changes in currency exchange control and rates; and
- other factors beyond our control.

In some cases, you can identify forward-looking statements by such terminology as “may,” “will,” “should,” “could,” “would,” “expect,” “intend,” “plan,” “anticipate,” “going forward,” “ought to,” “seek,” “project,” “forecast,” “believe,” “estimate,” “predict,” “potential” or “continue” or the negative of these terms or other comparable terminology. Such statements reflect the current views of our management with respect to future events, operations, results, liquidity and capital resources and are not guarantee of future performance, some of which may not materialize or may change. Although we believe that the expectations reflected in these forward-looking statements are reasonable, we cannot assure you that those expectations will prove to be correct, and you are cautioned not to place undue reliance on such statements. In addition, unanticipated events may adversely affect the actual results we achieve. Important factors that could cause actual results to differ materially from our expectations are disclosed under the section entitled “Risk Factors” in this offering memorandum. Except as required by law, we undertake no obligation to update or otherwise revise any forward-looking statements contained in this offering memorandum, whether as a result of new information, future events or otherwise after the date of this offering memorandum. All forward-looking statements contained in this offering memorandum are qualified by reference to the cautionary statements set forth in this section.

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## **ENFORCEMENT OF CIVIL LIABILITIES**

We are an exempted company incorporated in the Cayman Islands with limited liability, and each Subsidiary Guarantor and JV Subsidiary Guarantor (if any) is also incorporated or may be incorporated, as the case may be, outside the United States in jurisdictions such as the British Virgin Islands, or BVI, and Hong Kong. The Cayman Islands, BVI, Hong Kong and other jurisdictions have different bodies of securities laws from the United States and protections for investors may differ.

All of our assets and all of the assets of the Subsidiary Guarantors are located outside the United States. In addition, all of our directors and officers and the Subsidiary Guarantors’ directors and officers are nationals or residents of countries other than the United States (principally, the PRC), and all or a substantial portion of such persons’ assets are located outside the United States. As a result, it may be difficult for investors to effect service of process within the United States upon us, any of the Subsidiary Guarantors or such persons or to enforce against us or any of the Subsidiary Guarantors or such persons judgments obtained in United States courts, including judgments predicated upon the civil liability provisions of the securities laws of the United States or any state thereof.

We and each of the Subsidiary Guarantors expect to appoint Law Debenture Corporate Services Inc. as our and their respective agent to receive service of process with respect to any action brought against us or the Subsidiary Guarantors in the United States federal courts located in the Borough of Manhattan, The City of New York under the federal securities laws of the United States or of any state of the United States or any action brought against us or the Subsidiary Guarantors in the courts of the State of New York in the Borough of Manhattan, The City of New York under the securities laws of the State of New York.

We have been advised by our Cayman Islands legal advisors, Maples and Calder, that the courts of the Cayman Islands are unlikely (i) to recognize or enforce against us judgments of courts of the United States predicated upon the civil liability provisions of the securities laws of the United States or any state and (ii) in original actions brought in the Cayman Islands, to impose liabilities against us, our directors or officers, any Subsidiary Guarantor or JV Subsidiary Guarantor (if any) or their directors or officers predicated upon the civil liability provisions of the securities laws of the United States or any state, on the grounds that such provisions are penal in nature. However, in the case of laws that are not penal in nature, although there is no statutory enforcement in the Cayman Islands of judgments obtained in the United States, the courts of the Cayman Islands will recognize and enforce a judgment of a foreign court of competent jurisdiction without retrial on the merits based on the principle that a judgment of a competent foreign court imposes upon the judgment debtor an obligation to pay the sum

for which judgment has been given provided that such judgment is final and conclusive, for a liquidated sum, not in respect of taxes or a fine or penalty, is not inconsistent with a Cayman Islands judgment in respect of the same matter, and was not obtained in a manner, and is not a kind the enforcement of which is, contrary to the public policy of the Cayman Islands (awards of punitive or multiple damages may well be held to be contrary to public policy). A Cayman Islands court may stay proceedings if concurrent proceedings are being brought elsewhere.

We have been advised by our British Virgin Islands legal advisors, Maples and Calder, that any final and conclusive monetary judgment of a competent foreign court for a definite sum against the Company in the courts of United States (the "Foreign Court"), for a definite sum, may be treated by the courts of the British Virgin Islands as a cause of action in itself so that no retrial of the issues would be necessary provided that in respect of the judgment of the Foreign Court: (i) the Foreign Court had jurisdiction in the matter and the Company either submitted to such jurisdiction or was resident or carrying on business within such jurisdiction and was duly served with process; (ii) the judgment given by the Foreign Court was not in respect of penalties, taxes, fines or similar fiscal or revenue obligations of the Company; (iii) in obtaining the judgment there was no fraud on the part of the person in whose favor judgment was given or on the part of the Foreign Court; (iv) recognition or enforcement of the judgment would not be contrary to British Virgin Islands public policy; and (v) the proceedings pursuant to which judgment was obtained were not contrary to natural justice.

We have been advised by our Hong Kong legal advisors, Sidley Austin, that Hong Kong has no arrangement for the reciprocal enforcement of judgments with the United States. However, under Hong Kong common law, a foreign judgment (including one from a court in the United States predicated upon U.S. federal or state securities laws) may be enforced in Hong Kong by bringing an action in a Hong Kong court, and then seeking summary or default judgment on the strength of the foreign judgment, provided that the foreign judgment is for a debt or definite sum of money and is final and conclusive on the merits. In addition, the Hong Kong courts may refuse to recognize or enforce a foreign judgment if such judgment:

- (a) was obtained by fraud;
- (b) was rendered by a foreign court that lacked the appropriate jurisdiction at the time (as determined by Hong Kong jurisdictional rules);
- (c) is contrary to public policy or natural justice;
- (d) is for multiple/penal damages;
- (e) is based on foreign penal, revenue or other public law;
- (f) falls within Section 3(1) of the Foreign Judgment (Restriction on Recognition and Enforcement) Ordinance; or
- (g) is inconsistent with a prior Hong Kong judgment or foreign judgment which is entitled to recognition in Hong Kong.

We have also been advised by our PRC legal advisors, Commerce & Finance Law Offices, that there is uncertainty as to whether the courts of China would (i) enforce judgments of U.S. courts obtained against us, our directors or officers, any Subsidiary Guarantor or JV Subsidiary Guarantor (if any) or their directors or officers predicated upon the civil liability provisions of the U.S. federal or state securities laws or (ii) entertain original actions brought in China against us, our directors or officers, any Subsidiary Guarantor or JV Subsidiary Guarantor (if any) or their directors or officers predicated upon the U.S. federal or state securities laws.

## SUMMARY

*This summary does not contain all the information that may be important to you in deciding to invest in the Notes. You should read the entire offering memorandum, including the section entitled “Risk Factors” and our consolidated financial statements and related notes thereto, before making an investment decision.*

### Overview

We are one of the largest developers of quality residential property projects and one of the leaders in adopting a standardized operational model to manage our various projects in different cities across China. Founded in Guangzhou, Guangdong Province in 1996, we have become a leading national property developer through our economies of scale and widely recognized brand name, under the leadership of our management team. Over the years, our focus on a centralized management system, a standardized operational model and quality products have allowed us to quickly replicate our success across China. We focus primarily on provincial capitals and other selected cities that we believe have high-growth potential. We continue to improve our geographical mix by focusing on replenishment of quality land reserves and taking a balanced approach to the distribution of land reserves among first-, second- and third-tier cities. Our land reserves cover most of the provincial capitals and municipalities in China. Through our standardized operational model, we have been able to simultaneously manage projects in various development and sale stages in 147 cities across China as of June 30, 2014.

Our residential property development integrates planning, design, construction and property management and follows our standardized process management to ensure development speed and product quality. We have been awarded the highest recognition in China in real estate development, architectural planning and design, construction, construction supervision and property management, and have been ranked among the “Top 10 Property Developers of China” for 10 consecutive years since 2004 by China Real Estate Top 10 Research Group, an organization constituted by Enterprise Research Institute of the Development Research Center of the State Council, Tsinghua University Real Estate Research Center and China Index Academy. We have also been ranked as No. 2 of the “Top 500 Real Estate Companies of China” for four consecutive years since 2011, No. 1 of the “Top 10 Real Estate Companies of China by Comprehensive Development in 2014” and No. 1 of the “Top 10 Real Estate Companies of China by City Coverage in 2014.”

We had the largest land reserves among all PRC property developers listed in China and Hong Kong as of June 30, 2014, based on the land reserve data disclosed by each such company in its applicable stock exchange filing. We had a total planned GFA of approximately 150.0 million square meters of high-quality and relatively low-cost land as of June 30, 2014 with an average cost of approximately RMB986 per square meter, as calculated by dividing our aggregate land purchase price by our aggregate planned GFA. As of June 30, 2014, we have an aggregate of approximately RMB39.0 billion outstanding land premiums of which RMB12.1 billion is expected to be paid in the second half of 2014, RMB12.7 billion is expected to be paid in 2015 and RMB14.2 billion is expected to be paid in 2016 or beyond. As of June 30, 2014, we had a total of 303 property projects, substantially all of which were projects located in second- and third-tier cities. As of June 30, 2014, we had completed development of a total GFA of approximately 72.0 million square meters since our inception, and we had properties under development with a total GFA of approximately 95.0 million square meters, and properties held for future development with a total GFA of approximately 54.9 million square meters.

As of June 30, 2014, 250 of our property projects under development had construction permits with a total GFA of approximately 38.7 million square meters, and 252 of our projects had obtained pre-sale permits with a total GFA of approximately 17.4 million square meters, of which approximately 10.6 million square meters remained unsold.

Over the years, we have developed and introduced various distinctive product series to the market, including:

- *Mid- to mid-high-end series* represented by products within our Evergrande Oasis (恒大綠洲) series, Evergrande Metropolis (恒大名都) series, Evergrande City (恒大城) series, Evergrande Atrium (恒大雅苑) series, Evergrande Royal Scenic Bay (恒大御景灣), Evergrande Emerald Court (恒大翡翠華庭) series, Evergrande Bay (恒大江灣) series, Evergrande Plaza (恒大廣場) series and Evergrande Bund (恒大外灘) series which we target to account for approximately 70% of our current projects, and are marketed towards middle to upper-middle income residents, who currently constitute the largest segment of residential real estate purchasers. Evergrande Metropolis and Evergrande City are urban residential complexes in major cities, while Evergrande Oasis and Evergrande Atrium are located in areas with natural landscape. These series are equipped with well-developed facilities and amenities within the complexes.
- *High-end series* represented by products within our Evergrande Palace (恒大華府) series, Evergrande Royal Scenic Peninsula (恒大御景半島) series, Evergrande Emperor Scenic (恒大帝景) series and Evergrande Royal Scenic (恒大御景) series, which we target to account for approximately 10% of our current projects, and are positioned as high-end and premium residential properties in urban centers. These series target high-income residents in such regions.
- *Tourism-related series* represented by products within our Evergrande Splendor (恒大金碧天下) series, Evergrande Scenic Garden (恒大山水城) series and Evergrande Venice on the Sea (恒大海上威尼斯) series, which we target to account for approximately 20% of our current projects. Products within our Evergrande Splendor and Evergrande Scenic Garden series are positioned as large-scale resort projects that offer a mix of residential, commercial and tourism-related properties.

We design and develop all of our product series under our standardized operational model and market them under the brand name of “Evergrande” on a nationwide basis.

We strive to provide high-quality residential products to the market by focusing on every step of the development process, from site selection, planning, landscaping and construction to fitting-out and property management. We aim to deliver “best-in-class” end-products to our customers. Over the years, our products have gained wide brand recognition among consumers, as reflected by our strong contracted sales and sales records. For the years ended December 31, 2011, 2012, 2013 and 2014, our total contracted sales, which have not been audited or reviewed by our auditors, amounted to approximately RMB80.4 billion, RMB92.3 billion, RMB100.4 billion and RMB131.5 billion, respectively, with a total contracted sales GFA of approximately 12.2 million square meters, 15.5 million square meters, 14.9 million square meters and 18.2 million square meters, respectively. The average selling price for our contracted sales in 2014 was RMB7,227 per square meter, as calculated based on our internal records.

Leveraging our strengths in the property industry, we have taken significant initiatives or made significant plans to expand into mineral water, grain and oil, dairy and plastic surgery industries with a view to establishing alternative revenue sources and diversifying our business portfolio. In May 2013, we entered into an agreement to jointly establish a plastic surgery hospital in Tianjin, China with Wonjin Plastic Surgery, a South Korea-based plastic surgery operator. We expanded into the mineral water and grain and oil industries in November 2013 and during 2014, respectively, when we launched our mineral water sale and grain and oil operations through several acquisitions. In October 2014, we added dairy processing to our businesses after acquiring a majority interest in a milk formula and powder producer in New Zealand. In November 2014, we entered into a share purchase agreement to acquire the shares in New Media Group Holdings Limited, a media and publishing company.



## **Our Competitive Strengths**

We believe that we possess the following principal strengths that enable us to compete in the residential property market in China:

- We are a leader of the standardized operational model for large-scale quality property developments;
- We have strategically acquired large, relatively low-cost land reserves, with 150.0 million square meters in 147 cities across China as of June 30, 2014, focusing on provincial capitals and other selected cities that we believe have high-growth potential;
- We have leveraged our industry-leading brand name and strategic partnerships with renowned suppliers to develop quality products that are well-recognized by the market;
- We offer a comprehensive product mix that caters to different market segment demands;
- We are able to effectively control our costs at every stage of the project development;
- We possess a highly experienced and stable management team with proven execution capabilities to adapt and respond to market changes; and
- We have proven capability to develop projects and achieve asset turnover rapidly.

You should refer to the section entitled “Business — Our Competitive Strengths” for further information about these strengths.

## **Our Business Strategies**

Our principal business strategies are:

- Continue to replenish our land reserves in first- and second-tier cities and selected third-tier cities in prime locations;
- Continue to optimize and leverage our standardized operational model;
- Maintain a comprehensive product offering with a primary focus on residential properties;
- Adopt prudent and disciplined financial policies;
- Focus on product quality to enhance our brand; and
- Continue our business diversification strategy.

You should refer to the section entitled “Business — Business Strategies” for further information about these strategies.

## **Recent Development**

In October 2014, we acquired a majority interest in a New Zealand-based milk formula and powder producer. See “Business — Business Overview” for further details on our dairy business.

On November 25, 2014, we entered into a share purchase agreement with Albert Yeung Holdings Limited to purchase the total issued share capital of New Media Group Investment Limited, the beneficial owner of 647,950,000 shares in New Media Group Holdings Limited (representing approximately 74.99% of its total issued shares), at an aggregate consideration HK\$950 million, equivalent to approximately HK\$1.466 per share of New Media Group Holdings Limited.

On December 18, 2014, we redeemed all outstanding 2015 Notes in full at a redemption price equal to 100% of the principal amount thereof, plus the applicable premium as of, and accrued and unpaid interest to (but not including), the redemption date.

In February 2015, we entered into a strategic cooperation agreement with the Postal Savings Bank of China, or the PSBC. Pursuant to the agreement, the PSBC will offer us an uncommitted credit line of RMB20 billion, subject to additional loan agreements for drawdowns. In addition, we expect to enter into a similar strategic cooperation agreement with the Agricultural Bank of China to receive an uncommitted credit line of RMB20 billion, which will also require additional loan agreements for drawdowns.

We have conducted major land acquisitions since June 30, 2014, such as the Shenzhen Huaqiangbei Project, for a total land premium of RMB2,247.6 million, the Evergrande Oasis Dongguan Project, for a total land premium of RMB510.0 million, the Yingtan Xinjiangxinqu Project, for a total land premium of RMB105.2 million, the Chengdu Chuanmianchang Project, for a total land premium of RMB2,043.0 million, the Zhengzhou Gaoxinqu Yuejijie Project, for a total land premium of RMB961.0 million and the Evergrande Metropolis Yangjiang, for a total land premium of RMB264.0 million. You should refer to the section entitled “Business — Newly Acquired Land Since June 30, 2014” for further information about the recent development.

## **General Information**

We were incorporated in the Cayman Islands on June 26, 2006 as an exempted company with limited liability, with registered number MC-169971. Our principal place of business in China is at Evergrande International Center, No. 78 Huangpu Avenue West, Guangzhou, Guangdong Province 510620, PRC. Our place of business in Hong Kong is at Suite 1501–1507, One Pacific Place, 88 Queensway, Hong Kong. Our registered office is located at Ugland House, P.O. Box 309, Grand Cayman, KY1-1104, Cayman Islands. Our website is <http://www.evergrande.com>. Information contained on our website does not constitute a part of this offering memorandum.

## The Offering

*Terms used in this summary and not otherwise defined have the meanings given to them in the section entitled "Description of the Notes."*

Issuer	Evergrande Real Estate Group Limited, or the Company.
Notes offered	US\$1,000,000,000 aggregate principal amount of 12% Senior Notes due 2020, or the Notes. Several investors will purchase a majority of the Notes being offered under this offering memorandum.
Offering price	100% of the principal amount of the Notes.
Maturity date	February 17, 2020
Interest	The Notes will bear interest from and including February 17, 2015 at the rate of 12% per annum, payable semi-annually in arrears.
Interest payment dates	February 17 and August 17 of each year, commencing August 17, 2015.
Ranking of the Notes	The Notes are:

- general obligations of the Company;
- senior in right of payment to any existing and future obligations of the Company expressly subordinated in right of payment to the Notes;
- at least *pari passu* in right of payment with the Existing Notes and all other unsecured, unsubordinated Indebtedness of the Company (subject to any priority rights of such unsecured, unsubordinated Indebtedness pursuant to applicable law);
- guaranteed by the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any) on a senior basis, subject to certain limitations described under the sections entitled "Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral" and "Description of the Notes — The Subsidiary Guarantees and the JV Subsidiary Guarantees;"
- effectively subordinated to the other secured obligations of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors, to the extent of the value of the assets serving as security therefor (other than the Collateral); and
- effectively subordinated to all existing and future obligations of the Non-Guarantor Subsidiaries.

After the pledge of the Collateral by the Company and the Subsidiary Guarantor Pledgors and subject to certain limitations described under the section entitled "Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral," the Notes will:

- be entitled to a lien on the Collateral, to be shared on a *pari passu* basis with holders of the Existing Pari Passu Secured Indebtedness and any other creditors with respect to the Permitted Pari Passu Secured Indebtedness (or their representatives or agents), subject to any other Permitted Liens and the Intercreditor Agreement; and

- rank effectively senior in right of payment to unsecured obligations of the Company with respect to the value of the Collateral pledged by the Company securing the Notes (subject to any priority rights of such unsecured obligations pursuant to applicable law).

#### Subsidiary Guarantees

Each of the Subsidiary Guarantors and JV Subsidiary Guarantors (if any) will, jointly and severally, guarantee the due and punctual payment of the principal of, premium, if any, and interest on, and all other amounts payable under, the Notes, provided that any JV Subsidiary Guarantee will be limited to the JV Entitlement Amount.

A Subsidiary Guarantee given by a Subsidiary Guarantor and a JV Subsidiary Guarantee given by a JV Subsidiary Guarantor (if any) may be released in certain circumstances. See the section entitled “Description of the Notes — The Subsidiary Guarantees and the JV Subsidiary Guarantees — Release of the Subsidiary Guarantees and JV Subsidiary Guarantees” and “— Replacement of Subsidiary Guarantees with JV Subsidiary Guarantees.”

The initial Subsidiary Guarantors will consist of all of the Company’s Restricted Subsidiaries on the Original Issue Date other than (i) the Restricted Subsidiaries organized under the laws of the PRC and the Exempted Subsidiaries and (ii) Able Charm Development Limited, Able Key Development Limited, Ace Capital Ventures Limited, Acelin Global Limited, Best Wealth Development Limited, Challenger Global Investments Limited, China Chance Investments Limited, Chuangfeng (BVI) Limited, Ever Grace Group Limited, Evergrande International Hotels Group Limited, Excel Come Limited, Exemplar Global Limited, Faster Success Holdings Limited, Firestone Global Limited, Flaming Ace Limited, Fortunate Lantern Limited, Fortune Star International Investment Limited, Global Development Limited, Global Power Limited, Global Sight Limited, Good Bright Limited, Good Vibes Global Limited, High Joy Development Limited, Ji Feng Limited, Jiashi Holdings Limited, Joy Good Development Limited, Just Brilliant Global Limited, Lanbowan (BVI) Limited, Leading Century Holdings Limited, Lionfort Investments Limited, Lucky Oasis Investments Limited, Luckyman Group Limited, Mass Joy Holdings Limited, New Aberdeen Global Limited, New Chic Global Limited, New Classic Ventures Limited, New Garland Limited, New Ward Investments Limited, New Wind Development Limited, Oasis City Global Limited, Peace Top Limited, Primal Glory Limited, Season Pioneer Limited, Shengtong (BVI) Limited, Shengtong Holding Limited, Silver Realm Global Limited, Sky Great Limited, Smart Forward Ventures Limited, Smart Range Investments Limited, Smarter Global Investments Limited, Solution Key Holdings Limited, Sonic Solution Limited, Success Will Group Limited, any Subsidiaries of Success Will Group Limited, Sunny High Development Limited, Sure Fast Group Limited, Surplus Sky International Investment Limited, Talent Profit Enterprise Limited, Tianding Holding Limited, Trade Summit Global Limited, Tycoon Market Limited, Universal Star Global Limited, Vision Smart Ventures Limited, Wealthy Surplus Development Limited, Welly Gold Limited and Wisdom Light Global Limited.

The initial Subsidiary Guarantors do not have significant operations.

Any Restricted Subsidiary (other than future PRC Subsidiaries, Exempted Subsidiaries or Listed Subsidiaries) will provide a Subsidiary Guarantee or a JV Subsidiary Guarantee as soon as practicable after it becomes a Restricted Subsidiary or as soon as practicable after it ceases to be either an Exempted Subsidiary or a Listed Subsidiary. Notwithstanding the foregoing sentence, the Company may elect to have any Restricted Subsidiary organized under laws outside the PRC not provide a Subsidiary Guarantee or a JV Subsidiary Guarantee at the time such entity becomes a Restricted Subsidiary or ceasing to be either an Exempted Subsidiary or a Listed Subsidiary, provided that, after giving effect to the consolidated assets of such Restricted Subsidiary, the Consolidated Assets of all Restricted Subsidiaries organized outside the PRC (other than Exempted Subsidiaries and Listed Subsidiaries) that are not Subsidiary Guarantors or JV Subsidiary Guarantors do not account for more than 20% of the Relevant Total Assets of the Company.

Ranking of Subsidiary Guarantees

The Subsidiary Guarantee of each Subsidiary Guarantor:

- is a general obligation of such Subsidiary Guarantor;
- is effectively subordinated to secured obligations of such Subsidiary Guarantor, to the extent of the value of the assets serving as security therefor (other than the Collateral);
- is senior in right of payment to all future obligations of such Subsidiary Guarantor expressly subordinated in right of payment to such Subsidiary Guarantee; and
- ranks at least *pari passu* with all the Existing Notes and other unsecured, unsubordinated indebtedness of such Subsidiary Guarantor (subject to any priority rights of such unsubordinated indebtedness pursuant to applicable law).

Ranking of JV Subsidiary Guarantees

If any is provided, the JV Subsidiary Guarantee of each JV Subsidiary Guarantor:

- will be a general obligation of such JV Subsidiary Guarantor;
- will be enforceable only up to the JV Entitlement Amount;
- will be effectively subordinated to secured obligations of such JV Subsidiary Guarantor, to the extent of the value of the assets serving as security therefor;
- subject to the limitation to the JV Entitlement Amount, will be senior in right of payment to all future obligations of such JV Subsidiary Guarantor expressly subordinated in right of payment to such JV Subsidiary Guarantee; and

- subject to the limitation to the JV Entitlement Amount, will rank at least *pari passu* with the Indebtedness of such JV Subsidiary Guarantor under its JV Subsidiary Guarantee with respect to the Existing Pari Passu Secured Indebtedness (if any) and all other unsecured, unsubordinated Indebtedness of such JV Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

The JV Subsidiary Guarantees of each JV Subsidiary Guarantor will not be secured.

Replacement of Subsidiary Guarantees with JV Subsidiary Guarantees

A Subsidiary Guarantee given by a Subsidiary Guarantor may be released following the sale of existing Capital Stock or the issuance of new Capital Stock, by the Company or any of its Restricted Subsidiaries in (a) such Subsidiary Guarantor or (b) any other Subsidiary Guarantor that, directly or indirectly, owns a majority of the Capital Stock of such Subsidiary Guarantor, in each case where such sale or issuance is for no less than 20% of the issued Capital Stock of the relevant Subsidiary Guarantor if certain conditions are satisfied.

Security to be granted

The Company has agreed, for the benefit of the Holders, to pledge, or cause the initial Subsidiary Guarantor Pledgors to pledge, as the case may be, all of the Capital Stock of each initial Subsidiary Guarantor, or extend the benefit of the security interest over such Capital Stock under the Share Charges, subject to any Permitted Lien and the Intercreditor Agreement, on the Original Issue Date in order to secure the obligations of the Company under the Notes and the Indenture and of such initial Subsidiary Guarantor Pledgors under their respective Subsidiary Guarantees.

The security created in respect of the Collateral securing the Notes and the Subsidiary Guarantees may be released or reduced in the event of certain asset sales and certain other circumstances. In addition, the Company and each Subsidiary Guarantor Pledgor may incur Permitted Pari Passu Secured Indebtedness which would be secured by the security created in respect of the Collateral on a *pari passu* basis with the Notes and the Subsidiary Guarantees.

The Subsidiary Guarantees of each Subsidiary Guarantor Pledgor:

- will be entitled to a security interest in the Collateral pledged by such Subsidiary Guarantor Pledgor to be shared on a *pari passu* basis with holders of the Existing Pari Passu Secured Indebtedness (if any) and any other secured parties with respect to the Permitted Pari Passu Secured Indebtedness, subject to any other Permitted Liens and the Intercreditor Agreement; and
- will rank effectively senior in right of payment to the unsecured obligations of such Subsidiary Guarantor Pledgor with respect to the value of the Collateral securing such Subsidiary Guarantee (subject to any priority rights of such unsecured obligations pursuant to applicable law).

See the section entitled “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral.”

Intercreditor Agreement	<p>On January 19, 2011, the Company entered into the Intercreditor Agreement with the Subsidiary Guarantor Pledgors, the Collateral Agent and the trustee for the 2014 Notes, the 2015 Notes and the 2016 Notes, which was supplemented (i) on October 30, 2013, whereupon the trustee for the 2018 Notes acceded to the Intercreditor Agreement for the benefit of the holders of the 2018 Notes and (ii) on March 12, 2014, whereupon the agent for the DB Facility acceded to the Intercreditor Agreement for and on behalf of the lenders under the DB Facility.</p>
	<p>On the Original Issue Date, the Trustee will accede to the Intercreditor Agreement, whereupon the Holders of the Notes will share equal priority and <i>pro rata</i> entitlement in and to the Collateral with the holders of any Existing Pari Passu Secured Indebtedness remaining outstanding after the Original Issue Date and any other creditors with respect to Permitted Pari Passu Secured Indebtedness.</p>
Use of proceeds	<p>We intend to use the proceeds to refinance existing indebtedness of our group.</p> <p>Pending application of the net proceeds of this offering, we intend to invest such net proceeds in Temporary Cash Investment.</p>
Optional Redemption	<p>On or after February 17, 2018, the Company may on any one or more occasions redeem all or any part of the Notes, at the redemption prices (expressed as percentages of principal amount) set forth in “Description of the Notes — Optional Redemption,” plus accrued and unpaid interest, if any, on the Notes redeemed, to (but not including) the applicable date of redemption, if redeemed during the twelve-month period beginning on February 17 of the years indicated in such section.</p> <p>At any time prior to February 17, 2018, the Company may at its option redeem the Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the Notes plus the Applicable Premium as of, and accrued and unpaid interest, if any, to the redemption date.</p> <p>At any time and from time to time prior to February 17, 2018, the Company may redeem up to 35% of the aggregate principal amount of the Notes at a redemption price of 112% of the principal amount of the Notes, plus accrued and unpaid interest, if any, with the proceeds from sales of certain kinds of its capital stock, subject to certain conditions.</p>
Repurchase of Notes upon a Change of Control Triggering Event	<p>Upon the occurrence of a Change of Control Triggering Event as defined under the section entitled “Description of the Notes — Definitions,” the Company will make an offer to repurchase all outstanding Notes at a purchase price equal to 101% of their principal amount plus accrued and unpaid interest, if any, to the repurchase date.</p>

Redemption for taxation reason	Subject to certain exceptions and as more fully described herein, the Company may redeem the Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest, if any, to the date fixed by the Company for redemption, if the Company, a Subsidiary Guarantor or a JV Subsidiary Guarantor would become obligated to pay certain additional amounts as a result of certain changes in specified tax laws or certain other circumstances. See the section entitled “Description of the Notes — Redemption for Taxation Reasons.”
Covenants	<p>The Notes, the Indenture governing the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) will limit the Company’s ability and the ability of its Restricted Subsidiaries to, among other things:</p> <ul style="list-style-type: none"> <li>● incur or guarantee additional indebtedness and issue disqualified or preferred stock;</li> <li>● declare dividends on its capital stock or purchase or redeem capital stock;</li> <li>● make investments or other specified restricted payments;</li> <li>● issue or sell capital stock of Restricted Subsidiaries;</li> <li>● guarantee indebtedness of Restricted Subsidiaries;</li> <li>● sell assets;</li> <li>● create liens;</li> <li>● enter into sale and leaseback transactions;</li> <li>● enter into agreements that restrict the Restricted Subsidiaries’ ability to pay dividends, transfer assets or make intercompany loans;</li> <li>● enter into transactions with shareholders or affiliates; and</li> <li>● effect a consolidation or merger.</li> </ul> <p>These covenants are subject to a number of important qualifications and exceptions described in the section entitled “Description of the Notes — Certain Covenants.”</p>
Transfer restrictions	The Notes will not be registered under the Securities Act or under any state securities laws of the United States and will be subject to customary restrictions on transfer and resale. See the section entitled “Transfer Restrictions.”
Form, denomination and registration	The Notes will be issued only in fully registered form, without coupons, in minimum denominations of US\$200,000 of principal amount and integral multiples of US\$1,000 in excess thereof and will be initially represented by one or more global notes deposited with a common depository and registered in the name of a nominee of the common depository.



Book-entry only	The Notes will be issued in book-entry form through the facilities of Euroclear and Clearstream for the accounts of its participants. For a description of certain factors relating to clearance and settlement, see the section entitled “Description of the Notes — Book-Entry; Delivery and Form.”
Delivery of the Notes	The Company expects to make delivery of the Notes, against payment in same-day funds on or about February 17, 2015, or the Original Issue Date, which the Company expects will be the four business day following the date of this offering memorandum referred to as “T+4.” You should note that initial trading of the Notes may be affected by the “T+4” settlement. See the section entitled “Plan of Distribution.”
Trustee	Citicorp International Limited.
Collateral Agent	Citicorp International Limited.
Paying Agent, Transfer Agent and Registrar	Citibank, N.A., London Branch.
Listing	SGX-ST
Ratings	The Notes are expected to be assigned a rating of B+ by Standard and Poor’s Ratings Services, or S&P, and B2 by Moody’s Investors Service, or Moody’s. We cannot assure investors that these ratings will not be adversely revised or withdrawn either before or after the issue of the Notes.
Governing law	The Notes, the Indenture and the Supplement to the Intercreditor Agreement will be governed by and will be construed in accordance with the laws of the State of New York.
Risk factors	For a discussion of certain factors that should be considered in evaluating an investment in the Notes, see the section entitled “Risk Factors.”

## Summary Consolidated Financial and Other Data

The following tables present our summary financial and other data. The summary consolidated financial data as of and for the fiscal year ended December 31, 2011 (except for EBITDA data) are derived from the comparative information set forth in our audited consolidated financial statements as of and for the year ended December 31, 2012. The summary consolidated financial data as of and for each of the fiscal years ended December 31, 2012 and 2013 (except for EBITDA data) are derived from our audited consolidated financial statements for those years and as of the dates indicated. The 2011 financial information as contained therein was restated to reflect the change in accounting policy as described below. The summary consolidated financial information as of and for the six months ended June 30, 2013 and 2014 set forth below (except for EBITDA data) has been derived from our unaudited condensed consolidated interim financial information included elsewhere in this offering memorandum. The unaudited condensed consolidated interim financial information as of and for the six months ended June 30, 2013 and 2014 contains all adjustments that our management believes are necessary for the fair presentation of such information.

Results for interim periods are not indicative of results for the full year. The summary financial data below should be read in conjunction with the section entitled “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” our consolidated financial statements and the notes to those statements included elsewhere in this offering memorandum.

Our financial information has been prepared and presented in accordance with HKFRS, which differs in certain material respects from GAAP in other jurisdictions.

Starting from January 1, 2012, we have adopted a new accounting policy for measuring the deferred tax assets or liabilities arising on an investment property measured at fair value, details of which are described in note 2(a)(i) to our audited consolidated financial statements as of and for the year ended December 31, 2012 included elsewhere in this offering memorandum. Previously, we measured the deferred tax relating to an asset depending on whether the entity expects to recover the carrying amount of the asset through use or sale. In 2012, we retrospectively adopted the amendment to HKAS 12, “Income Taxes” issued by the HKICPA, which introduces a rebuttable presumption that an investment property measured at fair value is recovered entirely by sale. We accounted for this change in accounting policy retrospectively for 2011 by restating the financial information as of and for the year ended December 31, 2011 contained in our audited consolidated financial statements as of and for the year ended December 31, 2012, and present such restated financial information throughout this offering memorandum. We restated such financial information by re-measuring the deferred tax relating to certain investment properties according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations — Critical Accounting Policies — Enterprise Income Taxes and Deferred Taxation.” Such restated financial information has not been audited by our independent auditor and you should not place undue reliance on it. The summary financial data as of and for the fiscal year ended December 31, 2011 below has been so restated.

## Summary Consolidated Statement of Comprehensive Income and Other Financial Data

	Year ended December 31,				Six months ended June 30,		
	2011	2012	2013		2013	2014	
	(RMB) (restated)	(RMB)	(RMB)	(US\$) (unaudited)	(RMB) (unaudited)	(RMB) (unaudited)	(US\$) (unaudited)
	(in thousands, except for percentages)						
Revenue . . . . .	61,918,185	65,260,838	93,671,780	15,099,584	41,952,314	63,336,747	10,209,676
Cost of sales . . . . .	(41,310,558)	(47,050,471)	(66,023,022)	(10,642,695)	(30,500,297)	(45,242,114)	(7,292,880)
<b>Gross profit</b> . . . . .	<b>20,607,627</b>	<b>18,210,367</b>	<b>27,648,758</b>	<b>4,456,889</b>	<b>11,452,017</b>	<b>18,094,633</b>	<b>2,916,796</b>
Fair value gains on investment properties . . . . .	4,235,953	4,459,506	5,815,221	937,395	2,890,742	4,408,172	710,583
Other income . . . . .	755,806	635,525	1,041,322	167,858	424,537	514,367	82,914
Selling and marketing costs . . . . .	(2,720,756)	(3,017,664)	(4,309,728)	(694,714)	(1,497,504)	(3,539,235)	(570,513)
Administrative expenses . . . . .	(2,161,218)	(2,600,664)	(3,472,494)	(559,755)	(1,243,705)	(1,939,506)	(312,642)
Other operating expenses . . . . .	(791,162)	(1,164,213)	(1,679,337)	(270,704)	(843,466)	(758,098)	(122,203)
<b>Operating profit</b> . . . . .	<b>19,926,250</b>	<b>16,522,857</b>	<b>25,043,742</b>	<b>4,036,969</b>	<b>11,182,621</b>	<b>16,780,333</b>	<b>2,704,935</b>
Finance income/(costs), net . . . . .	448,598	(33,056)	352,618	56,841	118,285	(224,984)	(36,267)
<b>Profit before income tax</b> . . . . .	<b>20,374,848</b>	<b>16,489,801</b>	<b>25,396,360</b>	<b>4,093,810</b>	<b>11,300,906</b>	<b>16,555,349</b>	<b>2,668,668</b>
Income tax expenses . . . . .	(8,648,255)	(7,307,880)	(11,687,328)	(1,883,959)	(4,786,272)	(7,060,480)	(1,138,126)
<b>Profit for the year/period</b> . . . . .	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,709,032</b>	<b>2,209,851</b>	<b>6,514,634</b>	<b>9,494,869</b>	<b>1,530,542</b>
<b>Other comprehensive income</b> . . . . .	<b>—</b>	<b>—</b>	<b>(157,235)</b>	<b>(25,346)</b>	<b>—</b>	<b>171,296</b>	<b>27,612</b>
<b>Total comprehensive income for the year/period</b> . . . . .	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,551,797</b>	<b>2,184,505</b>	<b>6,514,634</b>	<b>9,666,165</b>	<b>1,558,154</b>
<b>Profit attributable to:</b>							
Shareholders of the Company . . . . .	11,323,663	9,170,837	12,611,778	2,032,977	6,237,273	7,093,578	1,143,462
Holders of perpetual capital instruments . . . . .	—	—	656,559	105,835	—	1,883,863	303,672
Non-controlling interests . . . . .	402,930	11,084	440,695	71,039	277,361	517,428	83,408
	<u>11,726,593</u>	<u>9,181,921</u>	<u>13,709,032</u>	<u>2,209,851</u>	<u>6,514,634</u>	<u>9,494,869</u>	<u>1,530,542</u>
<b>Total comprehensive income attributable to:</b>							
Shareholders of the company . . . . .	11,323,663	9,170,837	12,454,543	2,007,631	6,237,273	7,264,874	1,171,074
Holders of perpetual capital instruments . . . . .	—	—	656,559	105,835	—	1,883,863	303,672
Non-controlling interests . . . . .	402,930	11,084	440,695	71,039	277,361	517,428	83,408
	<u>11,726,593</u>	<u>9,181,921</u>	<u>13,551,797</u>	<u>2,184,505</u>	<u>6,514,634</u>	<u>9,666,165</u>	<u>1,558,154</u>
Dividends . . . . .	2,800,554	2,291,947	6,265,659	1,010,004	—	—	—
<b>Other Financial Data</b>							
EBITDA <sup>(1)</sup> . . . . .	18,029,885	14,854,553	23,633,306	3,809,612	10,209,537	15,285,509	2,463,974
EBITDA margin <sup>(2)</sup> . . . . .	29.1%	22.8%	25.2%	25.2%	24.3%	24.1%	24.1%

*Notes:*

(1) EBITDA for any period consists of profit from operating activities before fair value gains on investment properties, interest income from non-current receivables, penalty income, exchange gains/(losses) plus income tax expenses, depreciation, share option amortization, amortization of intangible assets and land use rights and interest expense. EBITDA is not a standard measure under HKFRS. EBITDA is a widely used financial indicator of a company's ability to service and incur debt. EBITDA should not be considered in isolation or construed as an alternative to cash flows, net income or any other measure of financial performance or as an indicator of our operating performance, liquidity, profitability or cash flows generated by operating, investing or financing activities. In evaluating EBITDA, we believe that investors should consider, among other things, the components of EBITDA such as sales and operating expenses and the amount by which EBITDA exceeds capital expenditures and other charges. We have included EBITDA because we believe it is a useful supplement to cash flow data as a measure of our performance and our ability to generate cash flow from operations to cover debt service and taxes. EBITDA presented herein may not be comparable to similarly titled measures presented by other companies. Investors should not compare our EBITDA to EBITDA presented by other companies because not all companies use the same definition. See the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations — Non-GAAP Financial Measures" for a reconciliation of our profit for the year/period under HKFRS to our definition of EBITDA. Investors should also note that EBITDA as presented herein may be calculated differently from Consolidated EBITDA as defined and used in the Indenture governing the Notes. Interest expense excludes amounts capitalized. See the section entitled "Description of the Notes — Definitions" for a description of the manner in which Consolidated EBITDA is defined for purposes of the Indenture governing the Notes.

(2) EBITDA margin is calculated by dividing EBITDA by revenue.

## Summary Consolidated Balance Sheet Data

	As of December 31,				As of June 30,	
	2011	2012	2013		2014	
	(RMB) (restated)	(RMB)	(RMB)	(US\$) (unaudited)	(RMB) (unaudited)	(US\$) (unaudited)
	(in thousands)					
<b>ASSETS</b>						
<b>Non-current assets</b>						
Property and equipment . . . . .	4,864,442	8,559,167	11,377,719	1,834,051	12,826,876	2,067,650
Land use rights . . . . .	445,758	2,347,117	2,796,471	450,782	3,063,319	493,797
Investment properties . . . . .	18,918,630	24,941,627	36,038,688	5,809,318	48,176,770	7,765,938
Properties under development . . . . .	—	—	354,842	57,200	354,842	57,199
Trade and other receivables . . . . .	349,314	1,112,242	2,626,439	423,373	5,519,988	889,804
Intangible assets . . . . .	275,517	446,989	439,600	70,862	547,845	88,311
Available-for-sale financial assets . . . . .	—	—	3,845,234	619,839	4,952,241	798,285
Deferred income tax assets . . . . .	648,559	1,039,782	1,290,772	208,068	2,212,395	356,631
	<u>25,502,220</u>	<u>38,446,924</u>	<u>58,769,765</u>	<u>9,473,493</u>	<u>77,654,276</u>	<u>12,517,615</u>
<b>Current assets</b>						
Properties under development . . . . .	91,380,381	133,293,609	160,543,684	25,879,117	181,641,489	29,280,013
Completed properties held for sale . . . . .	8,434,504	15,158,843	24,288,831	3,915,280	35,666,568	5,749,334
Trade and other receivables . . . . .	5,766,224	5,785,030	9,511,811	1,533,273	14,850,558	2,393,861
Prepayments . . . . .	19,296,237	19,871,222	39,632,002	6,388,549	45,965,729	7,409,525
Income tax recoverable . . . . .	439,492	1,245,324	1,748,660	281,878	1,842,201	296,957
Restricted cash . . . . .	8,122,405	7,399,279	13,534,985	2,181,795	27,804,103	4,481,930
Cash and cash equivalents . . . . .	20,081,945	17,790,320	40,118,454	6,466,963	36,230,016	5,840,160
	<u>153,521,188</u>	<u>200,543,627</u>	<u>289,378,427</u>	<u>46,646,855</u>	<u>344,000,664</u>	<u>55,451,780</u>
<b>Total assets</b> . . . . .	<u>179,023,408</u>	<u>238,990,551</u>	<u>348,148,192</u>	<u>56,120,348</u>	<u>421,654,940</u>	<u>67,969,395</u>
<b>EQUITY</b>						
<b>Capital and reserves attributable to shareholders of the Company</b>						
Share capital . . . . .	1,037,199	1,043,317	1,109,703	178,880	1,030,155	166,058
Share premium . . . . .	5,423,466	2,901,986	4,227,525	681,463	—	—
Reserves . . . . .	5,601,609	6,546,500	4,232,261	682,227	5,841,415	941,617
Retained earnings . . . . .	19,897,438	27,771,925	39,020,303	6,289,945	39,153,950	6,311,488
	31,959,712	38,263,728	48,589,792	7,832,515	46,025,520	7,419,163
<b>Perpetual capital instruments</b> . . . . .	—	—	25,023,773	4,033,750	44,484,172	7,170,703
<b>Non-controlling interests</b> . . . . .	2,171,041	3,427,597	5,729,069	923,507	7,375,036	1,188,831
<b>Total equity</b> . . . . .	<u>34,130,753</u>	<u>41,691,325</u>	<u>79,342,634</u>	<u>12,789,772</u>	<u>97,884,728</u>	<u>15,778,697</u>
<b>LIABILITIES</b>						
<b>Non-current liabilities</b>						
Borrowings . . . . .	41,498,720	41,243,149	73,021,273	11,770,790	75,962,463	12,244,900
Other payables . . . . .	—	738,516	870,475	140,318	1,291,177	208,134
Deferred income tax liabilities . . . . .	3,590,991	4,939,761	6,716,307	1,082,647	8,125,732	1,309,841
	<u>45,089,711</u>	<u>46,921,426</u>	<u>80,608,055</u>	<u>12,993,755</u>	<u>85,379,372</u>	<u>13,762,875</u>
<b>Current liabilities</b>						
Borrowings . . . . .	10,227,990	19,030,706	35,796,065	5,770,208	75,818,266	12,221,656
Trade and other payables . . . . .	49,196,123	77,788,431	99,895,408	16,102,813	115,333,751	18,591,423
Receipt in advance from customers . . . . .	31,613,979	44,833,483	39,000,386	6,286,734	30,911,365	4,982,811
Current income tax liabilities . . . . .	8,764,852	8,725,180	13,505,644	2,177,066	16,327,458	2,631,933
	<u>99,802,944</u>	<u>150,377,800</u>	<u>188,197,503</u>	<u>30,336,821</u>	<u>238,390,840</u>	<u>38,427,823</u>
<b>Total liabilities</b> . . . . .	<u>144,892,655</u>	<u>197,299,226</u>	<u>268,805,558</u>	<u>43,330,576</u>	<u>323,770,212</u>	<u>52,190,698</u>
<b>Total equity and liabilities</b> . . . . .	<u>179,023,408</u>	<u>238,990,551</u>	<u>348,148,192</u>	<u>56,120,348</u>	<u>421,654,940</u>	<u>67,969,395</u>
<b>Net current assets</b> . . . . .	<u>53,718,244</u>	<u>50,165,827</u>	<u>101,180,924</u>	<u>16,310,034</u>	<u>105,609,824</u>	<u>17,023,957</u>
<b>Total assets less current liabilities</b> . . . . .	<u>79,220,464</u>	<u>88,612,751</u>	<u>159,950,689</u>	<u>25,783,527</u>	<u>183,264,100</u>	<u>29,541,572</u>

## RISK FACTORS

*You should carefully consider the risks and uncertainties described below and other information contained in this offering memorandum before making an investment decision. The risks and uncertainties described below may not be the only ones that we face. Additional risks and uncertainties that we are not aware of or that we currently believe are immaterial may also adversely affect our business, financial condition or results of operations. If any of the possible events described below occurs, our business, financial condition or results of operations could be materially and adversely affected. In such case, we may not be able to satisfy our obligations under the Notes, and you could lose all or part of your investment.*

### **Risks Relating to Our Business**

***Our business is subject to extensive governmental regulation and, in particular, we are susceptible to policy changes in the PRC property sector.***

Our business is subject to extensive governmental regulation. As with other PRC property developers, we must comply with various requirements mandated by the PRC laws and regulations, including the policies and procedures established by local authorities designed to implement such laws and regulations. In particular, the PRC government exerts considerable direct and indirect influence on the development of the PRC property sector by imposing industry policies and other economic measures, such as control over the supply of land for property development, control of foreign exchange, property financing, taxation and foreign investment. Through these policies and measures, the PRC government may restrict or reduce land available for property development, raise benchmark interest rates of commercial banks, place additional limitations on the ability of commercial banks to make loans to property developers and property purchasers, and impose additional taxes and levies on property sales and restrict foreign investment in the PRC property sector. Many of the property industry policies carried out by the PRC government are unprecedented and are expected to be refined and improved over time. Other political, economic and social factors may also lead to further adjustments and changes of such policies. Starting from the second half of 2009, the residential property prices in certain cities in China rose rapidly. In order to prevent the overheating of the property market and the possible formation of a speculative bubble, the PRC government introduced a series of regulatory measures in an effort to stabilize the real estate market and facilitate its sustainable development, including raising the down payment ratio and residential mortgage loan interest rate, limiting the number of houses that a single household may purchase, increasing the supply of affordable housing to low- and middle-income families, increasing the supply of public housing to targeted populations, restricting foreign investments in properties in China, abolishing the preferential business tax treatment on transfer of ordinary housing within five years and launching new property tax schemes in certain cities. Recently, the property market in the PRC has witnessed signs of a slowdown, with some developers reported to have lowered prices in order to stimulate sales and some local governments reported to have relaxed property purchase restrictions previously imposed as cooling measures to help boost demand. We cannot assure you that the PRC government will not adopt additional and more stringent industry policies, regulations and measures in the future. If we fail to adapt our operations to such new policies, regulations and measures that may come into effect from time to time, our business prospects, results of operations and financial condition may be materially and adversely affected.

You should read the various risk factors under the section entitled “— Risks Relating to the Property Industry in China” below for more risks and uncertainties relating to the extensive PRC regulations.

***We are highly dependent on the performance of the residential property markets in China, particularly in the regions where we have or will have operations.***

Our business and prospects depend on the performance of the PRC residential property markets. Any housing market downturn in China generally or in the regions where we operate could adversely affect our business, results of operations and financial condition. As of June 30, 2014, we had 303 properties under development or held for future development across China located in 31 provinces or municipalities and 147 cities. As of June 30, 2014, based on our GFA under development, Guangdong Province constituted our largest regional property market in China, with considerable GFA under development concentrated in Qingyuan City. Over-concentration of our properties under development within any particular city or region, such as Qingyuan City, during any protracted period of time may expose us to more regional risks. Any adverse developments in regional economies where we have significant operations could have a material adverse effect on our results of operations and financial condition.

The market experienced fluctuations in property prices during the past few years. There have been increasing concerns over housing affordability and sustainability of market growth. In addition, demand for properties in China has been adversely affected and will continue to be so affected by the macro-economic control measures implemented by the PRC government and the recent and potential future global economic downturns. You may find a more detailed risk factor relating to the PRC government control measures in the property sector in the section entitled “— Risks Relating to the Property Industry in China — The PRC government may adopt further measures to slow down growth in the property sector.” We cannot assure you that the demand for new residential properties in geographical locations where we have or will have operations will continue to grow in the future or that there will not be over-development or market downturn in the domestic residential property sector. Any such adverse development and the ensuing decline in property sales or decrease in property prices in China may materially and adversely affect our business and financial condition.

***We have substantial indebtedness and a deterioration of our cash flow position could materially and adversely affect our ability to service our indebtedness and to continue our operations.***

We maintain a significant level of indebtedness to finance our operations. As of December 31, 2011, 2012 and 2013 and June 30, 2014, our aggregate outstanding borrowings were RMB51,726.7 million, RMB60,273.9 million, RMB108,817.3 million (US\$17,541.0 million) and RMB151,780.7 million (US\$24,466.6 million), respectively. Our total borrowings described above do not include our guarantees or indemnity obligations of approximately RMB40,149.4 million, RMB56,272.5 million, RMB75,310.0 million (US\$12,139.7 million) and RMB89,707.4 million (US\$14,460.5 million) as of December 31, 2011, 2012 and 2013 and June 30, 2014, respectively. Out of our total borrowings of RMB151,780.7 million (US\$24,466.6 million) as of June 30, 2014, RMB75,818.3 million (US\$12,221.7 million) was due within a period not exceeding one year, RMB75,212.8 million (US\$12,124.1 million) was due within a period of more than one year but not exceeding five years and RMB749.6 million (US\$120.8 million) was due within a period of more than five years. We have incurred and will incur a significant amount of interest expense in relation to our bank and other borrowings, the Existing Notes and other financing arrangements. Most of this interest expense has been or will be capitalized as a part of the properties under development rather than being recorded as expense in our income statement upon their incurrence. Accordingly, such capitalized interest expenses may adversely affect our gross profit margin upon recognition of the sales of the relevant properties in 2013 and future periods.

We also recorded net operating cash outflow in the six months ended June 30, 2014 and for the three years ended December 31, 2013. The PRC governmental policies in the property sector will continue to exert pressure on our operating cash flow. The PRC government currently requires that a land grant contract be entered into within 10 working days after the closing of the land grant, and that the down-payment of 50% of the land premium be paid within one month of signing the land grant contract, with the remaining to be paid in full within one year of the date of land grant contract. We cannot assure you that we will be able to generate sufficient cash flow from operations to support the

repayment of our current indebtedness. If we are unable to make scheduled payments in connection with our debt and other fixed payment obligations as they become due, we may need to renegotiate the terms and conditions of such obligations or to obtain additional equity or debt financing. We cannot assure you that our renegotiation efforts would be successful or timely or that we would be able to refinance our obligations on acceptable terms or at all. If financial institutions decline to lend additional funds to us or to refinance our existing loans when they mature as a result of our credit risk and we fail to raise financing through other means, our financial condition, cash flow position and our business prospects may be materially and adversely affected.

In addition, some of our financing arrangements contain provisions that may not work to our advantage if we encounter difficulties in servicing our debt obligations. For example, the Indenture to our Notes and each of the indentures to our Existing Notes define “events of default” in a broad manner and contain cross-default provisions that will make a default under one debt a default under the other debt, including the Notes and the Existing Notes. You may find additional information relating to “events of default” under the Notes and the Existing Notes in the sections entitled “Description of the Notes — Events of Default,” and “Description of Material Indebtedness and Other Obligations.”

We cannot assure you that we will be able to maintain the relevant financial ratios under our financing agreements from time to time and that we will not default. If we are unable to obtain forbearance or waiver arrangements with the relevant lenders and upon occurrence of any default, event of default or cross-default in the future, this could lead to, among other things, an acceleration in our debt obligations, which could in turn have a material adverse effect on our financial condition. See “— Risks Relating to the Notes — If we are unable to comply with the restrictions and covenants in our debt agreements or the Indenture, there could be a default under the terms of these agreements or the Indenture, which could cause repayment of our debt to be accelerated.”

***We may not have adequate financing to fund our land acquisitions and property developments.***

Property development is capital intensive. We have financed our property projects primarily through our shareholders’ contributions, bank and other borrowings, pre-sale proceeds of properties under development, proceeds from the sale of completed properties, funds raised from the capital markets such as our IPO, the issuance of our Existing Notes and share placements. Our ability to obtain adequate financing for land acquisition and property development on terms which will allow us to achieve a reasonable return is dependent on a number of factors that are beyond our control, such as general economic conditions, our financial strength and performance, credit availability from financial institutions, cost borrowing, as well as monetary policies in China and PRC regulations relating to the property sector. We cannot assure you that we will always be able to meet our sales target or the PRC government will not limit our access to capital, our flexibility and ability to use bank loans or other forms of financing to finance our property development. In November 2009, the PRC government raised the minimum down-payment of land premium to 50%. In March 2010, the PRC government further tightened this requirement by setting the minimum land premium at no less than 70% of the prevailing price at the locality of the land parcel granted, and the bidding deposit at not less than 20% of such minimum land premium. Currently, the PRC government requires that a land grant contract must be entered into within 10 working days after the closing of the land grant, and the down-payment of 50% of the land premium must be paid within one month of signing the land grant contract, with the remaining to be paid in full within one year of the date of the land grant contract. Such change in policy may constrain our cash otherwise available for additional land acquisition and construction. The PRC government could also introduce other initiatives that may further limit our access to capital, and/or consequently reduce our flexibility and ability to use bank loans or other forms of financing to finance our acquisitions and property developments, such as restricting the grant or extension of revolving credit facilities to property developers that hold a large amount of idle land and vacant commodity properties, prohibiting commercial banks from taking commodity properties that have been vacant for more than three years as security for mortgage loans, and forbidding property developers from using borrowings obtained from any local banks to fund property developments outside that local region. In addition, in April 2010, the State Council of the PRC (中華人民共和國國務院), or the State Council, issued the

Notice on Resolutely Curbing the Excessive Hike of Property Prices in Some Cities 《國務院關於堅決遏制部分城市房價過快上漲的通知》, which mandates that developers who hold idle land or speculate in land will not be granted bank loans for the development of new property projects. In September 2010, People's Bank of China (中國人民銀行), the central bank of China, or PBOC, and China Banking Regulatory Commission (中國銀行業監督管理委員會), or CBRC, jointly issued a notice to prohibit banks from lending to any property developer for its new projects or renewal of its existing loans if such developer has a track record of maintaining idle land, changing the use and nature of land without proper approval, delaying the construction commencement or completion date, hoarding properties or other non-compliance. In addition, the PBOC has increased and may further increase the reserve requirement ratio for commercial banks in the future in order to curtail the amount of loans provided by commercial banks in the PRC. We cannot assure you that we will be able to secure adequate financing to fund our land acquisitions (including any unpaid land premium for past acquisitions) to finance our project construction or to renew our existing credit facilities prior to their expiration. If we are unable to secure adequate financing, or if the PRC government adopts further restrictive credit policies in the future, this may materially and adversely affect our business, financial condition and results of operations.

***Changes in interest rates may increase our financing costs.***

Changes in interest rates have affected and will continue to affect our financing costs and, ultimately, our results of operations. The benchmark one-year bank lending rates published by PBOC for the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014 were 6.56%, 6.00%, 6.00% and 6.00%, respectively. On November 21, 2014, the PBOC decreased the benchmark one-year lending rate to 5.60%. As of June 30, 2014, the average annualized interest rate on our outstanding Renminbi borrowings was 9.00%, and the average annualized interest rate on our outstanding foreign currency borrowings was 7.43%. Interest expenses of borrowings we incurred in 2011, 2012 and 2013 and the six months ended June 30, 2014 were RMB3,988.2 million, RMB5,785.1 million, RMB8,115.0 million (US\$1,308.1 million) and RMB5,685.7 million (US\$916.5 million), respectively. On July 20, 2013, pursuant to the Notice on Further Promoting the Market-oriented Interest Rate Reform 《中國人民銀行關於進一步推進利率市場化改革的通知》, the PBOC abolished the regulation of the benchmark lending rate for financial institutions and began allowing lending rates to be determined by financial institutions pursuant to commerce principles. We cannot assure you that financial institutions will not raise lending rates or that interest rates for U.S. dollar loans will not fluctuate significantly and we cannot assure you that the PBOC will not take more stringent measures to increase the rates in the future. We have also not hedged against any of our interest rate exposure. Any further increase in these rates will increase our financing cost and may materially and adversely affect our business, financial condition and results of operations.

***We may not always be able to obtain land reserves that are suitable for our future property development.***

We derive our revenue principally from the sale of properties that we have developed. To have a steady stream of developed properties available for sale and continuous growth in the long term, we need to replenish and increase our land reserves that are suitable for development. Our ability to identify and acquire suitable development sites is subject to a number of factors, some of which are beyond our control, such as the overall economic conditions, our effectiveness in identifying and acquiring land parcels suitable for development and competition for such land parcels. The availability of substantially all of the land in China is controlled by the PRC government. Thus the PRC government's land policies have a direct impact on our ability to acquire land use rights for development and our costs of acquisition. In recent years, the PRC central and local governments have implemented various measures to regulate the means by which property developers obtain land for property development. The PRC government also controls land supply through zoning, land usage regulations and other means. All these measures further intensify the competition for land in China among property developers.



In March 2010, the Ministry of Land and Resources issued the Circular on Strengthening Real Estate Land Supply and Supervision 《關於加強房地產用地供應和監管有關問題的通知》, under which the minimum price for a given land transfer is required to be equal to at least 70% of the benchmark price for land in the surrounding locality and the bidding deposit for such land transfer is required to be equal to at least 20% of the applicable minimum transfer price. Property developers are also required to pay 50% of the land premium (taking into account any deposits previously paid) as a down-payment within one month of signing a land grant contract and pay the remaining land premium in full within one year from the date of the land grant contract. In addition, in September 2010, PRC Ministry of Housing and Urban-Rural Development (中華人民共和國住房和城鄉建設部), formerly known as PRC Ministry of Construction (中華人民共和國建設部), or MOHURD, issued the Notice On Further Strengthening the Administration and Control of Real Estate Land and Construction 《關於進一步加強房地產用地和建設管理調控的通知》, which stipulates, among other things, that the planning and construction conditions and land use standards should be specified when a parcel of land is to be granted, and the restrictions on the area of any parcel of land granted for commodity properties should be strictly implemented. The development and construction of large low-density residential properties should be strictly restricted, and the plot ratio for residential land is required to be more than 1.0. In addition, a property developer and its shareholders will be prohibited from participating in any bidding to acquire additional land until any illegal behavior in which it has engaged, such as leaving its land idle for more than one year, has been completely rectified.

On June 1, 2012, the Ministry of Land and Resources promulgated the revised Measures on the Disposal of Idle Land 《閒置土地處置辦法》, which became effective on July 1, 2012. Under these measures, if any land parcel constitutes “idle land” due to government-related action, the holder of the relevant land use rights is required to explain to the relevant municipality or county-level land administrative department(s) the reasons for the land becoming idle, consult the relevant governmental authorities and rectify the situation accordingly.

The means of rectification include but are not limited to the extension of the period permitted for commencing development, the adjustment of the land use and planning conditions or the substitution of the relevant idle land parcels with other land parcels.

On November 5, 2012, the Ministry of Land and Resources, the Ministry of Finance of the PRC (the “Ministry of Finance”), the People’s Bank of China (the “PBOC”) and the China Bank Regulatory Commission (the “CBRC”) jointly promulgated the Notice on Strengthening Land Reserves and Financing Administration (Guotuzi Fa [2012] No. 162) 《關於加強土地儲備與融資管理的通知 (國土資發[2012]162號)》 in order to strengthen land bank institutions administration, determine the reasonable scale and structure of land bank, strengthen the administration of land pre-development, reservation and protection, and regulate the financing of land reservation and the use of land reservation funds.

The implementation of these regulations may increase land transfer prices and require property developers to maintain a higher level of working capital.

If we fail to acquire sufficient land reserves suitable for development in a timely manner and at acceptable prices, our prospects and competitive position may be adversely affected and our business strategies, growth potential and performance may be materially and adversely affected.

***We may forfeit land to the PRC government if we fail to comply with the terms of the land grant contracts.***

Under PRC laws, if we fail to develop a property project according to the terms of the land grant contract, including those relating to the payment of land premium, demolition and resettlement costs and other fees, specified usage of the land and the time for commencement and completion of the property development, the PRC government may issue a warning, impose a penalty and/or liquidated damages, and/or order us to forfeit the land. Under the current PRC laws and regulations, if we fail to pay any outstanding land premium by the stipulated deadline, we may be subject to a late payment

penalty calculated on a per-day basis. As of June 30, 2014, we had outstanding land premiums with respect to a small number of projects which we had not paid based on the underlying land grant contracts. We have obtained the relevant local governments' approvals to either extend the payment of the outstanding land premiums or pay such outstanding land premiums in installments, except for several projects that we are in discussions with the relevant local governments regarding their potential re-zoning plans. We cannot assure you that we will be able to secure similar government approvals if we fail to pay land premiums in the future. Currently, the PRC government requires that a land grant contract must be entered into within 10 working days after the closing of the land grant, and the down-payment of 50% of the land premium must be paid within one month of signing the land grant contract, with the remaining to be paid in full within one year of the date of land grant contract. Such change of policy may materially and adversely affect our ability to make timely payment of land premiums.

In addition, if we fail to commence development of a property project within the stipulated period as required under the current PRC laws without the approval from the relevant PRC land authorities, the relevant PRC land bureau may serve a warning notice on us and impose idle land fees up to 20% of the land premium unless such failure is caused by a government action or a force majeure event. The Notice on Promoting Economization of Land Use 《關於促進節約集約用地的通知》 issued by the State Council in January 2008 further confirmed the idle land fee at 20% of the land premium. If we fail to commence such development for more than two years, the land is subject to forfeiture to the PRC government unless the delay in development is caused by government actions or force majeure. Even if the commencement of the land development complies with the land grant contract, if the developed GFA on the land is less than one-third of the total GFA of the project or if the total capital expenditure is less than 25% of the total investment of the project and the suspension of the development of the land is more than one year without government approval, the land will still be treated as idle land. Furthermore, the Ministry of Land and Resources issued a Notice on Restricting the Administration of Construction Land and Promoting the Use of Approved Land 《關於嚴格建設用地管理促進批而未用土地利用的通知》 in August 2009, which reiterates the current rules regarding idle land. In September 2010, the Ministry of Land and Resources and the Ministry of Housing and Urban-Rural Development jointly issued the Notice On Further Strengthening the Administration and Control of Real Estate Land and Construction 《關於進一步加強房地產用地和建設管理調控的通知》, which provides that a property developer and its shareholders will be prohibited from participating in land bidding before any illegal behavior in which it engages, such as (1) having land idle for more than one year on its own reasons; (2) illegal transfer of land use rights; (3) noncompliance with the land development requirements specified in a land grant contract; and (4) crimes such as taking land by forging official documents and illegal land speculation, has been completely rectified. We cannot assure you that circumstances leading to imposition of penalty, liquidated damages or forfeiture of our land will not arise in the future. If we are required to pay substantial idle land fees, our results of operations and our reputation may be adversely affected. If we forfeit land, we will not only lose the opportunity to develop the property projects on such land, but may also lose all our investments in the land, including land premiums paid and development costs incurred.

***We are exposed to pre-sale related contractual and legal risks.***

We make certain undertakings in our pre-sale contracts. These pre-sale contracts and PRC laws and regulations provide for remedies with respect to any breach of such undertakings. For example, if we pre-sell a property project and we fail to complete that property project, we will be liable to the purchasers for their losses. Should we fail to complete a pre-sold property project on time, our purchasers may seek compensation for late delivery pursuant to either their contracts with us or PRC laws and regulations. If our delay extends beyond a specified period, our purchasers may terminate the pre-sale contracts and claim compensation. We cannot assure you that we will not experience delays in completion and delivery of our projects, which may have a material adverse effect on our business, financial condition and results of operations.

***Our business will be adversely affected if mortgage financing becomes more costly or otherwise less attractive or available.***

Substantially all of the purchasers of our residential properties rely on mortgages to fund their purchases. An increase in interest rates may significantly increase the cost of mortgage financing and affect the affordability of residential properties. In addition, the PRC government and commercial banks may increase the down-payment requirements, impose other conditions or otherwise change the regulatory framework in a manner that would make mortgage financing unavailable or unattractive or less available or less attractive to potential property purchasers. In recent years, to curtail the overheating of the PRC property market, the PRC government implemented a series of measures to tighten mortgage financing, including (i) raising the minimum down payment to 30% for all first-time home purchasers using mortgage financing, and requiring commercial banks in China to suspend mortgage loans to customers for their third residential property purchases and beyond, or to any non-residents who cannot provide proof of local tax or social security insurance payments for more than a one-year period; (ii) limiting the number of homes that local residents can buy in a specified period; (iii) requiring a minimum down payment of at least 20% where a first-time home purchaser (including his or her spouse and minor children) uses housing reserves to buy an ordinary home for self-use with a unit floor area of less than 90 square meters, or at least 30% where the unit floor area is more than 90 square meters; (iv) requiring a minimum down payment of at least 60% with a minimum lending interest rate of 110% of the benchmark rate for a second-time home purchaser using housing reserves; (v) stipulating that the second housing reserve loan will only be available to families whose per capita living area is below the average in the locality and such loan is only used to purchase an ordinary home for self-use in order to improve living conditions; and (vi) stipulating that loans from housing reserves to families for their third residential property and beyond are suspended. See “Regulation — Mortgages of Real Estate.” For commercial property buyers, banks are no longer allowed to finance the purchase of any pre-sold properties. The minimum down-payment for commercial property buyers has increased to 50% of the purchase price, with minimum mortgage loan interest rates at 110% of the relevant PBOC benchmark one-year bank lending interest rate and maximum maturities of no more than 10 years. In addition, mortgagee banks may not lend to any individual borrower if the monthly repayment of the anticipated mortgage loan would exceed 50% of the individual borrower’s monthly income or if the total debt service of the individual borrower would exceed 55% of such individual’s monthly income. If the availability or attractiveness of mortgage financing is reduced or limited, many of our prospective customers may not be able to purchase our properties and, as a result, our business, liquidity and results of operations could be materially and adversely affected.

In line with industry practice, we provide guarantees to banks for mortgages they offer to our purchasers up until the relevant property and the individual property ownership certificates with respect to the relevant properties are issued to our purchasers and the mortgage registrations for the relevant properties have been completed. If there are changes in laws, regulations, policies and practices that would prohibit property developers from providing guarantees to banks in respect of mortgages offered to property purchasers and the banks would not accept any alternative guarantees by third parties, or if no third party is available or willing in the market to provide such guarantees, it may become more difficult for property purchasers to obtain mortgages from banks and other financial institutions during sales and pre-sales of our properties. Such difficulties in financing could result in a substantially lower rate of sale and pre-sale of our properties, which would materially and adversely affect our cash flow, financial condition and results of operations.

***Intensified competition might adversely affect our business and our financial position.***

In recent years, many property developers, including overseas developers, have entered the property development markets in Guangdong Province and other regions of China where we have operations. Competition among property developers may cause an increase in land premiums and raw material costs, shortages in quality construction contractors, a surplus in property supply leading to decreasing property prices, further delays in issue of government approvals and higher costs to attract or retain talented employees.

Moreover, residential property markets across China are influenced by various other factors, including changes in economic conditions, banking practices and consumer sentiments. If we fail to compete effectively or to adapt to the changes in market conditions, our business operations and financial condition will be materially and adversely affected.

***Potential liability for environmental damages could result in substantial outflow of our resources.***

We are subject to a variety of laws and regulations concerning the protection of health and environment. The particular environmental laws and regulations that apply to any given project development site vary according to the site's location, the site's environmental condition, the present and former uses of the site, as well as adjoining properties. Efforts taken to comply with environmental laws and regulations may result in delays in development, cause us to incur substantial compliance costs and can prohibit or severely restrict project development activity in environmentally-sensitive regions or areas.

As required by PRC laws and regulations, each project we develop is required to undergo environmental assessments and we are required to submit an environmental impact assessment report to the relevant governmental authorities for approval before commencement of its construction. Although the environmental audits conducted by the relevant PRC environmental protection agencies to date have not revealed any environmental violations that we believe would have a material adverse effect on our business, financial condition or results of operations, it is possible that there are potential material environmental liabilities of which we are unaware. In addition, we cannot ensure that our operations will not result in environmental liabilities or that our contractors will not violate any environmental laws and regulations in their operations that may be attributed to us. You should refer to the section entitled "Business — Environmental and Safety Matters" for more information in respect of environmental matters.

***We may not be able to execute our contemplated expansion plan successfully.***

As of June 30, 2014, we had completed development of 16 projects and partially completed development of 226 projects with a total GFA of 72.0 million square meters. As of the same date, we had 303 properties under development or held for future development with an estimated total planned GFA of 150.0 million square meters in 147 strategically selected cities across 27 provinces and four municipalities in China. We may also continue to explore the feasibility of expanding our operations into other cities or some overseas markets. Although our planned projects are carefully chosen after rounds of screening, review and deliberation, such large-scale and rapid expansion has placed and may continue to place a substantial strain on our managerial and financial resources. The rapid increase in the volume of our developments brought by such expansion has also presented and may continue to present challenges in terms of project construction and delivery management. Although we have formulated a standardized operational model to facilitate the management of our projects nationwide, any failure to follow our standards or inconsistencies in our compliance across different geographical regions in China or outside China, should we wish to expand into other markets, may negatively impact our reputation and damage our brand. In addition, any failure in effectively managing our large volume of developments within a short period of time may adversely affect our ability to deliver properties to our buyers in a timely manner and harm our reputation and our growth prospects. Also, our expansion plans are based on our forward-looking assessment of the market prospects. We cannot assure you that our market assessment will turn out to be accurate, or that we will be able to execute our contemplated expansion plan successfully or that we will succeed in integrating our expanded operations despite our standardized operational model. We cannot assure you that we will be able to effectively manage our rapid expansion or that our expanded operations will generate adequate returns on our investments or positive operating cash flows. Any failure in effectively managing our expanded operations may materially and adversely affect our business prospects, results of operations and financial conditions.

***We have limited experience in hotel management and our results in this segment may be adversely affected by our inexperience.***

Certain residential projects that we have developed or will develop include upscale hotels and other ancillary commercial facilities, such as our Hotel Evergrande within Evergrande Royal Scenic Peninsula in Foshan, Hotel Evergrande in Evergrande Splendor Chongqing, Hotel Evergrande in Evergrande Scenic Garden Guangdong, Hotel Evergrande in Evergrande Splendor Qingyuan and Hotel Evergrande in Evergrande Splendor Tianjin. We believe our hotel management business primarily serves as a value enhancer to our brand and an organic component of our overall residential property market strategy. Our experience in hotel management is limited and we cannot assure you that we will be able to successfully leverage our experience in residential property development to meet challenges in the hotel management business. We currently manage the eight hotels mentioned above through our own hotel management teams and may engage hotel and resort management companies to manage the others upon the completion of their construction. We cannot assure you that we will be able to procure the services of professional hotel and resort management companies for such projects. We could face considerable reputational and financial risks if such hotels are mismanaged or do not meet the expectations of our residential, business and other customers. Additionally, we cannot assure you that there will be sufficient demand for such resort and hotel facilities in the localities of these properties. If we fail in our efforts in such hotel and resort business, our financial condition and results of operations will be adversely affected.

***Our growth strategy includes growth via acquisitions which entail risks.***

Since 2013, we have expanded our operations through acquisitions of businesses in the mineral water, grain and oil, dairy and plastic surgery industries. For more information, see the section entitled “Business — Business Overview.” Going forward, we plan to continue pursuing business expansions through strategic acquisitions.

Acquisitions involve a number of risks, including without limitation the following:

- uncertainty in the success of our acquired businesses;
- unrevealed potential liabilities or risks associated with the acquired businesses;
- difficulty in integrating the operations, personnel, information system and other aspects of the acquired business into our operations or realizing any expected cost savings or other synergies from the acquisitions;
- difficulty in maintaining uniform standards, controls, procedures and policies;
- distraction of our management’s time;
- difficulty in retaining employees and customers and integrating customer base;
- higher than planned requirements to preserve and grow the value of the acquired businesses or assets; and
- adverse effects on our results of operations due to the amortization of and potential impairment provision for goodwill or other intangible assets associated with acquisitions, and losses sustained by the acquired businesses after the date of acquisitions.

We may not be able to continue to identify any target of strategic acquisitions that is complementary to our business. Even if we identify such target, we cannot assure you that we will be able to obtain the necessary financing for the acquisition or acquire such target on terms and conditions acceptable to us. In addition, the anticipated future expansion of our operations through acquisitions will

place a significant strain on our management, internal controls and information technology systems and resources, and could also result in additional expenditure. In addition to training, managing and integrating our workforce, we will need to continue to develop and improve our management and financial control. We cannot assure you that we will be able to successfully integrate any acquisitions that we undertake or that such acquisitions will perform as planned or prove to be beneficial to our operations and cash flow. Each of these factors may have a material effect on our business, results of operations, financial condition and prospect.

***We have started expanding our operations into other industries and such expansion may not be successful.***

We have taken significant initiatives or made significant plans to expand into the mineral water, grain and oil, dairy and plastic surgery industries with a view to establishing alternative revenue sources. For more information, see the section entitled “Business — Business Overview.” There is no assurance that we can leverage our experience in the property industry and replicate our success in other industries.

Our expansion in general will require a significant amount of capital investment and involve various risks and uncertainties, including the risk of operating in a new environment or market, navigating different regulatory regimes or obtaining necessary governmental approvals, difficulties in gaining market recognition or competing effectively with established industry participants, difficulties of integrating new businesses and employees into our existing businesses, ability to develop the necessary technology or know-hows for the new businesses, and the diversion of resources and attention of our management.

Moreover, our entry into a new industry has exposed or will expose us to additional risks common in such industry. For instance, we believe that our operations in the mineral water, grain and oil and dairy industries may face material risks in relation to various operational aspects, such as the procurement and management of raw materials, production process, distribution of our products and product safety. Operations in the plastic surgery industry may elevate our risks in areas such as customer complaints or lawsuits. Any failure to address these risks and uncertainties may adversely affect our business, financial condition and results of operations.

***Our land appreciation tax provisions and prepayments may not be sufficient to meet our LAT obligations.***

In accordance with the current PRC laws and regulations on land appreciation tax, or LAT, all persons, including companies and individuals, that receive income from the sale or transfer of state-owned land use rights, buildings and their attached facilities are subject to LAT at progressive rates ranging from 30% to 60% of the appreciated value of the property, with certain exemptions available for the sale of ordinary residential properties if the appreciated value does not exceed 20% of the deductible items as defined in the relevant LAT regulations. Pursuant to the relevant rules issued by the State Administration of Taxation of China (中華人民共和國國家稅務總局), or the State Administration of Taxation, LAT obligations must be settled with the relevant tax bureaus within specific timeframes subsequent to the delivery of the completed projects. Accordingly, we have settled LAT payments on our four completed property projects in China that are subject to LAT settlement. See “Regulation — PRC Taxation — Our Operations in Mainland China — Land Appreciation Tax” for a more detailed description of the PRC regulations on LAT.

We prepaid LAT in the aggregate amount of RMB7,256.3 million with respect to our pre-sales made during the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014. For the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, we made LAT provisions in the amount of RMB4,052.5 million, RMB3,012.0 million, RMB5,528.3 million (US\$891.1 million) and RMB2,928.2 million (US\$472.0 million), respectively. In May 2010, the State Administration of Taxation issued the Notice on Strengthening the Collection of Land

Appreciation Tax 《關於加強土地增值稅徵管工作的通知》, which requires that the minimum LAT prepayment rate be at 2% for provinces in the eastern region of China, 1.5% for provinces in the central and northeastern regions of China and 1% for provinces in the western region of China. According to the notice, the local tax bureaus will determine the applicable LAT prepayment rates based on the types of the properties. However, there are uncertainties in the interpretation and implementation of the LAT regulations and the relevant tax authorities may change their requirements as to the amount or timing of payment of provisional LAT. Although we believe we have made sufficient prepayments and/or provisions for LAT in compliance with PRC laws and regulations as interpreted by local tax authorities, we cannot assure you that our LAT prepayments and provisions will be sufficient to cover our LAT liabilities and that the relevant tax authorities will agree with the basis on which we calculated our LAT liabilities. Our results of operations, cash flow and financial condition may be materially and adversely affected if our LAT liabilities, as finally determined by the relevant tax authorities, are substantially higher than our LAT provisions and prepayments.

***Our success depends on the continuing services of our key management members.***

We depend on the services provided by our senior management and other skilled and experienced key staff members, in particular, our chairman, Dr. Hui, and our other executive officers. Most of them have more than 10 years of experience in the PRC property markets and have in-depth knowledge of various aspects of the property development. As competition for experienced managerial talents and skilled personnel in the property development market is intense and the pool of qualified candidates is limited, we may not be able to retain the services of our senior executives or key personnel, or attract and retain high-quality senior executives or key personnel in the future. We cannot assure you that Dr. Hui or our other executive officers or members of our key staff are willing and able to continue in their present positions. The loss of the services of our senior management or other key personnel and failure to find qualified replacements could disrupt and adversely affect our operations. Any negative news regarding our senior management team may also adversely affect our reputation or business. Moreover, along with our rapid growth and expansion into other regional markets in China, we will need to hire and retain skilled managers to lead and manage our regional operations. If we cannot attract and retain qualified personnel, our business and future growth may be adversely affected.

***We may not be able to complete our development projects on time or at all.***

Property development projects require substantial capital expenditures prior to and during the construction period, and construction of a property project may take many months or several years before it generates positive cash flow through pre-sales or sales. Meanwhile, the progress and cost for a development project can be adversely affected by many factors, including:

- delays in obtaining necessary licenses, permits or approvals from governmental agencies or authorities;
- relocation of existing residents and/or demolition of existing structures;
- shortages of materials, equipment, contractors and skilled labor;
- labor disputes;
- construction accidents;
- natural catastrophes;
- adverse weather conditions; and
- changes in city zoning, planning and plot ratios.

Construction delays or failure to complete the construction of a project according to its planned specifications, schedules or budgets as a result of the above factors may adversely affect our results of operations and financial position and may also cause reputational damage. We cannot assure you that we will not experience such delays in delivery of our property projects in the future or that we will not be subject to any liabilities for any such delays.

***Our business will be adversely affected if we fail to obtain, or experience material delays in obtaining, necessary governmental approvals for any major property development.***

Real estate markets in China are strictly regulated by the PRC government. Property developers must comply with various laws and regulations of the PRC government, including rules issued by local governments to enforce these laws and regulations. To develop and complete a property project, we must apply for various licenses, permits, certificates and approvals, including land use rights certificates, construction land planning permits, construction works planning permits, construction permits, pre-sale permits and certificates of completion, at the relevant government departments. Before the government issues any certificate or permit, we must first meet specific conditions. We cannot assure you that we will not encounter serious delays or other difficulties in fulfilling such conditions, or that we will be able to adapt to new rules and regulations that may come into effect from time to time with respect to the property industry. There may also be delays on the part of the relevant regulatory bodies in reviewing our applications and granting approvals. In the event that we fail to obtain, or encounter significant delays in obtaining, the necessary governmental approvals for any of our major property projects, we will not be able to continue with our development plans, and our business, financial condition and results of operations will be adversely affected.

***Our failure to meet all requirements for the issue of property ownership certificates may lead to compensatory liability to our customers.***

According to PRC law, property developers must meet various requirements within 90 days after delivery of property or such other time period provided in sales contracts for the customers to apply for property ownership certificates, including passing various governmental clearances, formalities and procedures. We usually stipulate the delivery dates in our sales contracts so as to leave sufficient time for us to complete the formalities and obtain the relevant approvals. However, we cannot assure you that there will not be delays in our property development. There may also be factors beyond our control that may delay the delivery of property ownership certificates, including a shortage in human resources at various governmental offices and time-consuming inspections and approval processes at various government agencies. Under current PRC laws and regulations and under our sales contracts, we are required to compensate our customers for delays in our deliveries. If our delay extends beyond a specified period, our customers are also entitled to terminate the sales contracts. We cannot assure you that we will be able to timely deliver all property ownership certificates in the future or that we will not be subject to any liabilities as a result of any delays in delivery of property ownership certificates. In the case of serious delays on one or more property projects, our business and reputation will be harmed.

***If we cannot continue to obtain qualification certificates, our business may be adversely affected.***

As a precondition to engaging in real estate property development in China, a property developer must obtain a qualification certificate and renew it on an annual basis unless the rules and regulations allow a longer renewal period. According to the current PRC regulations on qualification of property developers, a newly established property developer must first apply for a provisional qualification certificate with a one-year validity, which can be extended for a maximum of two years. If the newly established property developer fails to commence a property development project within the one-year period when the provisional qualification certificate is in effect, it will not be allowed to extend its provisional qualification certificate. Experienced property developers must also apply for renewal of



their qualification certificates once every two to three years in most cities, subject to an annual verification by relevant governmental authorities. It is mandatory under government regulations that developers fulfill all statutory requirements before obtaining or renewing their qualification certificates.

Property developers in China must also produce valid qualification certificates when they apply for pre-sale permits. We cannot assure you that we will be able to pass the annual verification of the qualification certificates or that we or each of our project companies will be able to obtain formal qualification certificates in a timely manner, or at all, as and when they become due to expire. For example, qualification certificates of certain of our project companies have expired and we are in the process of renewing them. If we or our project companies do not possess valid qualification certificates, the government will refuse to issue pre-sale and other permits necessary for our property development business. In addition, the government may impose a penalty on us and our project companies for failure to comply with the relevant licensing requirements. If we or any of our project companies are unable to meet the relevant requirements, and are therefore unable to obtain or renew the qualification certificates or pass the annual verification, our business and financial condition could be materially and adversely affected.

Moreover, as an entity engaged in property management, we must obtain qualification certifications before commencing our property management business, pursuant to the Measures on Administration of Qualification Certificates of Property Service Enterprises 《物業服務企業資質管理辦法》. In addition, we cannot assure you that we will not encounter significant problems in making payment of registered capital in a timely manner or at all, or satisfying other conditions necessary for the issuance of other licenses, certificates, permits or approvals. If we fail to obtain or renew the necessary licenses, certificates, permits or approvals for any of our PRC subsidiaries or property projects, our business, results of operations and financial condition may be materially and adversely affected.

***The fair value of our investment properties is likely to fluctuate from time to time and may decrease significantly in the future, which may materially and adversely impact our profitability.***

We are required to reassess the fair value of our investment properties at every balance sheet date for which we issue financial statements. Under HKFRS, gains or losses arising from changes in the fair value of our investment properties are included in our income statements in the period in which they arise. Our valuations are based on a direct comparison approach, under which our investment properties are directly compared with other comparable properties of similar size, character and location, in order to provide a fair comparison of capital values.

A capitalization approach has also been adopted, under which the estimated net income generated from the investment properties is capitalized at an appropriate rate to arrive at the value conclusions. Our investment properties were revalued by an independent property valuer as of December 31, 2011, 2012 and 2013 and June 30, 2014, on an open market, existing use basis, which reflected market conditions on those dates. Based on such valuation, we recognized the aggregate fair market value of our investment properties on our consolidated balance sheets, and recognized fair value gains on investment properties and the relevant deferred tax on our consolidated income statements. For the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, the fair value gains on our investment properties were RMB4,236.0 million, RMB4,459.5 million, RMB5,815.2 million (US\$937.4 million) and RMB4,408.2 million (US\$710.6 million), respectively, and accounted for approximately 20.8%, 27.0%, 22.9% and 26.6%, respectively, of our profit before tax.

The significant increase in the fair market value of our investment properties in the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014 was primarily due to the addition of commercial shops GFA and carpark units in our investment properties portfolio. Fair value gains or losses do not, however, change our cash position as long as the relevant investment properties are held by us and, therefore, do not increase our liquidity in spite of the increased profit. The amount of revaluation adjustments has been, and will continue to be, subject to market fluctuations. We cannot

assure you that changes in the market conditions will continue to create fair value gains on our investment properties at the previous levels or at any level at all, or that the fair value of our investment properties will not decrease in the future. In particular, the fair value of our investment properties could decline in the event that our industry experiences a downturn as a result of PRC government regulatory policies or a global economic downturn. All these factors are beyond our control. Any significant decrease in the fair value of our investment properties may materially and adversely impact our profitability.

***We may not be able to obtain land use rights certificates with respect to certain parcels of land under contract.***

We have entered into land grant contracts, transfer agreements or certain land transaction confirmation letters, but have not obtained all land use rights certificates in respect of some projects as disclosed in the section entitled “Business — Project Overview — Properties Held for Future Development.” If we fail to obtain, or experience material delays in obtaining, the land use rights certificates with respect to these parcels of land, our business, financial condition and results of operations may be materially and adversely affected.

***We rely on third-party contractors for certain services in our property development.***

We engage third-party contractors to provide various services, including construction, landscaping, gardening, equipment installation, interior decoration, mechanical and electrical installation and utilities installation. We generally select third-party contractors through our standardized tender process. We endeavor to employ only companies with good reputations, strong track records, performance reliability and adequate financial resources, and we have implemented strict quality control procedures and closely monitor the construction progress. However, we cannot assure you that such third-party contractors will always provide satisfactory services of the quality required by us. If the performance of any third-party contractor is not satisfactory, we may need to replace such contractor or take other remedial actions, which could adversely affect the cost and development schedule of our projects. In addition, as we are expanding our business into additional cities in China, there may be a shortage of third-party contractors that meet our quality requirements in such regions. Moreover, the contractors may undertake projects from other developers, engage in risky undertakings or otherwise encounter financial or other difficulties, which may adversely affect their ability to complete our property projects on time, within budget or at all. All of these third-party related factors may have material adverse impact on our reputation, credibility, financial position and business operations.

***Our profit margin is sensitive to fluctuations in the cost of construction materials.***

Construction costs are one of the predominant components of our cost of sales. Construction costs encompass all costs for the design and construction of a project, including payments to third-party contractors, costs of construction materials, foundation and substructure, fittings, facilities for utilities and related infrastructure such as roads and pipelines. Historically, material costs have been the principal driver of the construction costs of our property development projects, with the cost of third-party contractors remaining relatively stable. However, as most of the material costs are often included in the construction costs paid to our contractors, it has been difficult for us to estimate such costs.

Construction costs may fluctuate as a result of the volatile price movement of construction materials such as steel and cement. We seek to reduce our exposure to short-term price fluctuations of construction materials and limit project cost overruns by centralizing our procurement to lower our purchase costs. We also manage the cost of outsourced construction work through a process of tenders which, among other things, takes into account procurement of principal construction materials such as steel and cement at fixed prices. In line with industry practice, if there is a significant price fluctuation (depending on the specific terms of each contract), we will be required to re-negotiate, top up or refund, depending on the price movement, existing construction contracts. Additionally, should our existing contractors fail to perform under their contracts, we might be required to pay more to contractors under

replacement contracts. Our profit margin is sensitive to changes in market prices for construction materials and our project margins will be materially and adversely affected if we are not able to pass all of the increased costs onto our customers.

***If we are not properly insulated from the rising cost of labor, our results of operations may be adversely affected.***

As the result of economic growth and the boom in the property industry in the PRC, wages for construction workers have experienced increases in recent years. In addition, the PRC Labor Contract Law 《中華人民共和國勞動合同法》 that came into effect on January 1, 2008 enhanced the protection for employees and increased employers' liability which may further increase our labor costs. Under the terms of most of our construction contracts, the construction contractors are responsible for the wages of construction workers for our property development and bear the risk of fluctuations in wages during the term of the relevant contract. The contractors are also liable if they do not purchase work injury insurance for their workers as required. However, we are exposed to the price volatility of labor to the extent that we periodically enter into new or renew existing construction contracts at different terms during the life of a project, which may span several years, or if we choose to hire the construction workers directly. If we are unable to pass on any increase in the cost of labor, to either our construction contractors or to the purchasers of our properties, our results of operations may be adversely affected.

***We guarantee mortgage loans of our customers and may become liable to mortgagee banks if our customers default on their mortgage loans.***

As we pre-sell properties before their actual completion of construction, in accordance with industry practice, banks require us to guarantee our customers' mortgage loans. Typically, we guarantee mortgage loans taken out by our customers up until we complete the relevant properties and the property ownership certificates and certificates are delivered to the mortgagee banks. If a purchaser defaults on a mortgage loan, we may have to repurchase the underlying property by paying off the mortgage. If we fail to do so, the mortgagee bank may auction the underlying property and recover any additional amount outstanding from us as the guarantor of the mortgage loans. In line with industry practice, we do not conduct any independent credit checks on our customers whose mortgage loans we guarantee but rely on the evaluation of such customers by the mortgagee banks.

As of December 31, 2011, 2012 and 2013 and June 30, 2014, our outstanding guarantees in respect of our customers' mortgage loans amounted to RMB40,149.4 million, RMB56,272.5 million, RMB75,310.0 million (US\$12,139.7 million) and RMB89,707.4 million (US\$14,460.5 million), respectively. Should substantial defaults occur and if we are called upon to honor our guarantees, our financial condition and results of operations could be materially and adversely affected.

***We bear demolition and resettlement costs associated with some of our property developments and such costs may increase.***

We are required to compensate owners and residents of demolished buildings on some of our property developments for their relocation and resettlement in accordance with the PRC urban housing demolition and relocation regulations. The compensation we pay is calculated in accordance with formulas published by the relevant local authorities. These formulas take into account the location, type of building subject to demolition, local income levels and many other factors. We cannot assure you that these local authorities will not change or adjust their formulas from time to time without sufficient advance notice. If they do so, the land costs may be subject to substantial increases, which can adversely affect our cash flow, financial condition and results of operations. In addition, despite these government-sanctioned formulas, if we fail to reach an agreement over the amount of compensation with any existing owner or resident, either we or such owner or resident may apply to the relevant authorities for a ruling on the amount of compensation. Dissenting owners and residents may also refuse to relocate. This administrative process or such resistance or refusal to relocate may delay the timetable of our development projects, and an unfavorable final ruling may result in us paying more than the amount

calculated under the formulas. Such delays in our development projects will also lead to an increase in the cost and delay the cash inflow from pre-sales of the relevant projects, and the recognition of sales as revenue upon completion, which may in turn materially and adversely affect our business, results of operations and financial condition.

***Property owners may cease to engage us as the provider of property management services.***

We provide property management services to our property owners through our wholly owned property management subsidiary, Jinbi Property Management Co., Ltd. (金碧物業有限公司), or Jinbi Property Management. Under PRC laws and regulations, the property owners of a residential development have the right to change the property management service provider upon the approval by a certain percentage of the property owners. If owners of the properties that we have developed choose to terminate our property management services, or our property management services receive unsatisfactory reviews by property owners, our reputation, future sales of our properties and our results of operations could be materially and adversely affected.

***We have limited insurance to cover our potential losses and claims.***

We do not carry insurance against all potential losses or damages with respect to our properties before their delivery to customers other than those buildings over which our lending banks have security interests and for which we are required to maintain insurance coverage under the relevant loan agreements. In addition, we do not maintain insurance coverage against liability from tortious acts or other personal injuries related to our project constructions or for business interruption. We cannot assure you that we would not be sued or held liable for damages due to such tortious acts and other personal injuries. Moreover, there are certain losses for which insurance is not available on commercially practicable terms in China, such as losses suffered due to earthquakes, typhoons, flooding, war and civil disorder. If we suffer from any losses, damages or liabilities in the course of our operations and property development, we may not have sufficient financial resources to remedy the damages or to satisfy our potential obligations. In addition, any payments we make to cover any losses, damages or liabilities may have a material adverse effect on our business, results of operations and financial condition.

***Our results of operations may vary significantly from period to period.***

We derive a majority of our revenue from the sale of residential properties that we have developed. In accordance with our accounting policy, we recognize revenue upon the completion and delivery of the properties to purchasers, which may take place up to 18 months after the commencement of pre-sale. As a result, our results of operations may vary significantly from period to period due to the construction timetables and timing of sales and delivery of our various development projects. Additionally, selling prices of properties vary and are largely determined by local market conditions. Although our properties are developed under the standardized operational model, the average selling price for properties in the same series may vary from city to city, which may affect our business, results of operations and financial condition. Seasonal variations may cause further fluctuations in our interim revenue and profits. For example, we have a number of projects in northern China where winter weather conditions can hinder the execution of our development projects and delay our timetable and revenue recognition. In addition, we recognized significant non-recurring gains during the year ended December 31, 2011. Such gains may not recur and bear little indication of our future financial performance. For additional information, you should refer to the sections entitled “Management’s Discussion and Analysis of Financial Condition and Results of Operations — Results of Operations.” In light of the above, we believe that period-to-period comparisons of our results of operations may not be as meaningful as they would be for a business with mostly recurring revenue from period to period.

***We may be deemed a PRC resident enterprise under the PRC Enterprise Income Tax Law, which may subject us to PRC taxation on our worldwide income, require us to withhold taxes on interest we pay on the Notes and require holders of the Notes to pay taxes on gains realized from the sale of the Notes.***

We are a Cayman Islands holding company with substantially all of our operations conducted through our operating subsidiaries in China. Under the PRC Enterprise Income Tax Law that took effect on January 1, 2008, enterprises established outside China whose “de facto management bodies” are located in China are considered “resident enterprises” for PRC tax law purposes and will generally be subject to the uniform 25% enterprise income tax rate as to their global income. Under the implementation regulations issued by the State Council relating to the PRC Enterprise Income Tax Law, a “de facto management body” is defined as a body that has significant and overall management control over the business, personnel, accounts and properties of an enterprise. In April 2009, the State Administration of Taxation promulgated a circular to clarify the definition of “de facto management bodies” for enterprises incorporated overseas with controlling shareholders that are PRC enterprises. However, there are no official implementation rules regarding the determination of the “de facto management bodies” for overseas enterprises that are not controlled by PRC enterprises. Therefore, it remains unclear how the tax authorities will treat an overseas enterprise invested or controlled by another overseas enterprise and ultimately controlled by a Hong Kong permanent resident as is in our case. Although we are currently not treated as a PRC resident enterprise by the relevant PRC tax authorities, substantially all of our management is currently based in China and will remain in China in the future. As a result, we may be treated as a PRC resident enterprise for PRC enterprise income tax purposes. If we are deemed to be a PRC resident enterprise, we would be subject to the PRC enterprise income tax at the rate of 25% on our worldwide income. Furthermore, we may be obligated to withhold PRC income tax of 10% on payments of interest and other amounts on the Notes to investors that are non-resident enterprises (or 20% for individual holders of Notes) or lower rates for investors who qualify for the benefits of a double-taxation treaty with China, because the interest and other distributions may be regarded as being derived from sources within China. If we are required to withhold PRC tax from interest payments on the Notes, we may be required, subject to certain exceptions, to pay such additional amounts as will result in receipt by the holders of the Notes of such amounts as would have been received had no such withholding been required. The requirement to pay additional amounts will increase the cost of servicing interest payments on the Notes and could have an adverse effect on our financial condition. Any gain realized by non-PRC investors from the transfer of the Notes may be regarded as being derived from sources within China and accordingly may be subject to a 10% PRC income tax for non-PRC enterprise holders of Notes (20% in the case of individuals) if we are treated as a PRC resident enterprise, subject to the provisions of an applicable treaty.

***We rely principally on dividends paid by our subsidiaries to fund our cash and financing requirements, and any limitation on the ability of our PRC subsidiaries to pay dividends to us could have a material adverse effect on our ability to conduct our business.***

We are a holding company and rely principally on dividends paid by our subsidiaries for cash requirements, including the funds necessary to service any debt we incur and to pay any dividend we declare. If any of our subsidiaries incurs debt in its own name, the instruments governing the debt may restrict dividends or other distributions on its equity interest to us. Currently, some of the instruments governing the debt for our PRC subsidiaries contain dividend blocking clauses that require our PRC subsidiaries to obtain the lending banks’ approval prior to distributing any dividends. Furthermore, applicable PRC laws, rules and regulations permit payment of dividends by our PRC subsidiaries on a combined basis only out of their retained earnings, if any, determined in accordance with the PRC accounting standards. Our PRC subsidiaries are required to set aside a certain percentage of their after-tax profit based on the PRC accounting standards each year for their reserve fund in accordance with the requirements of relevant laws and provisions in their respective articles of associations. As a result, our PRC subsidiaries combined may be restricted in their ability to transfer any portion of their net income to us whether in the form of dividends, loans or advances. Any limitation on the ability of our subsidiaries to pay dividends to us could materially and adversely limit our ability to grow, make

investments or acquisitions that could be beneficial to our businesses, pay dividends, service our debts or otherwise fund and conduct our business. Under the PRC Enterprise Income Tax Law and its implementation regulations, PRC income tax at the rate of 10% is applicable to dividends paid by PRC enterprises from their earnings derived since January 1, 2008 to “non-resident enterprises” (enterprises that do not have an establishment or place of business in China, or that have such establishment or place of business but the relevant income is not effectively connected with such establishment or place of business) subject to any lower withholding tax rate as may be contained in any applicable income tax treaty or agreement that China has entered into with the government of the jurisdiction where such “non-resident enterprises” were incorporated. If we or our non-PRC subsidiaries are considered “non-resident enterprises” under the PRC tax law, any dividend that we or any such non-PRC subsidiary receive from our PRC subsidiaries may be subject to PRC taxation at the 10% rate unless any lower treaty rate is applicable.

***Any disputes with our joint venture or co-development partners may materially and adversely affect our business.***

We carry out and plan to carry out some of our business through joint ventures or in collaboration with third parties. Such joint venture arrangements or collaborations involve a number of risks, including:

- disputes with our partners in connection with the performance of their obligations under the relevant project, joint venture or cooperative property development agreements;
- disputes as to the scope of each party’s responsibilities under these arrangements;
- financial difficulties encountered by our partners affecting their ability to perform their obligations under the relevant project, joint venture or cooperative property development agreements with us; or
- conflicts between the policies or objectives adopted by our partners and those adopted by us.

Any of these and other factors may materially and adversely affect our business.

***Our controlling shareholder may take actions that are not in, or may conflict with, our or our creditors’, including the holders of the Notes, best interests.***

As of June 30, 2014, Dr. Hui beneficially owned 70.1% of our outstanding shares through Xin Xin (BVI) Limited. Xin Xin (BVI) Limited, and ultimately Dr. Hui, have and will continue to have the ability to exercise a controlling influence over our business, and may cause us to take actions that are not in, or may conflict with, our or our creditors, including the holders of the Notes, best interests, including matters relating to our management and policies and the election of our directors and senior management. Xin Xin (BVI) Limited, and ultimately Dr. Hui, will be able to influence our major policy decisions, including our overall strategic and investment decisions, by controlling the election of our directors and, in turn, indirectly controlling the selection of our senior management, determining the timing and amount of any dividend payments, approving our annual budgets, deciding on increases or decreases in our share capital, determining our issuance of new securities, approving mergers, acquisitions and disposals of our assets or businesses, and amending our articles of association.

***We face uncertainty with respect to indirect transfers of equity interests in PRC resident enterprises by their non-PRC holding companies.***

Pursuant to the Notice on Strengthening Administration of Enterprise Income Tax for Share Transfers by Non-PRC Resident Enterprises 《關於加強非居民企業股權轉讓所得企業所得稅管理的通知》, or SAT Circular 698, issued by State Administration of Taxation on December 10, 2009 with retroactive effect from January 1, 2008, gains derived from indirect transfer of equity interests in PRC

resident enterprises may be subject to PRC withholding tax. SAT Circular 698 also provides that, where a non-PRC resident enterprise transfers its equity interests in a PRC resident enterprise to its related parties at a price lower than the fair market value, the relevant PRC tax authorities have the power to make a reasonable adjustment with respect to the taxable income of the transaction.

On February 3, 2015, the SAT promulgated the Announcement of Certain Issues on Enterprise Income Tax Regarding Indirect Transfer of Properties by Non-resident Enterprises 《關於非居民企業間接轉讓財產企業所得稅若干問題的公告》, or the Announcement, which clarifies certain issues under the SAT Circular 698. For example, the Announcement (1) defines what “indirect transfer of taxable properties of China” is; (2) clarifies how to tax gains derived from indirect transfer of taxable properties of China; (3) clarifies how to determine reasonable commercial purposes; and (4) provides procedures and required documents for reporting indirect transfer of taxable properties of China to competent tax authorities. As a result, we may become at risk of being taxed under SAT Circular 698 due to any future indirect transfer of equity interests in our PRC subsidiaries. We may be required to allocate significant resources to comply with SAT Circular 698 or to establish that we should not be taxed under SAT Circular 698, which may have a material adverse effect on our financial condition and results of operations.

***We may be involved from time to time in material disputes, administrative, legal and other proceedings arising out of our operations or subject to fines and sanctions in relation to our non-compliance with certain PRC laws and regulations and may face significant liabilities or damage to our reputation as a result.***

We may be involved from time to time in material disputes with various parties involved in the acquisition, development and sale of our properties, including contractors, suppliers, construction workers, original residents, co-development or other partners, banks and purchasers. These disputes may lead to protests, legal or other proceedings and may result in damage to our reputation, substantial costs and diversion of resources and management’s attention. As most of our projects are composed of multiple phases, purchasers of our properties in earlier phases may commence legal actions against us if our subsequent planning and development of the projects are perceived to be inconsistent with our representations and warranties made to such earlier purchasers. In addition, we may have compliance issues with regulatory bodies in the course of our operations, which may subject us to administrative proceedings and unfavorable decrees that result in liabilities, fines or sanctions and cause damage to our reputation and delays to our property developments. We may also be involved in disputes or legal proceedings in relation to delays in the completion and delivery of our projects. The occurrence of any of the above events, and failure to comply with any applicable PRC laws or regulations, may have a material adverse effect on our business, financial condition and results of operations. Finally, any failure or alleged failure by us or any of our directors, officers or other agents to fully adhere to the PRC or other applicable anti-corruption laws, or any investigation in relation to such failure or alleged failure by any regulatory body, could also materially and adversely affect our reputation and our business, financial condition and results of operations. For more information, you should refer to the section entitled “Business — Legal Proceedings.”

***We may face negative publicity or unfavorable research reports, like the one published by Citron Research in June 2012.***

From time to time, our Company may face negative publicity or unfavorable research reports relating to our business, financial performance, financial reporting or operations, like the one published by Citron Research in June 2012 which included various allegations relating to our Company, including with respect to the soundness of the Company’s financial reporting, its operations and business practices. We have responded to such allegations in our filings with the Hong Kong Stock Exchange at such time in order to refute such allegations.

Any such negative publicity or unfavorable research report, even if malicious or prepared on an unfounded factual basis, could have a material adverse effect on the trading price of the Notes or have a materially adverse effect on the image or reputation of our Company.

***We may be exposed to intellectual property infringement, misappropriation or other claims by third parties and a deterioration in our brand image could adversely affect our business.***

We believe that we have built an excellent reputation in China for the quality of our various product series. We have also placed great importance on the continuous enhancement of our brand name and the increase in our brand recognition. Our brand strategy, however, depends on our ability to use, develop and protect our intellectual properties, such as our trademarks. Although we have applied for trademark registration for our names and logos, we have not successfully registered all of these trademarks in China or elsewhere. As a result, we could be subject to trademark disputes. For example, in September 2014, Jiangxi Hengda Hi-Tech Co., Ltd. (“Jiangxi Hengda”) filed a lawsuit in a local court in Jiangxi Province against Evergrande Changbaishan Mineral Water Co., Ltd. (“Evergrande Changbaishan”), our PRC subsidiary through which we conduct our mineral water business, alleging the use of trademark “恒大冰泉” by Evergrande Changbaishan infringed upon Jiangxi Hengda’s trademark rights. In order to protect our legal rights and interests, we filed claims in October 2014 against Jiangxi Hengda and Jiangxi Hengda Mineral Water Co., Ltd. in the Nanchang Intermediate People’s Court for their infringements upon our patent rights for design and against Jiangxi Hengda in the Guangzhou Intermediate People’s Court for its damage of our reputation. The aforementioned cases are currently pending in the relevant courts. We intend to defend this lawsuit vigorously. The defense and prosecution of intellectual property lawsuits and related legal and administrative proceedings can be both costly and time-consuming and may significantly divert our resources and the time and attention of our management personnel. An adverse ruling in any such litigation or proceedings could subject us to significant liabilities to third parties, require us to seek licenses from third parties, to pay ongoing royalties, or subject us to injunctions prohibiting the use of our name and logo.

***Any recurrence of the global financial crisis and economic downturn or a deterioration of our cash flow position may have a material adverse effect on our ability to service our indebtedness and continue our operations.***

The global capital and credit markets have in recent years experienced periods of extreme volatility and disruption. The global financial crisis in recent years has caused banks and other credit providers to restrict the availability of new credit facilities and to require more collateral and higher pricing upon the renewal of existing credit facilities. The recurrence of the global financial crisis or prolonged disruptions to the credit market may further slow down the growth of the PRC economy and sales of property, limiting our ability to raise funds from current or other funding sources, or cause our access to funds to be more expensive, which may materially and adversely affect our business, financial position and operating results.

In addition to bank loans and other borrowings, we rely on internally generated funds, in particular, pre-sale proceeds of our properties as a major source of funding for our operations. If our pre-sale activities are significantly limited or otherwise materially and adversely affected as a result of changes in the relevant PRC laws and regulations, the occurrence of a global economic downturn or a significant economic slowdown in China generally or in the cities where we have properties, our cash flow position and ability to service our indebtedness may be materially and adversely affected. Furthermore, if banks or other financial institutions decline to provide additional loans to us or to re-finance our existing loans when they mature as a result of our perceived credit risk, and we fail to raise financing through other channels, our business and financial position may be materially and adversely affected.



***All employee participants in our share option scheme who are PRC citizens may be required to register with SAFE. We may also face regulatory uncertainties that could restrict our ability to adopt additional option plans for our directors and employees under PRC law.***

PRC regulations require that individuals in China (including PRC citizens and foreign individuals who have lived in China over one year) who intend to participate in the share incentive plan of an overseas listed company shall appoint a qualified PRC domestic agent or a PRC subsidiary of such overseas listed company (defined as a “PRC agency”) to conduct foreign exchange registration, opening of accounts and transfer and exchange of funds, and an overseas agency shall be appointed to conduct any exercise of options, buying and selling of relevant shares or equities and transfer of relevant funds. After such individuals’ foreign exchange income received from participation in the share incentive plan is remitted to the PRC, relevant banks shall distribute the above funds from the account opened and managed by the PRC agency to such individuals’ foreign exchange accounts. We and our PRC employees who have been granted share options or restricted shares will be subject to these regulations.

If we or our PRC employees fail to comply with such registration requirements, it may subject us and the participants of our share option scheme who are in the PRC to fines and legal sanctions which are imposed pursuant to Regulations on the Foreign Exchange System 《外匯管理條例》 and the Measures for the Administration of Individual Foreign Exchange 《個人外匯管理辦法》 which could adversely affect our business operations.

***We may not be able to continue to attract and retain quality tenants for our investment properties and the illiquid nature of investment properties could restrain our revenue and cash flow and limit our ability to respond to adverse changes in the performance of our properties.***

Our investment properties compete for tenants with other properties based on, among other things, location, quality, maintenance, property management, rent levels and other lease terms. We cannot assure you that existing or prospective tenants will not choose other properties. Any future increase in the supply of properties which compete with ours would increase the competition for tenants and as a result we may have to reduce rent or incur additional costs to make our properties more attractive. If we are not able to retain our existing tenants or attract new tenants to replace those that leave or to lease our new properties, our occupancy rates may decline. If we fail to attract well-known brands as our tenants or keep our existing tenants, our investment properties may become less attractive and competitive.

Moreover, holding a large amount of investment properties and collecting rents, as compared to selling them, could restrain our revenue and cash flow in the short term. The property market is also affected by many factors that are beyond our control, including but not limited to general economic conditions, the availability of mortgage financing and interest rates, and we cannot accurately determine the market price of our investment properties nor are we able to predict whether we will be able to sell any of our investment properties at the price or on the terms set by us, or whether any price or other terms offered by a prospective purchaser would be acceptable to us. In addition, investment properties may not be readily convertible for alternative uses without substantial capital expenditure. These factors and any others that would impede our ability to respond to adverse changes in the performance of our investment properties could materially and adversely affect our business, financial condition and results of operations.

## Risks Relating to the Property Industry in China

### *The PRC government may adopt further measures to slow down growth in the property sector.*

Along with the economic growth in China, investments in the property sectors have increased significantly in the past few years. In response to concerns over the increase in property investments, the PRC government has, since 2004, introduced various policies and measures to curtail property developments, including:

- limiting the monthly mortgage payment to 50% of an individual borrower's monthly income and limiting all monthly debt service payments of an individual borrower to 55% of his or her monthly income;
- suspending land supply for villa construction and restricting land supply for high-end residential property construction;
- requiring that at least 70% of the land supply approved by any local government for residential property development during any given year must be used for developing low- to medium-cost and small- to medium-size units for sale or as low-cost rental properties;
- requiring that at least 70% of the total development and construction area of residential projects approved or constructed on or after June 1, 2006 in any administrative jurisdiction must consist of units with a unit floor area of less than 90 square meters and that projects which have received project approvals prior to this date but have not obtained construction permits must adjust their planning in order to comply with this new requirement, with the exception that municipalities under direct administration of the PRC central government and provincial capitals and certain cities may deviate from such ratio under special circumstances upon approval from MOHURD;
- requiring any first-time home owner using mortgage financing to pay the minimum amount of down-payment at 30% of the purchase price of the underlying property;
- requiring any second-time home buyer to pay an increased minimum amount of down-payment at 60% of the purchase price of the underlying property and an increased minimum mortgage loan interest rate at 110% of the relevant PBOC benchmark one-year bank lending interest rate (for a family who has paid up the loan of its first home and applies again for a loan to purchase an ordinary residential property for the purpose of improving living conditions, the loan policies for first home shall apply);
- suspending mortgage loans to purchasers for their third residential properties and beyond, and to non-local residents who have not paid local tax or social security for longer than a one-year period;
- for a commercial property buyer, (i) requiring banks not to finance any purchase of pre-sold properties, (ii) increasing the minimum amount of down-payment to 50% of the purchase price of the underlying property, (iii) increasing the minimum mortgage loan interest rate to 110% of the relevant PBOC benchmark one-year bank lending interest rate and (iv) limiting the terms of such bank borrowings to no more than 10 years, with commercial banks allowed flexibility based on their risk assessment;
- for a buyer of commercial/residential dual-purpose properties, increasing the minimum amount of down-payment to 45% of the purchase price of the underlying property, with the other terms similar to those for commercial properties;
- limiting the grant or extension of revolving credit facilities to property developers that hold a large amount of idle land and vacant commodity properties;

- imposing more restrictions on the types of property developments that foreign investments may engage in;
- limiting the number of homes that local residents can buy in a specified period; and
- proposing to enlarge the scope of trials in levying property tax.

Although the various control measures are intended to promote more balanced property development in the long term, we cannot assure you that these measures will not adversely affect the development and sales of our properties. Many of the property industry policies carried out by the PRC government are unprecedented and are expected to be amended and revised over time. Other political, economic and social factors may also lead to further adjustments and changes of such policies. The PRC government could adopt additional and more stringent industry policies, regulations and measures in the future, which could further slow down the property development in China. Our results of operations may be materially affected by these factors. If we fail to adapt our operations to new policies, regulations and measures that may come into effect from time to time with respect to the real property industry, or such policy changes disrupt our business, reduce our sales or average selling prices, or cause us to incur additional costs, our business prospects, results of operations and financial condition may be materially and adversely affected.

***Changes of laws and regulations with respect to pre-sale may adversely affect our cash flow position and performance.***

We depend on cash flows from pre-sale of properties as an important source of funding for our property projects. Under current PRC laws and regulations, property developers must fulfill certain conditions before they can commence pre-sale of the relevant properties and may only use pre-sale proceeds to finance the development of such properties. In August 2005, PBOC in a report entitled “2004 Real Estate Financing Report” recommended to discontinue the practice of pre-selling unfinished properties because such practices, in PBOC’s opinion, create significant market risks and generate transactional irregularities. In July 2007, an economic research group under the PRC National Development and Reform Commission (中華人民共和國國家發展和改革委員會), or NDRC, recommended the abolishment of the pre-sale system. These recommendations have not been adopted by any PRC governmental authority and have no mandatory effect. In April 2010, MOHURD issued the Notice on Further Strengthening the Supervision of Real Estate Market and Improving the Pre-Sale System of Commodity Housing 《關於進一步加強房地產市場監管完善商品住房預售制度有關問題的通知》. The notice urges local governments to enact regulations on the sale of completed residential properties in light of local conditions and encourages property developers to sell residential properties only when they are completed. No local government has yet promulgated any such regulation. We cannot assure you that the PRC governmental authority will not ban the practice of pre-selling residential properties prior to completion or implement further restrictions on the pre-sale of such properties, such as imposing additional conditions for a pre-sale permit or further restrictions on the use of pre-sale proceeds. Proceeds from the pre-sale of our properties are an important source of financing for our property developments. Consequently, any restriction on our ability to pre-sell our properties, including any increase in the amount of up-front expenditure we must incur prior to obtaining the pre-sale permit, would extend the time period required for recovery of our capital outlay and would require that we seek alternative means to finance the various stages of our property developments. This, in turn, could have an adverse effect on our business, cash flow, results of operations and financial condition.

***Our investments in China are subject to PRC government’s control over foreign investment in the property sector.***

The PRC government has in the past imposed restrictions on foreign investment in the property sector to curtail the overheating of the property sector by, among other things, increasing the capital and other requirements for establishing foreign-invested real estate enterprises, tightening foreign exchange control and imposing restrictions on purchases of properties in China by foreign persons. In May 2007,

the PRC Ministry of Commerce (中華人民共和國商務部), or MOFCOM, and PRC State Administration of Foreign Exchange (中華人民共和國國家外匯管理局), or SAFE, jointly issued the Notice on Further Strengthening and Regulating the Approval and Supervision on Foreign Investment in Real Estate Sector in China 《關於進一步加強、規範外商直接投資房地產業審批和監管的通知》, which, among other things, provides that:

- foreign investment in the PRC property sector relating to high-end properties should be strictly controlled;
- prior to obtaining approval for the establishment of foreign-invested real estate enterprises, or FIREEs, either (i) both the land use right certificates and property ownership certificates should be obtained or (ii) contracts for obtaining land use rights or property ownership should be entered into; and
- FIREEs approved by local authorities must immediately register with MOFCOM through a filing made by the local authorities; and the SAFE authorities and banks authorized to conduct foreign exchange businesses may not effect foreign exchange settlements of capital account items for those FIREEs which have not completed their filings with MOFCOM or have failed to pass the annual inspection.

In June 2008, MOFCOM issued the Notice Regarding Completing the Registration of Foreign Investment in the Real Estate Sector 《關於做好外商投資房地產業備案工作的通知》, often known as Notice 23. According to Notice 23, MOFCOM has entrusted provincial MOFCOM departments to verify materials on file by foreign-invested real estate enterprises. Notice 23 requires that each FIREE may engage in one approved real estate project only.

In December 2010, MOFCOM promulgated the Notice on Strengthening Administration of the Approval and Registration of Foreign Investment into Real Estate Industry 《關於加強外商投資房地產業審批備案管理的通知》, which provides that, among other things, in the case that a real estate enterprise is established in China with overseas capital, it is prohibited to purchase and/or sell real estate properties completed or under construction for arbitrage purposes. The local MOFCOM authorities are not permitted to approve foreign-invested investment companies to engage in real estate development and management.

On June 24, 2014, MOFCOM and SAFE jointly promulgated the Circular on Improving the Record-filing for Foreign Investment in Real Estate 《關於改進外商投資房地產業備案工作的通知》, which simplifies the procedures of record-filing for foreign investment in real estate and the record-filing with MOFCOM has been changed from the record-filing in the form of paper materials to that in the form of electronic data and selective examination will be conducted during and after the record-filing.

Restrictions imposed by the PRC government on foreign investment in the property sector may affect our ability to make further investments in our PRC subsidiaries and, as a result, may limit our business growth and have an adverse effect on our business, financial condition and results of operations.

***The property market in the PRC is still at a relatively early stage of development.***

The property development industry and ownership of private property in the PRC are still in a relatively early stage of development. Although demand for private residential property in the PRC has been growing rapidly in recent years, such growth is often coupled with volatility in market conditions and fluctuation in property prices. We cannot predict how much and when demand will develop, as many social, political, economic, legal and other factors may affect the development of the market. The level of uncertainty is increased by limited availability of accurate financial and market information as well as the overall low level of transparency in the PRC.

The lack of an effective liquid secondary market for residential property may discourage investors from acquiring new properties because resale is not only difficult, but can also be a long and costly process. The limited amount of property mortgage financing available to PRC individuals compounded by the lack of security of legal title and enforceability of property rights may further inhibit demand for residential developments.

## **Risks Relating to China**

### ***PRC economic, political and social conditions as well as governmental policies can affect our business.***

The PRC economy differs from the economies of most of the developed countries in many aspects, including:

- political structure;
- degree of government involvement and control;
- degree of development;
- level and control of capital investment and reinvestment;
- control of foreign exchange; and
- allocation of resources.

The PRC economy has been transitioning from a centrally planned economy to a more market-oriented economy. For approximately three decades, the PRC government has implemented economic reform measures to utilize market forces in the development of the PRC economy. Although we believe these reforms will have a positive effect on the overall and long-term development of China, we cannot predict whether changes in the PRC economic, political and social conditions and in its laws, regulations and policies will have any adverse effect on our current or future business, financial condition or results of operations.

### ***Inflation in China may have a material adverse effect on our business, financial condition and results of operations.***

While the PRC economy has experienced rapid growth, such growth has been uneven among various sectors of the economy and in different geographic areas of the country. Rapid economic growth can lead to growth in money supply and inflation. If prices of our properties rise at a rate that is insufficient to compensate for the rise in our costs, our business, financial condition and results of operation may be materially and adversely affected. To control inflation in the past, the PRC government has imposed control on bank credits, limits on loans for fixed assets and restrictions on state bank lending. Such austerity measures can lead to a slowdown in the economic growth and may materially and adversely affect our business, financial condition and results of operations.

### ***Changes in PRC foreign exchange regulations may adversely affect our business operations.***

The PRC government imposes controls on the convertibility between Renminbi and foreign currencies and the remittance of foreign exchange out of China. We receive substantially all our revenue in Renminbi. Under our current corporate structure, our income is primarily derived from dividend payments from our PRC subsidiaries. Our PRC subsidiaries must convert their Renminbi earnings into foreign currency before they may pay cash dividends to us or service their foreign currency-denominated

obligations. Under existing PRC foreign exchange regulations, payments of current-account items may be made in foreign currencies without prior approval from SAFE by complying with certain procedural requirements.

However, approval from appropriate governmental authorities is required when Renminbi is converted into foreign currencies and remitted out of China for capital-account transactions, such as the repatriation of equity investment in China and the repayment of the principal of loans denominated in foreign currencies. Such restrictions on foreign exchange transactions under capital accounts also affect our ability to finance our PRC subsidiaries. Subsequent to this offering, we have the choice, as permitted by the PRC foreign investment regulations, to invest our net proceeds from this offering in the form of registered capital or a shareholder loan into our PRC subsidiaries to finance our operations in China. Our choice of investment is affected by the relevant PRC regulations with respect to capital-account and current-account foreign exchange transactions in China. Our investment decisions are additionally affected by various other measures taken by the PRC government relating to the PRC property market as we have disclosed in the section entitled “Industry Overview — China’s Property Markets — Real Estate Reforms.” In addition, our transfer of funds to our subsidiaries in China is subject to approval by PRC governmental authorities in the case of an increase in registered capital, and subject to approval by and registration with PRC governmental authorities in case of shareholder loans to the extent that the existing foreign investment approvals received by our PRC subsidiaries permit any such shareholder loans at all. These limitations on the flow of funds between us and our PRC subsidiaries could restrict our ability to act in response to changing market conditions.

***Fluctuations in the value of Renminbi may adversely affect our business and the value of distributions by our PRC subsidiaries.***

The value of Renminbi depends, to a large extent, on the PRC domestic and international economic, financial and political developments and governmental policies, as well as the currency’s supply and demand in the local and international markets. From 1994 to 2005, the conversion of Renminbi into foreign currencies was based on exchange rates set and published daily by PBOC in light of the previous day’s interbank foreign exchange market rates in China and the then current exchange rates on the global financial markets. The official exchange rate for the conversion of Renminbi into the U.S. dollar was largely stable until July 2005. On July 21, 2005, PBOC revalued Renminbi by reference to a basket of foreign currencies, including the U.S. dollar. As a result, the value of Renminbi appreciated by more than 2% on that day. Since then, PBOC has allowed the official Renminbi exchange rate to float against a basket of foreign currencies. We cannot assure you that such exchange rate will not fluctuate widely against the U.S. dollar or any other foreign currency in the future. Since our income and profits are denominated in Renminbi, any appreciation of Renminbi will increase the value of dividends and other distributions payable by our PRC subsidiaries in foreign currency terms. Conversely, any depreciation of Renminbi will decrease the value of dividends and other distributions payable by our PRC subsidiaries in foreign currency terms. Fluctuation of the value of Renminbi will also affect the amount of our foreign debt service in Renminbi terms since we have to convert Renminbi into foreign currencies to service our indebtedness denominated in foreign currencies.

***Interpretation of PRC laws and regulations involves uncertainty.***

Our core business is conducted within China and is governed by PRC laws and regulations. The PRC legal system is based on written statutes, and prior court decisions can only be used as a reference. Since 1979, the PRC government has promulgated laws and regulations in relation to economic matters such as foreign investment, corporate organization and governance, commerce, taxation and trade, with a view to developing a comprehensive system of commercial law, including laws relating to property ownership and development. However, due to the fact that these laws and regulations have not been fully developed, and because of the limited volume of published cases and the non-binding nature of prior court decisions, interpretation of PRC laws and regulations involves a degree, sometimes a significant degree, of uncertainty, and the legal protection available to you may be limited.

Depending on the governmental agency or the presentation of an application or case to such agency, we may receive less favorable interpretations of laws and regulations than our competitors. In addition, any litigation in China may be protracted and result in substantial costs and diversion of resources and management attention. All these uncertainties may cause difficulties in the enforcement of our land use rights, entitlements under our permits, and other statutory and contractual rights and interests.

***You may experience difficulty in effecting service of legal process, enforcing foreign judgments or bringing original actions in China based on foreign laws against us, our directors and our senior management.***

We conduct substantially all of our operations in China and substantially all of our assets are located in China. In addition, the substantial majority of our directors and senior management reside within China. As a result, it may not be possible for investors to effect service of process outside China upon the substantial majority of our directors and senior management. Moreover, China does not have treaties with the United States, the United Kingdom or many other countries providing for the reciprocal recognition and enforcement of the judgment of courts. As a result, recognition and enforcement in China of judgments of a court in any of these jurisdictions may be difficult.

***The national and regional economies in China and our prospects may be adversely affected by natural disasters, acts of God, and occurrence of epidemics.***

Our business is subject to general economic and social conditions in China. Natural disasters, epidemics and other acts of God which are beyond our control may adversely affect the economy, infrastructure and livelihood of the people in China. Some regions in China, including the cities where we operate, are under the threat of flood, earthquake, sandstorm, snowstorm, fire, drought or epidemics such as Severe Acute Respiratory Syndrome, or SARS, H5N1 avian flu or the human swine flu, also known as Influenza A (H1N1). In addition, past occurrences of epidemics, depending on their scale, have caused different degrees of damage to the national and local economies in China. A recurrence of SARS or an outbreak of any other epidemics in China, such as the H5N1 avian flu or the human swine flu, especially in the cities where we have operations, may result in material disruptions to our property development and our sales and marketing, which in turn may adversely affect our financial condition and results of operations.

***We cannot guarantee the accuracy of facts, forecasts and other statistics with respect to China, the PRC economy, the PRC real estate industry and the selected PRC regional data contained in this offering memorandum.***

Facts, forecasts and other statistics in this offering memorandum relating to China, the PRC economy, the PRC real estate industry and the selected PRC regional data have been derived from various official or other publications available in China and may not be consistent with other information compiled within or outside China. However, we cannot guarantee the quality or reliability of such source materials. They have not been prepared or independently verified by us, the Initial Purchasers or any of our or their affiliates or advisors (including legal advisors), or other participants in this offering and, therefore, we make no representation as to the accuracy of such facts, forecasts and statistics. We have, however, taken reasonable care in the reproduction and/or extraction of the official and other publications for the purpose of disclosure in this offering memorandum. Due to possibly flawed or ineffective collection methods or discrepancies between published information and market practice, these facts, forecasts and statistics in this offering memorandum may be inaccurate or may not be comparable to facts, forecasts and statistics produced with respect to other economies. Further, we cannot assure you that they are stated or compiled on the same basis or with the same degree of accuracy as in other jurisdictions. Therefore, you should not unduly rely upon the facts, forecasts and statistics with respect to China, the PRC economy, the PRC real estate industry and the selected PRC regional data contained in this offering memorandum.

## Risks Relating to the Notes

*We are a holding company and payments with respect to the Notes are structurally subordinated to liabilities, contingent liabilities and obligations of our subsidiaries.*

We are a holding company with no material operations. We conduct our operations through our PRC subsidiaries. The Notes will not be guaranteed by any current or future PRC subsidiaries and certain of our offshore subsidiaries. Our primary assets are ownership interests in our PRC subsidiaries, which are held through the Subsidiary Guarantors and certain Non-Guarantor Subsidiaries and Unrestricted Subsidiaries. The Subsidiary Guarantors do not, and the JV Subsidiary Guarantors (if any) may not, have material operations. Accordingly, our ability to pay principal and interest on the Notes and the ability of the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any) to satisfy their obligations under the Subsidiary Guarantees or JV Subsidiary Guarantees (as the case may be) will depend upon our receipt of principal and interest payments on the intercompany loans and distributions of dividends from our subsidiaries.

Creditors, including trade creditors of Non-Guarantor Subsidiaries and Unrestricted Subsidiaries and any holders of preferred shares in such entities, would have a claim on the these subsidiaries' assets that would be prior to the claims of holders of the Notes. As a result, our payment obligations under the Notes will be effectively subordinated to all existing and future obligations of our Non-Guarantor Subsidiaries and Unrestricted Subsidiaries, including their obligations under guarantees they have issued or will issue in connection with our business operations, and all claims of creditors of our Non-Guarantor Subsidiaries and Unrestricted Subsidiaries will have priority as to the assets of such entities over our claims and those of our creditors, including holders of the Notes. In addition, certain of our offshore subsidiaries are permitted to not guarantee the Notes and not have their capital stock pledged to secure the Notes, provided that, the consolidated assets of all these offshore subsidiaries do not exceed 20% of our total assets. As of June 30, 2014, our Non-Guarantor Subsidiaries and Unrestricted Subsidiaries had total borrowings of approximately RMB115.8 billion (US\$18.7 billion), capital commitments of approximately RMB97.1 billion (US\$15.7 billion) and contingent liabilities arising from guarantees of approximately RMB89.7 billion (US\$14.5 billion). The Notes, the Existing Notes and their respective indentures permit us, the Subsidiary Guarantors, the JV Subsidiary Guarantors (if any) and our Non-Guarantor Subsidiaries and Unrestricted Subsidiaries to incur additional indebtedness (including secured indebtedness) and issue additional guarantees, subject to certain limitations. In addition, our secured creditors or those of any Subsidiary Guarantor or JV Subsidiary Guarantor (if any) would have priority as to our assets or the assets of such Subsidiary Guarantor or JV Subsidiary Guarantor (if any) securing the related obligations over claims of holders of the Notes.

Under the terms of the Notes, a Subsidiary Guarantee required to be provided by a subsidiary of the Company under the terms of the Notes may be replaced by a limited-recourse guarantee, or JV Subsidiary Guarantee, following the sale or issuance to, or a purchase from, a third party of an equity interest in such subsidiary or its direct or indirect majority shareholders (subject to the satisfaction of certain conditions). Recovery under a JV Subsidiary Guarantee is limited to an amount equal to our proportional interest in the issued share capital of such Subsidiary Guarantor, or JV Subsidiary Guarantor, multiplied by the fair market value of the total assets in such JV Subsidiary Guarantor and its subsidiaries, on a consolidated basis, as of the date of the last fiscal year end of the Company. As a result, the amount that may be recovered by the Trustee pursuant to a JV Subsidiary Guarantee (compared to a Subsidiary Guarantee) is reduced, which in turn may affect your ability to recover any amounts due under the Notes.



***We have substantial indebtedness and may incur substantial additional indebtedness in the future, which could adversely affect our financial health and our ability to generate sufficient cash to satisfy our outstanding and future debt obligations.***

We now have, and will continue to have after the offering of the Notes, a substantial amount of indebtedness. Our total borrowings, including both current and non-current borrowings, and the Existing Notes as of December 31, 2011, 2012 and 2013 and as of June 30, 2014 were RMB51,726.7 million, RMB60,273.9 million, RMB108,817.3 million (US\$17,541.0 million) and RMB151,780.7 million (US\$24,466.6 million), respectively.

Our substantial indebtedness could have important consequences to you. For example, it could:

- limit our ability to satisfy our obligations under the Notes and the Existing Notes and other debt;
- increase our vulnerability to adverse general economic and industry conditions;
- require us to dedicate a substantial portion of our cash flow from operations to servicing and repaying our indebtedness, thereby reducing the availability of our cash flow to fund working capital, capital expenditures and for other general corporate purposes;
- limit our flexibility in planning for or reacting to changes in our businesses and the industry in which we operate;
- place us at a competitive disadvantage compared to our competitors that have less debt;
- limit, along with the financial and other restrictive covenants of our indebtedness, among other things, our ability to borrow additional funds; and
- increase the cost of additional financing.

In the future, we may from time to time incur substantial additional indebtedness and contingent liabilities. Under the Notes, our ability to incur additional debt is subject to the limitation on indebtedness and preferred stock covenant. Under such covenant, we may incur (i) certain Permitted Indebtedness or (ii) additional indebtedness if we can, among other things, satisfy the Fixed Charge Coverage Ratio. The Fixed Charge Coverage Ratio is derived by dividing Consolidated EBITDA by Consolidated Fixed Charges. Because our definition of Consolidated EBITDA includes our unrealized gains on valuation adjustments on our investment properties, our Consolidated EBITDA and therefore our ability to incur additional debt under such covenant, could be substantially larger when compared to other similarly situated PRC-based issuers of high-yield bonds whose covenant does not typically include unrealized gains in the calculation of their respective consolidated EBITDA. If we or our subsidiaries incur additional debt, the risks that we face as a result of our already substantial indebtedness and leverage could intensify.

Our ability to generate sufficient cash to satisfy our outstanding and future debt obligations will depend upon our future operating performance, which will be affected by prevailing economic conditions and financial, business and other factors, many of which are beyond our control. We anticipate that our operating cash flow will be sufficient to meet our anticipated operating expenses and to service our debt obligations as they become due. However, we cannot assure you that we will be able to generate sufficient cash flow for these purposes. If we are unable to service our indebtedness, we will be forced to adopt an alternative strategy that may include actions such as reducing or delaying capital expenditures, selling assets, restructuring or refinancing our indebtedness or seeking equity capital. These strategies may not be instituted on satisfactory terms, if at all.

In addition, the terms of the Indenture and each of the indentures governing the Existing Notes prohibit us from incurring additional indebtedness unless (i) we are able to satisfy certain financial ratios or (ii) we are able to incur such additional indebtedness pursuant to any of the exceptions to the financial ratio requirements, and meet any other applicable restrictions. Our ability to meet our financial ratios may be affected by events beyond our control. We cannot assure you that we will be able to meet these ratios. Certain of our financing arrangements also impose operating and financial restrictions on our business. See the section entitled “Description of Material Indebtedness and Other Obligations.” Such restrictions in the Indenture, each of the indentures governing the Existing Notes and our other financing arrangements may negatively affect our ability to react to changes in market conditions, take advantage of business opportunities we believe to be desirable, obtain future financing, fund required capital expenditures, or withstand a continuing or future downturn in our business or the general economy. Moreover, the distributions on the Perpetual Capital Securities are not accounted for as interest expenses under HKFRS and we therefore do not include such distributions when calculating the Fixed Charge Coverage Ratio under our bank facilities and senior notes, including the Notes. In addition, because the Perpetual Capital Securities are not Capital Stock, we do not treat distributions on the Perpetual Capital Securities as Restricted Payments under our senior notes, including the Notes. We might in certain circumstances be able to make distributions on the Perpetual Capital Securities that we would not otherwise be entitled to under the covenants governing our bank facilities and senior notes, including the Notes, if the distributions were treated as an interest expense or a Restricted Payment. Any of these factors could materially and adversely affect our ability to satisfy our obligations under the Notes, the Existing Notes and other debt.

***Our subsidiaries are subject to restrictions on the payment of dividends and the repayment of intercompany loans or advances to us and our subsidiaries.***

As a holding company, we depend on the receipt of dividends and the interest and principal payments on intercompany loans or advances from our subsidiaries, including our PRC subsidiaries, to satisfy our obligations, including our obligations under the Notes and the Existing Notes. The ability of our subsidiaries to pay dividends and make payments on intercompany loans or advances to their shareholders is subject to, among other things, distributable earnings, cash flow conditions, restrictions contained in the articles of association of our subsidiaries, applicable laws and restrictions contained in the debt instruments or agreements of such subsidiaries. Currently, some of the instruments governing debt for our PRC subsidiaries contain dividend blocking clauses that require such PRC subsidiaries to obtain approval from lending banks or other financial institutions prior to distributing any dividends. In addition, if any of our subsidiaries raises capital by issuing equity securities to third parties, dividends declared and paid with respect to such equity securities would not be available to us to make payments on the Notes. These restrictions could reduce the amounts that we receive from our subsidiaries, which would restrict our ability to meet our payment obligations under the Notes and the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees as the case may be.

PRC laws and regulations permit payment of dividends only out of accumulated profits as determined in accordance with PRC accounting standards and regulations and such profits differ from profits determined in accordance with HKFRS in certain significant respects, including the use of different bases of recognition of revenue and expenses. Our PRC subsidiaries are also required to set aside a portion of their after-tax profits according to PRC accounting standards and regulations to fund certain reserves that are not distributable as cash dividends. In practice, our PRC project companies may pay dividends when (i) they have completed the project development, or at least have completed a phase of the project or a stand-alone tower or building and its revenue is recognized and (ii) the required government tax clearance and foreign exchange procedures have been completed. In addition, starting from January 1, 2008, dividends for the year 2008 and onward paid by our PRC subsidiaries to their non-PRC parent companies will be subject to a 10% withholding tax, unless there is a tax treaty between the PRC and the jurisdiction in which the overseas parent company is incorporated that specifically exempts or reduces such withholding tax. Pursuant to an avoidance of double taxation arrangement between Hong Kong and the PRC, if the non-PRC parent company is a Hong Kong resident and directly

holds a 25% or more interest in the PRC enterprise, such PRC withholding tax rate may be lowered to 5%, although there exists uncertainty due to a recent PRC governmental circular regarding whether and the extent to which Hong Kong holding companies may be eligible for the benefits under this arrangement. As a result of such restrictions, there could be timing limitations on payments from our PRC subsidiaries to meet payments required by the Notes or to satisfy the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees as the case may be, and there could be restrictions on payments required to redeem the Notes at maturity or as required for any early redemption.

Furthermore, although we currently do not have any offshore shareholder loan to our PRC subsidiaries, we may resort to such offshore lending in the future, rather than equity contribution, to our PRC subsidiaries to finance their operations. In such event, the market interest rates that our PRC subsidiaries can pay with respect to offshore loans generally may not exceed comparable interest rates in the international finance markets. The interest rates on shareholder loans paid by our subsidiaries, therefore, are likely to be lower than the interest rate for the Notes, or any of the Existing Notes. Our PRC subsidiaries are also required to pay a 10% (or 7% if the interest is paid to a Hong Kong resident under certain circumstances) withholding tax on our behalf on the interest paid under any shareholder loan. Prior to payment of interest and principal on any such shareholder loan, the PRC subsidiaries (as foreign-invested enterprises in China) must present evidence of payment of the withholding tax on the interest payable on any such shareholder loan and evidence of registration with SAFE, as well as any other documents that SAFE or its local branch may require.

As a result of the foregoing, we cannot assure you that we will have sufficient cash flow from dividends or payments on intercompany loans or advances from our subsidiaries to satisfy our obligations under the Notes, the Existing Notes or the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees as the case may be.

***Under PRC regulations, we may not be able to transfer to our PRC subsidiaries, proceeds from this offering in the form of a loan, which could impair our ability to make timely payments of interest, or even principal, under the Notes or the Existing Notes.***

According to the existing PRC rules and regulations relating to supervision of foreign debt, loans by foreign companies to their subsidiaries in China, such as our PRC subsidiaries established as foreign-invested enterprises in China, are considered foreign debt, and such loans must be registered with the relevant local branches of SAFE. Such rules and regulations also provide that the total outstanding amount of such foreign debt borrowed by any foreign-invested enterprise may not exceed the difference between its total investment and its registered capital, each as approved by the relevant PRC authorities. According to the Guide for Foreign Debt Registration Management 《外債登記管理操作指引》 promulgated in April 2013, for a foreign-invested real estate enterprise that was established prior to June 1, 2007, SAFE could process such enterprise's foreign debt registration in an amount not exceeding the difference between the total investment in such enterprise and its registered capital. However, it is uncertain how the SAFE and local authorities will interpret and implement this Guide. Foreign-invested enterprises include joint ventures and wholly foreign-owned enterprises established in China, such as most of our PRC subsidiaries. Therefore, the proceeds of the current offering that will be used for land acquisitions and developments in China may only be transferred to our PRC subsidiaries as equity investments and not as loans. Without having the flexibility to transfer funds to our PRC subsidiaries as loans, we cannot assure you that the dividend payments from our PRC subsidiaries will be available on each interest payment date to pay the interest due and payable under the Notes or the Existing Notes, or on the maturity date to pay the principal of the outstanding Notes or the Existing Notes.

***We may be subject to risks presented by fluctuations in exchange rates between Renminbi and other currencies, particularly the U.S. dollar.***

The Notes are denominated in U.S. dollars, while substantially all of our revenues are generated by our PRC operating subsidiaries and are denominated in Renminbi. Pursuant to reforms of the exchange rate system announced by PBOC on July 21, 2005, Renminbi-to-foreign currency exchange rates are allowed to fluctuate within a narrow and managed band against a basket of foreign currencies, rather than being effectively linked to the U.S. dollar. Further, on May 18, 2007, PBOC enlarged the floating band for the trading prices in the interbank foreign exchange market of the Renminbi against the U.S. dollar from 0.3% to 0.5% around the central parity rate, effective on May 21, 2007. This allows the Renminbi to fluctuate against the U.S. dollar by up to 0.5% above or below the central parity rate published by PBOC. The floating band was widened to 1.0% on April 16, 2012 and further to 2.0% on March 17, 2014. The PRC government may adopt further reforms of its exchange rate system, including making the Renminbi freely convertible in the future. If such reforms were implemented and resulted in devaluation of Renminbi against the U.S. dollar, our financial condition and results of operations could be adversely affected because of our substantial U.S. dollar-denominated indebtedness and other obligations. Such a devaluation could also adversely affect the value, translated or converted to U.S. dollars or otherwise, of our earnings and our ability to satisfy our obligations under the Notes.

There are limited hedging instruments available in China to reduce our exposure to exchange rate fluctuations between Renminbi and other currencies. To date, we have not entered into any hedging transactions to reduce our exposure to such risks. Following the offering of the Notes, we may enter into foreign exchange or interest rate hedging arrangements in respect of our U.S. dollar-denominated liabilities under the Notes. These hedging arrangements may require us to pledge or transfer cash and other collateral to secure our obligations under the arrangements, and the amount of collateral required may increase as a result of mark-to-market adjustments. The Initial Purchasers and their affiliates may enter into such hedging arrangements permitted under the Indenture, and these arrangements may be secured by pledges of our cash and other assets as permitted under the Indenture. If we were unable to provide such collateral, it could constitute a default under such hedging arrangements.

***We may not be able to repurchase the Notes and the Existing Notes upon a change of control triggering event.***

We must offer to purchase the Notes and the Existing Notes upon the occurrence of a change of control triggering event, at a purchase price equal to 101% of the principal amount plus accrued and unpaid interest in accordance with the terms of the respective indentures. See the sections entitled “Description of the Notes” and “Description of Material Indebtedness and Other Obligations.”

The source of funds for any such purchase would be our available cash or third-party financing. However, we may not have sufficient available funds at the time of the occurrence of any change of control triggering event to make purchases of outstanding Notes and the outstanding Existing Notes. Our failure to make the offer to purchase or to purchase the outstanding Notes and the outstanding Existing Notes would constitute an Event of Default under the Notes and the Existing Notes. The Event of Default may, in turn, constitute an event of default under other indebtedness, any of which could cause the related debt to be accelerated after any applicable notice or grace periods. If our other debt were to be accelerated, we may not have sufficient funds to purchase the Notes, the Existing Notes and repay the debt. Moreover, the ability of the Collateral Agent, on behalf of the holders of the Notes, to foreclose on the Collateral upon the occurrence of an Event of Default or otherwise will be subject to the terms of the Intercreditor Agreement and the Security Documents as well as in certain instances to perfection and priority status. See “Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral.”

In addition, the definition of change of control triggering event for purposes of the Indenture does not necessarily afford protection for the holders of the Notes in the event of some highly leveraged transactions, including certain acquisitions, mergers, refinancings, restructurings or other recapitalizations. These types of transactions could, however, increase our indebtedness or otherwise affect our capital structure or credit ratings. The definition of change of control triggering event for purposes of the Indenture also includes a phrase relating to the sale of “all or substantially all” of our assets. Although there is a limited body of case law interpreting the phrase “substantially all,” there is no precise established definition under applicable law. Accordingly, our obligation to make an offer to purchase the Notes and the ability of a holder of the Notes to require us to purchase its Notes pursuant to the offer as a result of a highly leveraged transaction or a sale of less than all of our assets may be uncertain.

***The terms of the Notes permit us to make investments in Unrestricted Subsidiaries and minority owned joint ventures.***

In light of land prices, sizes of projects, the competitive landscape and other factors, we may from time to time consider developing properties jointly with other property developers. In addition, we may consider making strategic investments in non-real estate industries as part of our plan to diversify our business. As a result, we may need to make investments in joint ventures (including joint ventures in which we may own less than a 50% equity interest) and such joint ventures may or may not be Restricted Subsidiaries under the Indenture governing the Notes and the indentures governing the Existing Notes. Although the Indenture governing the Notes and the indentures governing the Existing Notes restricts us and our Restricted Subsidiaries from making investments in Unrestricted Subsidiaries or joint ventures, these restrictions are subject to important exceptions and qualifications. In particular, the Indenture governing the Notes does not impose a minimum shareholding requirement or restrict the types of business these entities are engaged in. Under the Indenture, we are also not required to satisfy the Fixed Charge Coverage Ratio for such investments up to 7.5% of the Total Assets. See the section entitled “Limitation on Restricted Payments” and the definition of “Permitted Investment” in “Description of the Notes.”

***The terms of the Notes permit us to engage in businesses that may not be related to our real estate business.***

As part of our strategy, we have taken significant initiatives or made significant plans to enter new businesses with a view to establishing alternative revenue sources and diversifying our business. The Indenture governing the Notes will not restrict us and our Restricted Subsidiaries from expanding into businesses that we are not currently engaged in. Subject to certain restrictions, we may also make minority investments in connection with such diversification. See “— The terms of the Notes permit us to make investments in Unrestricted Subsidiaries and minority owned joint ventures.” Our expansion into new businesses will expose us to risks that are different from those we have faced in the past. See “Risk Factors — Risks Relating to Our Business — We have started expanding our operations into other industries and such expansion may not be successful.”

***The terms of the Notes permit us to buy out minority interests in non-wholly owned Restricted Subsidiaries, and such purchases will not constitute Restricted Payments.***

The Indenture governing the Notes permit us to redeem, repurchase or otherwise acquire minority interests in our Restricted Subsidiaries held by Independent Third Parties, and such purchases will not constitute Restricted Payments. See “Description of the Notes — Certain Covenants — Limitation on Restricted Payments.” Even though such transactions would potentially increase our ownership interests in the relevant Restricted Subsidiary, we may pay substantial amounts of consideration in these transactions, whether in cash or other assets, which may adversely impact our business, results of operations and financial condition.

***The terms of the Notes permit us to designate any Non-Core Entity as an Unrestricted Subsidiary in connection with any Qualified Spin-off IPO, and investments we retain in such Unrestricted Subsidiaries will not constitute Restricted Payments upon such designation.***

As part of our strategy, we have taken significant initiatives or made significant plans to enter new businesses with a view to establishing alternative revenue sources and diversifying our business. We may spin off such new businesses, as well as our property management business and acquisition, development, management and operation of hotel properties, commercial properties, or sports, leisure or infrastructure facilities, in the future as we desire. Subject to certain restrictions, in connection with a spin-off listing of Non-Core Entities that are engaged in businesses other than our core real estate development business, the terms of the Notes permit us to designate any such Non-Core Entity as an Unrestricted Subsidiary, and any interests we retain in such Non-Core Entities will not constitute Restricted Payments upon such designation. See “Description of the Notes — Certain Covenants — Limitation on Restricted Payments” and the definition of “Permitted Investment.” We currently do not have any plan for such spin off listing and do not expect to make such designations. The effects of any such designation, if applicable, include, but are not limited to, that:

- any entity so designated as an Unrestricted Subsidiary will no longer be subject to the covenants under the Indenture governing the Notes;
- the Subsidiary Guarantees of any entity so designated as an Unrestricted Subsidiary may be released, and the shares of such entity previously pledged to the collateral agent or the trustee for the benefit of the holders of the Notes may be released; and
- interest expenses on Indebtedness of any entity so designated as an Unrestricted Subsidiary will not be included in the calculation of our Consolidated Interest Expense, other than such interest expenses on Indebtedness that is Guaranteed by the Company or a Restricted Subsidiary.

***Certain of our offshore Restricted Subsidiaries will be permitted to not provide a Subsidiary Guarantee or a JV Subsidiary Guarantee, and their shares will not be required to be pledged for the benefit of the holders of the Notes.***

According to the terms of the Notes, certain offshore Restricted Subsidiaries will not be required to deliver a Subsidiary Guarantee or a JV Subsidiary Guarantee, and their shares will not be required to be pledged for the benefit of the holders of the Notes, including the following:

- a publicly listed Restricted Subsidiary and its Subsidiaries;
- any Restricted Subsidiary the provision of a Subsidiary Guarantee or a JV Subsidiary Guarantee by which would be prohibited by any applicable laws or regulations or any applicable rules or policies of any applicable governmental or regulatory bodies or agencies; and
- offshore Restricted Subsidiaries whose consolidated assets in the aggregate do not exceed 20% of our Relevant Total Assets.

See “The Subsidiary Guarantees and the JV Subsidiary Guarantees” and “The Security” sections and the definition of “Listed Subsidiary,” “Exempted Subsidiary” and “Relevant Total Assets” in the “Description of the Notes.” As a result of these exemptions, certain of our offshore Restricted Subsidiaries, which may constitute substantial revenue sources and/or hold substantial assets, will not be Guaranteeing the Notes, and their shares are not required to be pledged for the benefit of the holders of the Notes.

***We may be able to redeem the Notes in whole at a redemption price equal to 100% of the principal amount plus accrued and unpaid interest in the event we are required to pay additional amounts because we are treated as a PRC “resident enterprise.”***

In the event that we are treated as a PRC “resident enterprise” under the PRC Enterprise Income Tax Law, as described in “— Risks Relating to Our Business — We may be deemed a PRC resident enterprise under the PRC Enterprise Income Tax Law, which may subject us to PRC taxation on our worldwide income, require us to withhold taxes on interest we pay on the Notes and require holders of the Notes to pay taxes on gains realized from the sale of the Notes,” we may be required to withhold PRC tax on interest payable to non-resident holders of the Notes. In such case, we will, subject to certain exceptions, be required to pay such additional amounts so that a holder of a Note will receive the same amounts as he would have received had no such withholding been required. As described under “Description of the Notes — Redemption for Taxation Reasons,” in the event we are required to pay additional amounts as a result of certain changes in or interpretations of tax law, including any change of interpretation or the standing of an official position that results in our being required to withhold tax on interest payments as a result of our being treated as a PRC “resident enterprise,” we may instead select to redeem the Notes in whole at a redemption price equal to 100% of the principal amount plus accrued and unpaid interest. A holder of the Notes may therefore be redeemed at an earlier time.

***The insolvency laws of the Cayman Islands, BVI, Hong Kong and other local insolvency laws may differ from U.S. bankruptcy law or those of another jurisdiction with which holders of the Notes are familiar.***

Because we and some of the Subsidiary Guarantors and JV Subsidiary Guarantors (if any) may be incorporated under the laws of the Cayman Islands, an insolvency proceeding relating to us or any such Subsidiary Guarantor or JV Subsidiary Guarantor, even if brought in the United States, would likely involve Cayman Islands insolvency laws, the procedural and substantive provisions of which may differ from comparable provisions of United States federal bankruptcy law. In addition, our other Subsidiary Guarantors and JV Subsidiary Guarantors (if any) are incorporated or may be incorporated in the BVI or Hong Kong and the insolvency laws of the BVI and Hong Kong may also differ from the laws of the United States or other jurisdictions with which the holders of the Notes are familiar.

We conduct substantially all of our business operations through PRC-incorporated subsidiaries in China. The Subsidiary Guarantors, as equity holders in our PRC subsidiaries, are necessarily subject to the bankruptcy and insolvency laws of China in a bankruptcy or insolvency proceeding involving any of such PRC subsidiaries. Any JV Subsidiary Guarantors that become equity holders of our PRC subsidiaries would also be subject to such laws. The PRC laws and regulations relating to bankruptcy and insolvency and the legal proceedings in that regard may differ significantly from those of the United States and other jurisdictions with which the holders of the Notes are familiar. You should analyze the risks and uncertainties carefully before you invest in our Notes.

***We may be unable to obtain and remit foreign exchange.***

Our ability to satisfy our obligations under the Notes depends solely upon the ability of our PRC subsidiaries to obtain and remit sufficient foreign currency to pay dividends to us and, if applicable, to repay shareholder loans. Our PRC subsidiaries must present certain documents to SAFE, its authorized branch or the designated foreign exchange bank, for approval before they can obtain and remit foreign currencies out of China, including, in the case of dividends, evidence that the relevant PRC taxes have been paid and, in the case of shareholder loans, evidence of the registration of the loan with SAFE. Prior to payment of interest and principal on any shareholder loan we make to our PRC subsidiaries, the relevant PRC subsidiary must also present evidence of payment of the 10% (or 7% if the interest is paid to a Hong Kong resident under certain circumstances) withholding tax on the interest payable in respect of such shareholder loan. If any PRC subsidiary for any reason fails to satisfy any of the PRC legal

requirements for remitting foreign currency payments, the PRC subsidiary will be unable to pay us dividends or interest and principal on shareholder loans, which may affect our ability to satisfy our obligations under the Notes or the Existing Notes.

***If we are unable to comply with the restrictions and covenants in our debt agreements or the Indenture, there could be a default under the terms of these agreements or the Indenture, which could cause repayment of our debt to be accelerated.***

If we are unable to comply with the restrictions and covenants in the Indenture or our current or future debt obligations and other agreements, there could be a default under the terms of these agreements. For example, some of the instruments in which the Company is a guarantor require the lending bank's prior consent before the guarantors can engage in debt financing and equity financing through direct financing markets, and the selling, gifting, leasing, transferring, mortgaging, pledging and other methods of disposal of part or all of its material assets. We believe that we have obtained all necessary consents, but we cannot assure you that the lending banks will have the same view. In the event of a default under these agreements, the holders of the debt could terminate their commitments to lend to us, accelerate repayment of the debt and declare all outstanding amounts due and payable or terminate the agreements, as the case may be. Furthermore, some of our debt agreements, including the Indenture and each of the indentures governing our Existing Notes, contain cross-acceleration or cross-default provisions. As a result, our default under one debt agreement may cause the acceleration of repayment of not only such debt but also other debt, including the Notes or the Existing Notes, or result in a default under our other debt agreements, including the Indenture and each of the indentures governing our Existing Notes. If any of these events occur, we cannot assure you that our assets and cash flow would be sufficient to repay in full all of our indebtedness, or that we would be able to find alternative financing. Even if we could obtain alternative financing, we cannot assure you that it would be on terms that are favorable or acceptable to us.

***Our operations are restricted by the terms of the Notes and the Existing Notes, which could limit our ability to plan for or to react to market conditions or meet our capital needs, which could increase your credit risk.***

The Indenture and each of the indentures governing the Notes and the Existing Notes include a number of significant restrictive covenants. These covenants restrict, among other things, our ability, and the ability of our Restricted Subsidiaries, to:

- incur or guarantee additional indebtedness and issue disqualified or preferred stock;
- declare dividends on capital stock or purchase or redeem capital stock;
- make investments or other specified restricted payments;
- issue or sell capital stock of Restricted Subsidiaries;
- guarantee indebtedness of Restricted Subsidiaries;
- sell assets;
- create liens;
- enter into sale and leaseback transactions;
- engage in any business other than permitted business;
- enter into agreements that restrict the Restricted Subsidiaries' ability to pay dividends, transfer assets or make intercompany loans;



- enter into transactions with shareholders or affiliates; and
- effect a consolidation or merger.

These covenants could limit our ability to plan for or react to market conditions or to meet our capital needs. Our ability to comply with these covenants may be affected by events beyond our control, and we may have to curtail some of our operations and growth plans to maintain compliance.

***A trading market for the Notes may not develop, and there are restrictions on resale of the Notes.***

The Notes are a new issue of securities for which there is currently no trading market. Although approval in-principle has been received for the Notes to be listed on the SGX-ST, we cannot assure you that we will obtain or be able to maintain a listing on the SGX-ST, or that if listed, a liquid trading market will develop. We have been advised that the Initial Purchasers intend to make a market in the Notes, but the Initial Purchasers are not obligated to do so and may discontinue such market making activity at any time without notice. In addition, the Notes are being offered pursuant to exemptions from registration under the Securities Act and, as a result, you will only be able to resell your Notes in transactions that have been registered under the Securities Act or in transactions not subject to or exempt from registration under the Securities Act. See “Transfer Restrictions.” We cannot predict whether an active trading market for the Notes will develop or be sustained. If an active trading market does not develop or does not continue, the market price and liquidity of the Notes could be adversely affected.

***The Notes will initially be held in book-entry form, and therefore you must rely on the procedures of the relevant clearing systems to exercise any rights and remedies.***

The Notes will initially only be issued in global certificated form and held through Euroclear and Clearstream. Interests in the global notes will trade in book-entry form only, and Notes in definitive registered form, or definitive registered notes, will be issued in exchange for book-entry interests only in very limited circumstances. Owners of book-entry interests will not be considered owners or holders of Notes. Payments of principal, interest and other amounts owing on or in respect of the global notes representing the Notes will be made to the paying agent which will make payments to Euroclear and Clearstream. Thereafter, these payments will be credited to accounts of participants that hold book-entry interests in the global notes representing the Notes and credited by such participants to indirect participants. After payment to the common depositary for Euroclear and Clearstream, we will have no responsibility or liability for the payment of interest, principal or other amounts to the owners of book-entry interests. Accordingly, if you own a book-entry interest, you must rely on the procedures of Euroclear and Clearstream, and if you are not a participant in Euroclear and Clearstream, on the procedures of the participant through which you own your interest, to exercise any rights and obligations of a holder of Notes under the Indenture. Unlike the holders of the Notes themselves, owners of book-entry interests will not have the direct right to act upon our solicitations for consents, requests for waivers or other actions from holders of the Notes. Instead, if you own a book-entry interest, you will be permitted to act only to the extent you have received appropriate proxies to do so from Euroclear and Clearstream. The procedures implemented for the granting of such proxies may not be sufficient to enable you to vote on a timely basis. Similarly, upon the occurrence of an event of default under the Indenture, unless and until definitive registered notes are issued in respect of all book-entry interests, if you own a book-entry interest, you will be restricted to acting through Euroclear and Clearstream. The procedures to be implemented through Euroclear and Clearstream may not be adequate to ensure the timely exercise of rights under the Notes.

***The ratings assigned to the Notes and our corporate ratings may be lowered or withdrawn in the future.***

The Notes are expected to be assigned a rating of B+ by Standard and Poor's Ratings Services, or S&P, and B2 by Moody's Investors Service, or Moody's. The ratings address our ability to perform our obligations under the terms of the Notes and credit risks in determining the likelihood that payments will be made when due under the Notes. In addition, we have been assigned a long-term corporate credit rating of BB- with a negative outlook by S&P, a corporate family rating of B1 with a negative outlook by Moody's and a long-term foreign currency issuer default rating of BB- with a negative outlook by Fitch Ratings, or Fitch. Our 2016 Notes and 2018 Notes have been assigned a rating of BB- by S&P and B2 with a stable outlook by Moody's. A rating is not a recommendation to buy, sell or hold securities and may be subject to revision, suspension or withdrawal at any time. We cannot assure you that a rating will remain for any given period of time or that a rating will not be lowered or withdrawn entirely by the relevant rating agency if in its judgment circumstances in the future so warrant. We have no obligation to inform holders of the Notes of any such revision, downgrade or withdrawal. A suspension, reduction or withdrawal at any time of the rating assigned to us, the Notes or the Existing Notes may adversely affect the market price of the Notes.

***Certain transactions that constitute "connected transactions" under the Listing Rules will not be subject to the "Limitation on Transactions with Shareholders and Affiliates" covenant.***

Our shares are listed on the Hong Kong Stock Exchange and we are required to comply with the Listing Rules, which provide, among other things, that any transaction between a listed company or any of its subsidiaries, on the one hand, and a "connected person" of such listed company, on the other hand, is a "connected transaction" that, if the value of such transaction exceeds the applicable de minimis thresholds, will require the prior approval of the independent shareholders of such listed company. The definition of "connected person" to a listed company includes, among others, any 10% or more shareholder of (i) such listed company or (ii) any subsidiary of such listed company. The concept of "connected person" also captures "associates," which include, among others, (a) any subsidiary of such "connected person," (b) any holding company of such "connected person" and any subsidiary of such holding company and (c) any company in which such entity or entities mentioned in (a) and (b) above taken together has/have the power to exercise control, directly or indirectly, of 30% or more of the voting power of such company.

The "Limitation on Transactions with Shareholders and Affiliates" covenant in the Notes only applies to transactions between the Company or any Restricted Subsidiary, on the one hand, and (x) any holder (or any Affiliate of such holder) of 10% or more of any class of Capital Stock of the Company; or (y) any Affiliate of the Company, on the other hand. As such, transactions between the Company or any Restricted Subsidiary, on the one hand, and an Affiliate of any Restricted Subsidiary, on the other hand, will not be captured by such covenant, even though they may be connected transactions under the Listing Rules and subject to any requirements under the Listing Rules to obtain approval from independent shareholders. As a result, we are not required by the terms of the Notes to ensure that any such transactions are on terms that are fair and reasonable, and we will not need to deliver officers' certificates or procure the delivery of fairness opinions of accounting, appraisal or investment banking firms to the trustee of the Notes for any such transactions.

***Several initial investors may own a majority of the Notes being offered and may therefore be able to exercise certain rights and powers on behalf of all holders of the Notes. Additionally, this may reduce the liquidity of the Notes in the secondary trading market.***

Several initial investors may own a majority of the Notes being offered under this Offering Memorandum. Any holder of a majority in aggregate principal amount of the Notes will have certain rights and powers under the Indenture and related documents. For example, subject to certain exceptions, the holders of a majority in aggregate principal amount of the Notes may direct the time, method and place of conducting any proceeding for exercising any remedy available to the Trustee or exercising any trust or power conferred on it or direct the Trustee to instruct the Collateral Agent to foreclose on the Collateral. In addition, as described in “Description of the Notes — Amendments and Waivers”, the Indenture, the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) may be amended with the consent of the holders of a majority in aggregate principal amount of the Notes, and any Default or Event of Default or compliance with any provision of the Indenture, the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees (if any) may be waived with the consent of the holders of a majority in aggregate principal amount of the outstanding Notes, subject in each case to certain exceptions. Accordingly, any investor that holds a majority in aggregate principal amount of the outstanding Notes will be able to exercise such rights and powers on behalf of all holders of the Notes and control the outcome of votes on such matters.

In addition, any investor that holds a significant percentage of the Notes, even if less than a majority, will be able to exercise certain rights and powers and will have significant influence on matters voted on by holders of the Notes. For example, holders of at least 25% in aggregate principal amount of the Notes may declare all the Notes to be immediately due and payable if certain types of Events of Default have occurred and are continuing.

Additionally, the existence of any such significant holder may reduce the liquidity of the Notes in the secondary trading market. If such investor sells a material portion of the Notes at any one time, it may materially and adversely affect the trading price of the Notes.

***The liquidity and price of the Notes following the offering may be volatile.***

The price and trading volume of the Notes may be highly volatile. Factors such as variations in our revenues, earnings and cash flows, proposals for new investments, strategic alliances and/or acquisitions, changes in interest rates, fluctuations in price for comparable companies, government regulations and changes thereof applicable to our industry and general economic conditions nationally or internationally could cause the price of the Notes to change. Any such developments may result in large and sudden changes in the trading volume and price of the Notes. We cannot assure you that these developments will not occur in the future.

***There may be less publicly available information about us than is available in certain other jurisdictions.***

There may be less publicly available information about companies listed in Hong Kong than is regularly made available by public companies in certain other countries. In addition, the financial information in this offering memorandum has been prepared in accordance with HKFRS, which may differ in material respects from generally accepted accounting principles in other jurisdictions, or other GAAPs, which may in turn be material to the financial information contained in this offering memorandum. We have not prepared a reconciliation of our consolidated financial information and our consolidated financial statements and related footnotes between HKFRS and other GAAPs. In making an investment decision, you must rely upon your own examination of us, the terms of the offering and our financial information. You should consult your own professional advisors for an understanding of the differences between HKFRS and any other GAAPs and how those differences might affect the financial information contained in this offering memorandum.

***We will follow the applicable corporate disclosure standards for debt securities listed on the SGX-ST, and such standards may be different from those applicable to debt securities listed in certain other countries.***

We will be subject to reporting obligations in respect of the Notes to be listed on the SGX-ST. The disclosure standards imposed by the SGX-ST may be different than those imposed by securities exchanges in other countries or regions such as the United States or Hong Kong. As a result, the level of information that is available may not correspond to what investors in the Notes are accustomed to.

#### **Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral**

***Our initial Subsidiary Guarantors do not currently have significant operations and certain Subsidiary Guarantees may in some cases be replaced by limited-recourse guarantees.***

We conduct substantially all of our business operations through our PRC subsidiaries, but none of our current PRC subsidiaries and their direct PRC or non-PRC subsidiaries will provide a Subsidiary Guarantee or a JV Subsidiary Guarantee either upon issuance of the Notes or at any time thereafter. No future subsidiaries that are organized under the laws of PRC or their future PRC or non-PRC subsidiaries will provide a Subsidiary Guarantee or a JV Subsidiary Guarantee at any time in the future. In addition, certain of our offshore subsidiaries are permitted to not guarantee the Notes and have their capital stock pledged to secure the Notes. See “Risks Relating to the Notes — Certain of our offshore Restricted Subsidiaries will be permitted to not provide a Subsidiary Guarantee or a JV Subsidiary Guarantee, and their shares will not be required to be pledged for the benefit of the holders of the Notes. As a result, the Notes will be effectively subordinated to all the debt and other obligations, including contingent obligations and trade payables, of the PRC subsidiaries and such subsidiaries. See the sections entitled “Description of the Notes — The Subsidiary Guarantees and the JV Subsidiary Guarantees” for a list of the Non-Guarantor Subsidiaries. Moreover, the Collateral will not include the capital stock of our existing or future Non-Guarantor Subsidiaries, including our PRC subsidiaries.

The initial Subsidiary Guarantors that will guarantee the Notes do not have significant operations. In addition, the Subsidiary Guarantors also guarantee our obligations under the Existing Notes and certain of our bank loans. We cannot assure you that the initial Subsidiary Guarantors or any subsidiaries that may become Subsidiary Guarantors or JV Subsidiary Guarantors in the future will have the funds necessary to satisfy our financial obligations under the Notes and the Existing Notes if we are unable to do so. See the section entitled “— Risks Relating to the Notes — We are a holding company and payments with respect to the Notes are structurally subordinated to liabilities, contingent liabilities and obligations of our subsidiaries.”

In addition, a Subsidiary Guarantee required to be provided by a subsidiary of the Company under the terms of the Notes may be replaced by a limited-recourse JV Subsidiary Guarantee following the sale or issuance to, or purchase from, a third party of an equity interest in such subsidiary or its direct or indirect majority shareholders (subject to the satisfaction of certain conditions). Recovery under a JV Subsidiary Guarantee is limited to an amount equal to our proportional interest in the issued share capital of such JV Subsidiary Guarantor multiplied by the fair market value of the total assets in such JV Subsidiary Guarantor and its subsidiaries, on a consolidated basis, as of the date of the last fiscal year end of the Company.

***The Subsidiary Guarantees or JV Subsidiary Guarantees may be challenged under applicable insolvency or fraudulent transfer laws, which could impair the enforceability of the Subsidiary Guarantees or JV Subsidiary Guarantees.***

Under bankruptcy laws, fraudulent transfer laws, insolvency or unfair preference or similar laws in the Cayman Islands, the BVI, Hong Kong and other jurisdictions where future Subsidiary Guarantors or JV Subsidiary Guarantors (if any) may be established, a guarantee could be voided, or claims in respect of a guarantee could be subordinated to all other debts of that guarantor if, among other things, the guarantor, at the time it incurred the indebtedness evidenced by, or when it gives, its guarantee:

- incurred the debt with the intent to hinder, delay or defraud creditors or was influenced by a desire to put the beneficiary of the guarantee in a position which, in the event of the guarantor’s insolvency, would be better than the position the beneficiary would have been in had the guarantee not been given;
- received less than reasonably equivalent value or fair consideration for the incurrence of such guarantee;
- was insolvent or rendered insolvent by reason of the incurrence of such guarantee;
- was engaged in a business or transaction for which the guarantor’s remaining assets constituted unreasonably small capital; or
- intended to incur, or believed that it would incur, debts beyond its ability to pay such debts as they mature.

The measure of insolvency for purposes of the foregoing will vary depending on the laws of the applicable jurisdiction. Generally, however, a guarantor would be considered insolvent at a particular time if it were unable to pay its debts as they fell due or if the sum of its debts was then greater than all of its properties at a fair valuation or if the present fair saleable value of its assets was then less than the amount that would be required to pay its probable liabilities in respect of its existing debts as they became absolute and matured.

In addition, a guarantee may be subject to review under applicable insolvency or fraudulent transfer laws in certain jurisdictions or subject to a lawsuit by or on behalf of creditors of the guarantor. In such case, the analysis set forth above would generally apply, except that the guarantee could also be subject to the claim that, since the guarantee was not incurred for the benefit of the guarantor, the obligations of the guarantor thereunder were incurred for less than reasonably equivalent value or fair consideration.

In an attempt to limit the applicability of insolvency and fraudulent transfer laws in certain jurisdictions, the obligations of the Subsidiary Guarantors or JV Subsidiary Guarantors (if any) under the Subsidiary Guarantees or JV Subsidiary Guarantees (as the case may be) will be limited to the maximum amount that can be guaranteed by the applicable Subsidiary Guarantor or JV Subsidiary Guarantor without rendering the guarantee, as it relates to such Subsidiary Guarantor or JV Subsidiary Guarantor, voidable under such applicable insolvency or fraudulent transfer laws.

If a court voids a Subsidiary Guarantee or JV Subsidiary Guarantee (as the case may be), subordinates such guarantee to other indebtedness of the Subsidiary Guarantor or JV Subsidiary Guarantor, or holds the Subsidiary Guarantee or JV Subsidiary Guarantee (as the case may be) unenforceable for any other reason, holders of the Notes would cease to have a claim against that Subsidiary Guarantor or JV Subsidiary Guarantor based upon such guarantee, would be subject to the prior payment of all liabilities (including trade payables) of such Subsidiary Guarantor or JV Subsidiary Guarantor (as the case may be), and would solely be creditors of us and any Subsidiary Guarantors or JV Subsidiary Guarantors whose guarantees have not been voided or held unenforceable. We cannot assure you that, in such an event, after providing for all prior claims, there would be sufficient assets to satisfy the claims of the holders of the Notes.

***The pledge of certain Collateral may in some circumstances be voidable.***

The pledge of the Collateral may be voidable as a preference under insolvency or fraudulent transfer or similar laws of Hong Kong, the Cayman Islands and the BVI at any time within six months of the perfection of the pledge or, under some circumstances, within a longer period. Pledges of shares or capital stock of future Subsidiary Guarantors may also be voidable as a preference under relevant insolvency or fraudulent transfer or similar laws. In addition, the pledge of certain Collateral may be voided based on the analysis set forth under the risk factor entitled “— The Subsidiary Guarantees or JV Subsidiary Guarantees may be challenged under applicable insolvency or fraudulent transfer laws, which could impair the enforceability of the Subsidiary Guarantees or JV Subsidiary Guarantees” above.

If the pledges of the Collateral were to be voided for any reason, holders of the Notes would have only an unsecured claim against us and the Subsidiary Guarantor Pledgors.

***The value of the Collateral will likely not be sufficient to satisfy our obligations under the Notes and other pari passu secured indebtedness.***

The Collateral will consist only of the shares or capital stock of the Subsidiary Guarantors. The security interest in respect of certain Collateral may be released upon the disposition of such Collateral and any proceeds from such disposition may be applied, prior to repaying any amounts due under the Notes, to repay other debt or to make investments in properties and assets that will not be pledged as additional Collateral.

The ability of the Collateral Agent, on behalf of the holders of the Notes, to foreclose on the Collateral upon the occurrence of an Event of Default or otherwise will be subject to the terms of the Intercreditor Agreement and the Security Documents as well as in certain instances to perfection and priority status. Although procedures will be undertaken to support the validity and enforceability of the security interests, we cannot assure you that the Collateral Agent or holders of the Notes will be able to enforce the security interest. In addition, although the Trustee may instruct the Collateral Agent to foreclose the Collateral upon the occurrence of an event of default that is continuing, such instruction may be overruled by a contrary instruction to the Collateral Agent from holders of more than 50% of the indebtedness that is subject to the Intercreditor Agreement.

The value of the Collateral in the event of a liquidation will depend upon market and economic conditions, the availability of buyers and similar factors. No independent appraisals of any of the Collateral have been prepared by or on behalf of us in connection with this offering of the Notes. Accordingly, we cannot assure you that the proceeds of any sale of the Collateral following an acceleration of the Notes would be sufficient to satisfy, or would not be substantially less than, amounts due and payable on the Notes. By its nature, the Collateral, which consists solely of the shares or capital stock of any existing or future Subsidiary Guarantor, is likely to be illiquid and is unlikely to have a readily ascertainable market value. Likewise, we cannot assure you that the Collateral will be saleable or, if saleable, that there will not be substantial delays in its liquidation.

Subject to the Intercreditor Agreement, the Collateral will be shared on a *pari passu* basis by the holders of the Notes, the holders of the Existing Notes, the lenders of the Existing Bank Loans and may be shared on a *pari passu* basis with holders of other indebtedness ranking *pari passu* with the Notes and the holders of the Existing Notes that we may issue in the future. Accordingly, in the event of a default on the Notes or the Existing Notes, or the other secured indebtedness and a foreclosure on the Collateral, any foreclosure proceeds would be shared by the holders of secured indebtedness in proportion to the outstanding amounts of each class of such secured indebtedness. The value of the Collateral securing the Notes and the Existing Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors is unlikely to be sufficient to satisfy the obligations of the Company and each of the Subsidiary Guarantor Pledgors under the Notes and the Existing Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors, and the Collateral securing the Notes and the Existing Notes and such Subsidiary Guarantees may be reduced or diluted under certain circumstances, including the issuance of additional Notes, or other *pari passu* indebtedness and the disposition of assets comprising the Collateral, subject to the terms of the Indenture and each of the indentures governing the Existing Notes.

***The Intercreditor Agreement may impact our ability and the ability of the Subsidiary Guarantors to pay amounts due under the Notes and the Subsidiary Guarantees and the Intercreditor Agreement may limit the rights of holders of the Notes to the Collateral.***

The Collateral Agent is required to take action to enforce the Collateral in accordance with the instructions of holders of the Notes given under and in accordance with the Intercreditor Agreement. Any enforcement action taken by the Collateral Agent will adversely affect our entitlement to receive distributions from the Collateral, which will, in turn, have an adverse impact on our ability to fulfill our payment obligations under the Notes. Further, the Subsidiary Guarantors' ability to pay under the Subsidiary Guarantees will be adversely affected. The ability of holders of the Notes to enforce the Collateral is restricted under the Intercreditor Agreement, as only the Collateral Agent is permitted to take enforcement actions. If an Event of Default occurs under the Notes, the holders of the Existing Notes, the holders of the Notes and creditors of other Permitted Pari Passu Secured Indebtedness must decide whether to take any enforcement action and thereafter, through their respective trustee or agent, may instruct the Collateral Agent to take such enforcement action. By virtue of the instructions given to the Collateral Agent described above, actions may be taken in respect of the Collateral that may be adverse to holders of the Notes. In such event, the only remedy available to holders of the Notes would be to sue for payment under the Notes and the Subsidiary Guarantees.

The Collateral Agent, acting in its capacity as such, shall have such duties with respect to the Collateral pledged, assigned or granted pursuant to the Intercreditor Agreement and the Security Documents as are set forth in the Intercreditor Agreement and as trustee and agent in respect of the Existing Notes. Under certain circumstances, the Collateral Agent may have obligations under the Security Documents or the Intercreditor Agreement and the underlying indentures that are in conflict with the interests of the holders of the Notes and the holders of the Existing Notes. The Collateral Agent will not be under any obligation to exercise any rights or powers conferred under the Intercreditor Agreement or any of the Security Documents for the benefit of the holders of the Notes or the Existing Notes, unless such holders have offered to the Collateral Agent indemnity and/or security satisfactory to the Collateral Agent against any loss, liability, cost or expense.

***The pledge of certain Collateral may be released under certain circumstances.***

In the event the conditions applicable to the replacement of a Subsidiary Guarantee with a JV Subsidiary Guarantee are satisfied, we are permitted to release the pledge of the shares granted by such Subsidiary Guarantor, as well as the pledge of the shares granted by the subsidiaries of such Subsidiary Guarantor. We are only required to deliver a replacement share pledge for the shares that we continue to hold in such JV Subsidiary Guarantor (but not the subsidiaries of such JV Subsidiary Guarantor) following the sale of the equity interests in such Subsidiary Guarantor. As a result, in the event we sell minority equity interests in our Subsidiary Guarantors or otherwise create JV Subsidiary Guarantors in accordance with the terms of the Indenture, the Collateral will be reduced in value and scope, and holders of the Notes would be subject to increased risks.



## **USE OF PROCEEDS**

We estimate that the net proceeds from this offering, after deducting the underwriting discounts and commissions and other estimated expenses payable in connection with this offering, will be approximately US\$995 million. We intend to use the net proceeds to refinance existing indebtedness of our group.

Pending application of the net proceeds of this offering, we intend to invest such net proceeds in “Temporary Cash Investments” as defined under the section entitled “Description of the Notes.”

## EXCHANGE RATE INFORMATION

### China

PBOC publishes daily a base exchange rate with reference primarily to the supply and demand of Renminbi against a basket of currencies in the market during the prior day. PBOC also takes into account other factors, such as the general conditions existing in the international foreign exchange markets. From 1994 to July 20, 2005, the conversion of Renminbi into foreign currencies, including Hong Kong dollars and U.S. dollars, was based on rates set daily by PBOC on the basis of the previous day's inter-bank foreign exchange market rates and then current exchange rates in the world financial markets. During this period, the official exchange rate for the conversion of Renminbi to U.S. dollars remained generally stable. Although the PRC government introduced policies in 1996 to reduce restrictions on the convertibility of Renminbi into foreign currencies for current account items, conversion of Renminbi into foreign currencies for capital items, such as foreign direct investment, loan principals and securities trading, still requires the approval of SAFE and other relevant authorities. On July 21, 2005, the PRC government introduced a managed floating exchange rate system to allow the value of the Renminbi to fluctuate within a regulated band based on market supply and demand and by reference to a basket of currencies. On the same day, the value of the Renminbi appreciated by approximately 2% against the U.S. dollar. On May 18, 2007, PBOC enlarged the floating band for the trading prices in the inter-bank foreign exchange market of the Renminbi against the U.S. dollar from 0.3% to 0.5% around the central parity rate, effective on May 21, 2007. This allows the Renminbi to fluctuate against the U.S. dollar by up to 0.5% above or below the central parity rate published by PBOC. The floating band was widened to 1.0% on April 16, 2012 and further to 2.0% on March 17, 2014. The PBOC announces the closing price of a foreign currency traded against the Renminbi in the inter-bank foreign exchange market after the closing of the market on each working day, and makes it the central parity for the trading against the Renminbi on the following working day.

The following table sets forth the noon buying rate for U.S. dollars in New York City for cable transfer in Renminbi as set forth in the H.10 statistical release of the Federal Reserve Bank of New York for the periods indicated:

Period	Noon buying rate			
	Low	Average <sup>(1)</sup>	High	Period end
	(RMB per US\$1.00)			
2009 . . . . .	6.8176	6.8307	6.8470	6.8259
2010 . . . . .	6.6000	6.7603	6.8830	6.6000
2011 . . . . .	6.2939	6.4630	6.6364	6.2939
2012 . . . . .	6.2221	6.3085	6.3879	6.2303
2013 . . . . .	6.0537	6.1418	6.2438	6.0537
2014 . . . . .	6.0402	6.1620	6.2591	6.2046
January to June . . . . .	6.0402	6.1833	6.2591	6.2036
July . . . . .	6.1712	6.1984	6.2115	6.1737
August . . . . .	6.1395	6.1541	6.1793	6.1430
September . . . . .	6.1266	6.1382	6.1495	6.1380
October . . . . .	6.1124	6.1251	6.1385	6.1107
November . . . . .	6.1117	6.1249	6.1429	6.1429
December . . . . .	6.1490	6.1886	6.2256	6.2046
2015 . . . . .				
January (through January 30) . . . . .	6.1870	6.2181	6.2535	6.2495

*Note:*

- (1) For yearly date, determined by averaging the daily rates during the relevant year. For monthly data, determined by averaging the daily rates during the relevant month.

## Hong Kong

The H.K. dollar is freely convertible into the U.S. dollar. Since 1983, the H.K. dollar has been linked to the U.S. dollar at the rate of HK\$7.80 to US\$1.00. The Basic Law of the Hong Kong Special Administrative Region of the People's Republic of China (the "Basic Law"), which came into effect on July 1, 1997, provides that no foreign exchange control policies shall be applied in Hong Kong.

The market exchange rate of the Hong Kong dollar against the U.S. dollar continues to be determined by the forces of supply and demand in the foreign exchange market. However, against the background of the fixed rate system which applies to the issuance and withdrawal of Hong Kong currency in circulation, the market exchange rate has not deviated significantly from the level of HK\$7.80 to US\$1.00. In May 2005, the Hong Kong Monetary Authority broadened the 22-year-old trading band from the original rate of HK\$7.80 per U.S. dollar to a rate range of HK\$7.75 to HK\$7.85 per U.S. dollar. The Hong Kong government has indicated its intention to maintain the link within that rate range. Under the Basic Law, the Hong Kong dollar will continue to circulate and remain freely convertible. However, no assurance can be given that the Hong Kong government will maintain the link at HK\$7.80 to US\$1.00 or at all.

The following table sets forth the noon buying rate for U.S. dollars in New York City for cable transfers in H.K. dollars set forth in the H.10 statistical release of the Federal Reserve Bank of New York for the periods indicated:

Period	Noon buying rate			
	Low	Average <sup>(1)</sup>	High	Period end
	(RMB per US\$1.00)			
2009 . . . . .	7.7495	7.7513	7.7618	7.7536
2010 . . . . .	7.7501	7.7692	7.8040	7.7810
2011 . . . . .	7.7634	7.7793	7.8087	7.7663
2012 . . . . .	7.7493	7.7556	7.7699	7.7507
2013 . . . . .	7.7503	7.7565	7.7654	7.7539
2014 . . . . .	7.7495	7.7554	7.7669	7.7531
January to June . . . . .	7.7502	7.7558	7.7669	7.7562
July . . . . .	7.7495	7.7502	7.7517	7.7497
August . . . . .	7.7496	7.7504	7.7514	7.7501
September . . . . .	7.7500	7.7526	7.7650	7.7648
October . . . . .	7.7541	7.7572	7.7645	7.7551
November . . . . .	7.7519	7.7543	7.7572	7.7548
December . . . . .	7.7509	7.7541	7.7616	7.7531
2015 . . . . .				
January (through January 30) . . . . .	7.7508	7.7531	7.7563	7.7529

*Note:*

- (1) For yearly data, determined by averaging the daily rates during the relevant year. For monthly data, determined by averaging the daily rates during the relevant month.

## CAPITALIZATION AND INDEBTEDNESS

The following table sets forth our consolidated cash and cash equivalents, short-term debt, long-term debt, equity and capitalization as of June 30, 2014:

- on an actual basis; and
- on an adjusted basis after giving effect to the issue of the Notes in this offering after deducting the underwriting discounts and commissions and other estimated expenses of this offering payable by us.

The as-adjusted information below is illustrative only and does not take into account any changes in our short-term borrowings and capitalization after June 30, 2014.

	As of June 30, 2014			
	Actual		As adjusted for this offering <sup>(5)</sup>	
	(RMB)	(US\$)	(RMB)	(US\$)
<b>Cash and cash equivalents<sup>(1)</sup></b> . . . . .	64,034.1 <sup>(6)</sup>	10,322.1	70,206.7	11,317.1
<b>Short-term debt:</b>				
Short-term bank and other borrowings (including the current portion of long-term bank borrowings) . . . . .	67,546.6	10,888.3	67,546.6	10,888.3
2015 Notes <sup>(2)</sup> . . . . .	8,271.7	1,333.4	8,271.7	1,333.4
Total short-term debt . . . . .	75,818.3	12,221.7	75,818.3	12,221.7
<b>Long-term debt:</b>				
Long-term bank and other borrowings (net of current portions) . . . . .	63,156.1	10,180.6	63,156.1	10,180.6
2016 Notes . . . . .	3,668.2	591.3	3,668.2	591.3
2018 Notes . . . . .	9,138.1	1,473.0	9,138.1	1,473.0
Notes to be issued <sup>(3)</sup> . . . . .	—	—	6,172.6	995.0
Total long-term debt . . . . .	75,962.4	12,244.9	82,135.0	13,239.9
<b>Equity:</b>				
Total equity . . . . .	97,884.7	15,778.7	97,884.7	15,778.7
<b>Total capitalization<sup>(4)</sup></b> . . . . .	173,847.1	28,023.6	180,019.7	29,018.6

*Notes:*

- (1) Cash and cash equivalents include restricted cash.
- (2) We redeemed all outstanding 2015 Notes in full on December 18, 2014.
- (3) The Notes to be issued will be recognized initially at fair value net of transaction costs incurred. The Notes will be subsequently stated at amortized cost using effective interest rate method. For the purposes of this table, estimated net proceeds of US\$995 million after deducting the underwriting discounts and commissions and other estimated expenses of US\$5 million have been used.
- (4) Total capitalization is calculated as long-term debt plus total equity.
- (5) The as-adjusted data shown above do not take into account the application of the proceeds from this offering to repay existing indebtedness.
- (6) The amount of RMB64,034.1 million included restricted cash and consisted of RMB56,994.4 million of Renminbi denominated cash and RMB7,039.7 million of cash in other currencies.

As of June 30, 2014, our PRC subsidiaries had bank and other borrowings in the amount of RMB115,773.9 million (US\$18,662.4 million) and capital commitments of approximately RMB97,090.7 million (US\$15,650.7 million).

Since June 30, 2014, we have incurred additional debt in the ordinary course of business to finance our operations and to refinance our short-term debt. As of November 30, 2014, our aggregate outstanding borrowings amounted to RMB168.2 billion (US\$27.1 billion). See the section entitled “Description of Material Indebtedness and Other Obligations” for the particulars of the material debt agreements that we entered into after June 30, 2014.

On December 18, 2014, we redeemed all outstanding 2015 Notes in full at a redemption price equal to 100% of the principal amount thereof, plus the applicable premium as of, and accrued and unpaid interest to (but not including), the redemption date.

In February 2015, we entered into a strategic cooperation agreement with the PSBC. Pursuant to the agreement, the PSBC will offer us an uncommitted credit line of RMB20 billion, subject to additional loan agreements for drawdowns. In addition, we expect to enter into a similar strategic cooperation agreement with the Agricultural Bank of China to receive an uncommitted credit line of RMB20 billion, which will also require additional loan agreements for drawdowns.

Except as otherwise disclosed in this offering memorandum, there has been no material change in our borrowings and capitalization since June 30, 2014.

## SELECTED CONSOLIDATED FINANCIAL AND OTHER DATA

The following tables present our selected financial and other data. The selected consolidated financial data as of and for the fiscal year ended December 31, 2011 (except for EBITDA data) are derived from our audited consolidated financial statements as of and for the year ended December 31, 2012. The selected consolidated financial data as of and for each of the fiscal years ended December 31, 2012 and 2013 (except for EBITDA data) are derived from our audited consolidated financial statements for those years and as of the dates indicated. The 2011 financial information as contained therein was restated to reflect the change in accounting policy as described below. The selected financial information as of and for the six months ended June 30, 2013 and 2014 set forth below (except for EBITDA data) has been derived from our unaudited condensed consolidated interim financial information included elsewhere in this offering memorandum. The unaudited condensed consolidated financial interim information as of and for the six months ended June 30, 2013 and 2014 contain all adjustments that our management believes are necessary for the fair presentation of such information.

Results for interim period are not indicative of results for the full year. The selected financial data below should be read in conjunction with the section entitled “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” our consolidated financial information and the notes to those statements included elsewhere in this offering memorandum.

Our financial information has been prepared and presented in accordance with HKFRS, which differs in certain material respects from GAAP in other jurisdictions.

Starting from January 1, 2012, we have adopted a new accounting policy for measuring the deferred tax assets and liabilities arising on an investment property measured at fair value, details of which are described in note 2(a)(i) to our audited consolidated financial statements as of and for the year ended December 31, 2012 included elsewhere in this offering memorandum. Previously, we measured the deferred tax relating to an asset depending on whether the entity expects to recover the carrying amount of the asset through use or sale. In 2012, we retrospectively adopted the amendment to HKAS 12, “Income Taxes” issued by the HKICPA, which introduces a rebuttable presumption that an investment property measured at fair value is recovered entirely by sale. We accounted for this change in accounting policy retrospectively for 2011 by restating the financial information as of and for the year ended December 31, 2011 contained in our audited consolidated financial statements as of and for the year ended December 31, 2012, and present such restated financial information throughout this offering memorandum. We restated such financial information by re-measuring the deferred tax relating to certain investment properties according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively. See “Management’s Discussion and Analysis of Financial Condition and Results of Operations — Critical Accounting Policies — Enterprise Income Taxes and Deferred Taxation.” Such restated financial information has not been audited by our independent auditor and you should not place undue reliance on it. The selected financial data as of and for the fiscal year ended December 31, 2011 below has been so restated.

## Selected Consolidated Statement of Comprehensive Income and Other Financial Data

	Year ended December 31,				Six months ended June 30,		
	2011	2012	2013		2013	2014	
	(RMB) (restated)	(RMB)	(RMB)	(US\$) (unaudited)	(RMB) (unaudited)	(RMB) (unaudited)	(US\$) (unaudited)
	(in thousands, except for percentages)						
Revenue . . . . .	61,918,185	65,260,838	93,671,780	15,099,584	41,952,314	63,336,747	10,209,676
Cost of sales . . . . .	(41,310,558)	(47,050,471)	(66,023,022)	(10,642,695)	(30,500,297)	(45,242,114)	(7,292,880)
<b>Gross profit</b> . . . . .	<b>20,607,627</b>	<b>18,210,367</b>	<b>27,648,758</b>	<b>4,456,889</b>	<b>11,452,017</b>	<b>18,094,633</b>	<b>2,916,796</b>
Fair value gains on investment properties . . . . .	4,235,953	4,459,506	5,815,221	937,395	2,890,742	4,408,172	710,583
Other income . . . . .	755,806	635,525	1,041,322	167,858	424,537	514,367	82,914
Selling and marketing costs . . . . .	(2,720,756)	(3,017,664)	(4,309,728)	(694,714)	(1,497,504)	(3,539,235)	(570,513)
Administrative expenses . . . . .	(2,161,218)	(2,600,664)	(3,472,494)	(559,755)	(1,243,705)	(1,939,506)	(312,642)
Other operating expenses . . . . .	(791,162)	(1,164,213)	(1,679,337)	(270,704)	(843,466)	(758,098)	(122,203)
<b>Operating profit</b> . . . . .	<b>19,926,250</b>	<b>16,522,857</b>	<b>25,043,742</b>	<b>4,036,969</b>	<b>11,182,621</b>	<b>16,780,333</b>	<b>2,704,935</b>
Finance income/(costs), net . . . . .	448,598	(33,056)	352,618	56,841	118,285	(224,984)	(36,267)
<b>Profit before income tax</b> . . . . .	<b>20,374,848</b>	<b>16,489,801</b>	<b>25,396,360</b>	<b>4,093,810</b>	<b>11,300,906</b>	<b>16,555,349</b>	<b>2,668,668</b>
Income tax expenses . . . . .	(8,648,255)	(7,307,880)	(11,687,328)	(1,883,959)	(4,786,272)	(7,060,480)	(1,138,126)
<b>Profit for the year/period</b> . . . . .	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,709,032</b>	<b>2,209,851</b>	<b>6,514,634</b>	<b>9,494,869</b>	<b>1,530,542</b>
<b>Other comprehensive income</b> . . . . .	<b>—</b>	<b>—</b>	<b>(157,235)</b>	<b>(25,346)</b>	<b>—</b>	<b>171,296</b>	<b>27,612</b>
<b>Total comprehensive income for the year/period</b> . . . . .	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,551,797</b>	<b>2,184,505</b>	<b>6,514,634</b>	<b>9,666,165</b>	<b>1,558,154</b>
<b>Profit attributable to:</b>							
Shareholders of the Company . . . . .	11,323,663	9,170,837	12,611,778	2,032,977	6,237,273	7,093,578	1,143,462
Holders of perpetual capital instruments . . . . .	—	—	656,559	105,835	—	1,883,863	303,672
Non-controlling interests . . . . .	402,930	11,084	440,695	71,039	277,361	517,428	83,408
	<u>11,726,593</u>	<u>9,181,921</u>	<u>13,709,032</u>	<u>2,209,851</u>	<u>6,514,634</u>	<u>9,494,869</u>	<u>1,530,542</u>
<b>Total comprehensive income attributable to:</b>							
Shareholders of the company . . . . .	11,323,663	9,170,837	12,454,543	2,007,631	6,237,273	7,264,874	1,171,074
Holders of perpetual capital instruments . . . . .	—	—	656,559	105,835	—	1,883,863	303,672
Non-controlling interests . . . . .	402,930	11,084	440,695	71,039	277,361	517,428	83,408
	<u>11,726,593</u>	<u>9,181,921</u>	<u>13,551,797</u>	<u>2,184,505</u>	<u>6,514,634</u>	<u>9,666,165</u>	<u>1,558,154</u>
Dividends . . . . .	2,800,554	2,291,947	6,265,659	1,010,004	—	—	—
<b>Other Financial Data</b>							
EBITDA <sup>(1)</sup> . . . . .	18,029,885	14,854,553	23,633,306	3,809,612	10,209,537	15,285,509	2,463,974
EBITDA margin <sup>(2)</sup> . . . . .	29.1%	22.8%	25.2%	25.2%	24.3%	24.1%	24.1%

*Notes:*

(1) EBITDA for any period consists of profit from operating activities before fair value gains on investment properties, interest income from non-current receivables, penalty income, exchange gains/(losses) plus income tax expenses, depreciation, share option amortization, amortization of intangible assets and land use rights and interest expense. EBITDA is not a standard measure under HKFRS. EBITDA is a widely used financial indicator of a company's ability to service and incur debt. EBITDA should not be considered in isolation or construed as an alternative to cash flows, net income or any other measure of financial performance or as an indicator of our operating performance, liquidity, profitability or cash flows generated by operating, investing or financing activities. In evaluating EBITDA, we believe that investors should consider, among other things, the components of EBITDA such as sales and operating expenses and the amount by which EBITDA exceeds capital expenditures and other charges. We have included EBITDA because we believe it is a useful supplement to cash flow data as a measure of our performance and our ability to generate cash flow from operations to cover debt service and taxes. EBITDA presented herein may not be comparable to similarly titled measures presented by other companies. Investors should not compare our EBITDA to EBITDA presented by other companies because not all companies use the same definition. See the section entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations — Non-GAAP Financial Measures" for a reconciliation of our profit for the year/period under HKFRS to our definition of EBITDA. Investors should also note that EBITDA as presented herein may be calculated differently from Consolidated EBITDA as defined and used in the Indenture governing the Notes. Interest expense excludes amounts capitalized. See the section entitled "Description of the Notes — Definitions" for a description of the manner in which Consolidated EBITDA is defined for purposes of the Indenture governing the Notes.

(2) EBITDA margin is calculated by dividing EBITDA by revenue.

## Selected Consolidated Balance Sheet Data

	As of December 31,				As of June 30,	
	2011	2012	2013		2014	
	(RMB) (restated)	(RMB)	(RMB)	(US\$) (unaudited)	(RMB) (unaudited)	(US\$) (unaudited)
	(in thousands)					
<b>ASSETS</b>						
<b>Non-current assets</b>						
Property and equipment . . . . .	4,864,442	8,559,167	11,377,719	1,834,051	12,826,876	2,067,650
Land use rights . . . . .	445,758	2,347,117	2,796,471	450,782	3,063,319	493,797
Investment properties . . . . .	18,918,630	24,941,627	36,038,688	5,809,318	48,176,770	7,765,938
Properties under development . . . . .	—	—	354,842	57,200	354,842	57,199
Trade and other receivables . . . . .	349,314	1,112,242	2,626,439	423,373	5,519,988	889,804
Intangible assets . . . . .	275,517	446,989	439,600	70,862	547,845	88,311
Available-for-sale financial assets . . . . .	—	—	3,845,234	619,839	4,952,241	798,285
Deferred income tax assets . . . . .	648,559	1,039,782	1,290,772	208,068	2,212,395	356,631
	<u>25,502,220</u>	<u>38,446,924</u>	<u>58,769,765</u>	<u>9,473,493</u>	<u>77,654,276</u>	<u>12,517,615</u>
<b>Current assets</b>						
Properties under development . . . . .	91,380,381	133,293,609	160,543,684	25,879,117	181,641,489	29,280,013
Completed properties held for sale . . . . .	8,434,504	15,158,843	24,288,831	3,915,280	35,666,568	5,749,334
Trade and other receivables . . . . .	5,766,224	5,785,030	9,511,811	1,533,273	14,850,558	2,393,861
Prepayments . . . . .	19,296,237	19,871,222	39,632,002	6,388,549	45,965,729	7,409,525
Income tax recoverable . . . . .	439,492	1,245,324	1,748,660	281,878	1,842,201	296,957
Restricted cash . . . . .	8,122,405	7,399,279	13,534,985	2,181,795	27,804,103	4,481,930
Cash and cash equivalents . . . . .	20,081,945	17,790,320	40,118,454	6,466,963	36,230,016	5,840,160
	<u>153,521,188</u>	<u>200,543,627</u>	<u>289,378,427</u>	<u>46,646,855</u>	<u>344,000,664</u>	<u>55,451,780</u>
<b>Total assets</b> . . . . .	<u>179,023,408</u>	<u>238,990,551</u>	<u>348,148,192</u>	<u>56,120,348</u>	<u>421,654,940</u>	<u>67,969,395</u>
<b>EQUITY</b>						
<b>Capital and reserves attributable to shareholders of the Company</b>						
Share capital . . . . .	1,037,199	1,043,317	1,109,703	178,880	1,030,155	166,058
Share premium . . . . .	5,423,466	2,901,986	4,227,525	681,463	—	—
Reserves . . . . .	5,601,609	6,546,500	4,232,261	682,227	5,841,415	941,617
Retained earnings . . . . .	19,897,438	27,771,925	39,020,303	6,289,945	39,153,950	6,311,488
	<u>31,959,712</u>	<u>38,263,728</u>	<u>48,589,792</u>	<u>7,832,515</u>	<u>46,025,520</u>	<u>7,419,163</u>
<b>Perpetual capital instruments</b> . . . . .	—	—	25,023,773	4,033,750	44,484,172	7,170,703
<b>Non-controlling interests</b> . . . . .	2,171,041	3,427,597	5,729,069	923,507	7,375,036	1,188,831
<b>Total equity</b> . . . . .	<u>34,130,753</u>	<u>41,691,325</u>	<u>79,342,634</u>	<u>12,789,772</u>	<u>97,884,728</u>	<u>15,778,697</u>
<b>LIABILITIES</b>						
<b>Non-current liabilities</b>						
Borrowings . . . . .	41,498,720	41,243,149	73,021,273	11,770,790	75,962,463	12,244,900
Other payables . . . . .	—	738,516	870,475	140,318	1,291,177	208,134
Deferred income tax liabilities . . . . .	3,590,991	4,939,761	6,716,307	1,082,647	8,125,732	1,309,841
	<u>45,089,711</u>	<u>46,921,426</u>	<u>80,608,055</u>	<u>12,993,755</u>	<u>85,379,372</u>	<u>13,762,875</u>
<b>Current liabilities</b>						
Borrowings . . . . .	10,227,990	19,030,706	35,796,065	5,770,208	75,818,266	12,221,656
Trade and other payables . . . . .	49,196,123	77,788,431	99,895,408	16,102,813	115,333,751	18,591,423
Receipt in advance from customers . . . . .	31,613,979	44,833,483	39,000,386	6,286,734	30,911,365	4,982,811
Current income tax liabilities . . . . .	8,764,852	8,725,180	13,505,644	2,177,066	16,327,458	2,631,933
	<u>99,802,944</u>	<u>150,377,800</u>	<u>188,197,503</u>	<u>30,336,821</u>	<u>238,390,840</u>	<u>38,427,823</u>
<b>Total liabilities</b> . . . . .	<u>144,892,655</u>	<u>197,299,226</u>	<u>268,805,558</u>	<u>43,330,576</u>	<u>323,770,212</u>	<u>52,190,698</u>
<b>Total equity and liabilities</b> . . . . .	<u>179,023,408</u>	<u>238,990,551</u>	<u>348,148,192</u>	<u>56,120,348</u>	<u>421,654,940</u>	<u>67,969,395</u>
<b>Net current assets</b> . . . . .	<u>53,718,244</u>	<u>50,165,827</u>	<u>101,180,924</u>	<u>16,310,034</u>	<u>105,609,824</u>	<u>17,023,957</u>
<b>Total assets less current liabilities</b> . . . . .	<u>79,220,464</u>	<u>88,612,751</u>	<u>159,950,689</u>	<u>25,783,527</u>	<u>183,264,100</u>	<u>29,541,572</u>

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

*The following discussion should be read in conjunction with the section entitled "Selected Consolidated Financial and Other Data," our consolidated financial statements and interim condensed consolidated financial information, including the notes thereto, included elsewhere in this offering memorandum. All significant intra-group transactions, balances and unrealized gains on intra-group transactions have been eliminated.*

*Our consolidated financial statements and interim condensed consolidated financial information were prepared in accordance with HKFRS, which may differ in material respects from generally accepted accounting principles in other jurisdictions. In this section of the offering memorandum, references to "2011," "2012" and "2013" refer to our fiscal years ended December 31, 2011, 2012 and 2013, respectively.*

### Overview

We are one of the largest developers of quality residential property projects and one of the leaders in adopting a standardized operational model to manage our various projects in different cities across China. Founded in Guangzhou, Guangdong Province in 1996, we have become a leading national property developer through our economies of scale and widely recognized brand name under the leadership of our management team. Over the years, our focus on a centralized management system, a standardized operational model and quality products have allowed us to quickly replicate our success across China. We focus primarily on provincial capitals and other selected cities that we believe have high-growth potential. In 2013 and the first half of 2014, we continued to improve our geographical mix by focusing on replenishment of quality land reserves and taking a balanced approach to the distribution of land reserves among first-, second- and third-tier cities. Our land reserves cover most of the provincial capitals and municipalities in China. Through our standardized operational model, we have been able to simultaneously manage projects in various development and sale stages in 147 cities across China as of June 30, 2014.

We had the largest land reserves among all PRC property developers listed in China and Hong Kong as of June 30, 2014, based on the land reserve data disclosed by each such company in its applicable stock exchange filing. We had a total planned GFA of approximately 150.0 million square meters of high-quality and relatively low-cost land as of June 30, 2014 with an average cost of approximately RMB986 per square meter, as calculated by dividing our aggregate land purchase price by our aggregate planned GFA. As of June 30, 2014, we have an aggregate of approximately RMB39.0 billion outstanding land premiums of which RMB12.1 billion is expected to be paid in the second half of 2014, RMB12.7 billion is expected to be paid in 2015 and RMB14.2 billion is expected to be paid in 2016 or beyond. As of June 30, 2014, we had a total of 303 property projects, substantially all of which were projects located in second- and third-tier cities. As of June 30, 2014, we had completed development of a total GFA of approximately 72.0 million square meters since our inception, and we had properties under development with a total GFA of approximately 95.0 million square meters and properties held for future development with a total GFA of approximately 54.9 million square meters.

As of June 30, 2014, 250 of our property projects under development had construction permits with a total GFA of approximately 38.7 million square meters, and 252 of our projects had obtained pre-sale permits with a total GFA of approximately 17.4 million square meters of which approximately 10.6 million square meters remained unsold.

We strive to provide high-quality residential products to the market by focusing on every step of the development process, from site selection, planning, landscaping and construction to fitting-out and property management. We aim to deliver "best-in-class" end-products to our customers. Over the years, our products have gained wide brand recognition among consumers, as reflected by our strong contracted sales and sales records. For the years ended December 31, 2011, 2012, 2013 and 2014, our



total contracted sales, which have not been audited or reviewed by our auditors, amounted to approximately RMB80.4 billion, RMB92.3 billion, RMB100.4 billion and RMB131.5 billion, respectively, with a total contracted sales GFA of approximately 12.2 million square meters, 15.5 million square meters, 14.9 million square meters and 18.2 million square meters, respectively. The average selling price for our contracted sales in 2014 was RMB7,227 per square meter, as calculated based on our internal records.

Leveraging our strengths in the property industry, we have taken significant initiatives or made significant plans to expand into mineral water, grain and oil, dairy and plastic surgery industries with a view to establishing alternative revenue sources and diversifying our business portfolio. In May 2013, we entered into an agreement to jointly establish a plastic surgery hospital in Tianjin, China with Wonjin Plastic Surgery, a South Korea-based plastic surgery operator. We expanded into the mineral water and grain and oil industries in November 2013 and during 2014, respectively, when we launched our mineral water sale and grain and oil operations through several acquisitions. In October 2014, we added dairy processing to our businesses after acquiring a majority interest in a milk formula and powder producer in New Zealand. In November 2014, we entered into a share purchase agreement to acquire the shares in New Media Group Holdings Limited, a media and publishing company.

## **Key Factors Affecting Our Results of Operations**

### ***Economic Growth, Speed of Urbanization and Demand for Residential Properties in China***

Economic growth, urbanization and the rising standard of living in China have been the main driving forces behind the increasing market demand for residential properties. Since the second half of 2008, the global economic slowdown and turmoil in the global financial markets have adversely impacted the overall economy of China, including the PRC real estate market, from which our entire revenues are generated. Although global economic conditions have exhibited signs of slow recovery in recent years, the economic conditions and volatility of property prices may continue to impact our business and results of operations. At the current stage of the PRC economic development, the real estate industry is significantly dependent on the overall economic growth and the resultant consumer demand for residential properties. Because we primarily target middle to upper-middle income level residents, we believe that private sector developments and urbanization in China are especially important to our operations. These factors will continue to have a significant impact on the number of potential property buyers and the pricing and profitability of residential properties, which directly affect our results of operations.

### ***Regulatory Measures in the Real Estate Industry in China***

PRC governmental policies and measures on property development and related industries have a direct impact on our business and results of operations. From time to time, the PRC government adjusts its macroeconomic control policies to encourage or restrict development in the private property sector through regulating, among others, land supply, pre-sale of properties, land usage, plot ratio, bank financing and taxation. Prior to the second half of 2008, the PRC government had implemented a series of measures to slow down the growth of the economy, including the property markets. Starting from the second half of 2009, in response to the property price rises across the country, the PRC government announced a series of new policies and adopted new measures to prevent overheating and curtail speculation in the property market, including imposing more stringent requirements on the payment of land premiums by property developers and mortgage financing minimum down payment amounts, limiting the number of residential properties one household can purchase as well as abolishing certain preferential business tax treatment upon transfer of residential properties and commencing a trial run in levying property tax in Shanghai and Chongqing. The PRC government has continued to increase regulation over the property market since 2010. Policies restricting property purchases were adopted in nearly 50 cities in 2011, as compared to fewer than 20 cities in 2010. PRC regulatory measures in the

real estate industry will continue to impact our business and results of operations. You should refer to the sections entitled “Industry Overview — China’s Property Market — Real Estate Reforms” and “Regulation” for more details on the relevant PRC regulations.

#### ***Ability to Acquire Suitable Land***

Our continuing growth will depend in large part on our ability to acquire quality land at prices that can yield reasonable returns. As the PRC economy continues to grow and demand for residential properties remains relatively strong, we expect that competition among developers for land reserves will remain intense as well. In addition, the statutory means of public tender, auction and listing-for-sale for the grant of state-owned land use rights are also likely to increase competition for land for development, land acquisition costs and the minimum down-payment of land premium.

#### ***Timing of Property Development***

The number of property projects that we undertake during any particular period is limited due to substantial capital requirements for land acquisitions and construction costs as well as limited land supply. In addition, significant time is required for the development of property projects and it may take many months or even years before the commencement of pre-sale or completion and delivery of a property project. No revenue is recognized with respect to a property project until it has been completed and delivered to the customers. In addition, as market demand is not stable, revenue in a particular period may also depend on our ability to gauge the expected market demand at the expected launch time for completion and delivery of a particular project, while delays in construction, regulatory approval processes and other factors can adversely affect the timetable of our projects. As a result, our results of operations have fluctuated in the past and are likely to continue to fluctuate in the future.

#### ***Land and Construction Costs***

Our results of operations are affected by land and construction costs. Land and construction costs constitute the most important items in our cost of sales. Over the years, land premiums have generally been increasing steadily in China. It is widely expected that land premiums will continue to rise as the PRC economy continues to develop. Key construction materials such as steel and cement are included in the fees payable to our construction contractors. Although short-term price volatility of these materials does not affect us immediately, changes in costs of construction materials will cause contractors to change their fee quote, thus impacting our cost of sales and overall project costs. If we cannot sell our properties at a price level sufficient to cover all the increased costs, we will not be able to achieve our target profit margin and our profitability will be adversely impacted.

#### ***Product Mix of Our Properties***

We derive our revenue mainly from the sale of properties. Over the years, we have developed and introduced various product series to the market, targeting a broad customer base. Our results of operations and cash flow generated from operating activities may vary from period to period depending on the product mix and average selling prices for different types of products. In addition, our results of operations and cash flows generated from operating activities may also vary depending on the market demand at the time we sell our properties. The revenue we receive from our property development depends on local market prices, which in turn depend on local supply and demand conditions, as well as the type of property being developed.

#### ***Access to and Cost of Financing***

Borrowings are an important source of funding for our property developments. As of December 31, 2011, 2012 and 2013 and June 30, 2014, our outstanding borrowings amounted to RMB51,726.7 million, RMB60,273.9 million, RMB108,817.3 million (US\$17,541.0 million) and RMB151,780.7 million (US\$24,466.6 million), respectively. As commercial banks in China link the interest rates on

their loans to benchmark lending rates published by PBOC, any increase in such benchmark lending rates will increase the interest costs for our developments. In addition, our access to capital and cost of financing are also affected by restrictions imposed from time to time by the PRC government on bank lending for property developments as well as conditions in overseas capital markets.

### ***LAT***

Our property developments are subject to LAT with respect to the appreciated value of the related land and improvements on such land. LAT applies to both domestic and foreign investors in real estate development in China, irrespective of whether they are corporate entities or individuals. We prepaid LAT in an aggregate amount of RMB7,256.3 million with respect to our pre-sales made during the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014. According to the relevant LAT laws and regulations in China, provisions of LAT should be made upon recognition of revenue and fair value gains on certain investment properties presumed to be recovered entirely by sale. For 2011, 2012 and 2013 and the six months ended June 30, 2014, we made LAT provisions of RMB4,052.5 million, RMB3,012.0 million, RMB5,528.3 million (US\$891.1 million) and RMB2,928.2 million (US\$472.0 million), respectively. Although we believe we have made all prepayments and/or full provisions for LAT in compliance with the relevant LAT laws and regulations in China as interpreted and enforced by the relevant local tax authorities, we cannot assure you that the relevant tax authorities will agree to the basis on which we have calculated our LAT liabilities for provision purposes or that such provisions will be sufficient to cover all LAT obligations that tax authorities may ultimately impose on us. Our financial condition may be materially and adversely affected if our LAT liabilities as calculated by the relevant tax authorities are substantially higher than our provisions. We have provided more details on the PRC regulations on LAT in the section entitled “Regulation — PRC Taxation — Our Operations in Mainland China — Land Appreciation Tax.”

### ***Fair Value of Investment Properties***

Our investment properties include our retail spaces and parking spaces held for rental income and/or for capital appreciation. Our investment properties are stated at their fair value on our consolidated balance sheets as non-current assets as of each balance sheet date on the basis of valuations by an independent property valuer. Gains or losses arising from changes in the fair value of our investment properties are accounted for as gains or losses upon revaluation in our consolidated income statements, which may have a substantial effect on our profits. The property valuation involves the exercise of professional judgment and requires the use of certain bases and assumptions. The fair value of our investment properties may have been higher or lower if the valuer used a different set of bases or assumptions or if the valuation was conducted by other qualified independent professional valuers using a different set of bases and assumptions. In addition, upward revaluation adjustments reflect unrealized capital gains on our investment properties as of the relevant balance sheet dates and do not generate any cash inflow available for our operations or potential dividend distribution to our shareholders. The amounts of fair value adjustments have been, and may continue to be, significantly affected by the prevailing property market conditions in China and may increase or decrease. We cannot assure you that similar levels of fair value gains can be sustained in the future.

### ***Our Business Diversification Plans***

We have taken significant initiatives or made significant plans to expand into the mineral water, grain and oil, dairy and plastic surgery industries with a view to establishing alternative revenue sources. For more information, see the section entitled “Business — Business Overview.” These new business activities are categorized under our “other business” segment. We envision that we will continue to make investments as part of our diversification strategy, and our revenue contribution from other business segment will continue to grow. Our diversification in general will require a significant amount of capital investment and management attention, and we may experience risks and uncertainties

in new industries that we do not have significant experience in. See “Risk Factors — Risks Relating to Our Business — We have started expanding our operations into other industries, and such expansion may not be successful.”

### **Critical Accounting Policies**

We prepare our interim condensed consolidated financial information and our annual consolidated financial statements under the historical cost convention as modified for the revaluation of certain investment properties, and available-for-sale investments in accordance with HKFRS. HKFRS requires us to make judgments, estimates and assumptions that affect (i) the reported amounts of our assets and liabilities at the end of each fiscal period and (ii) the reported amounts of income and expenses during each fiscal period. We continually evaluate these estimates based on our own historical experience, knowledge and assessment of our current business and other conditions, our expectations regarding the future based on available information and our best assumptions, which together form our basis for making judgments about matters that are not readily apparent from other sources. Since the use of estimates is an integral component of the financial reporting process, our actual results could differ from those estimates and expectations. Some of our accounting policies require a higher degree of judgment than others in their application.

When reviewing our interim condensed consolidated financial information and our consolidated financial statements, you should consider (i) our selection of critical accounting policies, (ii) the judgment and other uncertainties affecting the application of such policies and (iii) the sensitivity of reported results to changes in conditions and assumptions. We believe the following accounting policies involve the most significant judgment and estimates used in the preparation of our interim condensed consolidated financial information and our annual consolidated financial statements.

#### ***Revenue recognition***

Revenue comprises primarily the proceeds from property development, property investment, property management, construction and hotel operation after the elimination of intra-group transactions. Revenue from property sales is recognized when the construction has been completed and the properties have been delivered to the purchasers with the collectability of related receivables reasonably assured. Deposits and installments received on properties sold prior to the date of revenue recognition are included in our consolidated balance sheets as “receipt in advance from customers” under current liabilities. Revenue arising from construction services is recognized in the accounting period in which the services are rendered by reference to completion of the specific transaction and assessed on the basis of the contract costs incurred up to the end of the reporting period as a proportion of the total estimated costs for each contract. Revenues arising from property management and hotel operation are recognized in the accounting period in which the services are rendered. Rental income from investment properties is recognised on a straight-line basis for the entire lease term of each tenancy agreement.

#### ***Investment Properties***

Properties that are held for long-term rental income or for capital appreciation or both, and that are not occupied by us, are classified as investment properties. Properties that are being constructed or developed for future use as investment properties are classified as investment properties. Investment properties are measured initially at their cost. After initial recognition, investment properties are carried at fair value. Fair value is based on the current prices in an active market for the properties with similar leases and other contracts, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, we use alternative valuation methods such as recent prices on less active markets or discounted cash flow projections. These valuations are performed at each balance sheet date by independent valuers. The fair value of investment properties reflects, among other things, rental income from current leases and assumptions about rental income from future leases in light of current market conditions.

### ***Properties under Development***

For accounting purposes, properties under development include only properties in respect of which we have obtained the relevant land use rights certificates and the relevant construction permits. Properties under development are stated at the lower of cost and net realizable value. Net realizable value takes into account the price ultimately expected to be realized, less applicable variable selling expenses and anticipated cost to completion. Development cost of property comprises construction costs, costs of land use rights, borrowing costs and professional fees incurred during the development period. On completion, the properties are transferred to completed properties held for sale. Properties under development are classified as current assets except those that will not be realized in one normal operating cycle.

### ***Completed Properties Held for Sale***

Completed properties remaining unsold at the end of each financial reporting period are stated at the lower of cost and net realizable value. Cost comprises development costs attributable to the unsold properties. Net realizable value is determined by reference to the sale proceeds of properties sold in the ordinary course of business, less applicable variable selling expenses, or by management estimates based on prevailing market conditions.

### ***Borrowings***

Borrowings are recognized initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortized cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the income statement over the period of the borrowings using the effective interest method. Borrowings are classified as current liabilities unless we have an unconditional right to defer settlement of the liability for at least 12 months after the respective balance sheet date.

Borrowing costs incurred for the construction of any qualified assets are capitalized during the period of time that is required to complete and prepare the asset for its intended use. Other borrowing costs are recognized as an expense in the period in which they are incurred.

### ***LAT***

We are subject to LAT in China. However, the implementation and settlement of these taxes vary among various tax jurisdictions in China. Accordingly, significant judgment is required in determining the amount of the land appreciation and its related taxes. We recognize our LAT based on our best estimates according to our understanding of the tax rules. The final LAT could be different from the amounts that were initially recorded, and these differences will impact our income tax in the periods when such LAT has been finalized with local tax authorities.

### ***Enterprise Income Taxes and Deferred Taxation***

Significant judgment is required in determining the provision for income tax. There are many transactions and calculations for which the ultimate determination is uncertain during the ordinary course of business. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such difference will impact the income tax and deferred tax provision in the period when such determination is made.

Deferred income tax assets are recognized to the extent that our management believes it is probable that future taxable profit will be available against which the temporary differences can be utilized. Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary difference can be controlled by us

and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred income tax is determined using the tax rates that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

In 2012, we adopted a new accounting policy for measuring the deferred tax assets and liabilities arising on an investment property measured at fair value. We accounted for this change in accounting policy retrospectively for 2011 by restating the financial information as of and for the year ended December 31, 2011 contained in our audited consolidated financial statements as of and for the year ended December 31, 2012. We restated such financial information by re-measuring the deferred tax relating to certain investment properties according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively, and present such restated financial information throughout this offering memorandum. The tables below set forth the effect of this restatement on our consolidated financial information as of the dates and for the periods indicated:

	<u>As at December 31,</u>	
	<u>2010</u>	<u>2011</u>
	(RMB in thousands)	
Increase in deferred tax liabilities . . . . .	668,818	726,852
Decrease in retained earnings . . . . .	668,818	726,852
	<u>For the year ended December 31,</u>	
	<u>2010</u>	<u>2011</u>
	(RMB in thousands)	
Increase in income tax expenses . . . . .	337,337	58,034
Decrease in net profit attributable to owners of the Company . . .	337,337	58,034

***Financial Guarantee***

Financial guarantee liabilities are recognized in respect of the financial guarantee we provide to banks for property purchasers and to certain of our investors. Financial guarantee liabilities are recognized initially at fair value plus transaction costs that are directly attributable to the issue of the financial guarantee liabilities and are subsequently measured at the higher of the present value of the best estimate of the expenditures required to settle the present obligation and the amount initially recognized less cumulative amortization.

Financial guarantee liabilities are derecognized from the balance sheet when, and only when, the obligation specified in the contract is discharged, canceled or expired.

**Certain Income Statement Items**

***Revenue***

We derive our revenue primarily from property development, property investment, property management services, construction and hotel operations. We recognize our revenue after the properties have been sold and delivered. As customary in the residential property industry, we pre-sell our properties prior to their completion in accordance with PRC pre-sale regulations. We do not, however, recognize the proceeds from pre-sales as revenue until we have completed the construction of these properties and delivered the properties to the purchasers. Typically there is a time gap ranging from six months to one year between the time we commence pre-sale of the properties under development and the delivery of the properties. We record the proceeds received from the pre-sold properties as a part of “receipt in advance from customers,” an item of current liabilities on our balance sheet, and as a part of cash inflows from operating activities on our cash flow statements. Revenue arising from property

investment is recognized on a straight-line basis over the relevant lease period. Revenue arising from property management services and other property-related services is recognized over the period when the related services are rendered.

### ***Cost of Sales***

Cost of sales comprises primarily costs incurred directly for our property development, including construction costs, land acquisition costs, capitalized borrowing costs and business taxes.

*Construction costs.* Construction costs represent costs for the design and construction of a property project, consisting primarily of fees paid to our contractors, including contractors responsible for civil engineering construction, landscaping, equipment installation and interior decoration, as well as infrastructure construction costs and design costs. Our construction costs are affected by a number of factors such as price of construction materials, location and types of properties, choices of materials and investments in ancillary facilities. Substantially all of the costs of construction materials, whether procured by ourselves or by our contractors, are accounted for as part of the contractor fees upon settlement with the relevant contractors.

*Land acquisition costs.* Land acquisition costs represent costs relating to acquisition of the rights to occupy, use and develop land, including land premiums, demolition and resettlement costs, and other land-related taxes and government surcharges. The land acquisition costs are recognized as part of cost of sales upon completion and delivery of the relevant properties.

*Capitalized borrowing costs.* Our borrowing costs are capitalized to the extent that such costs are directly attributable to the acquisition or construction of a project. Such capitalized borrowing costs are included as part of the cost of sales for the relevant property when we recognize the sales revenue.

*Business taxes.* Our revenues from property development, property investment and property management are subject to business taxes and surcharges at the rate of 5.5% payable to local tax authorities.

### ***Fair Value Gains on Investment Properties***

We hold certain properties such as office buildings, retail shops and parking spaces for rental income or capital appreciation. Our investment properties are revalued annually on an open market value or existing use basis by an independent property valuer. Any appreciation or depreciation in our investment property value is recognized as fair value gains or losses in our consolidated income statements.

### ***Other Income***

Our other income primarily consist of interest income, advertising income from the operation of football and volleyball clubs, forfeited customer deposits and gain on disposal of investment properties.

The following table illustrates our other income for the years/periods indicated:

	Year ended December 31,				Six months ended June 30,		
	2011	2012	2013		2013	2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(RMB)	(US\$)
			(unaudited)	(unaudited)	(unaudited)	(unaudited)	(unaudited)
			(in millions)				
Interest income . . . . .	103.2	108.4	120.4	19.4	54.7	128.1	20.6
Forfeited customer deposits . . . . .	61.4	89.8	70.9	11.4	17.0	17.0	2.7
Advertising income <sup>(1)</sup> . . . . .	392.7	294.9	363.1	58.5	161.1	215.2	34.7
Gain on disposal of investment properties . . . . .	48.2	4.5	342.8	55.3	185.3	252.7	40.7
Consent fee income and penalty income . . . . .	100.0	—	—	—	—	—	—
Dividend income of available-for-sale financial assets . . . . .	—	—	—	—	—	211.9	34.2
Loss on disposal of available-for-sale financial assets . . . . .	—	—	—	—	—	(395.9)	(63.8)
Others . . . . .	50.3	137.9	144.2	23.2	6.4	85.4	13.8
Total . . . . .	<u>755.8</u>	<u>635.5</u>	<u>1,041.4</u>	<u>167.8</u>	<u>424.5</u>	<u>514.4</u>	<u>82.9</u>

Note:

(1) Advertising income represented income generated from the operation of football and volleyball clubs.

### ***Selling and Marketing Costs***

Selling and marketing costs comprise primarily advertising and promotional expenses, sales commissions and other expenses relating to sales of our properties, including advertisements on television and in newspapers, magazines, and on billboards.

### ***Administrative Expenses***

Administrative expenses comprise primarily administrative staff costs, travel expenses, entertainment expenses, rental payments, office expenses, depreciation and provision for bad debts.

### ***Finance Income/(Costs), net***

Finance income/(costs), net, comprise primarily the net amount of foreign exchange gains/losses of borrowings and interest costs net of capitalized interest relating to properties under development and property and equipment. Since foreign exchange rates fluctuate and the construction period for a project does not necessarily coincide with the interest payment periods of the relevant loan, not all of the interest costs related to a project can be capitalized. As a result, our finance costs fluctuate from period to period depending on the level of interest costs that are capitalized within the reporting period.

### ***Profit before Income Tax***

Profit before income tax comprises primarily operating profit, net of finance income/(costs).

### ***Income Tax Expenses***

Income tax expenses represent PRC enterprise income tax payable and LAT payable by our PRC subsidiaries.



Since January 1, 2008, our PRC subsidiaries have been subject to the new national enterprise income tax of 25% pursuant to the new enterprise income tax law. We did not provide for any Hong Kong profits tax as we had no business operations subject to Hong Kong profits tax during the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014.

Currently, we are not subject to any Cayman Islands income tax pursuant to an undertaking obtained from the Governor in Cabinet. As our BVI subsidiaries were incorporated under or are registered under the BVI Business Companies Act, 2004 (as amended) of the British Virgin Islands, they are exempted from BVI income tax.

Our effective tax rate increased from 42.4% for the year ended December 31, 2011 to 44.3% for the year ended December 31, 2012, primarily due to a decrease in gross profit margin in 2012, resulting mainly from non-deductible financial costs incurred by offshore group companies and land premium costs without official invoices.

Our effective tax rate increased from 44.3% for the year ended December 31, 2012 to 46.0% for the year ended December 31, 2013, primarily due to increase in the amount of our senior notes and offshore loans, whose interests are non-deductible.

Our effective tax rate remained stable at 42.4% and 42.6% for six months ended June 30, 2013 and 2014, respectively.

## Results of Operations

The table below summarizes our consolidated results in absolute terms for 2011, 2012 and 2013 and the six months ended June 30, 2013 and 2014.

	Year ended December 31,				Six months ended June 30,		
	2011 <sup>(1)</sup>	2012	2013		2013	2014	
	(RMB) (restated)	(RMB)	(RMB)	(US\$) (unaudited) (in thousands)	(RMB) (unaudited)	(RMB) (unaudited)	(US\$) (unaudited)
Revenue . . . . .	61,918,185	65,260,838	93,671,780	15,099,584	41,952,314	63,336,747	10,209,676
Cost of sales . . . . .	(41,310,558)	(47,050,471)	(66,023,022)	(10,642,695)	(30,500,297)	(45,242,114)	(7,292,880)
<b>Gross profit</b> . . . . .	<b>20,607,627</b>	<b>18,210,367</b>	<b>27,648,758</b>	<b>4,456,889</b>	<b>11,452,017</b>	<b>18,094,633</b>	<b>2,916,796</b>
Fair value gains on investment properties . . . . .	4,235,953	4,459,506	5,815,221	937,395	2,890,742	4,408,172	710,583
Other income . . . . .	755,806	635,525	1,041,322	167,858	424,537	514,367	82,914
Selling and marketing costs . . . . .	(2,720,756)	(3,017,664)	(4,309,728)	(694,714)	(1,497,504)	(3,539,235)	(570,513)
Administrative expenses . . . . .	(2,161,218)	(2,600,664)	(3,472,494)	(559,755)	(1,243,705)	(1,939,506)	(312,642)
Other operating expenses . . . . .	(791,162)	(1,164,213)	(1,679,337)	(270,704)	(843,466)	(758,098)	(122,203)
<b>Operating profit</b> . . . . .	<b>19,926,250</b>	<b>16,522,857</b>	<b>25,043,742</b>	<b>4,036,969</b>	<b>11,182,621</b>	<b>16,780,333</b>	<b>2,704,935</b>
Finance income/(costs), net . . . . .	448,598	(33,056)	352,618	56,841	118,285	(224,984)	(36,267)
Profit before income tax . . . . .	20,374,848	16,489,801	25,396,360	4,093,810	11,300,906	16,555,349	2,668,668
Income tax expenses <sup>(1)</sup> . . . . .	(8,648,255)	(7,307,880)	(11,687,328)	(1,883,959)	(4,786,272)	(7,060,480)	(1,138,126)
<b>Profit for the year/period<sup>(1)</sup></b> . . . . .	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,709,032</b>	<b>2,209,851</b>	<b>6,514,634</b>	<b>9,494,869</b>	<b>1,530,542</b>
Other comprehensive income: . . . . .	—	—	(157,235)	(25,346)	—	171,296	27,612
<b>Total comprehensive income for the year/period</b> . . . . .	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,551,797</b>	<b>2,184,505</b>	<b>6,514,634</b>	<b>9,666,165</b>	<b>1,558,154</b>
<b>Profit attributable to:</b>							
Shareholders of the Company <sup>(1)</sup> . . . . .	11,323,663	9,170,837	12,611,778	2,032,977	6,237,273	7,093,578	1,143,462
Holders of perpetual capital instruments . . . . .	—	—	656,559	105,835	—	1,883,863	303,672
Non-controlling interests . . . . .	402,930	11,084	440,695	71,039	277,361	517,428	83,408
	<b>11,726,593</b>	<b>9,181,921</b>	<b>13,709,032</b>	<b>2,209,851</b>	<b>6,514,634</b>	<b>9,494,869</b>	<b>1,530,542</b>
Dividends . . . . .	2,800,554	2,291,947	6,265,659	1,010,004	—	—	—

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*Note:*

- (1) In 2012, we adopted a new accounting policy for measuring the deferred tax assets and liabilities arising on an investment property measured at fair value. We accounted for this change in accounting policy retrospectively for 2011 by restating the financial information as of and for the year ended December 31, 2011 contained in our audited consolidated financial statements as of and for the year ended December 31, 2012. We restated such financial information by re-measuring the deferred tax relating to certain investment properties according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively, and present such restated financial information throughout this offering memorandum. Without the retrospective application of the new accounting policy on the financial information in fiscal year 2011, the income tax expense, the profit for the year and the profit attributable to shareholders of the Company would be RMB8,590,221,000, RMB11,784,627,000 and RMB11,381,697,000, respectively. See “— Critical Accounting Policies — Enterprise Income Taxes and Deferred Taxation.”

### ***Business Segments***

Our business consists of the following four segments:

- property development;
- property investment;
- property management services; and
- other businesses primarily related to mineral water sales, property construction, hotel operations and other property development related services.

The following table illustrates our revenue by business segment for the years/periods indicated:

	Year ended December 31,				Six months ended June 30,		
	2011	2012	2013		2013	2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(RMB)	(US\$)
				(unaudited)	(unaudited)		(unaudited)
				(in millions)			
Property development . . . . .	60,474.4	63,507.3	92,234.9	14,868.0	41,289.3	62,028.6	9,998.8
Property investment . . . . .	83.9	99.0	125.9	20.3	70.1	61.0	9.8
Property management services . . . . .	463.3	506.7	742.0	119.6	274.4	465.0	75.0
Others <sup>(1)</sup> . . . . .	896.6	1,147.8	568.9	91.7	318.5	782.1	126.1
Total . . . . .	<u>61,918.2</u>	<u>65,260.8</u>	<u>93,671.7</u>	<u>15,099.6</u>	<u>41,952.3</u>	<u>63,336.7</u>	<u>10,209.7</u>

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*Note:*

- (1) “Others” primarily relate to revenue from mineral water sales, property construction, hotel operations and other property development related services.

***Six Months Ended June 30, 2014 Compared to Six Months Ended June 30, 2013***

**Revenue.** Our revenue increased by RMB21,384.4 million, or 51.0%, to RMB63,336.7 million (US\$10,209.7 million) for the six months ended June 30, 2014 from RMB41,952.3 million for the same period in 2013. The major contributor to our revenue in these periods was our property development business, accounting for 97.9% and 98.4%, respectively.

**Property Development.** Our revenue generated from property development increased by RMB20,739.3 million, or 50.2%, to RMB62,028.6 million (US\$9,998.8 million) for the six months ended June 30, 2014 from RMB41,289.3 million for the same period in 2013. The increase was primarily due to (i) an increase of approximately 2.9 million square meters of GFA completed and delivered, representing a growth of 41.9% over the same period in 2013, and (ii) a 5.9% increase in the average selling price of our properties delivered in the first half of 2014 as compared to the same period in 2013. In the six months ended June 30, 2014, we delivered properties in 208 projects. The top 10 projects in terms of revenue generated from properties completed and delivered in the six months ended June 30, 2014 included Evergrande Oasis Zhengzhou, Evergrande Gentleman Hill Shenzhen, Evergrande Atrium Jinan, Evergrande City Chaozhou, Evergrande Splendor Zhengzhou, Evergrande City Nanchang, Evergrande Royal Scenic Peninsular Quzhou, Evergrande Oasis Luoyang, Evergrande Splendor Chongqing and Evergrande Royal View Garden Dongguan.

The following table sets forth the revenue generated from each project category and the percentage of the total revenue generated by each category for the periods indicated.

<u>Project</u>	<u>Six months ended</u> <u>June 30, 2013</u>		<u>Six months ended</u> <u>June 30, 2014</u>	
	<u>Revenue</u>	<u>% of</u> <u>revenue</u>	<u>Revenue</u>	<u>% of</u> <u>revenue</u>
	<b>(RMB in millions, except percentages)</b>			
<i>High-end series</i> . . . . .	6,023.6	14.6%	10,127.8	16.3%
<i>Mid- to mid-high-end series</i> . . . . .	31,762.5	76.9%	46,207.3	74.5%
<i>Tourism-related series</i> . . . . .	3,503.2	8.5%	5,693.5	9.2%
Total . . . . .	<u>41,289.3</u>	<u>100.0%</u>	<u>62,028.6</u>	<u>100.0%</u>

**Property Investment.** Our revenue generated from property investment decreased by RMB9.1 million, or 13.0%, to RMB61.0 million (US\$9.8 million) for the six months ended June 30, 2014 from RMB70.1 million for the same period in 2013. The change was primarily due to (i) our sale of certain investment properties and (ii) the relatively lower occupancy rate of our newly acquired investment properties.

**Property Management Services.** Our revenue generated from property management services increased by RMB190.6 million, or 69.5%, to RMB465.0 million (US\$75.0 million) for the six months ended June 30, 2014 from RMB274.4 million for the same period in 2013. The increase was primarily due to an increase in the amount of property management fees we received from an increased amount of total GFA completed and delivered for the six months ended June 30, 2014.

**Others.** Our other revenue significantly increased by RMB463.6 million, or 145.6%, to RMB782.1 million (US\$126.1 million) for the six months ended June 30, 2014 from RMB318.5 million for the same period in 2013, primarily due to contribution of revenue from our new mineral water business, which we acquired in November 2013.

**Cost of sales.** Our cost of sales increased by RMB14,741.8 million, or 48.3%, to RMB45,242.1 million (US\$7,292.9 million) for the six months ended June 30, 2014 from RMB30,500.3 million for the same period in 2013. The increase was primarily due to an increase in GFA completed and delivered for the six months ended June 30, 2014.

**Gross profit.** As a result of the foregoing, our gross profit margin increased to 28.6% for the six months ended June 30, 2014 from 27.3% for the same period in 2013.

**Fair value gains on investment properties.** Fair value gains on our investment properties increased by RMB1,517.5 million, or 52.5%, to RMB4,408.2 million (US\$710.6 million) for the six months ended June 30, 2014 from RMB2,890.7 million for the same period in 2013. The increase was primarily due to an increase in value of our commercial shops and car park units that were completed during the six months ended June 30, 2014.

**Other income.** Our other income increased by RMB89.9 million, or 21.2%, to RMB514.4 million (US\$82.9 million) for the six months ended June 30, 2014 from RMB424.5 million for the same period in 2013. Our other income for the six months ended June 30, 2014 and for the six months ended June 30, 2013 were derived primarily from gain on disposal of investment properties, advertising income from the operation of our football club, interest income, dividend income of available-for-sale financial assets and forfeited customer deposits. The increase was primarily due to (i) our dividend income of available-for-sale financial assets of approximately RMB211.9 million (US\$34.2 million) from our equity investments in a Chinese A-share listed company and certain mutual funds, (ii) an increase in our interest income from bank deposits and (iii) an increase in our gain on disposal of investment properties as we sold certain investment properties in order to optimize the geographical mix of our investment properties.

**Selling and marketing costs.** Our selling and marketing costs increased by RMB2,041.7 million, or 136.3%, to RMB3,539.2 million (US\$570.5 million) for the six months ended June 30, 2014 from RMB1,497.5 million for the same period in 2013. The increase was primarily due to an increase in the number of projects launched and significant expansion in scale, which resulted in an increase of expenditure in our marketing and brand promotion activities.

**Administrative expenses.** Our administrative expenses increased by RMB695.8 million, or 55.9%, to RMB1,939.5 million (US\$312.6 million) for the six months ended June 30, 2014 from RMB1,243.7 million for the same period in 2013, primarily due to an increase in employee numbers and their remuneration as a result of our continued national expansion and significant growth in operating results achieved, by which our total project numbers increased by 15.6% for the corresponding period in 2014.

**Other operating expenses.** Our other operating expenses decreased by RMB85.4 million, or 10.1%, to RMB758.1 million (US\$122.2 million) for the six months ended June 30, 2014 from RMB843.5 million for the corresponding period in 2013. The change was primarily due to a decrease in the operational expenses of our football and volleyball clubs.

**Finance (costs)/income, net.** We had net finance costs of RMB225.0 million (US\$36.3 million) for the six months ended June 30, 2014 and a net finance income of RMB118.3 million for the same period in 2013. The increase in net finance cost for the six months ended June 30, 2014 was primarily due to the foreign exchange loss of RMB215.0 million, mainly arising from our 2018 Notes and 2015 Notes due to the depreciation of Renminbi against the U.S. dollar. In contrast, in the corresponding period in 2013, exchange gain of RMB137.4 million were recorded mainly due to the appreciation of Renminbi against the U.S. dollar from our 2015 Notes.

**Income tax expenses.** Our income tax expenses, which comprised PRC enterprise income tax and LAT, were RMB7,060.5 million (US\$1,138.1 million) for the six months ended June 30, 2014. We had income tax expenses of RMB4,786.3 million for the six months ended June 30, 2013. The increase was primarily due to (i) an increase in our profit before income tax and (ii) a 39.9% increase in LAT amount in line with growth in our property development revenue in the six months ended June 30, 2014. The effective tax rate remained stable at 42.4% and 42.6% for the six months ended June 30, 2013 and 2014, respectively.

**Profit for the period.** As a result of the foregoing, our profit for the period increased by RMB2,980.3 million, or 45.7%, to RMB9,494.9 million (US\$1,530.5 million) for the six months ended June 30, 2014 from RMB6,514.6 million for the same period in 2013. Net profit, excluding fair value gains on our investment properties, was RMB4,657.5 million and RMB6,489.3 million (US\$1,046.1 million) for the six months ended June 30, 2013 and 2014, respectively.

**Fair value change on available-for-sale financial assets, net of tax.** For the six months ended June 30, 2014, we recognized a RMB171.3 million (US\$27.6 million) fair value change, net of tax, on our available-for-sale financial assets, consisting of our equity investments in a Chinese A-share listed company and certain mutual funds.

**Profit attributable to shareholders of the Company.** As a result of the foregoing, our profit attributable to shareholders of the Company for the period increased by RMB856.3 million, or 13.7%, to RMB7,093.6 million (US\$1,143.5 million) for the six months ended June 30, 2014 from RMB6,237.3 million for the same period in 2013.

**Profit attributable to holders of the Perpetual Capital Instruments.** Our profit attributable to holders of the Perpetual Capital Instruments amounted to RMB1,883.9 million (US\$303.7 million) for the six months ended June 30, 2014.

**Dividend.** We did not pay any dividends for the six months ended June 30, 2013 and 2014.

### 2013 Compared to 2012

**Revenue.** Our revenue increased by RMB28,411.0 million, or 43.5%, to RMB93,671.8 million (US\$15,099.6 million) for the year ended December 31, 2013 from RMB65,260.8 million for the year ended December 31, 2012. The major contributor to our revenue in these two years was our property development business, accounting for 98.5% and 97.3%, respectively.

**Property Development.** Our revenue generated from property development increased by RMB28,727.6 million, or 45.2%, to RMB92,234.9 million (US\$14,868.0 million) for the year ended December 31, 2013 from RMB63,507.3 million for the year ended December 31, 2012, primarily due to (i) an increase of approximately 4.3 million square meters of GFA completed and delivered, representing a growth of 40.6%, and (ii) a 3.2% increase in the average selling price of our properties delivered for the year ended December 31, 2013. In 2013, we delivered properties in 194 projects. The top 10 projects in terms of revenue generated from properties completed and delivered in the year ended December 31, 2013 included Evergrande Royal View Garden Jinan, Evergrande Venice on the Sea, Evergrande Atrium Jurong, Evergrande Oasis Luoyang, Evergrande Scenic Garden Taiyuan, Evergrande City Shijiazhuang, Evergrande Splendor Zhengzhou, Evergrande Royal Scenic Changchun, Evergrande City Jinan and Evergrande Royal Scenic Peninsular Shijiazhuang.

The following table sets forth the revenue generated from each project category and the percentage of the total revenue generated by each category for the years indicated.

Project	2012		2013	
	Revenue	% of revenue	Revenue	% of revenue
	(RMB in millions, except percentages)			
High-end series . . . . .	7,533.2	11.9%	16,165.8	17.5%
Mid- to mid-high-end series . . . . .	50,812.8	80.0%	66,262.7	71.9%
Tourism-related series . . . . .	5,161.3	8.1%	9,806.4	10.6%
Total . . . . .	63,507.3	100%	92,234.9	100.0%

**Property Investment.** Our revenue generated from property investment increased by RMB26.9 million, or 27.2%, to RMB125.9 million (US\$20.3 million) for the year ended December 31, 2013 from RMB99.0 million for the year ended December 31, 2012, primarily due to an increase in the GFA of our investment properties that we are holding for long-term investment purposes.

**Property Management Services.** Our revenue generated from property management services increased by RMB235.3 million, or 46.4%, to RMB742.0 million (US\$119.6 million) for the year ended December 31, 2013 from RMB506.7 million for the year ended December 31, 2012, primarily due to an increase in the amount of property management fees we received from an increased amount of total GFA completed and delivered for the year ended December 31, 2013.

**Others.** Our other revenue decreased by RMB578.9 million, or 50.4%, to RMB568.9 million (US\$91.7 million) for the year ended December 31, 2013 from RMB1,147.8 million for the year ended December 31, 2012, primarily due to a decrease in construction services provided by us from time to time in accordance with our contracts.

**Cost of sales.** Our cost of sales increased by RMB18,972.5 million, or 40.3%, to RMB66,023.0 million (US\$10,642.7 million) for the year ended December 31, 2013 from RMB47,050.5 million for the year ended December 31, 2012. The increase was primarily due to an increase in GFA completed and delivered for the year ended December 31, 2013.

**Gross profit.** As a result of the foregoing, our gross profit margin increased to 29.5% in the year ended December 31, 2013 from 27.9% for the year ended December 31, 2012.

**Fair value gains on investment properties.** Fair value gains on our investment properties increased by RMB1,355.7 million, or 30.4%, to RMB5,815.2 million (US\$937.4 million) in the year ended December 31, 2013 from RMB4,459.5 million in the year ended December 31, 2012. The increase was primarily due to more commercial shops and carpark units added to our investment properties portfolio.

**Other income.** Our other income increased by RMB405.8 million, or 63.9%, to RMB1,041.3 million (US\$167.9 million) for the year ended December 31, 2013 from RMB635.5 million for the year ended December 31, 2012. Our other income for the years ended December 31, 2012 and 2013 primarily consisted of advertising income from the operation of football and volleyball clubs, gain on disposal of investment properties, interest income and forfeited customer deposits. In 2013, we sold certain investment properties in order to optimize the geographical mix of our investment properties, which resulted in an increase of RMB338.3 million (US\$54.5 million) from the gain on disposal of investment properties for the year ended December 31, 2013. Furthermore, our advertising revenue increased to approximately RMB363.1 million in 2013 from approximately RMB294.9 million in 2012, mainly due to the excellent results achieved by our football and volleyball clubs, resulting in club sponsors contributing more advertising input.

**Selling and marketing costs.** Our selling and marketing costs increased by RMB1,292.0 million, or 42.8%, to RMB4,309.7 million (US\$694.7 million) in the year ended December 31, 2013 from RMB3,017.7 million in the year ended December 31, 2012. The increase was primarily due to (i) an increase in the number of projects for sale by 84.3% as compared to the year ended December 31, 2012, which resulted in an increase of expenditure in marketing and brand promotion activities and sales staff costs, and (ii) an increase in both the number of sales personnel and their remuneration.

**Administrative expenses.** Our administrative expenses increased by RMB871.8 million, or 33.5%, to RMB3,472.5 million (US\$559.8 million) in the year ended December 31, 2013 from RMB2,600.7 million in the year ended December 31, 2012, primarily due to an increase in employee numbers and their remuneration as a result of our continued expansion, by which our total project numbers increased by 27.1% for the year ended December 31, 2013.

**Other operating expenses.** Our other operating expenses increased by RMB515.1 million, or 44.2%, to RMB1,679.3 million (US\$270.7 million) in the year ended December 31, 2013 from RMB1,164.2 million in the year ended December 31, 2012. The increase was primarily due to (i) more charitable donations made in connection with the Sichuan earthquake, poverty alleviation in Guangdong province and promotion of cultural activities and (ii) an increase in salaries and bonuses paid to our football and volleyball players in accordance with their excellent performance.

**Finance income/(cost), net.** We incurred a net finance income of RMB352.6 million (US\$56.8 million) for the year ended December 31, 2013 as compared to net finance costs of RMB33.1 million for the year ended December 31, 2012. The net finance income for the year ended December 31, 2013 was primarily due to our exchange gain of RMB386.6 million, mainly arising from our 2018 Notes and 2015 Notes as a result of the appreciation of Renminbi against the U.S. dollar. In contrast, the net finance costs for the year ended December 31, 2012 was primarily due to our uncapitalized interest amounting to RMB53.7 million, minus our exchange gain of RMB20.6 million, mainly arising from our 2015 Notes as a result of the appreciation of Renminbi against the U.S. dollar.

**Income tax expenses.** Our income tax expenses, which comprised PRC enterprise income tax and LAT, increased by RMB4,379.4 million, or 59.9%, to RMB11,687.3 million (US\$1,884.0 million) for the year ended December 31, 2013 from RMB7,307.9 million for the year ended December 31, 2012. The change was primarily due to (i) an increase of our LAT amount in line with the growth in our property development revenue of 45.2% in 2013 and (ii) an increase in our profit before income tax. The effective tax rate for the year ended December 31, 2013 increased to 46.0% from 44.3% for the year ended December 31, 2012, primarily due to an increase in the amount of our senior notes and offshore loans, whose interests are non-deductible.

**Profit for the year.** As a result of the foregoing, our profit for the year increased by RMB4,527.1 million, or 49.3%, to RMB13,709.0 million (US\$2,209.9 million) for the year ended December 31, 2013 from RMB9,181.9 million for the year ended December 31, 2012. After excluding fair value gains on our investment properties, net profit for the year ended December 31, 2013 and 2012 was RMB10,305.2 million (US\$1,661.2 million) and RMB6,200.3 million, respectively.

**Profit attributable to shareholders of the Company.** As a result of the foregoing, our profit attributable to shareholders of the Company for the period increased by RMB3,441.0 million, or 37.5%, to RMB12,611.8 million (US\$2,033.0 million) for the year ended December 31, 2013 from RMB9,170.8 million for the year ended December 31, 2012.

**Profit attributable to holders of the Perpetual Capital Instruments.** Our profit attributable to holders of the Perpetual Capital Instruments amounted to RMB656.6 million (US\$105.8 million) for the year ended December 31, 2013.

**Dividend.** We proposed a dividend of RMB2,291.9 million and RMB6,265.7 million (US\$1,010.0 million) for the year ended December 31, 2012 and 2013, respectively.

### **2012 Compared to 2011**

**Revenue.** Our revenue increased by RMB3,342.6 million, or 5.4%, to RMB65,260.8 million for the year ended December 31, 2012 from RMB61,918.2 million for the year ended December 31, 2011. The major contributor to our revenue in these two years was the property development business, accounting for 97.3% and 97.7%, respectively.

**Property Development.** Our revenue generated from property development increased by RMB3,032.9 million, or 5.0%, to RMB63,507.3 million for the year ended December 31, 2012 from RMB60,474.4 million for the year ended December 31, 2011, primarily due to an increase of approximately 1.16 million square meters of GFA completed and delivered, or a growth of 12.2%, which was partly offset by the decrease in the average selling price of our properties delivered in 2012 of

approximately 6.5%, which resulted from our promotion activities in the third quarter of 2012. In 2012, we delivered properties in 134 projects. The top 10 projects in terms of revenue generated from properties completed and delivered in the year ended December 31, 2012 included Evergrande City Shijiazhuang, Evergrande Royal Scenic Peninsula Guangdong, Evergrande Oasis Changchun, Evergrande Atrium Dongguan, Evergrande Oasis Taiyuan, Evergrande Oasis Luoyang, Evergrande Oasis Tongling, Evergrande City Jinan, Evergrande Atrium Changsha and Evergrande Bay Shenyang.

The following table sets forth the revenue generated from each project category and the percentage of the total revenue generated by each category for the years indicated.

Project	2011		2012	
	Revenue	% of revenue	Revenue	% of revenue
	(RMB in millions, except percentages)			
High-end series . . . . .	7,108.4	11.8%	7,533.2	11.9%
Mid- to mid-high-end series . . . . .	47,314.9	78.2%	50,812.8	80.0%
Tourism-related series . . . . .	6,051.1	10.0%	5,161.3	8.1%
Total . . . . .	60,474.4	100%	63,507.3	100%

**Property Investment.** Our revenue generated from property investment increased by RMB15.1 million, or 18.0%, to RMB99.0 million for the year ended December 31, 2012 from RMB83.9 million for the year ended December 31, 2011, primarily due to an increase in the GFA of our investment properties that we are holding for long-term investment purposes.

**Property Management Services.** Our revenue generated from property management services increased by RMB43.4 million, or 9.4%, to RMB506.7 million for the year ended December 31, 2012 from RMB463.3 million for the year ended December 31, 2011, primarily due to an increase in the amount of property management fees we received from an increased amount of total GFA completed and delivered for the year ended December 31, 2012.

**Others.** Our other revenue increased by RMB251.2 million, or 28.0%, to RMB1,147.8 million for the year ended December 31, 2012 from RMB896.6 million for the year ended December 31, 2011, primarily due to an increase in construction services provided by us from time to time in accordance with our contracts.

**Cost of sales.** Our cost of sales increased by RMB5,739.9 million, or 13.9%, to RMB47,050.5 million for the year ended December 31, 2012 from RMB41,310.6 million for the year ended December 31, 2011. The increase was primarily due to an increase in GFA completed and delivered for the year ended December 31, 2012.

**Gross profit.** As a result of the foregoing, our gross profit margin decreased to 27.9% in the year ended December 31, 2012 from 33.3% for the year ended December 31, 2011.

**Fair value gains on investment properties.** Fair value gains on our investment properties increased by RMB223.5 million, or 5.3%, to RMB4,459.5 million in the year ended December 31, 2012 from RMB4,236.0 million in the year ended December 31, 2011. The increase was primarily due to more commercial shops and carpark units added to our investment properties portfolio.

**Other income.** Our other income decreased by RMB120.3 million, or 15.9%, to RMB635.5 million for the year ended December 31, 2012 from RMB755.8 million for the year ended December 31, 2011. Our other income for the years ended December 31, 2011 and 2012 primarily consisted of advertising income from the operation of football and volleyball clubs, interest income and forfeited customer deposits. Moreover, in 2011, our other income also included penalty income amounting to RMB100.0 million from a counterparty to a land acquisition contract because they failed to fulfill certain contract terms.



***Selling and marketing costs.*** Our selling and marketing costs increased by RMB296.9 million, or 10.9%, to RMB3,017.7 million in the year ended December 31, 2012 from RMB2,720.8 million in the year ended December 31, 2011. The increase was primarily due to an increase in the number of projects for sale by 47.9% as compared to the year ended December 31, 2011, which resulted in an increase of expenditure in marketing and brand promotion activities and sales staff costs.

***Administrative expenses.*** Our administrative expenses increased by RMB439.5 million, or 20.3%, to RMB2,600.7 million in the year ended December 31, 2012 from RMB2,161.2 million in the year ended December 31, 2011. The increase was primarily due to an increase in employee numbers and their remuneration as a result of our continued expansion, by which our total project numbers increased by 22.4% for the year ended December 31, 2012.

***Other operating expenses.*** Our other operating expenses increased by RMB373.0 million, or 47.1%, to RMB1,164.2 million in the year ended December 31, 2012 from RMB791.2 million in the year ended December 31, 2011. The increase was primarily due to an increase in salaries and bonuses paid to our football and volleyball players in accordance with their performance in the year ended December 31, 2012.

***Finance (costs)/income, net.*** We incurred net finance costs of RMB33.1 million for the year ended December 31, 2012 compared to a net finance income of RMB448.6 million for the year ended December 31, 2011. The net finance costs for the year ended December 31, 2012 were primarily due to our uncapitalized interest amounting to RMB53.7 million, minus our exchange gain of RMB20.6 million, mainly arising from our 2015 Notes as a result of the appreciation of Renminbi against the U.S. dollar. The net finance income for the year ended December 31, 2011 was primarily due to the foreign exchange gain of RMB448.6 million, mainly arising from our 2015 Notes as a result of the appreciation of Renminbi against the U.S. dollar.

***Income tax expenses.*** Our income tax expenses, which comprised PRC enterprise income tax and LAT, decreased by RMB1,340.4 million, or 15.5%, to RMB7,307.9 million for the year ended December 31, 2012 from RMB8,648.3 million for the year ended December 31, 2011. The change was primarily due to a decrease in our profit before income tax together with a lower LAT amount in line with the decline in gross profit margin in the property development segment for the year ended December 31, 2012. The effective tax rate for the year ended December 31, 2012 increased to 44% from 42% for the year ended December 31, 2011, primarily due to a decrease in gross profit margin in 2012, resulting mainly from non-deductible financial costs incurred by offshore group companies and land premium costs without official invoices.

***Profit for the year.*** As a result of the foregoing, our profit for the year decreased by RMB2,544.7 million, or 21.7%, to RMB9,181.9 million for the year ended December 31, 2012 from RMB11,726.6 million for the year ended December 31, 2011. After excluding fair value gains on our investment properties, net profit for the year ended December 31, 2012 and 2011 was RMB6,200.3 million and RMB8,607.7 million, respectively.

***Profit attributable to shareholders of the Company.*** As a result of the foregoing, our profit attributable to shareholders of the Company for the period decreased by RMB2,152.8 million, or 19.0%, to RMB9,170.8 million for the year ended December 31, 2012 from RMB11,323.7 million for the year ended December 31, 2011.

***Dividend.*** We paid a dividend of RMB2,800.6 million for the year ended December 31, 2011 and we did not pay any dividend for the year ended December 31, 2012.

## Liquidity and Capital Resources

We have financed our property projects primarily through our shareholders' contributions, bank and other borrowings, pre-sale proceeds of properties under development, proceeds from the sale of completed properties, funds raised from the capital markets such as our IPO, the issuance of our Existing Notes and share placements. We typically follow a financing model under which our start-up cost is mainly financed by bank and other borrowings as well as shareholders' contributions. This financing model supports our projects until the pre-sale stage, when we are able to repay our borrowings with pre-sale proceeds.

We expect to fund our property projects through a combination of sources, including internally generated cash flow, proceeds from the pre-sale of our properties under development, proceeds from the sale of completed properties, bank loans and other borrowings and other funds raised from the capital markets from time to time.

### *Net Current Assets*

We set out in the table below our current assets and current liabilities as of June 30, 2014:

	<b>As of June 30, 2014</b>	
	(RMB)	(US\$)
	(in millions)	
<b>Current assets</b>		
Properties under development . . . . .	181,641.5	29,280.0
Completed properties held for sale . . . . .	35,666.6	5,749.3
Trade and other receivables . . . . .	14,850.6	2,393.9
Prepayments . . . . .	45,965.7	7,409.5
Income tax recoverable . . . . .	1,842.2	297.0
Restricted cash . . . . .	27,804.1	4,481.9
Cash and cash equivalents . . . . .	<u>36,230.0</u>	<u>5,840.2</u>
	<u>344,000.7</u>	<u>55,451.8</u>
<b>Current liabilities</b>		
Borrowings . . . . .	75,818.3	12,221.7
Trade and other payables . . . . .	115,333.8	18,591.4
Receipt in advance from customers . . . . .	30,911.4	4,982.8
Current income tax liabilities . . . . .	<u>16,327.5</u>	<u>2,631.9</u>
	<u>238,391.0</u>	<u>38,427.8</u>
<b>Net current assets</b> . . . . .	<u><u>105,609.7</u></u>	<u><u>17,024.0</u></u>

As a result of our standardized operational model, our business cycle from the commencement of development to pre-sale is typically relatively short and a majority of our properties under development are classified as current assets, which may be able to generate cash within one year.

The following table presents selected cash flow data from our consolidated cash flow statements for the periods indicated:

	Year ended December 31,				Six months ended June 30,		
	2011	2012	2013		2013	2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)	(unaudited)
				(in millions)			
Net cash used in operating activities . . . . .	(3,735.6)	(5,573.6)	(38,871.2)	(6,265.9)	(7,945.1)	(39,887.8)	(6,429.8)
Net cash used in investing activities . . . . .	(10,218.5)	(7,810.4)	(13,134.5)	(2,117.2)	(4,878.2)	(11,113.8)	(1,791.5)
Net cash generated from financing activities . . . . .	21,753.1	11,095.4	74,412.2	11,995.0	28,040.2	47,119.7	7,595.5
Cash and cash equivalents at end of the year/period . . . . .	20,081.9	17,790.3	40,118.5	6,467.0	32,981.1	36,230.0	5,840.2

### ***Operating Activities***

Our cash used in operations principally comprises amounts we pay for our property development activities, which are reflected on our consolidated balance sheets as an increase in our property inventory. Our cash from operations is generated principally from the proceeds from sales of our properties.

We recorded net operating cash outflows for the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014. The net operating cash outflows were principally due to the rapid expansion of our business which resulted in our purchases of land and project development expenses outpacing the receipt of proceeds of our presale of properties.

Net cash used in operating activities was RMB39,887.8 million (US\$6,429.8 million) in the six months ended June 30, 2014, attributable to net cash used in operation of RMB30,195.0 million (US\$4,867.3 million), interest paid of RMB5,791.3 million (US\$933.5 million), income tax paid of RMB2,421.3 million (US\$390.3 million) and LAT paid of RMB1,480.2 million (US\$238.6 million). Operating cash inflow before changes in working capital was RMB12,850.2 million (US\$2,071.4 million) in the six months ended June 30, 2014. Changes in working capital contributed to a cash outflow of RMB43,045.2 million (US\$6,938.7 million) in the six months ended June 30, 2014, which mainly comprised an increase in properties under development and completed properties held for sale of RMB26,789.6 million (US\$4,318.4 million), an increase in trade and other receivables and prepayments of RMB13,928.6 million (US\$2,245.2 million) and an increase in restricted cash paid as guarantee for construction of projects of RMB3,526.2 million (US\$568.4 million), partially offset by an increase in trade and other payables and receipt in advance from customers of RMB1,199.1 million (US\$193.3 million).

Net cash used in operating activities was RMB38,871.2 million (US\$6,265.9 million) in the year ended December 31, 2013, attributable to cash used in operation of RMB25,195.0 million (US\$4,061.4 million), interest paid of RMB7,826.6 million (US\$1,261.6 million), income tax paid of RMB3,452.1 million (US\$556.5 million) and LAT paid of RMB2,397.5 million (US\$386.5 million). Operating cash inflow before changes in working capital was RMB19,982.9 million (US\$3,221.2 million) in the year ended December 31, 2013. Changes in working capital contributed to a cash outflow of RMB45,177.9 million (US\$7,282.5 million) in the year ended December 31, 2013, which mainly comprised an increase in properties under development and completed properties held for sale of RMB27,610.4 million (US\$4,450.7 million) and an increase in trade and other receivables and prepayment of RMB24,082.5 million (US\$3,882.0 million), partially offset by an increase in trade and other payables and receipt in advance from customers of RMB7,075.1 million (US\$1,140.5 million).

Net cash used in operating activities was RMB5,573.6 million in the year ended December 31, 2012, attributable to income tax paid of RMB4,665.4 million, interest paid of RMB5,628.8 million and LAT paid of RMB2,231.6 million, partially offset by cash generated from operation of RMB6,952.2 million. Operating cash inflow before changes in working capital was RMB12,658.1 million in the year ended December 31, 2012. Changes in working capital contributed to a cash outflow of RMB5,705.9 million in the year ended December 31, 2012, which mainly comprised an increase in properties under development and completed properties held for sale of RMB41,764.3 million, an increase in trade and other receivables and prepayment of RMB1,140.1 million, partially offset by an increase of RMB36,776.1 million in trade and other payables and receipt in advance from customers as compared to a cash outflow of RMB11,829.0 million in the year ended December 31, 2011, primarily due to the slowdown in our pace of land acquisition and efforts to improve our net debt ratio in the second half of 2012.

Net cash used in operating activities was RMB3,735.6 million in the year ended December 31, 2011, attributable to income tax paid of RMB3,245.4 million, interest paid of RMB3,576.6 million and LAT paid of RMB1,147.0 million, partially offset by cash generated from operations of RMB4,233.4 million. Operating cash inflow before changes in working capital was RMB16,062.3 million in the year ended December 31, 2011. Changes in working capital contributed to a cash outflow of RMB11,829.0 million in the year ended December 31, 2011, which mainly comprised an increase in properties under development and completed properties held for sale of RMB36,262.2 million an increase in trade and other receivables and prepayment of RMB8,045.3 million, partially offset by an increase of RMB33,360.6 million in trade and other payables and receipt in advance from customers as compared to a cash outflow of RMB19,585.3 million in the year ended December 31, 2010, primarily attributable to the rapid national expansion of our business, which resulted in more acquisitions of land reserves and payment of construction costs in the year ended December 31, 2011.

### ***Investing Activities***

Net cash used in investing activities was RMB11,113.8 million (US\$1,791.5 million) in the six months ended June 30, 2014. This was primarily due to our addition of property, equipment and investment properties of RMB10,305.1 million (US\$1,661.2 million) and cash used for the purchase of available-for-sale financial assets of RMB2,144.7 million (US\$345.7 million) for the six months ended June 30, 2014.

Net cash used in investing activities was RMB13,134.5 million (US\$2,117.2 million) in the year ended December 31, 2013. This was primarily due to our addition of property, equipment and investment properties of RMB11,781.5 million (US\$1,899.1 million) and cash used for the purchase of available-for-sale financial assets of RMB4,054.9 million (US\$653.6 million) for the year ended December 31, 2013, partially offset by proceeds from disposal of our investment properties of RMB3,363.4 million (US\$542.2 million) for the year ended December 31, 2013.

Net cash used in investing activities was RMB7,810.4 million in the year ended December 31, 2012. This was primarily due to our addition of property equipment and investments of RMB6,866.8 million and cash used for the acquisition of Shenzhen Construction (Group) Co., Ltd. of RMB1,330.1 million for the year ended December 31, 2011.

Net cash used in investing activities was RMB10,218.5 million in the year ended December 31, 2011. This was primarily due to the cash outflow as a result of acquisition of property, equipment and investment properties and a subsidiary.

### ***Financing Activities***

Net cash generated from financing activities was RMB47,119.7 million (US\$7,595.5 million) in the six months ended June 30, 2014, primarily attributable to proceeds from borrowings of RMB73,972.3 million (US\$11,924.1 million) and proceeds from perpetual capital instruments of RMB17,576.5 million

(US\$2,833.3 million), partially offset by repayments of borrowings of RMB25,721.8 million (US\$4,146.3 million) and restricted cash pledged for bank borrowings of RMB10,742.9 million (US\$1,731.7 million).

Net cash generated from financing activities was RMB74,412.2 million (US\$11,995.0 million) in the year ended December 31, 2013, primarily attributable to proceeds from borrowings of RMB65,258.6 million (US\$10,519.5 million), proceeds from perpetual capital instruments of RMB24,367.2 million (US\$3,927.9 million) and proceeds from senior notes of RMB9,109.5 million (US\$1,468.4 million), partially offset by repayments of borrowings of RMB25,462.9 million (US\$4,104.5 million) and restricted cash pledged for bank borrowings of RMB5,575.7 million (US\$898.8 million).

Net cash generated from financing activities was RMB11,095.4 million in the year ended December 31, 2012, primarily attributable to proceeds from borrowings of RMB26,808.0 million and advances from non-controlling interests of RMB4,842.2 million, partially offset by repayments of borrowings of RMB17,721.3 million and dividends paid of RMB2,800.6 million.

Net cash generated from financing activities was RMB21,753.1 million in the year ended December 31, 2011, primarily due to the issue of a total of RMB9.25 billion of 2014 Notes and 2016 Notes and increases in our onshore bank and other borrowings.

### ***Working Capital***

As of December 31, 2011, 2012 and 2013 and June 30, 2014, our aggregate cash and cash equivalents amounted to RMB20,081.9 million, RMB17,790.3 million, RMB40,118.5 million (US\$6,467.0 million) and RMB36,230.0 million (US\$5,840.2 million), respectively. As of June 30, 2014, we had undrawn banking facilities in the aggregate principal amount of RMB50.4 billion (US\$8.1 billion).

## Indebtedness

### *Borrowings*

Our borrowings are denominated in both U.S. dollar and Renminbi. You may refer to the section entitled “Exchange Rate Information” for the exchange rate between U.S. dollars and Renminbi. As of December 31, 2011, 2012 and 2013 and June 30, 2014, we had the following outstanding borrowings.

	As of December 31,				As of	
	2011	2012	2013		June 30, 2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)
			(in millions)			
<i>Borrowings included in non-current liabilities:</i>						
Bank borrowings — secured . . . . .	26,395.5	30,008.3	43,196.0	6,963.1	47,857.7	7,714.5
2014 Notes . . . . .	5,457.0	5,500.5	5,547.8	894.3	—	—
2015 Notes . . . . .	8,349.0	8,372.3	8,168.6	1,316.8	8,271.7	1,333.4
2016 Notes . . . . .	3,626.1	3,641.8	3,659.0	589.8	3,668.2	591.3
2018 Notes . . . . .	—	—	9,046.6	1,458.3	9,138.1	1,473.0
Other borrowings — secured . . . . .	6,681.6	9,575.3	26,510.1	4,273.3	45,476.7	7,330.7
	50,509.2	57,098.2	96,128.1	15,495.6	114,412.4	18,442.9
Less: current portion of non-current borrowings . . . . .	(9,010.5)	(15,855.1)	(23,106.9)	(3,724.8)	(38,450.0)	(6,198.0)
	41,498.7	41,243.1	73,021.2	11,770.8	75,962.4	12,244.9
<i>Borrowings included in current liabilities:</i>						
Bank borrowings — secured . . . . .	817.0	1,813.5	6,404.4	1,032.3	21,317.0	3,436.3
Current portion of non-current borrowings . . . . .	9,010.5	15,855.1	23,106.9	3,724.8	38,450.0	6,198.0
Other borrowings . . . . .	400.5	1,362.2	6,284.8	1,013.1	16,051.3	2,587.4
	10,228.0	19,030.8	35,796.1	5,770.2	75,818.3	12,221.7
Total borrowings . . . . .	51,726.7	60,273.9	108,817.3	17,541.0	151,780.7	24,466.6

Our outstanding borrowings amounted to RMB51,726.7 million, RMB60,273.9 million, RMB108,817.3 million (US\$17,541.0 million) and RMB151,780.7 million (US\$24,466.6 million), as of December 31, 2011, 2012 and 2013 and June 30, 2014, respectively. The increase in our total borrowings as of June 30, 2014 was in line with our increased construction costs and land acquisition costs. As of December 31, 2011, 2012 and 2013 and June 30, 2014, the average interest rate on our bank and other borrowings was 8.38%, 8.75%, 8.25% and 8.28%, respectively; the average interest rate on our Existing Notes was 11.27%, 11.27%, 10.52% and 11.01%, respectively.

Commercial banks and other financial institutions in China typically require guarantees or security interests to lend to us. As of December 31, 2011, 2012 and 2013 and June 30, 2014, all of our outstanding bank and other borrowings were secured by our land use rights, investment properties, properties under development, completed properties held for sale, accounts receivable, cash, deposit certificate, equity interests in certain subsidiaries and guarantees provided by certain subsidiaries of the Company. See the section entitled “Description of Material Indebtedness and Other Obligations.”

The table below sets forth the maturity profiles of our non-current borrowings as of the dates indicated:

	As of December 31,				As of	
	2011	2012	2013		June 30, 2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)
			(in millions)			
Borrowings:						
1–2 years . . . . .	13,407.6	20,131.1	44,343.3	7,148.0	51,202.5	8,253.7
2–5 years . . . . .	27,245.0	20,410.8	27,876.7	4,493.6	24,010.3	3,870.4
Over 5 years . . . . .	846.1	701.2	801.3	129.2	749.6	120.8
Total . . . . .	<u>41,498.7</u>	<u>41,243.1</u>	<u>73,021.3</u>	<u>11,770.8</u>	<u>75,962.4</u>	<u>12,244.9</u>

### Financial Guarantee

We make arrangements with various PRC banks to provide mortgage facilities to purchasers of our pre-sold properties. In accordance with market practice, we are required to provide guarantees to these banks in respect of mortgages provided to such customers. Guarantees for mortgages on pre-sold residential properties are generally discharged at the earlier of the following: (i) the property ownership certificates are submitted to the mortgagee banks, or (ii) the purchasers pay off the total amount of mortgages. If a purchaser defaults on the mortgage loan, we are typically required to repurchase the underlying property by paying off the mortgage loan. If we fail to do so, the mortgagee banks will auction the underlying property and recover the balance from us if the outstanding loan amount exceeds the net foreclosure sale proceeds. In line with industry practice, we do not conduct independent credit checks on our customers but rely on the credit checks conducted by the mortgagee banks. As of December 31, 2011, 2012 and 2013 and June 30, 2014, our outstanding guarantees for mortgage loans of the purchasers of our pre-sold properties were approximately RMB40,149.4 million, RMB56,272.5 million, RMB75,310.0 million (US\$12,139.7 million) and RMB89,707.4 million (US\$14,460.5 million), respectively.

We confirm that, other than disclosed in this offering memorandum, there has been no material change in our indebtedness and contingent liabilities other than those incurred in our ordinary course of business since June 30, 2014.

### Contractual Obligations and Capital Commitments

The following table sets forth our aggregate minimum lease payments as of the dates indicated:

	As of December 31,				As of	
	2011	2012	2013		June 30, 2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)
			(in millions)			
Not later than one year . . . . .	122.9	105.9	195.3	31.5	211.2	34.0
Later than one year and not later than five years . . . . .	141.2	105.1	202.3	32.6	239.4	38.6
Later than five years . . . . .	105.3	53.9	23.0	3.7	4.2	0.7
	<u>369.4</u>	<u>264.9</u>	<u>420.6</u>	<u>67.8</u>	<u>454.8</u>	<u>73.3</u>

The following table sets forth our commitments for property development expenditures as of the dates indicated:

	As of December 31,				As of	
	2011	2012	2013		June 30, 2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)
			(in millions)			
Contracted but not provided for . . . . .	<u>58,419.0</u>	<u>55,404.3</u>	<u>67,265.0</u>	<u>10,842.9</u>	<u>66,116.4</u>	<u>10,657.7</u>

The following table sets forth our commitments for land expenditures as of the dates indicated:

	As of December 31,				As of	
	2011	2012	2013		June 30, 2014	
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)
			(in millions)			
Contracted but not provided for . . .	<u>21,051.9</u>	<u>23,342.1</u>	<u>45,592.1</u>	<u>7,349.3</u>	<u>30,974.3</u>	<u>4,993.0</u>

Our commitments for property development expenditures and land expenditures are financed by cash generated from our operations. We expect to continue to rely on proceeds from our property sales and pre-sales as well as new financings as the principal sources of funding to finance our contractual obligations and capital commitments.

#### Off-balance Sheet Commitments and Arrangements

Except for the contingent liabilities set forth above, we have not entered into any off-balance sheet arrangements or commitments to guarantee the payment obligations of any third parties. We do not have any variable interest in any unconsolidated entity that provides financing, liquidity, market risk or credit support to us or engages in leasing or hedging or research and development services with us.

#### Market Risks

We are, in the normal course of business, exposed to market risks primarily relating to fluctuations in interest rates, commodity prices, foreign exchange rates and inflation rate.

##### *Interest Rate Risk*

We are exposed to interest rate risks, primarily relating to our borrowings, which were RMB51,726.7 million, RMB60,273.9 million, RMB108,817.3 million (US\$17,541.0 million) and RMB151,780.7 million (US\$24,466.6 million), respectively, as of December 31, 2011, 2012 and 2013 and June 30, 2014. We undertake debt obligations to support our property development and general working capital needs. Upward fluctuations in interest rates may increase the cost of our financing. Fluctuations in interest rates can also lead to significant fluctuations in the fair values of our debt obligations. The benchmark one-year bank lending rate published by PBOC for the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014 was 6.56%, 6.00%, 6.00% and 6.00%, respectively. We currently do not use any derivative instruments to hedge our interest rate risk.

An increase in interest rates may also adversely affect our prospective purchasers' ability to obtain financing and depress the overall housing demand in China. Furthermore, the increase in interest rates may also increase our financial obligation to the PRC banks as we have disclosed in the section entitled "— Financial Guarantee" above.



### ***Commodity Risk***

We are exposed to fluctuations in the prices of raw materials for our property development, primarily steel and cement. We do not engage in any hedging activities. Purchasing costs of steel and cement are generally accounted for as part of the construction contractor fees pursuant to our arrangements with the relevant construction contractors. Accordingly, rising prices for construction materials will affect our construction costs in the form of increased fee quotes by our construction contractors. As a result, fluctuations in the prices of our construction materials have a significant impact on our results of operations.

### ***Foreign Exchange Risk***

Substantially all of our revenues and expenses are denominated in Renminbi. Our exposure to foreign exchange rate fluctuations results primarily from our indebtedness denominated in foreign currencies, primarily the U.S. dollar. During the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, because of the generally appreciating Renminbi, our holdings in foreign currency-denominated assets equal to US\$293.1 million, US\$137.8 million, US\$1,455.4 million and US\$1,134.8 million, respectively, including our proceeds from overseas equity and debt financings before we used them to acquire land reserves, generated foreign exchange losses. A depreciation of Renminbi against the U.S. dollar and other foreign currencies would reduce the U.S. dollar equivalent amounts of the Renminbi that we convert for servicing the Existing Notes and other foreign currency-denominated indebtedness. We currently do not engage in hedging activities designed or intended to manage such currency risk. You should refer to the section entitled “Risk Factors — Risks Relating to China — Fluctuations in the value of Renminbi may adversely affect our business and the value of distributions by our PRC subsidiaries” for additional risk disclosure.

### ***Inflation***

According to the National Bureau of Statistics of China, China’s overall national inflation rate, as represented by the general consumer price index, was approximately 5.4% in 2011, 2.6% in 2012 and 2.5% in 2013. Recent inflation and deflation have not materially affected our business.

### **Non-GAAP Financial Measures**

We use EBITDA to provide additional information about our operating performance. EBITDA refers to our earnings before fair value gains on investment properties, interest income from non-current receivables, consent fee income, exchange gains/(losses) plus income tax expenses, depreciation, share option amortization, amortization of intangible assets and land use rights and interest expense.

EBITDA is not a standard measure under HKFRS or GAAP. As the property development business is capital intensive, capital expenditure requirements and levels of debt and interest expenses may have a significant impact on the profit for the year/period of companies with similar operating results. Therefore, we believe the investor community commonly uses this type of financial measure to assess the operating performance of companies in our market sector.

As a measure of our operating performance, we believe that the most directly comparable HKFRS measure to EBITDA is profit for the year/period. We operate in a capital-intensive industry. We use EBITDA in addition to profit for the year/period because profit for the year/period includes many accounting items associated with capital expenditures, such as depreciation, as well as non-operating items, such as amortization of intangible assets and interest income and interest expense. These accounting items may vary between companies depending on the method of accounting adopted by a company. By minimizing differences in capital expenditures and the associated depreciation expenses as well as reported tax positions, intangible assets amortization and interest income and expense, EBITDA provides further information about our operating performance and an additional measure for comparing our operating performance with other companies’ results. Funds depicted by this measure may not be available for debt service due to covenant restrictions, capital expenditure requirements and other commitments.

The following table reconciles our profit for the year/period under HKFRS to our definition of EBITDA for the periods indicated.

	Year ended December 31,				Six months ended June 30,		
	2011 <sup>(1)</sup>	2012	2013		2013	2014	
	(RMB) (restated)	(RMB)	(RMB)	(US\$) (unaudited)	(RMB) (unaudited)	(RMB) (unaudited)	(US\$) (unaudited)
Profit for the year/period <sup>(1)</sup> . . . . .	11,726.6	9,181.9	13,709.0	2,209.8	6,514.6	9,494.9	1,530.5
<b>Adjustment</b>							
Fair value gains on investment properties . . . . .	(4,236.0)	(4,459.5)	(5,815.2)	(937.4)	(2,890.7)	(4,408.2)	(710.6)
Interest income from non-current receivables . . . . .	(13.2)	(6.0)	(2.1)	(0.3)	(2.1)	—	—
Interest expense . . . . .	1,861.3	2,149.7	3,336.7	537.9	1,451.5	2,322.6	374.4
Exchange (gain)/loss . . . . .	(448.6)	(20.6)	(386.6)	(62.3)	(137.4)	215.0	34.7
Income tax expenses <sup>(1)</sup> . . . . .	8,648.3	7,307.9	11,687.3	1,884.0	4,786.3	7,060.5	1,138.1
Depreciation . . . . .	261.6	400.9	753.6	121.5	310.1	458.2	73.9
Share option amortization . . . . .	143.2	113.2	77.1	12.4	38.8	32.3	5.2
Amortization of intangible assets and land use rights . . . . .	86.7	187.1	273.4	44.1	138.4	110.2	17.8
EBITDA . . . . .	18,029.9	14,854.6	23,633.2	3,809.7	10,209.5	15,285.5	2,464.0
EBITDA margin . . . . .	29.1%	22.8%	25.2%	25.2%	24.3%	24.1%	24.1%

*Note:*

- (1) In 2012, we adopted a new accounting policy for measuring the deferred tax assets and liabilities arising on an investment property measured at fair value. We accounted for this change in accounting policy retrospectively for 2011 by restating the financial information as of and for the year ended December 31, 2011 contained in our audited consolidated financial statements as of and for the year ended December 31, 2012. We restated such financial information by re-measuring the deferred tax relating to certain investment properties according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively, and present such restated financial information throughout this offering memorandum. Without the retrospective application of the new accounting policy on the financial information in fiscal year 2011, the income tax expense, the profit for the year and the profit attributable to shareholders of the Company would be RMB8,590,221,000, RMB11,784,627,000 and RMB11,381,697,000, respectively. See “— Critical Accounting Policies — Enterprise Income Taxes and Deferred Taxation.”

You should not consider our definition of EBITDA in isolation or construe it as an alternative to profit for the year/period or as an indicator of operating performance or any other standard measure under HKFRS or GAAP. Our definition of EBITDA does not account for taxes and other non-operating cash expenses. Our EBITDA measures may not be comparable to similarly titled measures used by other companies. Investors should also note that EBITDA as presented herein may be calculated differently from Consolidated EBITDA as defined and used in the Indenture governing the Notes. Interest expense excludes amounts capitalized. See the section entitled “Description of the Notes — Definitions” for a description of the manner in which Consolidated EBITDA is defined for purposes of the Indenture governing the Notes.

## INDUSTRY OVERVIEW

*The information in the section below has been derived, in part, from various government publications unless otherwise indicated. This information has not been independently verified by us or the Initial Purchasers or any of our and their respective affiliates or advisers. The information may not be consistent with other information compiled within or outside the PRC.*

### Overview of the PRC Economy

From 2003 to 2007, China's real GDP grew at a CAGR of approximately 11.0%, making it one of the fastest growing major economies in the world. Amid the global financial crisis, China achieved an annual real GDP growth of 9.6% in 2008 and maintained positive economic growth throughout the crisis. China was among the first countries to recover from the global financial crisis. In February 2011, it overtook Japan to become the world's second largest economy. China's economic growth slowed in 2012 due to various factors, including the European debt crises and weaker global demand for exports. According to the National Bureau of Statistics, China's real GDP growth was approximately 7.7% in 2013.

### Overall Economic Growth

China's nominal GDP has increased from RMB21,631 billion in 2006 to RMB56,885 billion in 2013, representing a CAGR of approximately 14.8%. Over the same period, China's nominal GDP per capita increased at a CAGR of 14.2% from RMB16,500 in 2006 to RMB41,805 in 2013, demonstrating a significant increase in the purchasing power of the PRC population. The table below sets out selected economic statistics of China for the periods indicated.

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2006– 2013 CAGR</u>
Nominal GDP (RMBbn) . . . . .	21,631	26,581	31,405	34,090	39,798	47,310	51,932	56,885	14.8%
Real GDP growth rate (%) . . . . .	12.7%	14.2%	9.6%	9.2%	10.4%	9.3%	7.8%	7.70%	N/A
Nominal GDP per capita (RMB) . . .	16,500	20,169	23,708	25,608	30,015	35,181	N/A	41,805	14.2%
Fixed asset investment (RMBbn) . . .	11,000	13,732	17,283	22,460	27,812	31,149	37,468	44,707	22.2%
Fixed asset investment growth (%) . .	23.9%	24.8%	25.9%	30.0%	23.8%	12.0%	20.3%	19.30%	N/A

Source: National Bureau of Statistics

### Urbanization

Strong economic growth has encouraged the rapid urbanization and population growth in selected cities in China. The urbanization rate in China has increased significantly from 37.7% in 2001 to 53.7% in 2013. The table below sets out China's urbanization rate for the periods indicated.

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2006– 2013 CAGR</u>
Urban population (million) . . . . .	577	594	607	622	666	691	712	731	3.4%
Total population (million). . . . .	1,314	1,321	1,328	1,335	1,371	1,347	1,354	1360.7	0.5%
Urbanization rate (%) . . . . .	43.9%	44.9%	45.7%	46.6%	49.7%	51.3%	52.6%	53.7%	N/A

Source: National Bureau of Statistics

## Disposable Income

The strong growth of the PRC economy has contributed to the rise in disposable income in China. Per capita disposable income of urban households grew steadily between 2006 and 2013 at a CAGR of 12.6%. The table below sets out the per capita disposable income of urban households over the periods indicated.

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2006– 2013 CAGR</u>
Per capita disposable income of urban households (RMB) . . . . .	11,759	13,786	15,781	17,175	19,109	21,810	24,565	26,955	12.6%

*Source: National Bureau of Statistics*

## Overview of the PRC Property Market

### *Between 2006 and 2013*

Favorable economic conditions in the PRC have contributed to the strong growth of the PRC property market. From 2006 to 2013, investments in real estate development in China increased at a CAGR of 23.7%, the total GFA of commodity properties sold increased at a CAGR of 11.3%. The table below sets out selected information about the PRC property market over the periods indicated.

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2006– 2013 CAGR</u>
<b>Commodity properties</b>									
Total real estate investment (RMBbn)	1,942	2,529	3,120	3,624	4,826	6,180	7,180	8,601	23.7%
Total GFA under construction (million sq.m.) . . . . .	1,948	2,363	2,833	3,204	4,054	5,068	5,734	1,014	8.9%
Total GFA sold (million sq.m.) . . . . .	619	774	660	948	1,048	1,094	1,113	6,656	19.2%
<b>Residential properties</b>									
Total real estate investment (RMBbn)	1,364	1,801	2,244	2,561	3,404	4,432	4,937	5,895	23.3%
Total GFA under construction (million sq.m.) . . . . .	1,517	1,868	2,229	2,153	3,148	3,877	4,290	4,863	18.1%
Total GFA sold (million sq.m.) . . . . .	554	701	593	862	934	965	985	1157	11.1%

*Source: National Bureau of Statistics*

Prices for real estate in the PRC experienced steady growth between 2006 and 2013, with the average price of commodity properties growing at a CAGR of 9.2% over the same period. The table below sets out average property prices in the PRC over the periods indicated.

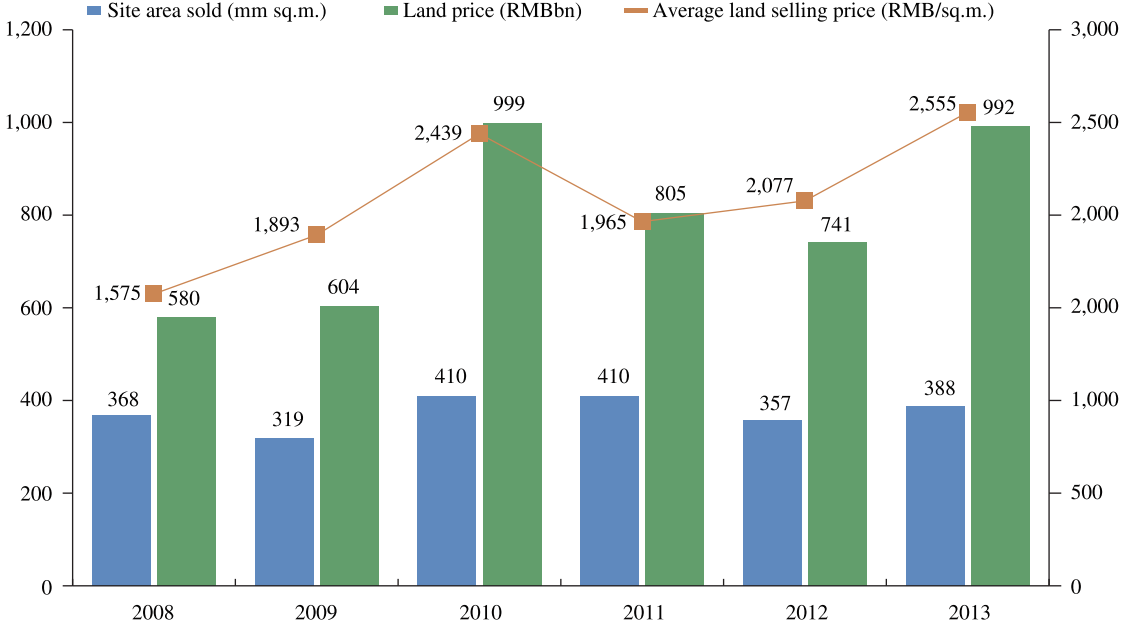
	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2006– 2013 CAGR</u>
Average price of commodity properties (RMB per sq.m.) . . . . .	3,367	3,864	3,800	4,681	5,032	5,357	5,791	6,237	9.2%
Average price of residential properties (RMB per sq.m.) . . . . .	3,119	3,645	3,576	4,459	4,725	4,993	5,430	5,850	9.4%

*Source: National Bureau of Statistics*

**Recent Developments in the PRC Property Market**

Land prices in the PRC are affected by multiple factors in recent years. Following the global economy recovery in early 2009, total land sales increased from approximately RMB604 billion to close to approximately RMB1 trillion from 2009 to 2010. On the other hand, the PRC government has been introducing austerity measures since 2009 to regulate the property market and curb housing prices, which led to a decline in the average land selling price in 2011. According to the National Bureau of Statistics of China, the average land selling prices were RMB2,439 per sq.m. in 2010, RMB1,965 per sq.m. in 2011, RMB2,077 per sq.m. in 2012, and RMB2,555 per sq.m. in 2013 reflecting a year-on-year growth rate of 28.9%, -19.4%, 5.7% and 12.3%, respectively.

**Historical land sales**



Source: National Bureau of Statistics of China

The PRC property market experienced downward pricing pressures in the second half of 2011, as a result of the various policies and measures introduced by the PRC government aiming at “cooling off” the property market. According to a report issued by the National Bureau of Statistics of China, the total GFA sold and total property sales in China in the six months ended June 30, 2012 decreased by 10.0% and 5.2%, respectively, as compared with those in the six months ended June 30, 2011. Beginning in the second quarter of 2012 and continuing through 2013, transaction volumes recovered in the overall PRC property market, due in part to the improving market sentiment in the PRC property market as well as the absence of further major restrictive government policies or measures. According to the National Bureau of Statistics of China, the total GFA sold in 2013 was 1,306 million sq.m., representing a 17.3% increase from the 2012.

## Regulatory Milestones of the PRC Property Industry

From time to time, the PRC government has taken actions to tighten its control over the property market. In particular, the PRC government has taken measures to discourage speculation in the residential property market and to increase the supply of affordable housing. The table below sets out the key regulatory milestones of the PRC property industry, including major policies and measures implemented by the PRC government since 2008:

2008      The State Council issued Notice on Promoting the Land Saving and Intensive Use (國務院關於促進節約集約用地的通知) on January 3, 2008, which provided for stricter supervision on land development and regulation of idle land.

In October 2008, the PBOC reduced the minimum down payment requirement to 20% of the purchase price of the underlying property and the minimum mortgage loan interest rate to 70% of the PBOC benchmark interest rate for the purchase of a principal residence with a total GFA less than 90 sq.m.

On October 22, 2008, the State Council, the Ministry of Finance and the SAT jointly announced the decision to reduce the tax expenses of property transactions.

In October 2008, the CBRC issued regulatory notices to restrict trust financing companies from providing trust loans, in form or in nature, to (i) property projects that have not obtained the requisite land use rights certificates, construction land planning permits, construction works planning permits and construction work commencement permits; (ii) property developers that had not been issued with Class 2 qualification certificates by the relevant competent construction authorities; (iii) property projects of which less than 30% of the total investments are funded by the property developers' own capital (except for affordable housing and commodity apartments, of which 20% of the total investment shall be funded by the developer's own capital); and (iv) property developers for payment of land premium or for working capital purposes.

2009      The State Council issued a Notice on Adjusting the Capital Ratio of Fixed Assets Investment Project (國務院關於調整固定資產投資項目資本金比例的通知). The Notice provides that the minimum capital requirements for affordable housing and ordinary commodity apartments are 20%, and the minimum capital requirement for other real estate development projects is 30%. These regulations apply to both domestic and foreign investment projects.

2010      On March 8, 2010, the Ministry of Land and Resources instituted measures aimed at ensuring sufficient land supply for government-subsidized residential property.

On April 17, 2010, the State Council announced its decision to implement diverse credit policies for different types of purchases.

On September 21, 2010, the Ministry of Land and Resources and the MOHURD instituted measures to require relevant governmental authorities to (i) strengthen the management of the annual plan for land supply and residential property construction; (ii) accelerate the approval process for land supply and construction for residential properties; (iii) strengthen the management of land grants for residential properties; (iv) strengthen the supervision on land supply and construction of residential properties; and (v) strengthen the supervision and investigation of illegal conduct.

On September 29, 2010, the PBOC and the CBRC issued the Notice on the Improvement of Diversified Residential Credit Policies (中國人民銀行、中國銀行業監督管理委員會關於完善差別化住房信貸政策有關問題的通知) to require, among other things, all commercial banks to suspend (i) the extension of loans to individuals for purchase of third or subsequent residences and (ii) the extension of loans to non-local residents who cannot provide certificates evidencing payment of local taxes or social insurance for more than one year. For the purchase of a primary residence, the minimum down payment was increased to 30% of the purchase price of the underlying property.

On September 29, 2010, the Ministry of Finance, the SAT and the MOHURD issued the Notice on Adjustment of Preferential Policies for Deed Tax and Individual Income Tax for Real Estate Transactions (財政部、國家稅務總局關於住房和城鄉建設部關於調整房地產交易環節契稅個人所得稅優惠政策的通知) to curb transfers by individuals of residential properties purchased within one year through the levying of individual income tax.

On December 19, 2010, the Ministry of Land and Resources promulgated the Circular on Issues Pertaining to the Strengthened Implementation of Real Estate Land Use Regulatory Policies and the Healthy Development of the Property Market (關於嚴格落實房地產用地調控政策促進土地市場健康發展有關問題的通知) to further regulate the granting of land use rights for real estate development and tighten regulation of idle land.

On November 4, 2010, the MOHURD and SAFE issued the Notice on Further Standardization of the Administration of Housing Purchase by Foreign Entities and Individuals (關於進一步規範境外機構和個人購房管理的通知) to further restrict foreign individuals from purchasing property in the PRC.

2011 On January 27, 2011, the Ministry of Finance and the State Administration of Taxation jointly issued the Notice on Business Tax Imposed on Individuals Transferring Houses (財政部、國家稅務總局關於調整個人住房轉讓營業稅政策的通知) to curb transfers of properties by individuals within five years of purchase.

In January 2011, the State Council issued a notice to further restrict property purchases and strengthen regulations on land transfers, property development projects and idle land. Among other things, the notice (i) increased the minimum down payment for the purchase of a second home from 50% to 60%; (ii) required local governmental authorities to take steps to expand the coverage of low-income housing by increasing supply of low-income housing through construction, redevelopment, purchases and long-term leases and to build 10 million units of low-income housing in 2011; (iii) increased the minimum down payment from 20% to 30% for the purchase of the first residential property of a family if the underlying property has a unit GFA of 90 sq.m. or more; (iv) required that if a property developer failed to obtain the relevant construction permits and failed to commence construction within two years from the designation of land for property development, the relevant land use rights granted be forfeited and an idle land penalty be imposed; (v) prohibited the transfers of land or a property development project if the amount of property development investment (excluding the land premium) incurred is less than 25% of the total investment amount in respect of the project; and (vi) prohibited families holding local residency and owning two or more residential properties and families holding non-local residency and owning at least one residential property or who cannot provide a local tax payment certificate or a social security certificate from purchasing additional residential properties in their local district.

In March 2011, the MOHURD released the Notice on Inspection in respect of Standardized Management of Low-Income Housing Security Policy, requesting all local government authorities to fully understand the importance and long-term nature of the standardized management of low-income housing security policy, continue adopting effective measures, implement management accountability, improve management standards, and set up a comprehensive scientific, orderly, efficient, open and transparent management system.

In July 2011, MOHURD issued the Notice on Relevant Issues Relating to Enhanced Implementation of Real Estate Control Policies (關於進一步落實房地產調控政策有關問題的函) to enhance the implementation of purchase restrictions in second-tier and third-tier cities and to increase the number of cities subject to property purchase restrictions. This notice set out five criteria and encouraged local governments to, subject to local market conditions, implement property purchase restrictions if three or more of the following criteria are met: (i) prices of new residential units in the relevant city recorded year-on-year increase or recorded month-on-month increase during the six months ended June 30, 2011 according to information provided by the National Bureau of Statistics; (ii) the average price of new residential units in the relevant city in June 2011 had been higher than or closed to the maximum average price of residential units pre-determined by the relevant authorities; (iii) the sales volume of new commodity properties in the relevant city increased significantly from January 2011 to June 2011, as compared with the same period in past year; (iv) the relevant city is located close to major city(ies) with property purchase restrictions implemented and the proportion of non-local purchasers of properties in such city remained high; and (v) state-wide restrictive policies in real estate market had not been fully implemented in the relevant city which resulted in continued and significant increase in property prices and dissatisfaction of local residents. In addition, the PRC government plans to build 36 million units of low-income housing during its “Twelfth Five-year” period. Through large-scale and nationwide development of low-income housing, it is expected that by the end of the “Twelfth Five-year” period, the coverage of low-income housing in urban cities and counties will reach 20% or above nationwide.

- 2012 On June 1, 2012, the Ministry of Land and Resources promulgated the revised Measures on the Disposal of Idle Land (閒置土地處置辦法), which became effective on July 1, 2012. Under these measures, if any land parcel constitutes “idle land” due to government-related acts, the holder of the relevant land use rights are required to explain to the relevant municipality or county-level land administrative department(s) the reasons for the land becoming idle, consult the relevant government authorities and rectify the situation accordingly. The means of rectification include but are not limited to the extension of the period permitted for commencing development, the adjustment of the land use and planning conditions or the substitution of the relevant idle land parcels with other land parcels.
- 2013 On February 26, 2013, the General Office of the State Council promulgated the Notice on Continuing Adjustment and Control of Property Markets (關於繼續做好房地產市場調控工作的通知), which reiterated the importance of controlling property prices and promoting the healthy development of the PRC property market. The notice mandated provincial governments to increase the effectiveness of regulations designed to achieve national property control policies. Key goals are to (i) fine tune existing measures to control property prices, (ii) curb property speculation, (iii) increase the supply of commodity housing, (iv) accelerate the development of affordable housing projects, and (v) manage the market expectation of the property industry and strengthen the credit management of property developers.



2014 On September 29, 2014 the PBOC and CBRC jointly issued Circular on Further Improving Financial Services for Housing Consumption 《關於進一步做好住房金融服務工作的通知》 which provides that, for a family who buys on loan its first ordinary house for self-use, the minimum percentage of down payment is 30%, and the lower limit of loan interest rate is 70% of the benchmark rate, to be decided by banking financial institutions in light of risk conditions. For a family who has paid up the loan of its first house and applies again to buy on loan an ordinary commodity house for the purpose of improving living conditions, the loan policies for first house shall apply. In cities where the measures of “restrictions on house buying” are lifted or not imposed, for a family who owns two or more houses and has paid up loans for them, and applies to buy another house on loan, banking financial institutions shall decide on the percentage of down payment and interest rate by prudently considering the borrower’s solvency and credit status.

From third quarter of 2014 many cities have canceled or mitigated restriction on buying of houses. For example, Some cities such as Hangzhou, Wuhan, Jinan, Nanjing and Suzhou have canceled restriction on numbers of houses one can buy. Some cities such as Ningbo, Qingdao and Nanchang have canceled such restriction in certain of its areas.

Over the years, land premiums have generally been on the rise in China. It is widely expected that land premiums will continue to rise as the PRC economy continues to develop and demolition and resettlement costs continue to increase.

### Guangdong Province

Guangdong Province is located in the southern region of China. It has an area of approximately 179,813 sq.km. In 2012, Guangdong Province had a population of approximately 105.9 million. The real GDP growth rate of Guangdong Province exceeded the average national growth rate in each of the past 10 years and the per capita GDP of Guangdong Province was significantly higher than the national average. The table below sets out selected economic statistics of Guangdong Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP							
(RMB in billions) . . . . .	3,679.7	3,948.3	4,601.3	5,321.0	5,706.8	6,216.4	11.1%
Real GDP growth rate (%) . . . . .	10.4	9.7	12.5	10	8.2	8.5	
Per capita GDP (RMB) . . . . .	37,637.9	39,435.9	44,735.6	50,807.0	54,095.0	58,540.0	9.2%
Per capita disposable income of urban households . . . . .	19,732.9	21,574.7	23,897.8	26,897.5	30,226.7	33,090.0	10.9%

Source: CEIC, Wind

According to the CEIC, properties with a total GFA of 62.7 million sq.m. were completed in Guangdong Province in 2013, representing a CAGR of 7.6% since 2008. A total of 98.4 million sq.m. of total GFA was sold. The table below sets out selected data relating to the property market in Guangdong Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	43.6	50.6	56.6	61.4	63.6	62.7	7.6%
GFA of residential properties completed (sq.m. in millions) . . . . .	34.8	41.1	45.9	48.8	49.2	47.5	6.4%
Total GFA sold (sq.m. in millions) . . . . .	48.5	70.6	73.2	74.3	79.0	98.4	15.2%
% of total GFA sold in the PRC . . . . .	7.4%	7.5%	7.0%	6.8%	7.1%	7.5%	
GFA of residential properties sold (sq.m. in millions) . . . . .	43.6	65.7	65.5	67.1	71.6	88.3	15.2%
Total sales revenue (RMB in billions) . . . . .	288.8	459.9	548.1	585.3	640.8	894.1	25.4%
Sales revenue from residential properties (RMB in billions) . . . . .	249.6	417.7	459.0	507.1	548.8	747.6	24.5%
Average price of commodity properties (RMB per sq.m.) . . . . .	5,953.0	6,513.0	7,486.0	7,879.2	8,112.2	9,089.8	8.8%
Average price of residential properties (RMB per sq.m.) . . . . .	5,723.0	6,360.0	7,004.0	7,560.8	7,667.9	8,465.8	8.1%

Source: CEIC, Wind

### **Guangzhou City**

Guangzhou is the largest city in southern China and the capital of Guangdong Province, located in the central southern region of the province. In 2012, Guangzhou had a population of approximately 12.8 million. The city experienced a high GDP growth rate for the six years from 2008 to 2013. Guangzhou's GDP reached approximately RMB1,355.1 billion in 2012. The table below sets out selected economic statistics of Guangzhou for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	828.7	913.8	1,074.8	1,242.3	1,355.1	1,542.0	13.2%
Real GDP growth rate (%) . . . . .	12.5	11.7	13.2	11.3	10.5	N/A	
Per capita GDP (RMB) . . . . .	76,439.5	79,383.0	87,458.0	97,588.0	105,908.9	119,349.8	9.3%

Source: CEIC

### **Liaoning Province**

Liaoning Province is located in the southern district of northeastern region of China. It has an area of approximately 148,000 sq.km. In 2011, Liaoning Province had a population of approximately 43.9 million. The table below sets out selected economic statistics of Liaoning Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP							
(RMB in billions) . . . . .	1,366.9	1,521.2	1,845.7	2,222.7	2,484.6	2,707.8	14.7%
Real GDP growth rate (%) . . . . .	13.4	13.1	14.2	12.2	9.5	8.7	
Per capita GDP (RMB) . . . . .	31,739.0	35,149.0	42,355.0	50,760.0	56,649.0	61,685.9	14.2%
Per capita disposable income of urban households . . . . .	14,392.7	15,761.4	17,712.6	20,466.8	23,222.7	25,578.0	12.2%

Source: CEIC, Wind

According to the CEIC, the average price per sq.m. of commodity properties Liaoning Province in 2013 was approximately RMB5,121.7 representing a CAGR of 6.4% since 2008. The table below sets out selected data on the property market in Liaoning Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed							
(sq.m. in millions) . . . . .	38.3	40.3	45.0	63.2	64.4	61.5	10.0%
GFA of residential properties completed							
(sq.m. in millions) . . . . .	32.6	33.9	36.9	52.3	51.3	50.3	9.0%
Total GFA sold							
(sq.m. in millions) . . . . .	40.9	53.8	68.0	75.4	88.3	92.9	17.8%
% of total GFA sold in the PRC . . . . .	6.2%	5.7%	6.5%	6.9%	7.9%	7.1%	
GFA of residential properties sold							
(sq.m. in millions) . . . . .	37.3	48.6	60.1	66.2	76.6	80.1	16.5%
Total sales revenue							
(RMB in billions) . . . . .	153.8	216.9	306.3	356.9	436.3	475.9	25.4%
Sales revenue from residential properties							
(RMB in billions) . . . . .	133.4	188.3	258.8	300.9	361.1	394.2	24.2%
Average price of commodity properties							
(RMB per sq.m.) . . . . .	3,758.0	4,034.0	4,505.0	4,732.6	4,942.0	5,121.7	6.4%
Average price of residential properties							
(RMB per sq.m.) . . . . .	3,575.0	3,872.0	4,303.0	4,542.9	4,717.2	4,918.2	6.6%

Source: CEIC

## Shenyang City

Shenyang is the capital of Liaoning Province, located in the central region of the province. In 2012, Shenyang had a population of approximately 7.2 million. Shenyang's GDP reached approximately RMB660.3 billion in 2012, representing a per capita GDP of approximately RMB80,480.1. The table below sets out selected economic statistics of Shenyang for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	386.0	426.9	501.8	591.6	660.3	715.9	13.1%
Real GDP growth rate (%) . . . . .	16.3	14.1	14.1	12.3	10.0	N/A	
Per capita GDP (RMB) . . . . .	49,166.0	54,654.0	62,357.0	72,648.0	80,480.1	86,850.0	12.1%

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Source: CEIC

## Jiangsu Province

Jiangsu Province is located along the east coast of China. It has an area of approximately 102,600 sq.km. In 2012, Jiangsu Province had a population of approximately 79.2 million. Jiangsu's per capita disposable income of urban households in 2013 was RMB32,538.0. The table below sets out selected economic statistics of Jiangsu Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions) . . . . .	3,098.2	3,445.7	4,142.5	4,911.0	5,405.8	5,916.2	13.8%
Real GDP growth rate (%) . . . . .	12.7	12.4	12.7	11.0	10.1	9.6	
Per capita GDP (RMB) . . . . .	40,014.0	44,253.0	52,840.0	62,290.0	68,347.0	74,607.0	13.3%
Per capita disposable income of urban households . . . . .	18,679.5	20,551.7	22,944.3	26,340.7	29,677.0	32,538.0	11.7%

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Source: CEIC, Wind

The table below sets out selected data on the property market in Jiangsu Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	90.7	84.4	87.0	84.5	98.5	97.1	1.4%
GFA of residential properties completed (sq.m. in millions) . . . . .	54.9	67.3	65.5	64.8	76.9	75.8	6.7%
Total GFA sold (sq.m. in millions) . . . . .	54.1	102.5	94.9	79.7	90.2	114.5	16.2%
% of total GFA sold in the PRC . . . . .	8.2%	10.8%	9.1%	7.3%	8.1%	8.8%	
GFA of residential properties sold (sq.m. in millions) . . . . .	47.3	90.3	81.1	67.7	79.2	101.9	16.6%
Total sales revenue (RMB in billions). . . . .	246.7	510.6	554.0	522.4	606.7	791.4	26.3%
Sales revenue from residential properties (RMB in billions). . . . .	200.9	434.1	453.7	415.9	508.9	677.8	27.5%
Average price of commodity properties (RMB per sq.m.) . . . . .	4,049.0	4,983.0	5,841.0	6,554.4	6,726.8	6,908.6	11.3%
Average price of residential properties (RMB per sq.m.) . . . . .	3,802.0	4,805.0	5,592.0	6,145.2	6,422.8	6,650.3	11.8%

Source: CEIC, Wind

## Hebei Province

Hebei Province is located in the northwestern region of China. It has an area of approximately 72,500 sq.km. In 2012, Hebei had a population of approximately 72.9 million. The table below sets out selected economic statistics of Hebei Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions). . . . .	1,601.2	1,723.5	2,039.4	2,451.6	2,657.5	2,830.1	12.1%
Real GDP growth rate (%) . . . . .	10.1	10.0	12.2	11.3	9.6	8.2	
Per capita GDP (RMB) . . . . .	22,986.0	24,581.0	28,668.0	33,969.0	36,584.0	38,716.0	11.0%
Per capita disposable income of urban households . . . . .	13,441.1	14,718.3	16,263.4	18,292.2	20,543.4	22,580.0	10.9%

Source: CEIC

According to the CEIC, the average price per sq.m. of commodity properties in Hebei Province in 2013 was approximately RMB4,897.3, representing a CAGR of 12.0% since 2008. The table below sets out selected data on the property market in Hebei Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	16.6	22.1	36.1	51.8	48.9	44.4	21.7%
GFA of residential properties completed (sq.m. in millions) . . . . .	15.0	19.4	31.3	42.7	39.8	35.2	18.6%
Total GFA sold (sq.m. in millions) . . . . .	22.3	29.7	46.6	58.9	51.4	56.8	20.5%
% of total GFA sold in the PRC . . . . .	3.4%	3.1%	4.5%	5.4%	4.6%	4.3%	
GFA of residential properties sold (sq.m. in millions) . . . . .	21.3	28.2	43.3	52.9	46.2	50.2	18.7%
Total sales revenue (RMB in billions). . . . .	62.0	96.8	165.0	234.5	230.4	278.0	35.0%
Sales revenue from residential properties (RMB in billions). . . . .	58.4	90.5	148.9	199.4	191.5	232.9	31.9%
Average price of commodity properties (RMB per sq.m.) . . . . .	2,779.0	3,263.0	3,539.0	3,982.8	4,478.0	4,897.3	12.0%
Average price of residential properties (RMB per sq.m.) . . . . .	2,743.0	3,210.0	3,442.0	3,766.8	4,142.0	4,639.6	11.1%

### Shandong Province

Shandong Province is located on the eastern coast of China. The table below sets out selected economic statistics for Shandong Province for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions). . . . .	3,093.3	3,389.7	3,917.0	4,536.2	5,001.3	5,468.4	12.1%
Real GDP growth rate (%) . . . . .	12.0	12.2	12.3	10.9	9.8	9.6	
Per capita GDP (RMB) . . . . .	32,935.8	35,893.6	41,106.0	47,335.0	51,768.0	56,322.6	11.3%
Per capita disposable income of urban households . . . . .	16,305.4	17,811.0	19,945.8	22,791.8	25,755.2	28,264.1	11.6%

Source: CEIC, Wind

According to the CEIC, the average price per sq.m. of commodity properties in Shandong Province in 2013 was approximately RMB5,048.6, representing a CAGR of 11.2% since 2008. The table below sets out selected data on the property market in Shandong Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	155.4	166.5	191.8	192.8	215.3	226.3	7.8%
Total GFA sold (sq.m. in millions) . . . . .	55.1	70.2	92.9	95.8	86.3	103.3	13.4%
% of total GFA sold in the PRC . . . . .	8.3%	7.4%	8.9%	8.8%	7.8%	7.9%	
GFA of residential properties sold (sq.m. in millions) . . . . .	97.5	104.1	124.0	128.7	150.4	160.0	10.4%
Total sales revenue (RMB in billions) . . . . .	163.6	245.9	366.5	425.9	411.2	521.5	26.1%
Sales revenue from residential properties (RMB in billions) . . . . .	143.7	219.6	321.8	375.8	353.0	446.1	25.4%
Average price of commodity properties (RMB per sq.m.) . . . . .	2,970.0	2,505.0	3,944.0	4,447.7	4,763.0	5,048.6	11.2%
Average price of residential properties (RMB per sq.m.) . . . . .	2,851.0	3,390.0	3,809.0	4,298.8	4,556.6	4,796.7	11.0%

Source: CEIC, Wind

### ***Jinan City***

Jinan is the capital city of Shandong Province. The table below sets out selected economic statistics for Jinan for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	301.7	335.1	391.1	440.6	480.4	523.0	11.6%
Real GDP growth rate (%) . . . . .	13.0	12.2	12.7	10.6	9.5	9.6	
Per capita GDP (RMB) . . . . .	45,724.0	50,376.0	57,947.0	64,309.5	69,443.8	N/A	N/A

Source: CEIC

## Anhui Province

Anhui Province is located in east China, across the basins of the Yangtze River and the Huaihe River. It has an area of approximately 139,427 sq.km. In 2012, Anhui Province had a population of approximately 59.9 million. The table below sets out selected economic statistics of Anhui Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP							
(RMB in billions) . . . . .	885.2	1,006.3	1,235.9	1,530.1	1,721.2	1,903.9	16.6%
Real GDP growth rate (%) . . . . .	12.7	12.9	14.6	13.5	12.1	10.4	
Per capita GDP (RMB) . . . . .	14,448.2	16,407.7	20,887.8	25,659.3	28,792.0	31,684.0	17.0%
Per capita disposable income of urban households . . . . .	12,990.4	14,085.7	15,788.2	18,606.1	21,024.2	23,114.0	12.2%

Source: CEIC, Wind

According to the CEIC, properties with a total GFA of 51.8 millions in sq.m. were completed in Anhui Province in 2013. The total sales revenue amounted to approximately RMB318.3 billion. The average price per sq.m. of commodity properties in Anhui Province in 2013 was approximately RMB5,080.1, representing a CAGR of 11.5% since 2008.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed							
(sq.m. in millions) . . . . .	25.4	28.6	30.3	36.3	39.7	51.8	15.3%
GFA of residential properties completed							
(sq.m. in millions) . . . . .	21.3	23.5	24.1	28.9	31.2	39.2	13.0%
Total GFA sold							
(sq.m. in millions) . . . . .	27.9	40.3	41.5	46.1	48.3	62.7	17.6%
% of total GFA sold in the PRC . . . . .	4.2%	4.3%	4.0%	4.2%	4.3%	4.8%	
GFA of residential properties sold							
(sq.m. in millions) . . . . .	25.4	36.5	36.4	39.9	42.8	55.7	17.0%
Total sales revenue							
(RMB in billions) . . . . .	82.1	137.8	174.7	220.0	233.0	318.3	31.1%
Sales revenue from residential properties							
(RMB in billions) . . . . .	71.4	118.0	142.0	174.5	192.2	266.2	30.1%
Average price of commodity properties							
(RMB per sq.m.) . . . . .	2,949.0	3,420.0	4,205.0	4,776.1	4,825.0	5,080.1	11.5%
Average price of residential properties							
(RMB per sq.m.) . . . . .	2,808.0	3,235.0	3,899.0	4,371.2	4,495.1	4,776.2	11.2%

Source: CEIC, Wind



## Hefei City

Hefei is the largest city and the capital of Anhui Province, located in the central region of the province. In 2012, Hefei had a population of approximately 7.1 million. Hefei's GDP reached approximately RMB416.4 billion in 2012, representing a per capita GDP of approximately RMB55,186.1. The table below sets out selected economic statistics of Hefei for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	166.5	210.2	296.2	363.7	416.4	467.3	22.9%
Real GDP growth rate (%) . . . . .	17.2	17.8	17.0	15.4	13.6	N/A	
Per capita GDP (RMB) . . . . .	34,482.0	41,543.0	54,796.0	48,540.0	55,182.1	61,555.0	12.3%

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Source: CEIC

## Sichuan Province

Sichuan Province is located in the southwestern region of China. It has an area of approximately 187,000 sq.km. In 2012, Sichuan had a population of approximately 80.8 million. The table below sets out selected economic statistics of Sichuan Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions) . . . . .	1,260.1	1,415.1	1,718.5	2,102.7	2,387.3	2,626.1	15.8%
Real GDP growth rate (%) . . . . .	11.0	14.5	15.1	15.0	12.6	10.0	
Per capita GDP (RMB) . . . . .	15,495.0	17,339.0	21,182.0	26,133.0	29,608.0	32,454.0	15.9%
Per capita disposable income of urban households . . . . .	12,633.4	13,839.4	15,461.2	17,899.1	20,307.0	22,368.0	12.1%

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Source: CEIC

According to the CEIC, the average price per sq.m. of commodity properties in Sichuan Province in 2013 was approximately RMB5,497.6, representing a CAGR of 11.7% since 2008. The table below sets out selected data on the property market in Sichuan Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	33.5	42.8	39.7	42.3	42.3	42.3	4.8%
GFA of residential properties completed (sq.m. in millions) . . . . .	29.0	36.8	33.9	34.6	47.1	40.3	6.8%
Total GFA sold (sq.m. in millions) . . . . .	35.0	59.7	64.0	65.4	64.6	73.1	15.9%
% of total GFA sold in the PRC . . . . .	5.3%	6.3%	6.1%	6.0%	5.8%	5.6%	
GFA of residential properties sold (sq.m. in millions) . . . . .	32.5	55.5	58.5	58.3	56.8	65.1	14.9%
Total sales revenue (RMB in billions). . . . .	110.5	209.4	264.7	321.8	351.8	402.0	29.5%
Sales revenue from residential properties (RMB in billions). . . . .	99.6	190.7	233.1	267.7	281.6	330.9	27.1%
Average price of commodity properties (RMB per sq.m.) . . . . .	3,157.0	3,509.0	4,138.5	4,917.9	5,448.8	5,497.6	11.7%
Average price of residential properties (RMB per sq.m.) . . . . .	3,067.0	3,434.0	3,984.8	4,595.1	4,959.2	5,086.0	10.6%

### Henan Province

Henan Province is located in the central region of China. It has an area of approximately 64,000 sq.km. In 2012, Henan had a population of approximately 94.1 million. The table below sets out selected economic statistics of Henan Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions). . . . .	1,801.9	1,948.0	2,309.2	2,693.1	2,959.9	3,215.6	12.3%
Real GDP growth rate (%) . . . . .	12.1	10.9	12.5	11.9	10.1	9.0	
Per capita GDP (RMB) . . . . .	19,180.9	20,596.8	24,446.1	28,661.0	31,499.0	34,174.0	12.2%
Per capita disposable income of urban households . . . . .	13,231.1	14,371.6	15,930.3	18,194.8	20,442.6	N/A	N/A

Source: CEIC

According to the CEIC, the average price per sq.m. of commodity properties in Henan Province in 2013 was approximately RMB4,205.3, representing a CAGR of 12.4% since 2008. The table below sets out selected data on the property market in Henan Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed (sq.m. in millions) . . . . .	30.3	34.0	44.3	55.3	58.7	59.7	14.5%
GFA of residential properties completed (sq.m. in millions) . . . . .	26.0	29.9	38.5	48.1	48.9	49.2	13.6%
Total GFA sold (sq.m. in millions) . . . . .	31.9	43.4	54.5	62.8	59.7	73.1	18.0%
% of total GFA sold in the PRC . . . . .	4.8%	4.6%	5.2%	5.7%	5.4%	5.6%	
GFA of residential properties sold (sq.m. in millions) . . . . .	29.4	40.2	50.9	57.3	54.6	65.6	17.4%
Total sales revenue (RMB in billions). . . . .	74.6	115.6	165.9	219.7	228.7	307.4	32.7%
Sales revenue from residential properties (RMB in billions). . . . .	62.9	100.5	145.5	178.8	191.6	251.6	31.9%
Average price of commodity properties (RMB per sq.m.) . . . . .	2,339.0	2,666.0	3,042.4	3,500.8	3,831.2	4,205.3	12.4%
Average price of residential properties (RMB per sq.m.) . . . . .	2,138.0	2,501.0	2,856.3	3,123.2	3,511.3	3,834.9	12.4%

### Hunan Province

Hunan Province is located in the southern region of China, to the north of Guangdong Province. It has an area of approximately 211,487 sq.km. In 2012, Hunan Province had a population of approximately 66.4 million. The table below sets out selected economic statistics of Hunan Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP (RMB in billions). . . . .	1,155.5	1,306.0	1,603.8	1,967.0	2,215.4	2,450.2	16.2%
Real GDP growth rate (%) . . . . .	13.9	13.7	14.6	12.8	11.3	10.1	
Per capita GDP (RMB) . . . . .	18,147.0	20,428.0	24,719.0	29,880.0	33,480.0	36,763.0	15.2%
Per capita disposable income of urban households . . . . .	13,821.2	15,084.3	16,565.7	18,844.1	21,318.8	N/A	N/A

Source: CEIC, Wind

According to CEIC, properties with a total GFA of 45.9 mm sq.m. were completed in Hunan Province in 2013. The total sales revenue amounted to approximately RMB252.6 billion, of which approximately RMB211.5 billion was from the sale of residential properties. The average price per sq.m. of commodity properties and residential properties in Hunan Province in 2013 was approximately

RMB4,243.1 and RMB3,908.3, respectively, representing a CAGR of 13.0% and 13.1%, respectively, since 2008. The table below sets out selected data on the property market in Hunan Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed (sq.m. in millions) . . . . .	23.9	29.7	33.5	41.5	44.6	45.9	13.9%
GFA of residential properties completed (sq.m. in millions) . . . . .	20.4	25.0	28.3	34.4	36.9	37.6	13.0%
Total GFA sold (sq.m. in millions) . . . . .	26.6	35.1	44.7	49.0	51.5	59.5	17.5%
% of total GFA sold in the PRC . . . . .	4.0%	3.7%	4.3%	4.5%	4.6%	4.6%	
GFA of residential properties sold (sq.m. in millions) . . . . .	24.1	32.6	41.4	44.6	46.6	54.1	17.5%
Total sales revenue (RMB in billions). . . . .	61.1	94.2	140.6	185.7	208.5	252.6	32.8%
Sales revenue from residential properties (RMB in billions). . . . .	51.0	82.6	124.8	157.0	171.2	211.5	32.9%
Average price of commodity properties (RMB per sq.m.) . . . . .	2,302.0	2,680.0	3,146.0	3,790.3	4,048.6	4,243.1	13.0%
Average price of residential properties (RMB per sq.m.) . . . . .	2,113.0	2,532.0	3,014.0	3,523.6	3,669.6	3,908.3	13.1%

Source: CEIC, Wind

### **Changsha City**

Changsha is the capital of Hunan Province, located in the central eastern region of the province. In 2012, Changsha had a population of approximately 7.1 million. Changsha's GDP reached approximately RMB640.0 billion in 2012, representing a per capita GDP of approximately RMB89,903.0. The table below sets out selected economic statistics of Changsha for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP . . . . .	300.1	374.5	454.7	561.9	640.0	715.3	19.0%
Real GDP growth rate (%) . . . . .	12.7	12.4	12.7	11.0	10.1	9.6	
Per capita GDP (RMB) . . . . .	45,765.0	56,620.0	66,443.0	79,530.0	89,903.0	99,052.8	16.7%

Source: CEIC

## Jiangxi Province

Jiangxi Province is located in the southeastern region of China. It has an area of approximately 64,400 sq.km. In 2012, Jiangxi had a population of approximately 45.0 million. The table below sets out selected economic statistics of Jiangxi Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP							
(RMB in billions) . . . . .	697.1	765.5	945.1	1,170.3	1,294.9	1,433.9	15.5%
Real GDP growth rate (%) . . . . .	13.2	13.1	14.0	12.5	11.0	10.1	
Per capita GDP (RMB) . . . . .	15,900.0	17,335.0	21,253.0	26,150.0	28,800.0	31,771.0	14.8%
Per capita disposable income of urban households . . . . .	12,866.4	14,021.5	15,481.1	17,494.9	19,860.4	21,873.0	11.2%

Source: CEIC

According to the CEIC, the average price per sq.m. of commodity properties in Jiangxi Province in 2013 was approximately RMB5,203.2, representing a CAGR of 19.5% since 2008. The table below sets out selected data on the property market in Jiangxi Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed							
(sq.m. in millions) . . . . .	15.9	16.5	18.2	19.1	17.5	17.9	2.4%
GFA of residential properties completed							
(sq.m. in millions) . . . . .	13.5	14.4	15.5	16.2	14.4	14.3	1.2%
Total GFA sold							
(sq.m. in millions) . . . . .	17.3	22.8	24.7	24.2	24.0	31.7	12.9%
% of total GFA sold in the PRC . . . . .	2.6%	2.4%	2.4%	2.2%	2.2%	2.4%	
GFA of residential properties sold							
(sq.m. in millions) . . . . .	16.0	21.1	22.7	21.6	21.3	28.5	12.1%
Total sales revenue							
(RMB in billions) . . . . .	36.9	60.3	77.6	100.2	113.7	164.8	34.9%
Sales revenue from residential properties							
(RMB in billions) . . . . .	32.4	53.1	67.0	82.4	93.1	139.6	33.9%
Average price of commodity properties							
(RMB per sq.m.) . . . . .	2,136.0	2,643.0	3,143.7	4,147.7	4,744.7	5,203.2	19.5%
Average price of residential properties							
(RMB per sq.m.) . . . . .	2,022.0	2,517.0	2,958.6	3,822.0	4,381.2	4,905.3	19.4%

## Tibet Autonomous Region

Tibet is an autonomous region in western China. The table below sets out selected economic statistics for Tibet for the years indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP (RMBbn) . . .	39.5	44.1	50.7	60.6	70.1	80.7	11.1%
Real GDP growth rate (%) .	13.0%	12.8%	14.2%	13.0%	12.1%	11.5%	
Per capita GDP (RMB) . . .	13,824.0	15,295.0	17,319.0	20,077.0	22,936.0	26,068.0	9.2%
Per capita disposable income of urban households . . . .	12,482.0	13,544.0	14,981.0	16,196.0	18,028.0	20,023.0	10.9%

Source: CEIC, Wind

Real estate investments in Tibet reached approximately RMB1.0 billion in 2013, representing an increase of approximately 42.95% over 2012. The GFA of completed residential properties in Tibet was approximately 1.9 million sqm in 2013, representing an increase of 44.1% over 2012. Total residential GFA sold in Tibet in 2013 was approximately 0.3 million sqm. The average price of residential GFA sold in Tibet in 2013 was RMB3,883.4 per sqm. The table below sets out selected statistics relating to the property market in Tibet for the years indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed (sqm in millions) . . . . .	2.1	2.8	2.2	4.2	4.1	2.4	7.6%
GFA of residential properties completed (sqm in millions) . . . . .	0.8	0.9	1.1	3.3	3.4	1.9	6.4%
Total GFA sold (sqm in millions) . . . . .	0.7	0.6	0.2	0.2	0.2	0.3	15.2%
% of total GFA sold in the PRC . . . . .	0.10%	0.07%	0.02%	0.02%	0.02%	0.02%	
GFA of residential properties sold (sqm in millions) . . . . .	0.6	0.1	0.2	0.2	0.2	0.2	15.2%
Total sales revenue (RMBbn) . . . . .	2.2	1.6	0.6	0.6	0.7	1.1	25.4%
Sales revenue from residential properties (RMBbn) . . . . .	1.9	1.5	0.5	0.6	0.6	0.9	24.5%
Average price of commodity properties (RMB per sqm)	3,202.0	2,452.0	2,896.0	3,474.5	3,268.6	4,173.5	8.8%
Average price of residential properties (RMB per sqm)	3,103.0	2,392.0	2,751.0	3,312.0	2,982.0	3,883.4	8.1%

Source: CEIC, Wind

## Lhasa City

Lhasa is the administrative capital of Tibet Autonomous Region. The table below sets out selected economic statistics for Lhasa for the years indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP . . . . .	14.2	15.4	17.9	22.2	26.0	30.5	13.2%
Real GDP growth rate (%) . . . . .	12.4%	12.2%	14.6%	13.0%	12.7%	N/A	
Per capita GDP (RMB) . . . . .	20,404.0	20,264.0	31,948.0	39,176.0	45,019.0	N/A	N/A

Source: CEIC

## Gansu Province

Gansu Province is located in northwest China. The table below sets out selected economic statistics for Gansu for the years indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP (RMB in billions) . . . . .	316.7	338.8	412.1	502.0	565.0	626.8	14.6%
Real GDP growth rate (%) . . . . .	10.1	10.3	11.8	12.5	12.6	10.8	
Per capita GDP (RMB) . . . . .	12,421.0	13,269.0	16,113.0	19,595.0	21,978.0	24,296.0	14.4%
Per capita disposable income of urban households . . . . .	10,969.6	11,929.8	13,188.6	14,988.7	17,156.9	18,964.8	11.6%

Source: CEIC, Wind

According to the CEIC, the average price per sq.m. of commodity properties in Gansu Province in 2013 was approximately RMB3,885.7, representing a CAGR of 14.7% since 2008. The table below sets out selected data on the property market in Gansu Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed (sq.m. in millions) . . . . .	18.4	17.2	20.1	24.1	32.3	37.5	15.3%
Total GFA sold (sq.m. in millions) . . . . .	6.2	7.0	7.6	8.4	9.8	12.2	14.3%
% of total GFA sold in the PRC . . . . .	0.9%	0.7%	0.7%	0.8%	0.9%	0.9%	
GFA of residential properties sold (sq.m. in millions) . . . . .	5.9	6.6	6.9	7.6	8.9	11.3	14.0%
Total sales revenue (RMB in billions) . . . . .	12.2	17.4	23.0	27.8	34.9	47.4	31.1%
Sales revenue from residential properties (RMB in billions) . . . . .	10.9	15.8	20.3	23.7	30.2	41.8	30.9%
Average price of commodity properties (RMB per sq.m.) . . . . .	1,958.0	2,483.0	3,042.0	3,318.2	3,570.1	3,885.7	14.7%
Average price of residential properties (RMB per sq.m.) . . . . .	1,851.0	2,396.0	2,938.0	3,130.0	3,376.1	3,684.1	14.8%

Source: CEIC, Wind

### *Lanzhou City*

Lanzhou is the capital city of Gansu Province. The table below sets out selected economic statistics for Lanzhou for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	84.6	92.6	110.0	136.0	156.4	177.6	16.0%
Real GDP growth rate (%) . . . . .	11.5	10.8	12.8	14.9	13.4	13.4	
Per capita GDP (RMB) . . . . .	25,628.0	27,904.0	34,009.0	37,570.0	43,175.0	N/A	N/A

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*Source: CEIC*

### **Hubei Province**

Hubei Province is located in the central region of China. It has an area of approximately 185,900 sq. km. In 2012, Hubei Province had a population of approximately 57.8 million. The table below sets out selected economic statistics of Hubei Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions) . . . . .	1,172.9	1,324.0	1,618.2	2,016.7	2,265.9	2,466.8	16.0%
Real GDP growth rate (%) . . . . .	13.4	13.5	14.8	13.8	11.3	10.1	
Per capita GDP (RMB) . . . . .	19,858.0	22,677.0	27,906.0	34,197.3	38,572.0	42,612.7	16.5%
Per capita disposable income of urban households . . . . .	13,152.9	14,367.5	16,058.4	18,373.9	20,839.6	22,906.4	11.7%

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*Source: CEIC, Wind*



According to CEIC, properties with a total GFA of 30.4 sq.m. were completed in Hubei Province in 2013, representing a CAGR of 8.1% since 2008. In 2013, the total sales revenue amounted to approximately RMB279.0 billion. The average price per sq.m. of commodity properties in Hubei Province in 2013 was approximately RMB5,266.2, representing a CAGR of 11.9% since 2008. The table below sets out selected data on the property market in Hubei Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	20.6	23.1	25.4	32.2	32.7	30.4	8.1%
GFA of residential properties completed (sq.m. in millions) . . . . .	18.0	20.1	21.3	27.3	28.0	25.5	7.2%
Total GFA sold (sq.m. in millions) . . . . .	19.4	27.2	35.1	41.9	40.4	53.0	22.2%
% of total GFA sold in the PRC . . . . .	2.9%	2.9%	3.3%	3.8%	3.6%	4.1%	
GFA of residential properties sold (sq.m. in millions) . . . . .	18.2	25.8	32.4	37.9	36.2	47.7	21.2%
Total sales revenue (RMB in billions). . . . .	58.3	96.0	131.3	187.9	203.6	279.0	36.8%
Sales revenue from residential properties (RMB in billions). . . . .	52.8	87.9	113.5	156.9	169.0	231.0	34.3%
Average price of commodity properties (RMB per sq.m.) . . . . .	3,001.0	3,532.0	3,743.0	4,486.4	5,042.8	5,266.2	11.9%
Average price of residential properties (RMB per sq.m.) . . . . .	2,898.0	3,413.0	3,506.0	4,142.1	4,668.0	4,847.2	10.8%

Source: CEIC, Wind

### **Wuhan City**

Wuhan is the capital of Hubei Province, located at the confluence of the Changjiang and Hanjiang Rivers. In 2012, Wuhan had a population of approximately 10.1 million. Wuhan's GDP reached approximately RMB800.4 billion in 2012. The table below sets out selected economic statistics of Wuhan for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	396.0	462.1	556.6	676.2	800.4	905.1	18.0%
Real GDP growth rate (%) . . . . .	15.1	13.7	14.7	12.5	11.4	N/A	
Per capita GDP (RMB) . . . . .	44,290.0	51,144.0	58,961.0	68,315.0	79,482.0	88,999.7	15.0%

Source: CEIC

## Fujian Province

Fujian Province is located on the southeast coast of China. The table below sets out selected economic statistics for Fujian Province for the years indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP (RMBbn) . . .	1,082.3	1,195.0	1,435.7	1,741.0	1,970.2	2,176.0	11.1%
Real GDP growth rate (%) .	13.0%	12.3%	13.9%	12.3%	11.4%	11.0%	
Per capita GDP (RMB) . . .	30,123.0	33,051.0	39,432.0	46,972.0	52,763.0	57,856.0	9.2%
Per capita disposable income of urban households . . . .	17,961.5	19,577.0	21,781.0	24,907.0	28,055.0	30,816.0	10.9%

Source: CEIC, Wind

Real estate investments in Fujian Province reached approximately RMB370.3 billion in 2013, representing an increase of approximately 31.1% over 2012. The GFA of completed residential properties in Fujian Province was approximately 23.4 million sqm in 2013, representing an increase of 50.0% over 2012. Total residential GFA sold in Fujian Province in 2013 was approximately 39.6 million sqm, representing an increase of 44.5% from 2012. The average price of residential GFA sold in Fujian Province in 2013 was RMB8,618.1 per sqm, representing an increase of approximately 3.0% over 2012. The table below sets out selected statistics relating to the property market in Fujian Province for the years indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed (sqm in millions) . . . . .	34.9	46.0	47.0	83.9	84.7	105.0	7.6%
GFA of residential properties completed (sqm in millions) . . . . .	14.2	17.0	17.2	20.1	15.6	23.4	6.4%
Total GFA sold (sqm in millions) . . . . .	16.3	27.2	25.8	27.1	32.6	46.8	15.2%
% of total GFA sold in the PRC . . . . .	2.5%	2.9%	2.5%	2.5%	2.9%	3.6%	
GFA of residential properties sold (sqm in millions) . . . . .	12.5	24.2	21.4	22.1	27.4	39.6	15.2%
Total sales revenue (RMBbn) . . . . .	71.3	147.8	161.1	210.2	281.8	423.2	25.4%
Sales revenue from residential properties (RMBbn) . . . . .	56.2	129.9	130.0	165.0	229.4	341.1	24.5%
Average price of commodity properties (RMB per sqm)	4,384.0	5,427.0	6,256.0	7,764.3	8,646.1	9,050.3	8.8%
Average price of residential properties (RMB per sqm)	4,498.1	5,366.3	6,077.5	7,452.0	8,366.0	8,618.1	8.1%

Source: CEIC, Wind

### *Fuzhou City*

Fuzhou is the capital city and one of the largest cities in Fujian Province. The table below sets out selected economic statistics for Fuzhou for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	228.4	252.4	312.3	373.6	421.1	467.9	13.2%
Real GDP growth rate (%) . . . . .	10.1%	12.4%	12.3%	12.7%	11.8%	12.1%	
Per capita GDP (RMB) . . . . .	19,009.0	20,289.0	22,723.0	26,050.0	29,399.0	32,265.0	9.3%

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*Source: CEIC*

### **Beijing Municipality**

Beijing Municipality is the capital of China. Beijing is one of the four municipalities under the direct administration of the PRC central government and is China's political, cultural and educational center. The table below sets out selected economic statistics for Beijing for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMBbn) . . . . .	1,048.8	1,186.6	1,377.8	1,600.0	1,780.1	1,950.1	11.1%
Real GDP growth rate (%) . . . . .	9.1%	10.2%	10.3%	8.1%	7.7%	7.7%	
Per capita GDP (RMB) . . . . .	63,029.0	68,788.0	70,251.0	80,394.0	87,091.0	93,213.0	9.2%
Per capita disposable income of urban households . . . . .	24,725.0	26,738.0	29,037.0	32,903.0	36,469.0	40,321.0	10.9%

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*Source: CEIC, Wind*

Real estate investments in Beijing reached approximately RMB348.3 billion in 2013, representing an increase of approximately 10.5% over 2012. The GFA of completed residential properties in Beijing was approximately 17.0 million sqm in 2013, representing an increase of 11.8% over 2012. Total residential GFA sold in Beijing in 2013 was approximately 13.6 million sqm, representing a decrease of 8.1% from 2012. The average price of residential GFA sold in Beijing in 2013 was RMB17,904.4 per sqm, representing an increase of approximately 7.9% over 2012. The table below sets out selected statistics relating to the property market in Beijing for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sqm in millions) . . . . .	33.7	33.1	29.4	34.4	31.8	36.4	7.6%
GFA of residential properties completed (sqm in millions) . . . . .	14.0	16.1	15.0	13.2	15.2	17.0	6.4%
Total GFA sold (sqm in millions) . . . . .	13.4	23.6	16.4	14.4	19.4	19.0	15.2%
% of total GFA sold in the PRC . . . . .	2.0%	2.5%	1.6%	1.3%	1.7%	1.5%	
GFA of residential properties sold (sqm in millions) . . . . .	10.3	18.8	12.0	10.4	14.8	10.3	15.2%
Total sales revenue (RMBbn) . . . . .	165.8	326.0	291.5	242.5	330.9	353.1	25.4%
Sales revenue from residential properties (RMBbn) . . . . .	120.1	248.7	206.1	160.6	245.6	243.5	24.5%
Average price of commodity properties (RMB per sqm)	12,418.0	13,799.0	17,781.7	16,852.0	17,021.6	18,552.9	8.8%
Average price of residential properties (RMB per sqm)	11,648.0	13,228.7	17,175.0	15,442.3	16,594.6	17,904.4	8.1%

Source: CEIC, Wind

### Chongqing Municipality

Chongqing is one of the four municipalities under the direct administration of the PRC central government and an important economic hub in southwestern China. The table below sets out selected economic statistics for Chongqing for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions) . . . . .	579.4	653.0	792.6	1001.1	1141.0	1265.7	16.9%
Real GDP growth rate (%) . . . . .	14.5	14.9	17.1	16.4	13.6	12.3	
Per capita GDP (RMB) . . . . .	20,490.0	22,920.0	27,596.0	34,500.0	38,914.0	42,795.0	15.9%
Per capita disposable income of urban households . . . . .	14,367.6	15,748.7	17,532.4	20,249.7	22,968.1	25,216.1	11.9%

Source: CEIC, Wind

According to the CEIC, the average price per sq.m. of commodity properties in Chongqing Municipality in 2013 was approximately RMB5,568.7, representing a CAGR of 14.9% since 2008. The table below sets out selected data on the property market in Chongqing Municipality for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	64.9	74.7	82.9	89.9	116.0	121.8	13.4%
Total GFA sold (sq.m. in millions) . . . . .	28.7	40.0	43.1	45.3	45.2	48.2	10.9%
% of total GFA sold in the PRC . . . . .	4.4%	4.2%	4.1%	4.1%	4.1%	3.7%	
GFA of residential properties sold (sq.m. in millions) . . . . .	26.7	37.7	39.9	40.6	41.1	43.6	10.3%
Total sales revenue (RMB in billions). . . . .	80.0	137.8	184.7	214.6	229.7	268.3	27.4%
Sales revenue from residential properties (RMB in billions). . . . .	70.5	123.2	161.1	182.5	197.2	228.4	26.5%
Average price of commodity properties (RMB per sq.m.) . . . . .	2,785.0	3,442.0	4,280.9	4,733.8	5,079.9	5,568.7	14.9%
Average price of residential properties (RMB per sq.m.) . . . . .	2,640.0	3,266.0	4,040.4	4,492.3	4,804.8	5,238.5	14.7%

Source: CEIC, Wind

### Shanxi Province

Shanxi Province is in central northern China. The table below sets out selected economic statistics for Shanxi Province for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP (RMB in billions). . . . .	731.5	735.8	920.1	1,123.8	1,211.3	1,260.2	11.5%
Real GDP growth rate (%) . . . . .	8.5	5.4	13.9	13.0	10.1	8.9	
Per capita GDP (RMB) . . . . .	21,506.0	21,522.0	26,283.0	31,357.0	33,628.0	34,813.0	10.1%
Per capita disposable income of urban households . . . . .	13,119.1	13,996.6	15,647.7	18,123.9	20,411.7	22,455.6	11.3%

Source: CEIC, Wind

According to the CEIC, the average price per sq.m. of commodity properties in Shanxi Province in 2013 was approximately 4,433.0, representing a CAGR of 13.5% since 2008. The table below sets out selected data on the property market in Shanxi Province for the periods indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Total GFA completed (sq.m. in millions) . . . . .	23.2	22.9	25.9	25.4	31.6	35.0	8.6%
Total GFA sold (sq.m. in millions) . . . . .	9.9	10.3	11.8	12.8	15.0	16.4	10.6%
% of total GFA sold in the PRC . . . . .	1.5%	1.1%	1.1%	1.2%	1.3%	1.3%	
GFA of residential properties sold (sq.m. in millions) . . . . .	8.9	9.6	10.7	11.7	13.9	14.8	10.7%
Total sales revenue (RMB in billions). . . . .	23.4	28.0	41.2	44.1	58.0	72.8	25.5%
Sales revenue from residential properties (RMB in billions). . . . .	20.1	24.6	35.7	37.8	51.3	62.5	25.5%
Average price of commodity properties (RMB per sq.m.) . . . . .	2,355.0	2,707.0	3,487.0	3,432.7	3,871.4	4,433.0	13.5%
Average price of residential properties (RMB per sq.m.) . . . . .	2,253.0	2,552.0	3,338.0	3,231.4	3,690.9	4,211.5	13.3%

Source: CEIC, Wind

### **Taiyuan City**

Taiyuan is the capital city of Shanxi Province in northern China. The table below sets out selected economic statistics for Taiyuan for the years indicated.

	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>CAGR</u>
Nominal GDP . . . . .	146.8	154.5	177.8	208.0	231.1	241.3	10.4%
Real GDP growth rate (%) . . . . .	8.1	2.6	11.0	9.9	10.5	8.1	
Per capita GDP (RMB) . . . . .	42,378.0	44,319.0	50,225.0	49,292.0	54,440.0	56,547.0	5.9%

Source: CEIC

## Guizhou Province

Guizhou Province is located in the southwestern region of China. It has an area of approximately 68,018 sq.km. In 2012, Guizhou had a population of approximately 34.8 million. The table below sets out selected economic statistics of Guizhou Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Nominal GDP							
(RMB in billions) . . . . .	356.2	391.3	460.2	570.2	685.2	800.7	17.6%
Real GDP growth rate (%) . . . . .	11.3	11.4	12.8	15.0	13.6	12.5	
Per capita GDP (RMB) . . . . .	9,855.0	10,971.0	13,119.0	16,413.0	19,710.0	22,921.7	18.4%
Per capita disposable income of urban households . . . . .	11,758.8	12,862.5	14,142.7	16,495.0	18,700.5	20,667.1	11.9%

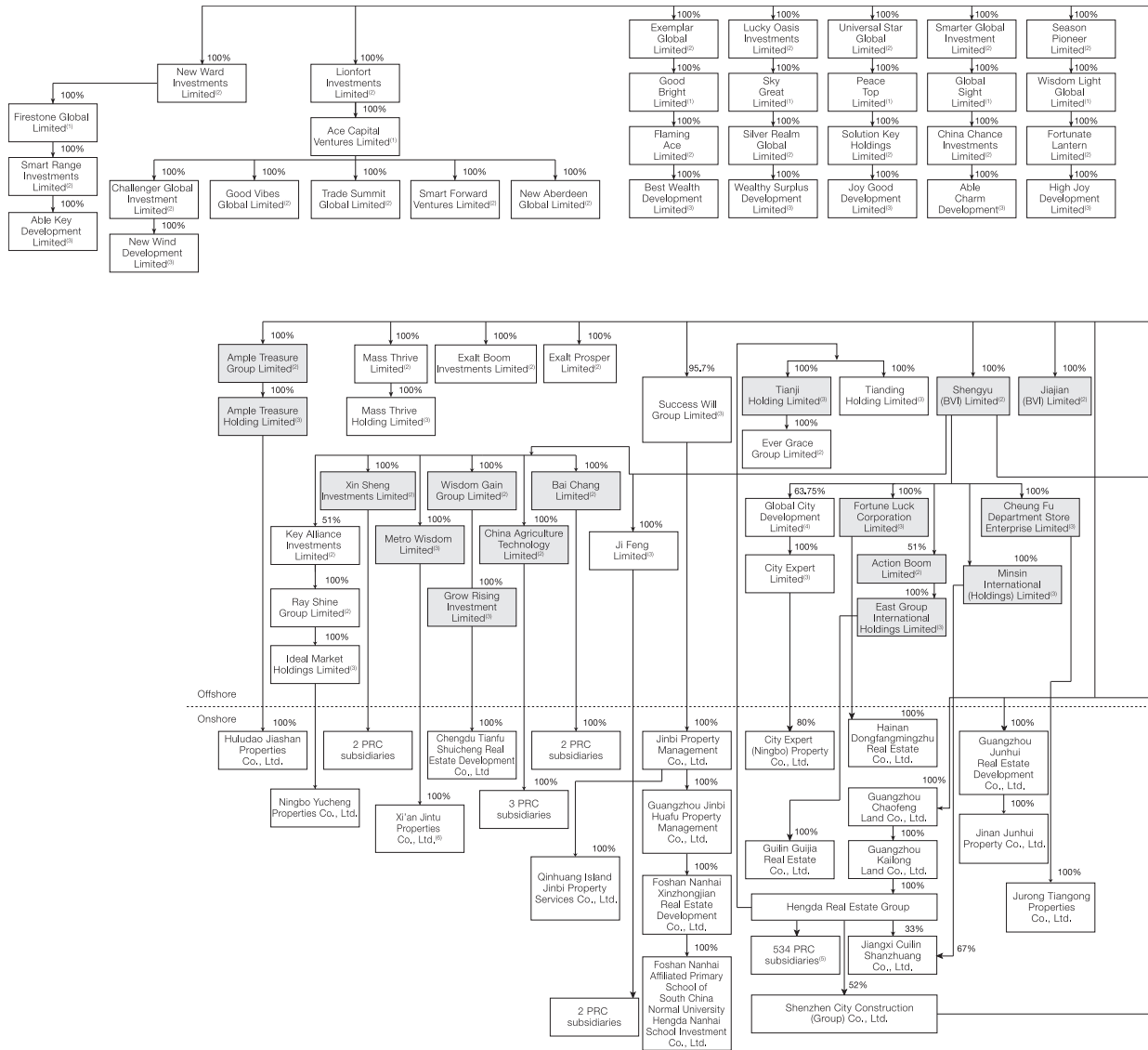
Source: CEIC

According to the CEIC, the average price per sq.m. of commodity properties in Guizhou Province in 2013 was approximately RMB4,295.3, representing a CAGR of 12.9% since 2008. The table below sets out selected data on the property market in Guizhou Province for the periods indicated.

	2008	2009	2010	2011	2012	2013	CAGR
Total GFA completed							
(sq.m. in millions) . . . . .	7.2	12.2	10.5	14.6	14.2	17.6	19.6%
GFA of residential properties completed							
(sq.m. in millions) . . . . .	5.9	10.4	8.3	11.0	11.2	13.5	18.1%
Total GFA sold							
(sq.m. in millions) . . . . .	9.1	16.5	17.3	18.8	21.9	29.7	26.8%
% of total GFA sold in the PRC . . . . .	1.4%	1.7%	1.7%	1.7%	2.0%	2.3%	
GFA of residential properties sold							
(sq.m. in millions) . . . . .	8.5	15.4	16.0	17.0	20.0	26.5	25.6%
Total sales revenue							
(RMB in billions) . . . . .	21.2	47.5	58.1	73.2	90.0	127.7	43.1%
Sales revenue from residential properties							
(RMB in billions) . . . . .	18.0	40.7	50.2	59.3	74.0	98.9	40.6%
Average price of commodity properties							
(RMB per sq.m.) . . . . .	2,339.0	2,874.0	3,357.1	3,888.8	4,115.7	4,295.3	12.9%
Average price of residential properties							
(RMB per sq.m.) . . . . .	2,122.0	2,642.0	3,142.4	3,489.7	3,695.4	3,735.5	12.0%

## CORPORATE STRUCTURE

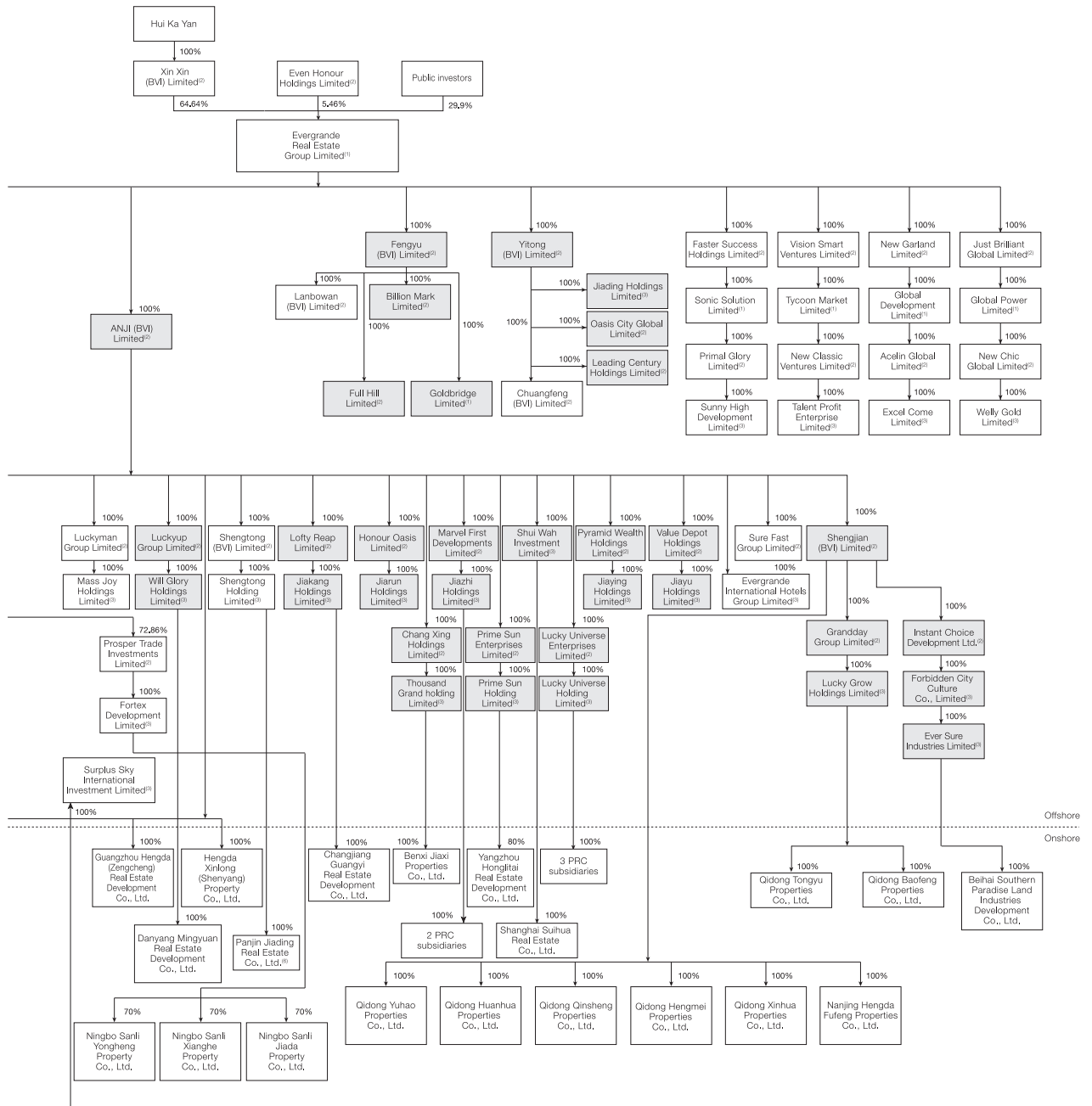
The following chart shows our simplified corporate structure as of the date of this offering memorandum. The companies marked with shading are all Subsidiary Guarantors under the Indenture.



**Notes:**

- (1) Incorporated in the Cayman Islands.
- (2) Incorporated in BVI.
- (3) Incorporated in Hong Kong.
- (4) Incorporated in Seychelles.
- (5) Including Foshan Nanhai Juncheng Property Development Co., Ltd. and Wuhan Donghu Hengda Real Estate Development Co., Ltd.
- (6) The two companies have not fully paid all registered capital.





## BUSINESS

### Business Overview

We are one of the largest developers of quality residential property projects and one of the leaders in adopting a standardized operational model to manage our various projects in different cities across China. Founded in Guangzhou, Guangdong Province in 1996, we have become a leading national property developer through our economies of scale and widely recognized brand name, under the leadership of our management team. Over the years, our focus on a centralized management system, a standardized operational model and quality products have allowed us to quickly replicate our success across China. We focus primarily on provincial capitals and other selected cities that we believe have high-growth potential. We continue to improve our geographical mix by focusing on replenishment of quality land reserves and taking a balanced approach to the distribution of land reserves among first-, second- and third-tier cities. Our land reserves cover most of the provincial capitals and municipalities in China. Through our standardized operational model, we have been able to simultaneously manage projects in various development and sale stages in 148 cities across China as of June 30, 2014.

Our residential property development integrates planning, design, construction and property management and follows our standardized process management to ensure development speed and product quality. We have been awarded the highest recognition in China in real estate development, architectural planning and design, construction, construction supervision and property management, and have been ranked among the “Top 10 Property Developers of China” for 10 consecutive years since 2004 by China Real Estate Top 10 Research Group, an organization constituted by Enterprise Research Institute of the Development Research Center of the State Council, Tsinghua University Real Estate Research Center and China Index Academy. We have also been ranked as No. 2 of the “Top 500 Real Estate Companies of China” for four consecutive years since 2011, No. 1 of the “Top 10 Real Estate Companies of China by Comprehensive Development in 2014” and No. 1 of the “Top 10 Real Estate Companies of China by City Coverage in 2014.”

We had the largest land reserves among all PRC property developers listed in China and Hong Kong as of June 30, 2014, based on the land reserve data disclosed by each such company in its applicable stock exchange filing. We had a total planned GFA of approximately 150.0 million square meters of high-quality and relatively low-cost land as of June 30, 2014 with an average cost of approximately RMB986 per square meter, as calculated by dividing our aggregate land purchase price by our aggregate planned GFA. As of June 30, 2014, we have an aggregate of approximately RMB39.0 billion outstanding land premiums of which RMB12.1 billion is expected to be paid in the second half of 2014, RMB12.7 billion is expected to be paid in 2014 and RMB14.2 billion is expected to be paid in 2016 or beyond. As of June 30, 2014, we had a total of 303 property projects, substantially all of which were projects located in second- and third-tier cities. As of June 30, 2014, we had completed development of a total GFA of approximately 72.0 million square meters since our inception, and we had properties under development with a total GFA of approximately 95.0 million square meters, and properties held for future development with a total GFA of approximately 54.9 million square meters.

As of June 30, 2014, 250 of our property projects under development had construction permits with a total GFA of approximately 38.7 million square meters, and 252 of our projects had obtained pre-sale permits with a total GFA of approximately 17.4 million square meters, of which approximately 10.6 million square meters remained unsold.

Over the years, we have developed and introduced various distinctive product series to the market, including:

- *Mid- to mid-high-end series* represented by products within our Evergrande Oasis (恒大綠洲) series, Evergrande Metropolis (恒大名都) series, Evergrande City (恒大城) series, Evergrande Atrium (恒大雅苑) series, Evergrande Royal Scenic Bay (恒大御景灣), Evergrande Emerald Court (恒大翡翠華庭) series, Evergrande Bay (恒大江灣) series, Evergrande Plaza (恒大廣場) series and Evergrande Bund (恒大外灘) series which we target to account for approximately 70% of our current projects, and are marketed towards middle to upper-middle income residents, who currently constitute the largest segment of residential real estate purchasers. Evergrande Metropolis and Evergrande City are urban residential complexes in major cities, while Evergrande Oasis and Evergrande Atrium are located in areas with the requisite natural landscape. These series are equipped with well-developed facilities and amenities within the complexes.
- *High-end series* represented by products within our Evergrande Palace (恒大華府) series, Evergrande Royal Scenic Peninsula (恒大御景半島) series, Evergrande Emperor Scenic (恒大帝景) series and Evergrande Royal Scenic (恒大御景) series, which we target to account for approximately 10% of our current projects, and are positioned as high-end and premium residential properties in urban centers. These series target high-income residents in such regions.
- *Tourism-related series* represented by products within our Evergrande Splendor (恒大金碧天下) series, Evergrande Scenic Garden (恒大山水城) series and Evergrande Venice on the Sea (恒大海上威尼斯) series, which we target to account for approximately 20% of our current projects. Products within our Evergrande Splendor and Evergrande Scenic Garden series are positioned as large-scale resort projects that offer a mix of residential, commercial and tourism-related properties.

We design and develop all of our product series under our standardized operational model and market them under the brand name of “Evergrande” on a nationwide basis.

We strive to provide high-quality residential products to the market by focusing on every step of the development process, from site selection, planning, landscaping and construction to fitting-out and property management. We aim to deliver “best-in-class” end-products to our customers. Over the years, our products have gained wide brand recognition among consumers, as reflected by our strong contracted sales and sales records. For the years ended December 31, 2011, 2012, 2013 and 2014, our total contracted sales, which have not been audited or reviewed by our auditors, amounted to approximately RMB80.4 billion, RMB92.3 billion, RMB100.4 billion and RMB131.5 billion, respectively, with a total contracted sales GFA of approximately 12.2 million square meters, 15.5 million square meters, 14.9 million square meters and 18.2 million square meters, respectively. The average selling price for our contracted sales in 2014 was RMB7,227 per square meter, as calculated based on our internal records.

Leveraging our strengths in the property industry, we have taken significant initiatives or made significant plans to expand into mineral water, grain and oil, dairy and plastic surgery industries with a view to establishing alternative revenue sources and diversifying our business portfolio. In May 2013, we entered into an agreement to jointly establish a plastic surgery hospital in Tianjin, China with Wonjin Plastic Surgery, a South Korea-based plastic surgery operator. We expanded into the mineral water and grain and oil industries in November 2013 and during 2014, respectively, when we launched our mineral water sale and grain and oil operations through several acquisitions. In October 2014, we added dairy processing to our businesses after acquiring a majority interest in a milk formula and powder producer in New Zealand. In November 2014, we entered into a share purchase agreement to acquire the shares in New Media Group Holdings Limited, a media and publishing company.

## **Newly Acquired Land Since June 30, 2014**

Set forth below are our major land acquisitions since June 30, 2014.

### **(1) *Shenzhen Huaqiangbei Project***

We acquired this project in Shenzhen in July 2014 for a total land premium of RMB2,247.6 million. The project occupies a total site area of 10,423 square meters with an aggregate total GFA of 86,530 square meters.

### **(2) *Evergrande Oasis Dongguan Project***

We acquired this project in Dongguan in August 2014 for a total land premium of RMB510.0 million. The project occupies a total site area of 69,955 square meters with an aggregate total GFA of 207,068 square meters.

### **(3) *Yingtan Xinjiangxinqu Project***

We acquired this project in Yingtan in December 2014 for a total land premium of RMB105.2 million. The project occupies a total site area of 96,706 square meters with an aggregate total GFA of 174,071 square meters.

### **(4) *Chengdu Chuanmianchang Project***

We acquired this project in Chengdu in January 2015 for a total land premium of RMB2,043.0 million. The project occupies a total site area of 64,208 square meters with an aggregate total GFA of 368,080 square meters.

### **(5) *Zhengzhou Gaoxinqu Yuejijie Project***

We acquired this project in Zhengzhou in January 2015 for a total land premium of RMB961.0 million. The project occupies a total site area of 88,000 square meters with an aggregate total GFA of 308,012 square meters.

### **(6) *Evergrande Metropolis Yangjiang***

We acquired this project in Yangjiang in January 2015 for a total land premium of RMB264.0 million. The project occupies a total site area of 138,669 square meters with an aggregate total GFA of 346,672 square meters.

## **Our Competitive Strengths**

We believe that we possess the following principal competitive strengths that have allowed us to compete effectively with our peers in the property markets in China:

### ***We are a leader of the standardized operational model for large-scale quality property developments***

We believe that our industry-leading standardized operational model for quality real estate development is the core strength that has enabled us to effectively execute our rapid and successful nationwide expansion in recent years. We formulate our standardized operational model at our headquarters, which are then implemented through our regional offices under close supervision and monitoring by our senior management. Our standardized model covers various phases in our development process including planning and design of all of our projects nationwide, nationwide centralized bidding and procurement processes, project developments, construction and quality control

and sales and marketing as well as property management. Our standardized operational model has allowed us to maintain our high-quality standards on a nationwide basis, to effectively control our costs, to reduce our execution risks and to achieve remarkable growth in recent years.

To support our business plan, we have established a standardized operational procedure across all regional offices, under which the staffing level and compensation schemes are determined by our senior management at the headquarters to ensure the consistency of organizational structure and staff qualification across all regional offices. We have implemented a uniform financial management and reporting system, under which the finance department of each regional office is directly managed by our headquarters. This system allows us to standardize, consolidate and centralize our capital management nationwide. Our centralized internal risk management also covers our archives management and accounts approval process in all our regional offices. We have also established a nationwide contract processing and approval system, which plays an important role in our cost control, facilitates our centralized monitoring of contract execution and in turn strengthens our internal control.

- *Standardized Project Selection*

With respect to the selection of new project sites, we follow a set of strict standards, including:

- **Selection of cities:** provincial capitals, municipalities and other selected cities with sound economic growth, strong buying power, small land supply and great transaction volume;
- **Selection of location:** urban areas with a good environment, including near parks, rivers, good scenery and landscape, convenient transportation, well-planned municipal facilities and growth potential;
- **Selection of project scale:** generally not less than 20,000 square meters in GFA for projects in first-tier and second-tier cities and not less than 300,000 square meters in GFA for projects in third-tier cities;
- **Profitability:** favorable terms in land premium payment and optimal investment return; and
- **Sales:** target of launching pre-sales within six to eight months from the date of the land acquisition, thereby improving our speed of asset turnover and shortening our cash conversion cycle.

We believe that our standardized project selection process has ensured that each of our new projects is in line with our overall development strategy while minimizing operational risk.

- *Standardized Planning and Design*

We have developed three major project series based on our product positioning, and created more than 150 types of standard residential unit layouts, which are then customized for different regional markets and product series. Our standardized designs for each project contain detailed specifications to be followed through each step of the development process, including material and quality standards for building construction, landscaping, ancillary facilities and interior decoration, to ensure consistency and quality of our products throughout the country. In order to maximize our ecological planning effect of low density and high green ratio, we have developed standard design rules for buildings, structures, facades and landscape. With respect to ancillary facilities, we have also established a standardized functional configuration. Our projects are generally equipped with luxurious clubhouses, sports centers, commercial centers, nursery schools and other amenities. In addition, we have also standardized our decoration and finishing based on different regional

markets and different types of residential units. These standardized planning and design measures ensure the accurate positioning of our projects, streamlining our planning, the implementation of our brand strategy and the quality of our products.

- *Standardized Use of Materials*

We have also standardized our use of materials, building on our standardized planning and design. We have standardized our procurement of materials in massive quantities in connection with our construction, landscaping, ancillary facilities and decoration. This procurement system has effectively accelerated the progress of our project construction and ensured our product quality. Standardized use of materials has also enabled us to centralize our procurement to reduce construction cost.

- *Standardized and Centralized Tender Process*

We believe that our effective centralized tender process enables us to achieve economies of scale and significant purchasing power. All large-scale projects handled by our regional offices must undergo a centralized bidding process that is supervised by our headquarters. All participants in the bidding must be among the top-rated product, equipment or service providers in their respective fields. Our headquarters are responsible for selecting the ultimate qualified bidder according to our standardized selection and evaluation process. We believe that such standardized tender process has afforded us with significant economies of scale and allowed us to maintain our competitive cost structure while securing quality products, equipment and services at reasonable prices.

- *Standardized Construction Management*

We utilize standardized development models nationwide and closely manage all aspects of the development process based on strict development schedules and specific quality standards. We stipulate construction milestones and strict quality control measures to ensure our construction contractors adhere to both the pre-set construction timeline and our quality standards. We believe standardized construction management enables us to minimize the construction time and achieve our target of launching pre-sales within six to eight months from the date of the land acquisition, thereby shortening our cash conversion cycle and maximizing our investment return.

- *Standardized Marketing*

Our sales and marketing efforts follow standardized procedures in developing, approving and implementing sales and marketing campaigns for all our projects. We formulate our marketing, promotion, pricing and advertising strategies for each of our projects in a highly coordinated and consistent manner to maintain brand equity, but allowing flexibility to adapt to local market dynamics.

We launch our projects for pre-sale only after we have substantially completed the relevant landscaping, ancillary facilities and mock-up units in order to demonstrate our superior product quality which in turn strengthens consumer confidence. We believe our actual on-site launch standard enhances the marketing impact, saleability and pricing of our products.

***We have strategically acquired large, relatively low-cost land reserves, with 150.0 million square meters in 147 cities across China as of June 30, 2014, focusing on provincial capitals and other selected cities that we believe have high-growth potential***

Our national land acquisition strategy aims to achieve greater regional diversification and higher growth by focusing on provincial capitals and other selected cities across China that we believe have high-growth potential.

- *Large-scale, Quality and Relatively Low-cost Land Reserves with Significant Appreciation Potential*

We had the largest land reserves among all PRC property developers listed in China and Hong Kong as of June 30, 2014, based on the land reserve data disclosed by each such company in its applicable stock exchange filing. As of December 31, 2011, 2012 and 2013 and June 30, 2014, we had a total planned GFA of approximately 136.8 million square meters, 140.2 million square meters, 150.8 million square meters and 150.0 million square meters, respectively, of quality and relatively low-cost land. Average cost of our land reserves as of June 30, 2014 was approximately RMB986 per square meter, as calculated by dividing our aggregate land purchase price by our aggregate planned GFA. In the first half of 2014, we acquired land reserves from the acquisition of 13 new projects, which were more inclined towards first- and second-tier cities. In the first half of 2014, the percentages of numbers of projects in all newly acquired projects for first-, second- and third-tier cities were 15.4%, 61.5% and 23.1%, respectively, as compared to 2.9%, 35.3% and 61.8% in the first half of 2013. These newly acquired projects and our expansion of existing projects amounted to a total GFA of 4.7 million square meters in the first half of 2014. We believe the size of our current land reserves can satisfy our development needs for the next five to eight years and our strategic site locations will provide significant appreciation and profitability potential.

- *Well Diversified and Balanced Land Reserves with Extensive Presence in Large Provincial Capitals and Other Selected Cities that We Believe Have High-growth Potential*

Our land reserves are well diversified in terms of both geographic location and project type to achieve maximum profit potential. Currently, we have developments in all the first-tier cities, including Beijing, Shanghai, Guangzhou and Shenzhen, and cover most of the provincial capitals and all municipalities in China. We have also expanded our operations into other selected third-tier cities that we believe have high-growth potential on a national basis since the second half of 2010.

- *Premier Project Location with Future Appreciation*

Our urban projects are generally located in downtown or prime locations with a natural landscape and well-developed infrastructure and transportation systems, poised for future capital appreciation. Our tourism-related development projects are generally 30–40 kilometers away from the center of major cities, adjacent to highway exits and surrounded by natural landscape. These projects are also characterized by low land cost and can be developed over multiple phases, which helps provide economies of scale.

***We have leveraged our industry-leading brand name and strategic partnerships with renowned suppliers to develop quality products that are well-recognized by the market***

- *We Have Been Recognized as One of the Top 10 Property Developers in China for 10 Consecutive Years*

We consistently market all of our new projects under the “Evergrande” brand to instill brand awareness nationwide and for customers to identify our brand name with high-quality residential projects. Since 2004, we have been ranked as one of the “Top 10 Property Developers in China” for 10 consecutive years by the “Top 10 Property Developers Research Group of China” jointly constituted by the Institute of Enterprise Research of the Development and Research Center of the State Council, the Real Estate Research Institute of Tsinghua University and the China Index Academy.

- *Partnership with Prominent Suppliers to Develop Quality Products*

We maintain strict quality control measures throughout our development chain and partner with renowned international and national service and product providers to deliver top-quality products. We initiate our project planning process immediately after we acquire a land site and initially focus primarily on the structural and landscape designs of the site to ensure that they are of the best fit to the overall project. Since 2004, we have been consolidating our selection of vendors and suppliers to ensure that we work with first-rate vendors in the fields of construction landscaping and interior decoration and source raw materials from top suppliers. By working with a small number of high-quality partners, we are able to receive superior services throughout the development process. In our current development projects, we primarily engage reputable construction companies in China, including China State Construction Engineering Corporation and Zhong-Tie Construction Group Corporation Limited, for a majority of our project construction work; reputable fitting-out companies in China, including Suzhou Gold Mantis Construction & Decoration Co., Ltd, Shenzhen Grandland Decoration & Construction Co., Ltd. and Shenzhen Decoration & Construction Industrial Co., Ltd., for our fitting-out and interior decoration work; and landscaping industry leaders including GVL International Landscaping Design Co., Ltd. for most of our landscaping work.

***We offer a comprehensive product mix that caters to different market segment demands***

We believe that a comprehensive product mix, an in-depth knowledge of target markets and accurate product positioning are the keys to our rapid growth in China. We have a wide range of products that cater to different market segments. We generally target a product mix of 10% high-end products, 70% mid- to mid-high-end products and 20% tourism-related developments in terms of the number of projects. We believe this proportion allows us to meet the demands from a broad range of target clientele across different geographic regions. Our diversified product range consists of residential properties that cater to the needs of first-time homebuyers and wealthy property owners as well as non-residential properties, including hotels, resorts and commercial properties.

We place strong emphasis on market research which allows us to understand the underlying market trends and enables us to adjust our product design accordingly. We have developed various standardized product series with appropriate modifications to suit the needs of various markets and customer segments. We believe that our strong brand recognition as well as our strong adaptability in different regional markets will enable us to achieve sustainable growth and high quality coordinated development.

***We are able to effectively control our costs at every stage of the project development***

- *Land Acquisition*

As an early mover, we are able to access cities and regions with relatively low-cost land and high-growth potential, develop quality and cost-efficient projects and achieve cost saving at an early stage of the process.

- *Design, Tender and Procurement*

We implement a standardized operational model for design and material procurement. We are able to limit construction costs through a centralized tender process and reduce material and equipment costs through economies of scale and centralized procurement.

- *Management*

We adopt well-planned and efficient management systems and measures over the entire process of project development to reduce management and operating expenses.



***We possess a highly experienced and stable management team with proven execution capabilities to adapt and respond to market changes***

- *Highly Experienced Management Team in China*

We have a highly experienced management team composed of well-regarded experts with an average of approximately 20 years of relevant experience in real estate development, planning and design, and finance and other fields. The team consists of five members with doctoral degrees and 13 members with master degrees. The team is led by our chairman, Dr. Hui, who is a professor and doctoral advisor in management with Wuhan University of Science and Technology. He is also a standing committee member of the 12th Chinese People's Political Consultative Conference and the vice chairman of the China Real Estate Association. Our chief executive officer, Dr. Xia Haijun, has cumulative experience of more than 20 years in real estate development and corporate management.

Our regional management teams are trained at our headquarters and most of them have been with our Company for more than 10 years. As of June 30, 2014, approximately 90% of our management personnel had a bachelor's degree or higher. We believe our experienced and stable management team has contributed to our success and will further enhance our execution capabilities and focus both at the headquarters and regional company level.

- *Effective Management Structure*

We have created an effective management structure by implementing an internationally advanced management approach, which is complemented with practical experience accumulated over the years. We have adopted a three-tier management system comprising the board of directors, senior management at the headquarter level and senior management at the regional subsidiary level. This management structure ensures a direct reporting line between the regional offices and the headquarters, which enhances the overall internal control of our Company. We adopt a result-oriented management model that is focused on goal-setting and performance evaluation which allows the Company to achieve rapid and sustainable development.

We aim to motivate our staff effectively through our core values of quality, integrity, innovation and efficiency. Through our superior management structure and result-oriented compensation schemes, we are able to cultivate an effective corporate culture that commands strong loyalty from our team members, which in turn enhances our competitiveness, creativity and our execution capabilities.

- *Proven Execution Ability to Adapt and Respond to Changing Market Conditions*

Our management team has developed superior strategic insights and can respond quickly to changing market conditions. Since the inception of our Company, our senior management team has periodically reviewed and set, and each time successfully implemented, our strategic plans for each phase of our growth, by focusing on accumulating a talent pool for growth, building low-cost land reserves, emphasizing product quality and branding strategy and securing financing in a timely manner to support our expansion. Under the leadership of our management team, we have achieved a significant scale and a strong market position in a relatively short period of time. For example, when the PRC government began imposing significant restrictions on home purchases in 2010, our management team further optimized our standardized operational model for premier residential units to increase their marketability and attractiveness to prospective buyers, which we believe helped us to increase our property development revenues in spite of the restrictive regulatory environment.

### ***We have proven capability to develop projects and achieve asset turnover rapidly***

Through our integrated centralized management structure and our standardized operational model, we have proven capability to develop our projects rapidly nationwide and achieve quick asset turnover.

Our integrated centralized management structure helps ensure efficient execution of our standardized operational model; therefore we can typically complete the project planning and design, project construction, procurement of materials and equipment, as well as obtain relevant government approvals shortly after site acquisition.

Based on our standardized project planning and design, we are able to quickly determine and implement the positioning and design of projects. We have established long-term strategic partnerships with leading vendors and this enables rapid commencement of new projects as well as efficiency and quality of the development. We have adopted a standardized quality control and construction supervision system to monitor the progress and quality of all of our construction projects. In addition, as rapid property development has been one of our key business strategies since our inception, through our standardized operational model, especially our standardized marketing procedures, in most cases, we have been able to commence pre-sale of our recent property developments within six to eight months after site acquisition. By shortening the development cycle in many of our projects, we aim to maximize our investment return, which in turn improves our operating cash flow. As some of our most successful examples, we acquired Evergrande City Chaozhou on June 28, 2012, launched pre-sale of this project on January 20, 2013 and achieved total contracted sales, which have not been audited or reviewed by our auditors, of approximately RMB799 million by the close of the commencement day of pre-sale; we acquired Evergrande Central Plaza Hefei on August 1, 2013, launched pre-sale of this project on June 21, 2014 and achieved total contracted sales, which have not been audited or reviewed by our auditors, of approximately RMB1.88 billion by the close of the commencement day of pre-sale; and we acquired Evergrande Royal View Garden Yichang on December 13, 2013, launched pre-sale of this project on June 28, 2014 and achieved total contracted sales, which have not been audited or reviewed by our auditors, of approximately RMB454 million by the close of the commencement day of pre-sale. Our rapid development business model results in a fast turnover of our land reserves.

### **Business Strategies**

We aim to continue to maintain our leadership position in the PRC real estate industry with a focus to capitalize on development opportunities in large provincial capitals and other selected cities that we believe have high-growth potential, notwithstanding the regulatory environment. We will continue to implement our strategy of offering a diversified product range to our customers and to further optimize the standardized operational model of developing quality real estate products. We plan to implement the following strategies to achieve our goals:

#### ***Continue to replenish our land reserves in first- and second-tier cities and selected third-tier cities in prime locations***

We will continue to focus on first- and second-tier cities where we currently have operations and further penetrate the market of other selected third-tier cities that we believe have high-growth potential. We believe those areas present business opportunities due to their sound economic growth rate, rising household disposable income, accelerating urbanization level and increasing demand for quality residential properties. In accordance with our national strategic plan, we will continue to optimize the location of our residential properties by focusing on the replenishment of land reserves closer to the city center in first- and second-tier cities and prime locations in third-tier cities to maintain stable land reserves and achieve a balanced national development distribution.

***Continue to optimize and leverage our standardized operational model***

We will adhere to our standardized operational model to optimize our entire product chain for quality real estate development with an aim to apply our operational experience to all of our projects nationwide and ensure the successful development and sale of each project.

***Maintain a comprehensive product offering with a primary focus on residential properties***

We will maintain our strategy of offering a diversified product range to our customers with a view to maintaining a target proportion of 10%, 70% and 20% in terms of the number of projects distributed among our high-end, mid- to mid-high-end and tourism-related property developments, in order to attract the broadest consumer groups.

In addition, while we will continue to focus primarily on residential property developments, we aim to gradually expand and diversify our business mix to include more commercial properties to enhance our long-term financial performance and diversify risks.

***Adopt prudent and disciplined financial policies***

Since mid-2012, we have been implementing robust financial policies to reduce our gearing ratio and grow total cash and net profit margins of our major businesses, including further enhancing the collection of sales proceeds, increasing the turnover of inventory assets, selling part of our investment properties and continuing to co-develop projects with other companies.

We will also continue to optimize commencement and completion plans and payment plans and control major capital expenditures for land and construction. In addition, we will continue to sell certain investment properties in our portfolio, adopt measures to improve the price of the residential properties and strive to reduce operating expenses. With respect to the control of costs and expenses, we will continue to fully implement product upgrades and replacement and standardized reform, ensuring quality while reducing production costs. We will also adopt various new types of media to lower selling expenses and make full use of information technology to lower operating expenses.

***Focus on product quality to enhance our brand***

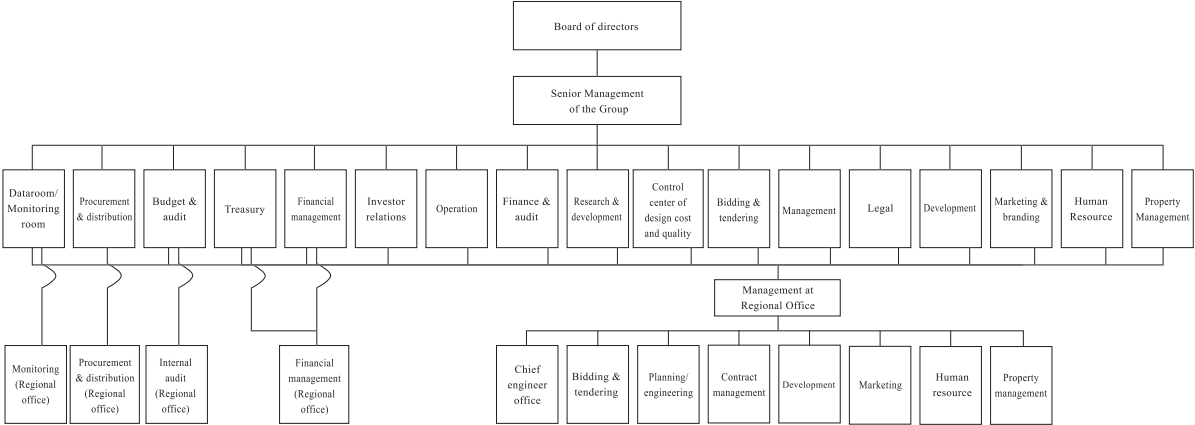
We will continue to focus on developing quality real estate products which we believe are integral to enhancing our brand value. We will continue to implement strict quality standards to maintain our competitive advantages over our peers.

***Continue our business diversification strategy***

We plan to continue to execute our business expansion plans through acquisitions or minority investments. Building upon the platforms we have established in the mineral water, grain and oil, dairy and plastic surgery industries, we intend to make further investments to capitalize on market demands and explore alternative revenue sources in such industries.

**Our Standardized Operational Model**

In our standardized operational model, we develop new projects across China based on our years of proven experience in developing quality properties. By adopting the integrated standardized operational model, our headquarters standardizes the management of all regional offices, including the operating model, project selection, project planning and design, material selection, tendering and bidding, construction management and marketing, and directly cooperates with and supervises all regional offices to ensure our internal control measures are well implemented. The chart below sets forth our organizational structure established in accordance with our integrated standardized operational model:



**Site Selection**

Site selection is typically conducted via a three-stage standard process. First, the development department of our headquarters and our regional offices are responsible for identifying a potential project, collecting information and performing primary screening. Should a potential project pass the primary screening, the development department, marketing department, research and development, or R&D, department and regional offices will be summoned together to conduct an in-depth analysis based on the collective experience of the parties involved and data extracted from our database. The summarized detailed analysis after multiple rounds of screening will then be submitted to our board of directors for review, discussion and final approval. We believe the above measures ensure that the new projects are in line with our overall development strategy and therefore minimize the development risk in the future.

**Project Planning and Design**

After acquiring the site for a new project, the R&D department, marketing department, regional office and sales agencies will each provide independent market research reports. The Board will arrange meetings with these departments to finalize product positioning and project planning, after which the R&D department will work with the relevant regional office to finalize the project planning and design plan based on the project positioning. This approach will ensure accurate market positioning, planning and design of each project.

**Centralized Tender**

We organize tenders and invite primarily first-rate construction companies in China to participate in the bidding for interior decoration, gardening and landscaping and other construction work to ensure high-quality construction work performed at competitive prices. We have centralized and standardized our tender process in order to facilitate our standard operating procedures to build quality products rapidly. Our legal department and internal audit department supervise the entire tender process and carefully evaluate and compare each submitted bid. This effectively ensures our quality and progress of construction, which in turn minimizes our construction costs.

### ***Centralized Procurement***

Subject to our centralized tender process, we sign long-term procurement agreements with reputable service and product suppliers in China and overseas. We have also established a unified national distribution system. This procurement and distribution system enables us to successfully minimize our overall purchasing costs while ensuring the best product quality.

### ***Project Construction***

We strictly adhere to a set of standardized plan management, progress evaluation and quality supervision process that covers all the key project development and management activities conducted by our regional offices. Our headquarters have a dedicated team of more than 500 professional staff who collect information about the project progress and construction quality from each regional office through an advanced information management system. This strengthens our headquarters' control over project construction progress and quality, which in turn ensures that each property meets our requirements.

### ***Sales and Marketing***

Our sales and marketing effort follows standardized procedures so that the marketing, promotion, pricing and advertising strategies for each of our projects are created in a highly coordinated and consistent manner. These strategies are implemented for each project after being reviewed and approved by our board.

### ***Human Resources Management***

Our headquarters appoints and removes our regional office management teams. Our employee recruitment criteria, staffing and compensation structure are standardized and formulated by our headquarters, ensuring that the team composition and staff quality meet our standards.

### ***Financial Management and Reporting Requirements***

We have implemented a uniform financial management and reporting system, under which the finance department of each regional office is directly managed by our headquarters. This system allows us to standardize, consolidate and centralize our capital management nationwide. Our centralized internal risk management also covers our archives management and accounts approval process in all our regional offices.

For more details on our project development and management procedures, see “— Project Development and Management Procedures.”

## **Our Property Projects**

Our property projects are generally divided into the following three categories:

- completed properties, comprising property projects we have completed since our inception, with the certificates of completion issued by the relevant government authorities;
- properties under development, comprising property projects with respect to which we have received land use rights certificates and partly received construction permits or governmental approval for early construction but have not yet received certificates of completion; and
- properties held for future development, comprising property projects with respect to which we have signed a land grant contract or a land transaction confirmation letter with the relevant PRC land administrative authorities, the project company equity transfer agreements or project cooperation agreements but have not yet obtained the land use right certificates.

Because our projects are typically relatively large in size and some of our projects comprise multi-phase developments on a rolling basis, a single project may include different phases at various stages of completion, under development or held for future development.

Each property project may be subject to multiple land use rights certificates, construction land planning permits, construction works planning permits, construction permits, pre-sale permits and other permits and certificates which are issued at different stages throughout their development. Our classification of properties is not directly comparable with the classification of properties in our consolidated financial information and our consolidated financial statements included elsewhere in this offering memorandum.

The table below sets forth our classification of properties and the corresponding classification of properties in our consolidated financial information and our consolidated financial statements included elsewhere in this offering memorandum:

<u>This offering memorandum</u>	<u>Consolidated financial information</u>
<ul style="list-style-type: none"> <li>● Completed properties, comprising properties with certificates of completion (including completed properties that have been sold)</li>   <li>● Property under development, comprising properties for which we have obtained land use rights certificates and partly received construction permits or approval letters for early construction, but not yet received certificates of completion</li>   <li>● Property held for future development, comprising properties for which we have not obtained land use rights certificates, but have entered into the land grant contracts or the project company equity transfer agreements, or cooperation agreements</li> </ul>	<ul style="list-style-type: none"> <li>● Completed properties held for sale (excluding completed properties that have been sold)</li>   <li>● Land use rights (attributable to completed properties held for sale)</li>   <li>● Investment properties</li>   <li>● Properties under development</li>   <li>● Land use rights (attributable to properties under development)</li>   <li>● Expenditures incurred for projects for which we have not yet obtained land use rights certificates were recorded as prepayments, deposits and other receivables within our current assets</li> </ul>

**Site Area Calculation.** The site area information in this offering memorandum is derived on the following basis:

- when we have received the land use rights certificates for a project, the site area information in respect of such project refers to the site area information in such land use rights certificates; and
- before we receive the land use rights certificates, the site area information in respect of such project refers to the site area information in the relevant land grant contract or the relevant government permits related to such project excluding, however, the areas earmarked for public infrastructure, such as roads and community recreation zones.

When completed properties and properties under development are subject to a single land use rights certificate, we calculate the site area attributable to such completed properties and such properties under development in proportion to their respective total GFA as a percentage of the aggregate total GFA under the land use rights certificate.

**GFA Calculation.** The GFA information in this offering memorandum is derived on the following basis:

- when the construction of a project is completed and we have received the certificate of completion, the total GFA information in respect of the project refers to the total GFA in such certificate of completion;
- if we have not yet obtained the certificate of completion, but have obtained the construction works planning permit for the project, the total GFA information in respect of the project refers to the total GFA in such construction works planning permit;
- if we have not yet obtained the construction works planning permit, but have obtained the construction land planning outline for the project, the total GFA information in respect of the project refers to the total GFA in such construction land planning outline;
- if we have not yet obtained the construction land planning outline, but have received the government-approved design plan for the project, the total GFA information in respect of the project refers to the total GFA in such government-approved design plan; and
- if we have not obtained any of the above documents for the project, the total GFA information in respect of the project refers to the total GFA based on our current development plan for the project.

Total GFA stated in certificates of completion, pre-sale certificates, construction works planning permits, construction land planning outline and government-approved design plans includes underground GFA. Underground GFA refers to basement and other underground spaces, generally used for parking and storage purposes.

The total GFA information in this offering memorandum includes both saleable and non-saleable GFA. Saleable GFA generally includes residential properties, saleable carparks, retail shops and office space (including internal floor area and shared areas in the building that are exclusively allocated to such properties). Non-saleable GFA generally includes communal facilities, such as schools, floor area for property management purposes as required by the government, project related supplemental facilities and our own properties such as hotels and non-saleable carparks.

**Saleable GFA Calculation.** The saleable GFA information in this offering memorandum is derived on the following basis:

- if we have obtained property ownership certificate for a project, the saleable GFA information refers to the saleable GFA in the property ownership certificate;
- if we have not yet obtained the property ownership certificate, but have received the pre-sale permit for the project, the saleable GFA information refers to the saleable GFA in the pre-sale permit;
- if we have not yet obtained the pre-sale permit but have received the construction works planning permit for the project, the saleable GFA information in respect of the project refers to the saleable GFA estimated in such construction works planning permit;
- if we have not yet obtained the construction works planning permit, but have received the construction land planning outline for the project, the saleable GFA information in respect of the project refers to the saleable GFA estimated in such construction land planning outline;

- if we have not yet obtained the construction land planning outline, but have received the government-approved design plan for the project, the saleable GFA information in respect of the project is estimated based on such government-approved design plan; and
- if we have not yet obtained any of the above documents for the project, the saleable GFA information in respect of the project is estimated based on our current development plan for the project.

GFA sold information refers to the GFA sold or pre-sold as specified in the relevant sale and purchase agreements on an aggregate basis. GFA sold information in this offering memorandum does not include GFA of parking spaces. Unless the pre-sale of a project has started, we have provided estimated pre-sale commencement time for such on-going project in this offering memorandum. Unless a project has already been completed, we have likewise provided estimated completion time for such on-going project in this offering memorandum.

## Project Overview

Geographical distribution of our property projects as of June 30, 2014 was as follows:

Location	Properties under development		Properties held for future development	
	Total GFA	% of total GFA	Total GFA	% of total GFA
	('000 m <sup>2</sup> )	(%)	('000 m <sup>2</sup> )	(%)
Guangdong Province	10,843	11.4%	4,909	8.9%
Beijing Municipality	1,104	1.2%	468	0.9%
Chongqing Municipality	3,150	3.3%	503	0.9%
Tianjin Municipality	1,218	1.3%	1,375	2.5%
Hubei Province	2,367	2.5%	1,747	3.2%
Sichuan Province	9,713	10.2%	5,655	10.3%
Liaoning Province	5,064	5.3%	6,948	12.7%
Shaanxi Province	853	0.9%	271	0.5%
Jiangsu Province	10,586	11.1%	1,048	1.9%
Yunnan Province	631	0.7%	625	1.1%
Inner Mongolia Autonomous Region	1,581	1.7%	602	1.1%
Shanxi Province	2,559	2.7%	1,515	2.8%
Guizhou Province	1,900	2.0%	702	1.3%
Anhui Province	4,631	4.9%	2,410	4.4%
Hunan Province	3,234	3.4%	1,003	1.8%
Guangxi Zhuang Autonomous Region	2,902	3.1%	269	0.5%
Henan Province	7,049	7.4%	101	0.2%
Jiangxi Province	2,862	3.0%	621	1.1%
Hebei Province	1,712	1.8%	14,160	25.8%
Hainan Province	2,326	2.4%	552	1.0%
Shangdong Province	7,346	7.7%	1,631	3.0%
Shanghai Municipality	470	0.5%	—	—
Jilin Province	1,763	1.9%	1,473	2.7%
Gansu Province	2,014	2.1%	4,042	7.3%
Ningxia Hui Autonomous Region	1,001	1.1%	—	—
Zhejiang Province	2,151	2.3%	580	1.1%
Fujian Province	142	0.1%	110	0.2%
Heilongjiang Province	1,984	2.1%	764	1.4%
Qinghai Province	128	0.1%	—	—
Xinjiang Uygur Autonomous Region	1,706	1.8%	703	1.2%
Tibet Autonomous Region	—	—	105	0.2%
<b>Total</b>	<b>94,991</b>	<b>100%</b>	<b>54,892</b>	<b>100%</b>



As of June 30, 2014, we had completed the development of a total GFA of 72.0 million square meters since our inception. As of June 30, 2014, we held an aggregate 2.0 million square meters of total GFA of commercial space and 188,471 carparks as investment properties.

As of June 30, 2014, we had properties under development with a total GFA of 95.0 million square meters. We also had properties held for future development with a total estimated GFA of 54.9 million square meters.

During the six months ended June 30, 2014, we had completed properties with a total GFA of approximately 14.0 million square meters as compared to approximately 9.7 million square meters during the six months ended June 30, 2013.

During the six months ended June 30, 2014, the total GFA of real estate projects we had commenced construction and obtained construction permits amounted to approximately 13.2 million square meters as compared to approximately 8.4 million square meters during the six months ended June 30, 2013.

We had obtained construction permits of properties with a total GFA of approximately 38.7 million square meters during the six months ended June 30, 2014 as compared to approximately 37.7 million square meters during the six months ended June 30, 2013.



The table below sets forth our project-by-project information of all of completed properties, properties under development and properties held for future development as of June 30, 2014.

No.	Project	Location	Site area (m <sup>2</sup> )	Total GFA (m <sup>2</sup> )	GFA (m <sup>2</sup> )			Attributable equity interest (%)
					Completed properties	Properties under development	Properties held for future development	
<i>Guangdong Province</i>								
1	Jinbi Garden No. 2 Guangzhou	Guangzhou	69,146	305,722	275,521	—	30,201	100%
2	Jinbi Garden No. 3 Guangzhou	Guangzhou	145,978	460,323	380,778	—	79,545	100%
3	Evergrande Royal Palace Guangzhou	Guangzhou	44,275	144,779 <sup>(1)</sup>	—	—	144,779	100%
4	Evergrande Scenic Garden Guangzhou	Guangzhou	536,199	711,194	698,857	12,337	—	100%
5	Zhujiang New Town Project Guangzhou	Guangzhou	8,101	63,742	—	63,742	—	100%
6	Evergrande Royal Scenic Peninsular Foshan	Foshan	543,529	1,116,900	1,076,499	40,401	—	100%
7	Evergrande Royal Scenic Bay Foshan	Foshan	60,491	288,600	123,242	165,358	—	100%
8	Evergrande Metropolis Foshan	Foshan	171,869	861,897	—	448,387	413,510	100%
9	Caiwuwei Project Shenzhen	Shenzhen	5,895	54,000	—	—	54,000	100%
10	Evergrande Gentleman Hill Shenzhen	Shenzhen	52,575	296,563	114,174	182,389	—	98%
11	Evergrande Royal View Garden Dongguan	Dongguan	45,401	133,388	95,025	38,363	—	100%
12	Evergrande Atrium Dongguan	Dongguan	261,016	527,393	423,135	104,258	—	100%
13	Evergrande Palace Dongguan	Dongguan	43,588	315,023	—	315,023	—	100%
14	Evergrande Royal Scenic Dongguan	Dongguan	80,194	227,066	—	227,066	—	100%
15	Evergrande Royal View Nobel Court Dongguan	Dongguan	54,456	148,364	—	—	148,364	100%
16	Evergrande Regal Court Dongguan	Dongguan	55,368	166,104	—	—	166,104	100%
17	Evergrande Oasis Zhongshan	Zhongshan	107,652	614,035	331,255	282,780	—	100%
18	Evergrande Splendor Qingyuan	Qingyuan	2,703,665	4,711,524	826,114	1,926,482	1,958,928	100%
19	Evergrande Silverlake City Qingyuan	Qingyuan	955,580	1,911,160	283,517	1,627,643	—	90%
20	Evergrande City Yunfu	Yunfu	369,888	787,174	229,149	558,025	—	100%
21	Evergrande City Shaoguan	Shaoguan	450,839	1,392,211	322,440	334,286	735,485	100%
22	Evergrande Hawaii on the sea Yangjiang	Yangjiang	1,228,925	1,009,862	101,085	908,777	—	100%
23	Evergrande Spring City Enping	Jiangmen	1,707,983	2,599,184	222,620	1,485,380	891,184	100%
24	Evergrande City Chaozhou	Chaozhou	546,973	1,914,502	430,085	1,484,417	—	100%
25	Evergrande Oasis Zhanjiang	Zhanjiang	127,834	383,503	—	383,503	—	100%
26	Evergrande Metropolis Heyuan	Heyuan	250,777	626,943	85,590	254,810	286,543	100%
<i>Beijing Municipality</i>								
27	Evergrande City Beijing	Beijing	182,569	708,831	—	708,831	—	100%
28	Evergrande Royal Scenic Bay Beijing	Beijing	111,577	395,292	—	395,292	—	100%
29	Evergrande Palace Beijing	Beijing	80,469	195,173	—	—	195,173	100%
30	Evergrande Metropolis Beijing	Beijing	35,000	98,000	—	—	98,000	100%
31	Evergrande Emerald Court Beijing	Beijing	46,011	174,841	—	—	174,841	68%
<i>Chongqing Municipality</i>								
32	Evergrande City Chongqing	Chongqing	316,760	1,179,993	1,150,488	29,505	—	100%
33	Evergrande Oasis Chongqing	Chongqing	91,928	469,527	424,856	44,671	—	100%
34	Evergrande Metropolis Chongqing	Chongqing	191,400	851,002	580,466	270,536	—	100%
35	Evergrande Atrium Chongqing	Chongqing	318,188	956,269	420,676	535,593	—	100%
36	Evergrande Splendor Chongqing	Chongqing	1,274,028	2,301,774	1,138,089	1,163,685	—	100%
37	Evergrande Royal View Garden Chongqing	Chongqing	115,521	337,758	236,839	100,918	—	100%
38	Evergrande Emerald Court Chongqing	Chongqing	193,531	334,817	55,234	279,583	—	100%
39	Evergrande Royal Scenic Peninsular Chongqing	Chongqing	142,332	246,243	—	97,580	148,662	100%
40	Evergrande Scenic Garden Chongqing	Chongqing	336,067	581,411	141,289	85,505	354,616	100%
41	Evergrande Emerald Court Yongchuan	Chongqing	77,387	187,057	124,821	62,236	—	100%
42	Evergrande Scenic Garden Fuling	Chongqing	197,054	515,722	150,646	365,076	—	100%
43	Evergrande Royal Scenic Bay Chongqing	Chongqing	31,540	131,814	16,448	115,366	—	100%

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					Completed properties	Properties under development	Properties held for future development	
<i>Tianjin Municipality</i>								
44	Evergrande Oasis Tianjin	Tianjin	878,096	1,156,290	459,746	696,544	—	100%
45	Evergrande Scenic Garden Tianjin	Tianjin	303,657	420,126	233,050	187,076	—	100%
46	Evergrande Splendor Tianjin	Tianjin	1,675,803	1,483,215	298,848	84,786	1,099,581	100%
47	Evergrande Metropolis Tianjin	Tianjin	289,509	318,459	176,367	142,093	—	100%
48	Evergrande Royal Scenic Peninsular Tianjin	Tianjin	213,680	267,511	104,643	107,390	55,478	100%
49	Evergrande Royal View Garden Tianjin	Tianjin	113,570	220,376	—	—	220,376	100%
<i>Hubei Province</i>								
50	Evergrande Palace Wuhan	Wuhan	282,246	450,069	209,535	240,534	—	100%
51	Evergrande Oasis Wuhan	Wuhan	314,901	802,310	762,098	40,212	—	100%
52	Evergrande City Wuhan	Wuhan	370,692	849,449	407,020	323,099	119,330	100%
53	Evergrande Metropolis Wuhan	Wuhan	351,306	878,797	657,586	221,211	—	100%
54	Evergrande Royal Scenic Bay Wuhan	Wuhan	69,243	318,178	78,642	130,820	108,716	60%
55	Evergrande Splendor E'zhou	E'zhou	1,742,809	2,010,674	531,896	434,393	1,044,385	100%
56	Evergrande Oasis Yichang	Yichang	265,890	854,021	436,430	417,591	—	100%
57	Evergrande Royal View Garden Yichang	Yichang	121,316	320,703	—	232,905	87,798	60%
58	Evergrande Atrium Yichang	Yichang	168,138	386,718	—	—	386,718	60%
59	Evergrande Metropolis Xiangyang	Xiangyang	199,472	588,438	261,796	326,642	—	100%
<i>Sichuan Province</i>								
60	Evergrande Oasis Chengdu	Chengdu	142,145	676,155	475,270	200,885	—	100%
61	Evergrande City Chengdu	Chengdu	169,501	698,761	648,642	50,119	—	100%
62	Evergrande Scenic Garden Chengdu	Chengdu	1,775,289	4,970,679	120,467	89,885	4,760,327	100%
63	Evergrande Royal Scenic Peninsular Chengdu	Chengdu	1,060,061	5,300,306	448,086	4,852,220	—	100%
64	Evergrande Atrium Chengdu	Chengdu	43,540	222,124	126,719	95,405	—	100%
65	Evergrande Royal View Garden Chengdu	Chengdu	62,639	313,196	233,758	79,438	—	80%
66	Evergrande New City Chengdu	Chengdu	118,936	475,744	13,766	461,979	—	60%
67	Evergrande Emerald Court Chengdu	Chengdu	45,924	165,328	—	—	165,328	100%
68	Evergrande Caojiaxiang Plaza Chengdu	Chengdu	111,786	728,884	—	—	728,884	63%
69	Evergrande Splendor Pengshan	Meishan	2,186,353	3,861,824	1,050,057	2,811,767	—	100%
70	Evergrande Oasis Nanchong	Nanchong	102,963	364,891	304,005	60,885	—	100%
71	Evergrande City Ziyang	Ziyang	127,720	306,528	213,552	92,976	—	100%
72	Evergrande Emerald Court Qionglai	Qionglai	33,354	162,680	43,799	118,881	—	100%
73	Evergrande Oasis Zigong	Zigong	217,008	728,957	240,514	488,443	—	100%
74	Evergrande Metropolis Zigong	Zigong	95,594	238,985	134,707	104,278	—	100%
75	Evergrande City Panzhihua	Panzhihua	49,355	205,459	—	205,459	—	100%
<i>Liaoning Province</i>								
76	Evergrande Oasis Shenyang	Shenyang	576,300	2,017,050	1,076,176	203,884	736,990	99%
77	Evergrande City Shenyang	Shenyang	359,812	934,999	764,934	170,065	—	100%
78	Evergrande Metropolis Shenyang	Shenyang	353,066	1,129,811	718,783	384,017	27,011	100%
79	Evergrande Palace Shenyang	Shenyang	72,970	210,671	147,033	63,638	—	100%
80	Evergrande Bay Shenyang	Shenyang	217,114	630,438	494,753	135,685	—	100%
81	Evergrande Atrium Shenyang	Shenyang	239,038	605,548	145,027	77,984	382,538	100%
82	Evergrande Emerald Court Shenyang	Shenyang	104,410	250,584	93,826	63,570	93,188	51%
83	Evergrande Royal Scenic Bay Shenyang	Shenyang	61,038	134,283	—	—	134,283	100%
84	Evergrande Oasis Liaoyang	Liaoyang	422,936	1,591,230	467,475	331,169	792,586	100%
85	Evergrande Tanxijun Dalian	Dalian	56,921	79,575	—	79,575	—	98%
86	Evergrande Royal View Garden Dalian	Dalian	152,704	230,577	—	—	230,577	100%
87	Royal Scenic Bay Dalian	Dalian	28,400	101,527	—	—	101,527	60%
88	Evergrande Oasis Anshan	Anshan	352,910	1,411,641	259,311	417,925	734,405	100%
89	Evergrande Metropolis Anshan	Anshan	201,391	728,786	111,106	617,680	—	100%
90	Evergrande Oasis Yingkou	Yingkou	445,843	1,560,451	300,572	622,655	637,224	100%
91	Evergrande City Yingkou	Yingkou	234,611	938,445	70,461	315,757	552,227	100%
92	Evergrande Bay Yingkou	Yingkou	354,708	1,241,478	—	406,369	835,109	100%
93	Evergrande Palace Panjin	Panjin	301,934	1,248,388	313,581	127,519	807,288	100%
94	Evergrande Palace Fushun	Fushun	204,709	716,482	218,099	314,763	183,621	100%

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95	Evergrande Plaza Fushun	Fushun	84,199	694,385	—	400,423	293,962	100%
96	Evergrande Oasis Benxi	Benxi	111,400	334,200	159,913	174,287	—	100%
97	Evergrande Royal Scenic Bay Huludao	Huludao	171,887	687,546	125,641	156,597	405,308	100%
<i>Shaanxi Province</i>								
98	Evergrande Oasis Xi'an	Xi'an	207,175	668,696	616,300	52,396	—	100%
99	Evergrande Royal Scenic Xi'an	Xi'an	130,295	377,855	106,877	153,185	117,793	100%
100	Evergrande Royal View Garden Xi'an	Xi'an	109,092	450,129	—	297,377	152,752	100%
101	Evergrande City Hanzhong	Hanzhong	91,545	255,078	161,379	93,699	—	100%
102	Evergrande City Yangling	Xianyang	130,248	429,819	173,592	256,227	—	100%
<i>Jiangsu Province</i>								
103	Evergrande Splendor Nanjing	Nanjing	982,714	1,031,849	764,515	267,334	—	100%
104	Evergrande Oasis Nanjing	Nanjing	137,097	307,784	232,257	75,527	—	100%
105	Evergrande Palace Nanjing	Nanjing	51,072	153,215	—	—	153,215	100%
106	Evergrande Emerald Court Nanjing	Nanjing	78,727	218,073	—	—	218,073	100%
107	Evergrande Venice on the sea	Nantong	4,130,411	6,988,460	844,402	6,144,058	—	100% <sup>(3)</sup>
108	Evergrande Metropolis Danyang	Zhenjiang	282,022	846,065	427,757	418,308	—	100%
109	Evergrande City Danyang	Zhenjiang	94,832	265,535	131,712	133,823	—	100%
110	Evergrande Oasis Zhenjiang	Zhenjiang	63,383	251,210	169,473	81,737	—	100%
111	Evergrande Atrium Jurong	Zhenjiang	315,352	946,056	436,904	509,152	—	100%
112	Evergrande Metropolis Huai'an	Huai'an	283,233	788,939	359,109	46,459	383,371	100%
113	Evergrande Palace Suqian	Suqian	238,187	833,654	392,564	441,090	—	100%
114	Evergrande Oasis Suqian	Suqian	116,345	317,290	226,400	90,890	—	100%
115	Evergrande City Lianyungang	Lianyungang	274,128	822,280	—	822,280	—	100%
116	Evergrande Metropolis Lianyungang	Lianyungang	113,029	536,767	203,548	333,219	—	100%
117	Evergrande Metropolis Yancheng	Yancheng	181,456	728,891	349,885	379,006	—	100%
118	Evergrande City Wuxi	Wuxi	92,452	220,012	59,982	160,030	—	99%
119	Evergrande Oasis Wuxi	Wuxi	263,300	602,700	152,022	157,115	293,563	100%
120	Evergrande Emerald Court Changzhou	Changzhou	47,512	216,311	114,960	101,351	—	94%
121	Evergrande Royal View Garden Yangzhou	Yangzhou	105,857	179,462	56,716	122,746	—	80%
122	Evergrande Royal Scenic Jiangying	Wuxi	120,927	302,318	—	302,318	—	51%
<i>Yunnan Province</i>								
123	Evergrande Splendor Kunming	Kunming	994,517	1,926,761	903,176	447,227	576,358	100%
124	Evergrande Atrium Kunming	Kunming	46,273	151,666	49,768	101,899	—	100%
125	Evergrande Metropolis Qujing	Qujing	175,538	226,313	95,382	82,368	48,563	100%
<i>Inner Mongolia Autonomous Region</i>								
126	Evergrande Atrium Hohhot	Hohhot	95,730	357,916	113,758	244,158	—	74%
127	Evergrande Metropolis Hohhot	Hohhot	64,343	216,849	—	216,849	—	100%
128	Evergrande Palace Hohhot	Hohhot	69,728	174,321	—	174,321	—	100%
129	Evergrande Palace Baotou	Baotou	437,925	1,094,813	490,192	604,622	—	100%
130	Evergrande Metropolis Baotou	Baotou	188,005	501,456	211,967	155,494	133,995	100%
131	Evergrande Oasis Ulan	Changchun	286,893	717,233	155,650	93,118	468,465	100%
132	Evergrande Oasis Wuhai	Wuhai	66,242	209,600	117,000	92,600	—	100%
<i>Shanxi Province</i>								
133	Evergrande Oasis Taiyuan	Taiyuan	691,797	1,638,087	1,401,739	236,348	—	70%
134	Evergrande Metropolis Taiyuan	Taiyuan	121,182	484,728	395,162	89,566	—	100%
135	Evergrande Scenic Garden Taiyuan	Taiyuan	341,882	809,614	238,221	571,393	—	85%
136	Evergrande Palace Taiyuan	Taiyuan	177,364	570,588	227,708	342,880	—	66%
137	Evergrande Royal Scenic Bay Taiyuan	Taiyuan	334,651	1,171,277	—	—	1,171,277	100%
138	Evergrande Oasis Yuncheng	Yuncheng	174,738	559,161	329,491	229,670	—	100%
139	Evergrande Metropolis Yuncheng	Yuncheng	107,824	345,037	138,804	206,233	—	71%
140	Evergrande Royal Scenic Lvliang	Lvliang	138,739	485,400	154,239	165,391	165,770	100%
141	Evergrande Oasis Datong	Datong	194,483	600,000	271,810	149,834	178,357	100%
142	Evergrande Palace Linfen	Linfen	134,264	427,236	182,730	244,506	—	95%

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143	Evergrande Royal View Garden Yangquan	Yangquan	179,636	323,345	—	323,345	—	64%
<i>Guizhou Province</i>								
144	Evergrande City Guiyang	Guiyang	248,965	915,879	487,950	427,929	—	100%
145	Evergrande Metropolis Guiyang	Guiyang	29,720	243,747	130,229	113,517	—	99%
146	Evergrande Atrium Guiyang	Guiyang	64,290	291,877	87,325	204,552	—	60%
147	Evergrande Emerald Court Guiyang	Guiyang	70,940	297,947	—	—	297,947	100%
148	Evergrande City Zunyi	Zunyi	540,573	1,146,015	251,848	894,167	—	51%
149	Evergrande City Kaili	Kaili	367,407	797,274	133,421	260,297	403,556	100%
<i>Anhui Province</i>								
150	Evergrande City Hefei	Hefei	265,314	806,469	682,237	124,232	—	100%
151	Evergrande Royal View Garden Hefei	Hefei	280,920	842,760	275,835	52,754	514,171	100%
152	Evergrande International Center Hefei	Hefei	134,564	987,493	—	—	987,493	100%
153	Evergrande Central Plaza Hefei	Hefei	241,508	1,059,475	—	1,059,475	—	61%
154	Evergrande Oasis Tongling	Tongling	312,366	902,341	406,309	496,032	—	100%
155	Evergrande Palace Wuhu	Wuhu	171,226	390,160	182,745	140,131	67,284	100%
156	Evergrande Metropolis Huaibei	Huaibei	289,640	868,919	559,082	309,838	—	100%
157	Evergrande Atrium Huaibei	Huaibei	106,136	433,813	139,525	294,288	—	100%
158	Evergrande Oasis Huainan	Huainan	272,662	545,324	228,748	316,576	—	60%
159	Evergrande City Bozhou	Bozhou	216,102	605,086	207,322	236,773	160,991	100%
160	Evergrande Oasis Anqing	Anqing	212,755	655,997	348,766	42,632	264,599	100%
161	Evergrande Royal Scenic Bay Lu'an	Lu'an	604,016	1,610,469	381,234	813,875	415,360	100%
162	Evergrande Royal Scenic Bay Bengbu	Bengbu	126,821	376,910	290,125	86,785	—	100%
163	Evergrande Royal Scenic Bay Ma'anshan	Ma'anshan	144,145	369,246	197,324	171,922	—	60%
164	Evergrande Metropolis Chuzhou	Chuzhou	68,861	200,350	27,219	173,131	—	100%
165	Evergrande Oasis Chuzhou	Chuzhou	84,502	211,255	39,772	171,483	—	100%
166	Evergrande Royal Scenic Bay Suzhou	Suzhou	90,836	272,508	131,787	140,721	—	100%
<i>Hunan Province</i>								
167	Evergrande Palace Changsha	Changsha	146,681	509,710	503,700	6,010	—	100%
168	Evergrande Metropolis Changsha	Changsha	185,376	873,690	818,812	54,878	—	100%
169	Evergrande City Changsha	Changsha	268,506	580,369	534,619	45,750	—	100%
170	Evergrande Oasis Changsha	Changsha	192,275	723,785	392,833	330,952	—	100%
171	Evergrande Atrium Changsha	Changsha	565,210	1,468,414	716,664	751,750	—	100%
172	Evergrande Bay Changsha	Changsha	178,644	522,273	40,683	481,590	—	100%
173	Evergrande Palace Liuyang	Changsha	282,639	865,975	370,852	495,123	—	100%
174	Evergrande Emerald Court Changsha	Changsha	135,514	474,299	215,617	125,354	133,328	100%
175	Evergrande Royal Scenic Bay Changsha	Changsha	49,696	198,785	98,225	98,557	2,002	100%
176	Evergrande Palace Changde	Changde	264,862	688,642	—	369,177	319,465	60%
177	Evergrande Palace Chenzhou	Chenzhou	187,024	626,338	344,365	153,095	128,878	100%
178	Evergrande Metropolis Zhuzhou	Zhuzhou	65,028	285,577	217,938	67,639	—	100%
179	Evergrande Metropolis Yueyang	Yueyang	68,341	240,162	209,794	30,368	—	100%
180	Evergrande Oasis Hengyang	Hengyang	95,441	381,762	292,226	89,536	—	70%
181	Evergrande Oasis Yiyang	Yiyang	204,527	613,582	60,110	134,287	419,185	100%
<i>Guangxi Zhuang Autonomous Region</i>								
182	Evergrande Oasis Nanning	Nanning	341,449	614,609	—	614,609	—	100%
183	Evergrande International Center Nanning	Nanning	67,333	313,099	—	313,099	—	100%
184	Evergrande Oasis Qinzhou	Qinzhou	228,586	710,425	267,072	443,353	—	100%
185	Evergrande Royal Scenic Peninsular Beihai	Beihai	379,862	909,164	314,236	594,928	—	100%
186	Evergrande Metropolis Beihai	Beihai	130,525	456,836	60,945	395,892	—	60%
187	Evergrande Plaza Guilin	Guilin	94,908	390,000	58,302	331,698	—	51%
188	Evergrande Royal Scenic Bay Fangchenggang	Fangchenggang	115,327	314,802	106,152	208,651	—	100%
189	Evergrande Emerald Dragon Court Liuzhou	Liuzhou	92,593	268,519	—	—	268,519	100%

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<b>Henan Province</b>								
190	Evergrande Oasis Zhengzhou	Zhengzhou	198,422	793,689	293,855	499,833	—	100%
191	Evergrande Metropolis Zhengzhou	Zhengzhou	126,730	785,723	194,516	591,207	—	100%
192	Evergrande Oasis Luoyang	Luoyang	892,080	3,483,981	1,263,968	2,220,013	—	100%
193	Evergrande Metropolis Xinyang	Xinyang	323,530	900,000	491,108	408,891	—	80%
194	Evergrande Palace Wugang	Pingdingshan	41,061	121,149	119,234	1,915	—	100%
195	Evergrande Metropolis Pingdingshan	Pingdingshan	100,546	377,046	—	377,046	—	57%
196	Evergrande Oasis Anyang	Anyang	406,660	1,318,141	293,052	1,025,089	—	100%
197	Evergrande Atrium Xinxiang	Xinxiang	79,002	334,617	267,189	67,429	—	100%
198	Evergrande Splendor Xinxiang	Xinxiang	757,667	1,301,857	418,618	883,239	—	100%
199	Evergrande Oasis Xuchang	Xuchang	185,052	591,918	290,179	301,739	—	100%
200	Evergrande Metropolis Luohe	Luohe	170,124	570,287	—	570,287	—	100%
201	Metropolis Royal Scenic Luohe	Luohe	50,779	203,116	—	102,432	100,684	100%
<b>Jiangxi Province</b>								
202	Evergrande City Nanchang	Nanchang	759,473	1,367,051	540,362	826,689	—	100%
203	Evergrande Oasis Nanchang	Nanchang	1,577,388	1,063,137	861,815	201,322	—	100%
204	Evergrande Metropolis Nanchang	Nanchang	192,891	528,343	262,112	266,231	—	100%
205	Evergrande Royal View Garden Nanchang	Nanchang	88,492	176,984	—	—	176,984	100%
206	Evergrande Metropolis Jingdezhen	Jingdezhen	205,558	655,880	351,970	303,910	—	100%
207	Evergrande Atrium Xinyu	Xinyu	203,734	613,134	166,010	447,124	—	100%
208	Evergrande City Xinyu	Xinyu	113,136	339,466	191,590	147,876	—	100%
209	Evergrande Oasis Yingtan	Yingtan	325,185	845,482	441,270	404,212	—	100%
210	Evergrande Royal Scenic Jiujiang	Jiujiang	70,144	245,504	86,996	56,066	102,442	100%
211	Evergrande Royal View Garden Ji'an	Ji'an	244,219	659,672	110,321	208,098	341,253	100%
<b>Hebei Province</b>								
212	Evergrande City Shijiazhuang	Shijiazhuang	233,414	930,239	896,933	33,306	—	100%
213	Evergrande Atrium Shijiazhuang	Shijiazhuang	172,676	610,300	486,669	123,631	—	100%
214	Evergrande Oasis Shijiazhuang	Shijiazhuang	176,426	574,026	570,326	3,700	—	100%
215	Evergrande Metropolis Shijiazhuang	Shijiazhuang	50,202	135,265	117,996	17,269	—	90%
216	Evergrande Royal Scenic Peninsular Shijiazhuang	Shijiazhuang	119,157	509,543	446,988	62,555	—	70%
217	Evergrande Splendor Luquan	Shijiazhuang	533,333	154,059	79,541	74,519	—	100%
218	Evergrande Emerald Court Langfang	Langfang	133,333	273,333	—	—	273,333	100%
219	Evergrande City Qinhuangdao	Qinhuangdao	799,788	2,947,180	164,929	298,002	2,484,249	100%
220	Evergrande City Cangzhou	Cangzhou	171,898	412,556	123,851	288,705	—	51%
221	Evergrande International Spring Tourist City Baoding	Baoding	3,427,962	10,283,886	—	—	10,283,886	100%
222	Evergrande City Xingtai	Xingtai	106,353	380,873	—	—	380,873	72%
223	Evergrande Royal View Garden Xingtai	Xingtai	27,376	82,128	—	—	82,128	72%
224	Evergrande Metropolis Xingtai	Xingtai	88,671	265,126	119,198	145,928	—	100%
225	Evergrande Metropolis Handan	Handan	167,998	655,721	—	—	655,721	70%
226	Evergrande Palace Tangshan	Tangshan	84,686	352,366	—	352,366	—	60%
227	Evergrande City Hengshui	Hengshui	64,248	245,162	118,154	127,008	—	70%
228	Evergrande Metropolis Langfang	Langfang	101,351	202,702	18,075	184,627	—	100%
<b>Hainan Province</b>								
229	Evergrande Culture Tourist City Haikou	Haikou	840,390	1,000,000	—	1,000,000	—	100%
230	Evergrande Bay Haikou	Haikou	122,822	170,698	10,470	160,228	—	100%
231	Evergrande Bund Haikou	Haikou	115,408	552,168	—	552,168	—	100%
232	Lufulai Project Sanya	Sanya	118,664	59,332	—	59,332	—	60%
233	Evergrande Metropolis Danzhou	Danzhou	126,780	350,487	308,823	41,664	—	100%
234	Evergrande Splendor Danzhou	Danzhou	446,394	677,501	251,694	167,410	258,396	100%
235	Evergrande Royal Scenic Bay Hainan	Chengmai	209,904	599,760	254,361	345,399	—	100%
236	Evergrande Qizi Bay Project Hainan	Changjiang	419,692	293,704	—	—	293,704	100%
<b>Shandong Province</b>								
237	Evergrande Metropolis Jinan	Jinan	134,118	462,211	389,395	72,817	—	100%

No.	Project	Location	Site area (m <sup>2</sup> )	Total GFA (m <sup>2</sup> )	GFA (m <sup>2</sup> )			Attributable equity interest (%)
					Completed properties	Properties under development	Properties held for future development	
238	Evergrande Oasis Jinan	Jinan	678,556	1,900,574	791,073	1,109,501	—	100%
239	Evergrande City Jinan	Jinan	391,391	1,566,318	497,467	452,042	616,809	100%
240	Evergrande Atrium Jinan	Jinan	202,511	656,449	318,227	338,222	—	60%
241	Evergrande Plaza Jinan	Jinan	108,572	760,004	—	760,004	—	100%
242	Evergrande Royal View Garden Jinan	Jinan	116,421	549,277	221,075	328,202	—	100%
243	Evergrande Splendor Laiwu	Laiwu	1,068,026	1,149,229	190,333	958,896	—	100%
244	Evergrande Yellow River Eco-City Dongying	Dongying	589,133	1,220,731	574,317	290,037	356,376	100%
245	Evergrande City Tai'an	Tai'an	178,459	428,302	238,150	190,152	—	100%
246	Evergrande Metropolis Liaocheng	Liaocheng	76,200	198,120	105,268	92,852	—	51%
247	Evergrande Palace Linyi	Linyi	158,223	841,685	302,877	538,808	—	100%
248	Evergrande Oasis Linyi	Linyi	308,140	907,404	155,688	751,716	—	51%
249	Evergrande Metropolis Jining	Jining	262,317	808,793	150,448	285,717	372,628	60%
250	Evergrande Metropolis Weifang	Weifang	289,254	1,012,389	277,144	449,599	285,646	100%
251	Evergrande Emerald Court Weifang	Weifang	87,534	278,078	27,126	250,952	—	100%
252	Evergrande Royal View Garden Zibo	Zibo	143,421	579,547	103,041	476,506	—	60%
<i>Shanghai Municipality</i>								
253	Evergrande Palace Shanghai	Shanghai	30,107	96,840	—	96,840	—	100%
254	Evergrande Royal Scenic Bay Shanghai	Shanghai	50,964	127,411	—	127,411	—	100%
255	Evergrande Sheshan Capital Shanghai	Shanghai	40,129	72,233	—	72,233	—	100%
256	Evergrande Royal View Garden Shanghai	Shanghai	69,936	111,897	—	111,897	—	100%
257	Evergrande Metropolis Shanghai	Shanghai	30,893	61,785	—	61,785	—	100%
<i>Jilin Province</i>								
258	Evergrande Oasis Changchun	Changchun	197,940	631,065	568,497	62,568	—	100%
259	Evergrande City Changchun	Changchun	215,377	495,501	110,977	384,524	—	100%
260	Evergrande International Center Changchun	Changchun	26,239	305,641	—	—	305,641	100%
261	Evergrande Royal Scenic Changchun	Changchun	170,324	518,122	448,614	69,508	—	100%
262	Evergrande Emerald Court Changchun	Changchun	18,841	65,859	64,067	1,792	—	100%
263	Evergrande Metropolis Changchun	Changchun	288,620	721,550	251,408	145,924	324,218	100%
264	Evergrande City Plaza Changchun	Changchun	124,968	451,901	—	451,901	—	100%
265	Evergrande Royal Summit Changchun	Changchun	59,514	130,931	—	—	130,931	100%
266	Evergrande Atrium Changchun	Changchun	125,076	312,690	—	—	312,690	100%
267	Evergrande Royal View Garden Jilin	Changchun	199,970	399,940	—	—	399,940	100%
268	Evergrande Palace Jilin	Jilin	127,455	293,519	85,858	207,661	—	100%
269	Evergrande Royal Scenic Bay Songyuan	Songyuan	222,933	594,704	155,806	438,898	—	100%
<i>Gansu Province</i>								
270	Evergrande City Lanzhou	Lanzhou	412,052	1,442,180	—	221,900	1,220,280	100%
271	Evergrande Oasis Lanzhou	Lanzhou	686,641	1,579,274	—	353,089	1,226,185	100%
272	Evergrande City Plaza Lanzhou	Lanzhou	32,919	221,178	44,100	177,078	—	70%
273	Evergrande Scenic Garden Lanzhou	Lanzhou	695,145	2,433,007	—	1,047,895	1,385,112	53%
274	Evergrande Metropolis Lanzhou	Lanzhou	86,683	357,515 <sup>(2)</sup>	294,064	63,451	—	100%
275	Evergrande Oasis Wuwei	Wuwei	139,835	449,540	88,200	150,570	210,770	100%
<i>Ningxia Hui Autonomous Region</i>								
276	Evergrande Metropolis Yinchuan	Yinchuan	218,580	437,160	303,268	133,892	—	100%
277	Evergrande Royal Scenic Yinchuan	Yinchuan	93,309	233,271	—	233,271	—	100%
278	Evergrande Oasis Shizuishan	Shizuishan	172,502	621,007	129,576	491,431	—	100%
279	Evergrande Metropolis Wuzhong	Wuzhong	77,333	258,386	116,337	142,049	—	100%
<i>Zhejiang Province</i>								
280	Evergrande Royal Scenic Bay Hangzhou	Hangzhou	98,328	245,820	—	245,820	—	100%
281	Evergrande Oasis Jiaxing	Jiaxing	115,355	354,374	200,624	153,750	—	100%
282	Evergrande Royal Scenic Haiyan	Jiaxing	98,560	320,599	143,954	176,645	—	100%
283	Evergrande Metropolis Pinghu	Jiaxing	92,191	286,140	103,863	182,277	—	100%
284	City Lights Ningbo	Ningbo	126,985	728,769	—	728,769	—	51%
285	Evergrande Scenic Garden Ningbo	Ningbo	312,328	606,795	71,256	186,770	348,769	51%



No.	Project	Location	Site area (m <sup>2</sup> )	Total GFA (m <sup>2</sup> )	GFA (m <sup>2</sup> )			Attributable equity interest (%)
					Completed properties	Properties under development	Properties held for future development	
286	Evergrande Peninsula on the sea Xiangshan Ningbo	Ningbo	258,000	537,617	—	305,888	231,729	51%
287	Evergrande Royal Scenic Peninsular Quzhou <i>Fujian Province</i>	Quzhou	181,050	362,450	191,324	171,126	—	100%
288	Evergrande Metropolis Shishi	Quanzhou	98,480	252,403	—	142,225	110,178	60%
<i>Heilongjiang Province</i>								
289	Evergrande Oasis Harbin	Harbin	243,306	719,988	225,943	494,045	—	100%
290	Evergrande Metropolis Harbin	Harbin	190,351	554,012	212,153	341,859	—	100%
291	Evergrande City Harbin	Harbin	276,207	704,598	216,302	176,517	311,779	100%
292	Evergrande Royal View Garden Harbin	Harbin	99,758	272,670	55,387	217,283	—	61%
293	Evergrande Royal Scenic Bay Harbin	Harbin	166,705	437,243	79,258	181,219	176,766	100%
294	Evergrande Oasis Daqing	Daqing	171,983	280,365	169,940	110,425	—	100%
295	Evergrande Oasis Mudanjiang	Mudanjiang	106,452	256,916	42,016	82,643	132,257	100%
296	Evergrande Emerald Court Mudanjiang	Mudanjiang	29,147	157,493	80,026	77,467	—	62%
297	Evergrande Emerald Court Qiqihar	Qiqihar	99,537	249,292	80,404	168,889	—	100%
298	Evergrande Metropolis Qiqihar	Qiqihar	182,052	455,250	178,497	133,899	142,854	100%
<i>Qinghai Province</i>								
299	Evergrande Metropoli Xining	Xining	138,355	345,889	217,398	128,491	—	100%
<i>Xinjiang Uygur Autonomous Region</i>								
300	Evergrande Splendor Wujiaqu	Wujiaqu	2,118,064	2,204,330	306,956	1,612,630	284,744	100%
301	Evergrande Atrium Yi'ning	Yining	123,575	307,937	114,400	79,243	114,293	100%
302	Evergrande Oasis Yi'ning	Yining	170,262	418,506	101,155	13,686	303,665	100%
<i>Tibet Autonomous Region</i>								
303	Yuan Zang Project Linzhi	Linzhi	131,001	104,801	—	—	104,801	100%
<b>Total</b>			<b>87,004,675</b>	<b>217,154,346</b>	<b>67,271,152</b>	<b>94,991,453</b>	<b>54,891,741</b>	

*Notes:*

- (1) Including a total GFA of 52,400 square meters of government-supported housing which is not considered part of our land reserves.
- (2) Including a total GFA of 19,300 square meters of replacement housing for original residents which is not considered part of our land reserves.
- (3) On October 15, 2013, Shengjian (BVI) Limited, a wholly owned subsidiary of our Company, acquired the remaining 49% interest in the issued share capital of Grandday Group Limited, which holds our Evergrande Venice on the Sea project.

### ***Completed Properties***

Our completed properties represent all properties we have completed since our inception. As of June 30, 2014, we had completed the development of 16 projects and partially completed the development of 226 projects with a total GFA of approximately 72.0 million square meters. As of June 30, 2014, we held an aggregate of 1.3 million square meters of total GFA and 126,771 car parks of our completed properties as investment properties.

For all of our completed projects, we have received the land use rights certificates, construction land planning permits, construction works planning permits, construction permits, pre-sale permits and certificates of completion.

### ***Properties Under Development***

For all of our property projects under development, we have received the land use rights certificates. With respect to “GFA with construction permits” or “GFA under construction,” we had obtained the relevant construction land planning permits, construction works planning permits and construction permits or governmental approval for early construction as of the date specified. Some of them had also received pre-sale permits. With respect to “GFA without construction permits,” we had yet to obtain some or all of the relevant construction land planning permits, construction works planning permits and construction permits as of the date specified. “GFA under development with pre-sale permits” means GFA with construction permits and pre-sale permits.

As of June 30, 2014, we had 269 property projects under development with a total GFA of approximately 95.0 million square meters. As of June 30, 2014, 250 of our property projects under development had construction permits with a total GFA of approximately 38.7 million square meters, as compared to 201 property projects under development with construction permits and a total GFA of approximately 37.7 million square meters as of June 30, 2013. We set forth in the table below details of these property projects.

No.	Project	Total GFA ('000 m <sup>2</sup> )			Attributable Equity Interest (%)	Saleable GFA ('000 m <sup>2</sup> )			Actual or estimated construction commencement time	Actual or estimated pre-sale commencement time
		GFA with construction permits	GFA without construction permits	Subtotal		Residential	Commercial	Carpark		
<b>Guangdong Province</b>										
1	Evergrande Scenic Garden Guangzhou	12.3	—	12.3	100%	4.7	3.5	—	Q1 2007	Q3 2008
2	Zhujiang New Town Project Guangzhou	63.7	—	63.7	100%	40.4	23.3	—	Q1 2014	—
3	Evergrande Royal Scenic Peninsular Foshan	40.1	0.3	40.4	100%	2.1	1.9	29.5	Q1 2006	Q4 2007
4	Evergrande Royal Scenic Bay Foshan	165.3	—	165.3	100%	120.2	2.8	37.2	Q1 2012	Q2 2012
5	Evergrande Metropolis Foshan	448.0	—	221.5	100%	425.0	13.3	8.2	Q3 2008	Q2 2013
6	Evergrande Gentleman Hill Shenzhen	111.3	71.0	182.4	98%	180.3	2.1	—	Q3 2012	Q4 2013
7	Evergrande Royal View Garden Dongguan	38.4	—	38.4	100%	29.5	8.9	—	Q1 2013	Q2 2013
8	Evergrande Atrium Dongguan	104.3	—	104.3	100%	97.9	6.4	—	Q2 2011	Q1 2012
9	Evergrande Palace Dongguan	315.0	—	315.0	100%	289.0	26.0	—	Q1 2013	Q2 2014
10	Evergrande Royal Scenic Dongguan	227.1	—	227.1	100%	215.0	7.4	—	Q1 2014	Q4 2014
11	Evergrande Oasis Zhongshan	282.8	—	282.8	100%	149.3	4.8	125.1	Q2 2010	Q1 2011
12	Evergrande Splendor Qingyuan	720.4	1,206.1	1,926.5	100%	1,676.5	24.6	225.4	Q4 2007	Q1 2009
13	Evergrande Silverlake City Qingyuan	79.4	1,548.2	1,627.6	90%	1,584.0	43.7	—	Q3 2011	Q4 2011
14	Evergrande City Yunfu	212.0	346.1	558.0	100%	515.6	30.1	—	Q1 2011	Q2 2011
15	Evergrande City Shaoguan	334.3	—	334.3	100%	245.2	5.0	84.0	Q1 2012	Q2 2012
16	Evergrande Hawaii on the sea Yangjiang	171.0	737.8	908.8	100%	874.2	34.6	—	Q1 2013	Q2 2013
17	Evergrande Spring City Enping	190.2	1,295.2	1,485.4	100%	1,177.5	129.3	178.6	Q3 2012	Q4 2012
18	Evergrande City Chaozhou	402.3	1,082.1	1,484.4	100%	1,463.6	20.8	—	Q4 2012	Q1 2013
19	Evergrande Oasis Zhanjiang	186.0	197.5	383.5	100%	354.7	25.9	—	Q2 2013	Q2 2014
20	Evergrande Metropolis Heyuan	212.2	42.6	254.8	100%	186.0	30.6	36.0	Q3 2013	Q4 2013
<b>Beijing Municipality</b>										
21	Evergrande City Beijing	708.8	—	708.8	100%	487.5	25.6	183.9	Q3 2013	Q1 2014
22	Evergrande Royal Scenic Bay Beijing	—	395.3	395.3	100%	221.3	17.1	145.4	Q4 2013	Q4 2014
<b>Chongqing Municipality</b>										
23	Evergrande City Chongqing	29.5	—	29.5	100%	—	13.9	—	Q4 2007	Q3 2008
24	Evergrande Oasis Chongqing	44.7	—	44.7	100%	—	—	42.1	Q1 2008	Q4 2009
25	Evergrande Metropolis Chongqing	220.9	49.7	270.5	100%	101.9	42.6	116.1	Q2 2008	Q3 2009
26	Evergrande Atrium Chongqing	420.2	115.4	535.6	100%	328.7	68.1	134.9	Q4 2010	Q1 2011
27	Evergrande Splendor Chongqing	222.2	941.5	1,163.7	100%	932.4	120.4	102.1	Q2 2007	Q3 2008
28	Evergrande Royal View Garden Chongqing	100.9	—	100.9	100%	70.7	—	30.3	Q3 2011	Q4 2011
29	Evergrande Emerald Court Chongqing	150.1	129.5	279.6	100%	235.5	42.2	—	Q4 2013	Q2 2014
30	Evergrande Royal Scenic Peninsular Chongqing	—	97.6	97.6	100%	83.4	11.3	—	Q1 2014	Q4 2014
31	Evergrande Scenic Garden Chongqing	85.5	—	85.5	100%	17.8	12.0	52.8	Q3 2013	Q2 2014
32	Evergrande Emerald Court Yongchuan	62.2	—	62.2	100%	19.3	8.9	32.1	Q3 2011	Q1 2012
33	Evergrande Scenic Garden Fuling	365.1	—	365.1	100%	275.2	5.2	82.3	Q4 2010	Q2 2011
34	Evergrande Royal Scenic Bay Chongqing	79.3	36.1	115.4	100%	65.9	10.1	36.9	Q4 2013	Q2 2014
<b>Tianjin Municipality</b>										
35	Evergrande Oasis Tianjin	663.3	33.2	696.5	100%	332.4	197.9	162.0	Q1 2010	Q2 2010
36	Evergrande Scenic Garden Tianjin	171.1	15.9	187.1	100%	107.5	9.7	66.7	Q2 2011	Q3 2011
37	Evergrande Splendor Tianjin	84.8	—	84.8	100%	—	84.3	—	Q3 2007	Q3 2008
38	Evergrande Metropolis Tianjin	112.6	29.5	142.1	100%	125.9	14.1	—	Q3 2010	Q1 2011
39	Evergrande Royal Scenic Peninsular Tianjin	71.0	36.4	107.4	100%	64.2	43.2	—	Q4 2011	Q2 2012
<b>Hubei Province</b>										
40	Evergrande Palace Wuhan	150.9	89.6	240.5	100%	—	—	—	Q2 2007	Q2 2008
41	Evergrande Oasis Wuhan	40.2	—	40.2	100%	—	3.8	36.4	Q4 2007	Q2 2009
42	Evergrande City Wuhan	204.0	119.1	323.1	100%	197.2	16.7	106.9	Q4 2007	Q1 2009
43	Evergrande Metropolis Wuhan	221.2	—	221.2	100%	137.5	7.5	72.2	Q2 2010	Q4 2010
44	Evergrande Royal Scenic Bay Wuhan	130.8	—	130.8	60%	—	97.7	30.3	Q1 2013	Q1 2014
45	Evergrande Splendor E'zhou	315.7	118.7	434.4	100%	308.9	123.7	—	Q2 2007	Q3 2008
46	Evergrande Oasis Yichang	231.3	186.3	417.6	100%	163.9	68.3	182.4	Q3 2010	Q4 2010
47	Evergrande Royal View Garden Yichang	104.6	128.3	232.9	60%	228.0	4.9	—	Q1 2014	Q2 2014
48	Evergrande Metropolis Xiangyang	72.1	254.5	326.6	100%	272.4	11.0	—	Q1 2012	Q2 2012
<b>Sichuan Province</b>										
49	Evergrande Oasis Chengdu	—	200.9	200.9	100%	134.3	21.9	44.7	Q2 2007	Q2 2008
50	Evergrande City Chengdu	50.1	—	50.1	100%	43.5	6.6	—	Q3 2007	Q3 2008
51	Evergrande Scenic Garden Chengdu	23.0	66.9	89.9	100%	85.6	4.2	—	Q1 2010	Q2 2010
52	Evergrande Royal Scenic Peninsular Chengdu	555.0	4,297.2	4,852.2	100%	1,788.6	212.6	2,822.3	Q2 2010	Q4 2010
53	Evergrande Atrium Chengdu	95.4	—	95.4	100%	45.3	—	50.1	Q4 2010	Q2 2011
54	Evergrande Royal View Garden Chengdu	79.3	0.1	79.4	80%	54.1	25.6	—	Q1 2012	Q3 2012
55	Evergrande New City Chengdu	170.2	291.8	462.0	60%	410.8	49.1	—	Q4 2013	Q2 2014

No.	Project	Total GFA ('000 m <sup>2</sup> )			Attributable Equity Interest (%)	Saleable GFA ('000 m <sup>2</sup> )			Actual or estimated construction commencement time	Actual or estimated pre-sale commencement time
		GFA with construction permits	GFA without construction permits	Subtotal		Residential	Commercial	Carpark		
56	Evergrande Splendor Pengshan	502.4	2,309.4	2,811.8	100%	1,327.9	98.3	1,120.6	Q4 2007	Q2 2009
57	Evergrande Oasis Nanchong	51.8	9.1	60.9	100%	—	—	46.3	Q4 2010	Q1 2011
58	Evergrande City Ziyang	68.2	24.8	93.0	100%	72.6	5.7	—	Q4 2011	Q1 2012
59	Evergrande Emerald Court Qionglai	118.9	—	118.9	100%	41.3	47.9	29.7	Q4 2011	Q2 2012
60	Evergrande Oasis Zigong	488.4	—	488.4	100%	271.5	31.7	183.3	Q1 2011	Q2 2011
61	Evergrande Metropolis Zigong	43.1	61.2	104.3	100%	96.3	5.2	—	Q2 2012	Q4 2012
62	Evergrande City Panzhihua	205.5	—	205.5	100%	143.0	9.9	51.4	Q1 2014	Q4 201
<b>Liaoning Province</b>										
63	Evergrande Oasis Shenyang	203.9	—	203.9	99%	91.8	73.0	39.1	Q2 2007	Q4 2007
64	Evergrande City Shenyang	170.1	—	170.1	100%	53.3	95.0	21.8	Q4 2007	Q3 2008
65	Evergrande Metropolis Shenyang	43.3	340.7	384.0	100%	350.7	19.1	14.2	Q1 2010	Q3 2010
66	Evergrande Palace Shenyang	63.6	—	63.6	100%	44.0	5.2	14.4	Q1 2010	Q4 2010
67	Evergrande Bay Shenyang	135.7	—	135.7	100%	93.5	15.4	26.8	Q2 2010	Q1 2011
68	Evergrande Atrium Shenyang	55.9	22.1	78.0	100%	44.3	16.4	17.3	Q3 2012	Q4 2012
69	Evergrande Emerald Court Shenyang	63.6	—	63.6	51%	14.3	9.8	—	Q4 2012	Q1 2013
70	Evergrande Oasis Liaoyang	311.0	20.2	331.2	100%	228.3	37.4	65.4	Q3 2010	Q4 2010
71	Evergrande Tanxijun Dalian	79.6	—	79.6	98%	61.7	—	17.9	Q2 2014	Q4 2014
72	Evergrande Oasis Anshan	183.1	234.8	417.9	100%	293.9	114.8	9.2	Q1 2011	Q2 2011
73	Evergrande Metropolis Anshan	617.7	—	617.7	100%	450.2	56.4	111.0	Q2 2012	Q4 2012
74	Evergrande Oasis Yingkou	215.3	407.3	622.7	100%	450.9	100.6	71.1	Q1 2011	Q2 2011
75	Evergrande City Yingkou	315.8	—	315.8	100%	268.4	12.0	35.4	Q2 2011	Q3 2011
76	Evergrande Bay Yingkou	211.2	195.2	406.4	100%	295.7	94.5	16.2	Q4 2011	Q3 2015
77	Evergrande Palace Panjin	11.6	115.9	127.5	100%	90.5	26.9	10.1	Q2 2011	Q3 2011
78	Evergrande Palace Fushun	121.6	193.2	314.8	100%	190.2	42.1	82.5	Q2 2011	Q3 2011
79	Evergrande Plaza Fushun	80.0	320.4	400.4	100%	213.7	125.1	61.6	Q3 2012	Q4 2013
80	Evergrande Oasis Benxi	140.6	33.6	174.3	100%	144.9	29.4	—	Q1 2012	Q2 2012
81	Evergrande Royal Scenic Bay Huludao	117.1	39.5	156.6	100%	94.9	32.8	28.8	Q4 2011	Q1 2012
<b>Shaanxi Province</b>										
82	Evergrande Oasis Xi'an	52.4	—	52.4	100%	—	—	52.4	Q4 2007	Q3 2008
83	Evergrande Royal Scenic Xi'an	107.8	45.4	153.2	100%	143.6	7.7	—	Q1 2013	Q4 2013
84	Evergrande Royal View Garden Xi'an	245.2	52.1	297.4	100%	226.5	4.0	63.9	Q4 2013	Q2 2014
85	Evergrande City Hanzhong	93.7	—	93.7	100%	70.2	6.6	16.9	Q2 2011	Q3 2011
86	Evergrande City Yangling	99.8	156.4	256.2	100%	236.4	19.9	—	Q1 2012	Q2 2012
<b>Jiangsu Province</b>										
87	Evergrande Splendor Nanjing	131.9	135.4	267.3	100%	163.4	98.0	—	Q3 2007	Q3 2008
88	Evergrande Oasis Nanjing	75.5	—	75.5	100%	73.4	—	—	Q4 2007	Q3 2008
89	Evergrande Venice on the sea	904.9	5,239.2	6,144.1	100% <sup>(1)</sup>	5,565.1	493.1	—	Q1 2010	Q3 2012
90	Evergrande Metropolis Danyang	160.9	257.4	418.3	100%	392.3	26.0	—	Q4 2010	Q1 2011
91	Evergrande City Danyang	23.0	110.9	133.8	100%	86.2	—	47.6	Q4 2012	Q1 2013
92	Evergrande Oasis Zhenjiang	2.1	79.6	81.7	100%	7.4	8.3	63.3	Q4 2011	Q1 2012
93	Evergrande Atrium Jurong	97.6	411.6	509.2	100%	370.3	136.4	—	Q4 2011	Q1 2012
94	Evergrande Metropolis Huai'an	46.5	—	46.5	100%	33.8	7.3	—	Q1 2010	Q4 2010
95	Evergrande Palace Suqian	223.9	217.2	441.1	100%	271.4	37.0	126.5	Q2 2011	Q3 2011
96	Evergrande Oasis Suqian	21.6	69.3	90.9	100%	—	—	85.8	Q1 2012	Q2 2012
97	Evergrande City Lianyungang	—	822.3	822.3	100%	745.0	68.9	—	—	—
98	Evergrande Metropolis Lianyungang	135.5	197.7	333.2	100%	121.5	15.7	196.0	Q1 2012	Q2 2012
99	Evergrande Metropolis Yancheng	281.8	97.2	379.0	100%	155.2	37.4	184.5	Q1 2012	Q2 2012
100	Evergrande City Wuxi	117.3	42.7	160.0	99%	151.4	8.6	—	Q3 2012	Q2 2014
101	Evergrande Oasis Wuxi	157.1	—	157.1	100%	145.8	11.4	—	Q4 2011	Q1 2013
102	Evergrande Emerald Court Changzhou	101.4	—	101.4	94%	39.3	13.0	49.1	Q4 2012	Q1 2013
103	Evergrande Royal View Garden Yangzhou	119.3	3.4	122.7	80%	69.2	15.9	37.6	Q4 2013	Q1 2014
104	Evergrande Royal Scenic Jiangying	179.9	122.4	302.3	51%	256.8	45.5	—	Q3 2013	Q2 2014
<b>Yunnan Province</b>										
105	Evergrande Splendor Kunming	293.9	153.3	447.2	100%	365.0	82.2	—	Q4 2007	Q3 2008
106	Evergrande Atrium Kunming	101.9	—	101.9	100%	61.3	0.5	37.2	Q1 2013	Q2 2013
107	Evergrande Metropolis Qujing	82.4	—	82.4	100%	82.4	—	—	Q4 2010	Q2 2011
<b>Inner Mongolia Autonomous Region</b>										
108	Evergrande Atrium Hohhot	206.9	37.3	244.2	74%	117.3	54.3	72.6	Q1 2012	Q2 2012
109	Evergrande Metropolis Hohhot	158.8	58.0	216.8	100%	154.6	6.3	56.0	Q3 2013	Q4 2013
110	Evergrande Palace Hohhot	122.5	51.9	174.3	100%	168.1	6.2	—	Q2 2013	Q3 2014
111	Evergrande Palace Baotou	21.8	582.8	604.6	100%	388.4	65.1	151.2	Q4 2008	Q3 2009
112	Evergrande Metropolis Baotou	155.5	—	155.5	100%	116.3	3.9	—	Q2 2010	Q1 2011
113	Evergrande Oasis Ulan	93.1	—	93.1	100%	45.9	11.6	24.4	Q2 2011	Q3 2012
114	Evergrande Oasis Wuhai	80.9	11.7	92.6	100%	71.7	8.4	12.5	Q2 2012	Q4 2012
<b>Shanxi Province</b>										
115	Evergrande Oasis Taiyuan	151.9	84.5	236.3	70%	133.1	7.0	31.0	Q4 2007	Q3 2008
116	Evergrande Metropolis Taiyuan	21.9	67.6	89.6	100%	22.8	4.5	25.6	Q3 2009	Q2 2010
117	Evergrande Scenic Garden Taiyuan	131.2	440.2	571.4	85%	535.8	—	—	Q3 2012	Q4 2012
118	Evergrande Palace Taiyuan	260.5	82.4	342.9	66%	219.7	—	85.0	Q3 2010	Q4 2011
119	Evergrande Oasis Yuncheng	181.4	48.3	229.7	100%	192.7	26.9	—	Q4 2010	Q2 2011
120	Evergrande Metropolis Yuncheng	87.0	119.2	206.2	71%	154.7	21.5	—	Q2 2012	Q3 2012
121	Evergrande Royal Scenic Lvliang	165.4	—	165.4	100%	129.2	11.4	5.2	Q3 2011	Q4 2011
122	Evergrande Oasis Datong	149.8	—	149.8	100%	104.7	45.2	—	Q1 2012	Q2 2012
123	Evergrande Palace Linfen	237.3	7.2	244.5	95%	116.9	25.7	90.7	Q4 2010	Q2 2012
124	Evergrande Royal View Garden Yangquan	95.6	227.7	323.3	64%	289.7	23.6	—	Q1 2013	Q2 2014
<b>Guizhou Province</b>										
125	Evergrande City Guiyang	173.4	254.5	427.9	100%	250.3	55.8	110.5	Q2 2010	Q4 2010
126	Evergrande Metropolis Guiyang	113.5	—	113.5	99%	45.3	15.7	52.5	Q3 2011	Q4 2011

No.	Project	Total GFA ('000 m <sup>2</sup> )			Attributable Equity Interest (%)	Saleable GFA ('000 m <sup>2</sup> )			Actual or estimated construction commencement time	Actual or estimated pre-sale commencement time
		GFA with construction permits	GFA without construction permits	Subtotal		Residential	Commercial	Carpark		
127	Evergrande Atrium Guiyang	148.4	56.2	204.6	60%	190.9	13.7	—	Q1 2013	Q2 2013
128	Evergrande City Zunyi	104.8	789.4	894.2	51%	795.7	88.0	—	Q4 2010	Q1 2011
129	Evergrande City Kaili	46.2	214.0	260.3	100%	219.9	40.4	—	Q4 2011	Q1 2012
<b>Anhui Province</b>										
130	Evergrande City Hefei	124.2	—	124.2	100%	—	—	121.3	Q3 2009	Q2 2010
131	Evergrande Royal View Garden Hefei	52.8	—	52.8	100%	50.7	2.0	—	Q3 2011	Q2 2012
132	Evergrande Central Plaza Hefei	435.2	624.3	1,059.5	61%	509.7	546.9	—	Q3 2013	Q2 2014
133	Evergrande Oasis Tongling	98.0	398.0	496.0	100%	435.6	50.1	—	Q1 2011	Q2 2011
134	Evergrande Palace Wuhu	140.1	—	140.1	100%	132.9	4.8	—	Q1 2011	Q4 2011
135	Evergrande Metropolis Huaibei	223.7	86.1	309.8	100%	259.6	47.3	—	Q4 2010	Q2 2011
136	Evergrande Atrium Huaibei	49.8	244.5	294.3	100%	184.7	106.6	—	Q4 2011	Q1 2012
137	Evergrande Oasis Huainan	180.5	136.1	316.6	60%	298.7	15.0	—	Q3 2011	Q4 2011
138	Evergrande City Bozhou	145.3	91.5	236.8	100%	220.8	15.9	—	Q2 2011	Q4 2011
139	Evergrande Oasis Anqing	42.6	—	42.6	100%	40.2	—	—	Q3 2011	Q1 2012
140	Evergrande Royal Scenic Bay Lu'an	264.4	549.5	813.9	100%	697.9	116.0	—	Q3 2011	Q1 2012
141	Evergrande Royal Scenic Bay Bengbu	48.9	37.9	86.8	100%	58.9	24.8	—	Q2 2012	Q1 2013
142	Evergrande Royal Scenic Bay Ma'anshan	91.3	80.6	171.9	60%	76.7	7.3	82.1	Q2 2012	Q1 2013
143	Evergrande Metropolis Chuzhou	138.2	35.0	173.1	100%	118.0	20.0	35.1	Q1 2013	Q4 2013
144	Evergrande Oasis Chuzhou	95.2	76.3	171.5	100%	151.2	14.5	—	Q1 2013	Q4 2013
145	Evergrande Royal Scenic Bay Suqian	107.3	33.4	140.7	100%	118.3	19.2	—	Q2 2013	Q4 2013
<b>Hunan Province</b>										
146	Evergrande Palace Changsha	6.0	—	6.0	100%	—	—	—	Q1 2008	Q1 2009
147	Evergrande Metropolis Changsha	54.9	—	54.9	100%	—	—	54.9	Q3 2008	Q2 2009
148	Evergrande City Changsha	45.8	—	45.8	100%	—	—	40.9	Q3 2009	Q1 2010
149	Evergrande Oasis Changsha	4.4	326.5	331.0	100%	154.8	41.3	130.7	Q3 2009	Q1 2010
150	Evergrande Atrium Changsha	469.9	281.9	751.7	100%	385.7	340.7	—	Q1 2010	Q3 2010
151	Evergrande Bay Changsha	119.7	361.9	481.6	100%	448.0	13.9	—	Q4 2013	Q2 2014
152	Evergrande Palace Liuyang	82.3	412.9	495.1	100%	392.5	22.9	79.7	Q3 2010	Q1 2011
153	Evergrande Emerald Court Changsha	43.8	81.6	125.4	100%	105.3	20.1	—	Q2 2012	Q3 2012
154	Evergrande Royal Scenic Bay Changsha	98.6	—	98.6	100%	49.8	1.4	47.4	Q3 2012	Q4 2012
155	Evergrande Palace Changde	171.9	197.3	369.2	60%	311.4	57.8	—	Q4 2013	Q2 2014
156	Evergrande Palace Chenzhou	119.6	33.5	153.1	100%	146.2	6.9	—	Q1 2011	Q2 2011
157	Evergrande Metropolis Zhuzhou	67.6	—	67.6	100%	1.4	—	66.2	Q3 2011	Q4 2011
158	Evergrande Metropolis Yueyang	30.4	—	30.4	100%	7.3	10.4	10.4	Q2 2011	Q3 2011
159	Evergrande Oasis Hengyang	61.4	28.2	89.5	70%	69.0	20.4	—	Q1 2012	Q2 2012
160	Evergrande Oasis Yiyang	96.2	38.1	134.3	100%	127.2	7.1	—	Q2 2013	Q4 2013
<b>Guangxi Zhuang Autonomous Region</b>										
161	Evergrande Oasis Nanning	—	614.6	614.6	100%	552.9	2.3	—	Q2 2014	Q4 2014
162	Evergrande International Center Nanning	—	313.1	313.1	100%	—	313.1	—	Q4 2014	Q2 2015
163	Evergrande Oasis Qinzhou	100.5	342.9	443.4	100%	415.6	18.8	—	Q1 2011	Q2 2011
164	Evergrande Royal Scenic Peninsular Beihai	191.1	403.8	594.9	100%	590.8	3.7	—	Q2 2011	Q3 2011
165	Evergrande Metropolis Beihai	83.8	312.1	395.9	60%	361.7	26.7	—	Q3 2012	Q4 2013
166	Evergrande Plaza Guilin	192.3	139.4	331.7	51%	160.5	168.7	—	Q1 2013	Q4 2013
167	Evergrande Royal Scenic Bay Fangchenggang	106.5	102.1	208.7	100%	192.1	8.3	—	Q4 2012	Q3 2013
<b>Henan Province</b>										
168	Evergrande Oasis Zhengzhou	197.2	302.6	499.8	100%	444.9	55.0	—	Q2 2013	Q3 2013
169	Evergrande Metropolis Zhengzhou	—	591.2	591.2	100%	33.7	557.5	—	Q2 2010	Q4 2010
170	Evergrande Oasis Luoyang	157.7	2,062.3	2,220.0	100%	1,223.3	455.2	507.9	Q1 2008	Q4 2009
171	Evergrande Metropolis Xinyang	270.6	138.3	408.9	80%	164.9	80.3	161.7	Q3 2010	Q4 2010
172	Evergrande Palace Wugang	1.9	—	1.9	100%	—	1.9	—	Q1 2011	Q2 2011
173	Evergrande Oasis Anyang	26.2	998.8	1,025.1	100%	966.9	58.2	—	Q2 2011	Q3 2011
174	Evergrande Atrium Xinxiang	67.4	—	67.4	100%	—	14.5	52.9	Q2 2011	Q3 2011
175	Evergrande Splendor Xinxiang	295.8	587.5	883.2	100%	681.6	191.1	—	Q1 2013	Q2 2013
176	Evergrande Oasis Xuchang	70.6	231.2	301.7	100%	258.2	43.5	—	Q3 2012	Q4 2012
177	Evergrande Metropolis Luohe	—	570.3	570.3	100%	537.9	32.3	—	Q3 2013	Q3 2014
178	Metropolis Royal Scenic Luohe	—	102.4	102.4	100%	96.3	6.1	—	Q3 2013	Q1 2015
179	Evergrande Metropolis Pingdingshan	232.8	144.3	377.0	57%	360.6	16.5	—	Q4 2013	Q2 2014
<b>Jiangxi Province</b>										
180	Evergrande City Nanchang	77.5	749.2	826.7	100%	779.0	31.4	—	Q1 2012	Q2 2012
181	Evergrande Oasis Nanchang	201.3	—	201.3	100%	149.4	52.0	—	Q4 2009	Q2 2010
182	Evergrande Metropolis Nanchang	241.2	25.0	266.2	100%	48.4	99.4	107.6	Q4 2011	Q1 2012
183	Evergrande Metropolis Jingdezhen	303.9	—	303.9	100%	217.2	1.7	75.9	Q4 2010	Q1 2011
184	Evergrande Atrium Xinyu	200.1	247.0	447.1	100%	405.0	31.4	—	Q4 2010	Q2 2011
185	Evergrande City Xinyu	147.9	—	147.9	100%	94.9	7.2	44.9	Q4 2011	Q1 2012
186	Evergrande Oasis Yingtan	230.2	174.0	404.2	100%	354.2	41.0	—	Q3 2011	Q4 2011
187	Evergrande Royal Scenic Jiujiang	56.1	—	56.1	100%	40.3	5.2	6.7	Q1 2013	Q4 2013
188	Evergrande Royal View Garden Ji'an	94.2	113.9	208.1	100%	180.3	27.6	—	Q2 2013	Q4 2013
<b>Hebei Province</b>										
189	Evergrande City Shijiazhuang	33.3	—	33.3	100%	—	23.7	—	Q4 2009	Q2 2010
190	Evergrande Atrium Shijiazhuang	123.6	—	123.6	100%	47.9	—	61.5	Q2 2010	Q2 2011
191	Evergrande Oasis Shijiazhuang	3.7	—	3.7	100%	—	—	—	Q1 2010	Q3 2010
192	Evergrande Metropolis Shijiazhuang	17.3	—	17.3	90%	9.4	5.2	0.4	Q4 2011	Q1 2012
193	Evergrande Royal Scenic Peninsular Shijiazhuang	23.7	38.9	62.6	70%	62.6	—	—	Q1 2011	Q3 2012
194	Evergrande Splendor Luquan	7.4	67.1	74.5	100%	—	68.7	5.8	Q2 2011	Q3 2011
195	Evergrande City Qinhuangdao	298.0	—	298.0	100%	161.1	24.8	107.8	Q4 2011	Q1 2012
196	Evergrande City Cangzhou	232.6	56.1	288.7	51%	172.9	21.6	—	Q3 2012	Q4 2012

No.	Project	Total GFA ('000 m <sup>2</sup> )			Attributable Equity Interest (%)	Saleable GFA ('000 m <sup>2</sup> )			Actual or estimated construction commencement time	Actual or estimated pre-sale commencement time
		GFA with construction permits	GFA without construction permits	Subtotal		Residential	Commercial	Carpark		
197	Evergrande Metropolis Xingtai	27.6	118.3	145.9	100%	115.0	30.9	—	Q1 2013	Q2 2013
198	Evergrande Palace Tangshan	119.1	233.3	352.4	60%	286.7	65.7	—	Q4 2013	Q1 2014
199	Evergrande City Hengshui	98.9	28.1	127.0	70%	55.4	22.7	43.8	Q4 2012	Q4 2013
200	Evergrande Metropolis Langfang	130.7	53.9	184.6	100%	122.9	45.2	—	Q2 2013	Q1 2014
<b>Hainan Province</b>										
201	Evergrande Culture Tourist City Haikou	—	1,000.0	1,000.0	100%	923.8	76.2	—	Q2 2010	Q4 2014
202	Evergrande Bay Haikou	119.3	41.0	160.2	100%	77.1	83.1	—	Q2 2013	Q1 2014
203	Evergrande Bund Haikou	—	552.2	552.2	100%	490.1	60.0	—	Q4 2013	Q4 2014
204	Lufulai Project Sanya	—	59.3	59.3	60%	—	59.3	—	—	—
205	Evergrande Metropolis Danzhou	37.9	3.8	41.7	100%	15.3	22.6	3.7	Q4 2010	Q1 2011
206	Evergrande Splendor Danzhou	167.4	—	167.4	100%	155.2	10.1	—	Q4 2010	Q2 2011
207	Evergrande Royal Scenic Bay Hainan	259.9	85.5	345.4	100%	336.7	5.1	—	Q1 2012	Q2 2012
<b>Shandong Province</b>										
208	Evergrande Metropolis Jinan	55.9	16.9	72.8	100%	—	5.2	51.3	Q1 2010	Q3 2010
209	Evergrande Oasis Jinan	236.1	873.4	1,109.5	100%	975.2	85.5	—	Q1 2010	Q3 2010
210	Evergrande City Jinan	452.0	—	452.0	100%	384.4	53.0	—	Q1 2011	Q2 2011
211	Evergrande Atrium Jinan	178.2	160.0	338.2	60%	216.5	121.7	—	Q3 2012	Q4 2012
212	Evergrande Plaza Jinan	—	760.0	760.0	100%	—	760.0	—	Q4 2014	Q2 2015
213	Evergrande Royal View Garden Jinan	130.0	198.2	328.2	100%	68.6	85.1	174.4	Q3 2012	Q4 2012
214	Evergrande Splendor Laiwu	444.6	514.3	958.9	100%	711.3	247.4	—	Q4 2010	Q2 2011
215	Evergrande Metropolis Weifang	240.8	208.8	449.6	100%	297.8	151.8	—	Q2 2011	Q2 2012
216	Evergrande Yellow River Eco-City Dongying	113.6	176.5	290.0	100%	239.4	50.7	—	Q2 2011	Q3 2011
217	Evergrande City Tai'an	41.3	148.8	190.2	100%	176.0	5.9	—	Q2 2011	Q3 2011
218	Evergrande Palace Linyi	131.0	407.8	538.8	100%	410.7	128.1	—	Q3 2011	Q4 2011
219	Evergrande Oasis Linyi	84.9	666.8	751.7	51%	666.3	82.5	—	Q2 2012	Q3 2012
220	Evergrande Metropolis Jining	102.1	183.6	285.7	60%	165.2	6.6	—	Q1 2013	Q3 2013
221	Evergrande Emerald Court Weifang	182.8	68.2	251.0	100%	153.2	27.8	70.0	Q3 2012	Q3 2013
222	Evergrande Royal View Garden Zibo	95.9	380.6	476.5	60%	431.1	42.6	—	Q2 2013	Q1 2014
223	Evergrande Metropolis Liaocheng	89.5	3.3	92.9	51%	87.4	4.8	—	Q1 2013	Q3 2013
<b>Shanghai Municipality</b>										
224	Evergrande Palace Shanghai	—	96.8	96.8	100%	45.7	51.1	—	Q3 2014	Q2 2015
225	Evergrande Royal Scenic Bay Shanghai	—	127.4	127.4	100%	114.4	13.0	—	Q3 2014	Q2 2015
226	Evergrande Sheshan Capital Shanghai	—	72.2	72.2	100%	67.8	4.4	—	Q3 2014	Q1 2015
227	Evergrande Royal View Garden Shanghai	—	111.9	111.9	100%	101.0	10.9	—	Q3 2014	Q1 2015
228	Evergrande Metropolis Shanghai	—	61.8	61.8	100%	55.4	6.4	—	Q2 2014	Q4 2014
<b>Jilin Province</b>										
229	Evergrande Oasis Changchun	49.6	13.0	62.6	100%	—	62.6	—	Q2 2010	Q4 2010
230	Evergrande City Changchun	157.9	226.6	384.5	100%	357.2	27.4	—	Q4 2010	Q4 2011
231	Evergrande Royal Scenic Changchun	0.3	69.2	69.5	100%	33.7	9.2	26.6	Q2 2011	Q3 2011
232	Evergrande Emerald Court Changchun	1.8	—	1.8	100%	—	1.8	—	Q3 2011	Q4 2011
233	Evergrande Metropolis Changchun	111.6	34.4	145.9	100%	105.9	29.4	—	Q4 2011	Q3 2012
234	Evergrande City Plaza Changchun	122.6	329.3	451.9	100%	389.2	62.7	—	Q1 2013	Q4 2013
235	Evergrande Palace Jilin	204.8	2.9	207.7	100%	121.5	22.2	63.9	Q4 2010	Q4 2011
236	Evergrande Royal Scenic Bay Songyuan	67.3	371.6	438.9	100%	314.8	51.4	72.6	Q3 2012	Q4 2012
<b>Gansu Province</b>										
237	Evergrande City Lanzhou	221.9	—	221.9	100%	221.9	—	—	—	—
238	Evergrande Oasis Lanzhou	120.9	232.2	353.1	100%	295.2	57.9	—	Q4 2013	Q1 2014
239	Evergrande City Plaza Lanzhou	—	177.1	177.1	70%	100.4	29.6	47.1	Q1 2013	Q2 2013
240	Evergrande Scenic Garden Lanzhou	152.3	895.6	1,047.9	53%	779.7	146.1	122.1	Q4 2013	Q2 2014
241	Evergrande Metropolis Lanzhou	63.5	—	63.5	100%	16.3	5.2	40.1	Q4 2010	Q3 2011
242	Evergrande Oasis Wuwei	120.8	29.8	150.6	100%	44.5	10.4	—	Q4 2012	Q1 2013
<b>Ningxia Hui Autonomous Region</b>										
243	Evergrande Metropolis Yinchuan	132.9	1.0	133.9	100%	102.3	31.6	—	Q2 2011	Q3 2011
244	Evergrande Royal Scenic Yinchuan	116.6	116.7	233.3	100%	208.6	24.7	—	Q1 2014	Q3 2014
245	Evergrande Oasis Shizuishan	93.7	397.7	491.4	100%	291.4	198.0	2.0	Q2 2011	Q3 2011
246	Evergrande Metropolis Wuzhong	142.0	—	142.0	100%	88.4	16.4	37.2	Q2 2011	Q3 2011
<b>Zhejiang Province</b>										
247	Evergrande Royal Scenic Bay Hangzhou	160.8	85.0	245.8	100%	239.0	6.8	—	Q1 2015	Q2 2015
248	Evergrande Oasis Jiaxing	153.7	—	153.7	100%	34.5	2.3	117.0	Q3 2011	Q1 2012
249	Evergrande Royal Scenic Haiyan	176.6	—	176.6	100%	93.6	—	83.1	Q3 2012	Q4 2012
250	Evergrande Metropolis Pinghu	182.3	—	182.3	100%	87.3	7.3	87.7	Q1 2013	Q2 2013
251	City Lights Ningbo	83.8	645.0	728.8	51%	142.0	586.8	—	Q2 2012	Q4 2014
252	Evergrande Scenic Garden Ningbo	186.8	—	186.8	51%	173.6	13.2	—	Q2 2013	Q3 2013
253	Evergrande Peninsula on the sea Xiangshan Ningbo	173.0	132.9	305.9	51%	290.1	15.8	—	Q3 2013	Q3 2014
254	Evergrande Royal Scenic Peninsular Quzhou	117.7	53.4	171.1	100%	113.0	58.1	—	Q1 2013	Q4 2013
<b>Fujian Province</b>										
255	Evergrande Metropolis Shishi	142.2	—	142.2	60%	139.6	2.6	—	Q3 2013	Q2 2014
<b>Heilongjiang Province</b>										
256	Evergrande Oasis Harbin	379.3	114.8	494.0	100%	372.5	24.9	96.7	Q3 2011	Q4 2011
257	Evergrande Metropolis Harbin	205.8	136.1	341.9	100%	235.1	58.0	48.8	Q2 2012	Q3 2012
258	Evergrande City Harbin	176.5	—	176.5	100%	151.6	24.9	—	Q3 2011	Q4 2011

No.	Project	Total GFA ('000 m <sup>2</sup> )			Attributable Equity Interest (%)	Saleable GFA ('000 m <sup>2</sup> )			Actual or estimated construction commencement time	Actual or estimated pre-sale commencement time
		GFA with construction permits	GFA without construction permits	Subtotal		Residential	Commercial	Carpark		
259	Evergrande Royal View Garden Harbin	89.1	128.2	217.3	61%	137.9	6.9	72.5	Q2 2013	Q4 2013
260	Evergrande Royal Scenic Bay Harbin	181.2	—	181.2	100%	153.5	27.7	—	Q3 2013	Q2 2014
261	Evergrande Oasis Daqing	76.6	33.8	110.4	100%	59.0	5.3	43.9	Q2 2012	Q3 2012
262	Evergrande Oasis Mudanjiang	82.6	—	82.6	100%	75.4	7.2	—	Q1 2013	Q3 2013
263	Evergrande Emerald Court Mudanjiang	77.5	—	77.5	62%	50.1	9.2	18.2	Q3 2013	Q4 2013
264	Evergrande Emerald Court Qiqihar	163.8	5.0	168.9	100%	153.4	15.4	—	Q1 2013	Q2 2013
265	Evergrande Metropolis Qiqihar	119.5	14.4	133.9	100%	94.9	39.0	—	Q3 2012	Q4 2012
<i>Qinghai Province</i>										
266	Evergrande Metropoli Xi'ning	56.2	72.3	128.5	100%	123.1	5.4	—	Q3 2011	Q4 2011
<i>Xinjiang Uygur Autonomous Region</i>										
267	Evergrande Splendor Wujiaqu	484.3	1,128.3	1,612.6	100%	1,007.2	601.6	3.9	Q3 2011	Q4 2011
268	Evergrande Atrium Yi'ning	79.2	—	79.2	100%	63.7	15.6	—	Q3 2012	Q4 2012
269	Evergrande Oasis Yi'ning	13.7	—	13.7	100%	—	13.7	—	Q3 2012	Q1 2013
	<b>Total</b>	<b>38,715</b>	<b>56,276</b>	<b>94,991</b>		<b>67,419</b>	<b>13,396</b>	<b>12,138</b>		

Note:

- (1) On October 15, 2013, Shengjian (BVI) Limited, a wholly owned subsidiary of our Company, acquired the remaining 49% interest in the issued share capital of Grandday Group Limited, which holds our Evergrande Venice on the Sea project.

The actual construction commencement time in the table above is derived from the relevant construction permits or the governmental approval for early construction.

The actual pre-sale commencement time in the table above is typically set after the receipt of the relevant pre-sale permits or the government approval for pre-sale.

### *Properties Held for Future Development*

We had 106 projects held for future development as of June 30, 2014. These properties were meant for future development and had an estimated total GFA of 54.9 million square meters as of June 30, 2014.

The total GFA with respect to each project included in our properties held for future development represents estimates by our management on the basis of our current development plans formulated pursuant to the relevant land grant contracts.

For all of our projects held for future development, we had entered into a land grant contract or a land transaction confirmation letter. We had not, however, received the land use rights certificates, construction land planning permits, construction works planning permits and construction permits for all of our projects held for future development as of June 30, 2014.

### *Product Series*

Over the years, we have developed and introduced various distinctive product series to the market, including:

- *Mid- to mid-high-end series.* This series consists mainly of products within our Evergrande Oasis (恒大绿洲) series, Evergrande Metropolis (恒大名都) series, Evergrande City (恒大城) series, Evergrande Atrium (恒大雅苑) series, Evergrande Royal Scenic Bay (恒大御景湾) series, Evergrande Emerald Court (恒大翡翠华庭) series, Evergrande Bay (恒大江湾) series, Evergrande Plaza (恒大广场) series and Evergrande Bund (恒大外滩) series. We target for properties of this series to account for approximately 70% of our current projects. They are positioned as large residential complexes with a full range of ancillary facilities and services. Typically located in the sub-central urban areas with comprehensive infrastructure and a

convenient transportation network, these projects generally include multi-story, mid-rise, mid-to-high-rise and high-rise apartments. They are usually equipped with large clubhouses, sports centers, kindergartens, commercial streets and other living facilities.

- *High-end series.* This series consists mainly of products of Evergrande Palace (恒大華府) series, Evergrande Royal Scenic Peninsula (恒大御景半島) series, Evergrande Emperor Scenic (恒大帝景) series and Evergrande Royal Scenic (恒大御景) series. We target for properties of this series to account for approximately 10% of our current projects. They are positioned as high-end urban residential projects targeting high-income residents. Typically situated in the prime locations of existing urban areas, or areas with significant future value appreciation potential within large cities, these projects generally include garden houses and condominiums. Most of them are large units with the highest and most luxurious design and construction standards. Usually, these projects are fully equipped with facilities and services of superior standards, including large luxurious clubhouse, commerce and education facilities.
- *Tourism-related series.* This series consists mainly of products of Evergrande Splendor (恒大金碧天下) series, Evergrande Scenic Garden (恒大山水城) series and Evergrande Venice on the Sea (恒大海上海上威尼斯) series. We target for properties of this series to account for approximately 20% of our current projects. They are positioned as large resort projects offering a mix of tourism, resort, commercial and residential-related properties. Typically located in or close to the key transportation network within urban cities with populations of over five million, and in areas with beautiful natural surroundings of rivers, lakes or mountains, and unique eco-landscape resources, these projects generally include low-density houses, garden houses, mid-rise and high-rise apartments. They are usually equipped with comprehensive ancillary facilities with a total GFA of approximately 100,000 square meters which include upscale hotels, conference centers, health centers, entertainment centers, food centers, commercial centers, sports centers and regional public transportation systems.

We design and develop all of our product series under our standardized management and market them under the brand name of “Evergrande” on a nationwide basis. We also market products of these series under different project names.

Within our product series, we mainly develop five types of residential properties:

- villas, which are typically independent houses with one to three stories;
- semi-detached villas, which are typically two separate houses that share a common wall;
- townhouses, which are typically connected houses of more than two units;
- condominiums, which are typically low-rise residential buildings of four to 18 stories; and
- high-rise residential buildings, which are typically higher than 18 stories.



## Co-Developed Projects

In recent years, we have entered into co-development arrangements with other property developers in which we share the cost of development of a project and sales proceeds from the sale and/or pre-sale of the properties in the development. We consider a number of criteria when evaluating whether to partner with a company for co-development of a project, including the company's economic strength and property development experience, whether they have obtained all or part of the land use rights, whether the prospective project location is good, the risk profile of the prospective project and the potential for appreciation, whether the payment terms are favorable, and whether there are low capital requirements for the early stages of development. As of June 30, 2014, we have 32 co-developed projects across 15 provinces and autonomous regions in China, including Shandong, Hebei and Zhejiang. Our profit sharing arrangements generally correspond to our equity ownership in the project development company. The terms of our co-development vary but typically, we may: (i) provide the land use rights for a project and our co-developer would contribute to the development costs through capital injections into the project company or advances of land premium; or (ii) develop the project under our name and management.

We believe such co-development arrangements have helped us expand our nation-wide footprint, while lowering our development costs and investment risks associated with construction projects in new geographical regions. We may continue to enter into such co-development arrangements as suitable opportunities arise.

We set forth in the table below details of these co-developed property projects:

No.	Project	Location	Site area (m <sup>2</sup> )	Total GFA (m <sup>2</sup> )	GFA (m <sup>2</sup> )			Attributable equity interest (%)
					Completed properties	Properties under development	Properties held for future	
<i>Hubei Province</i>								
1	Evergrande Royal Scenic Bay	Wuhan	69,243	318,178	78,642	130,820	108,716	60%
2	Evergrande Royal View Garden	Yichang	121,316	320,703	—	232,905	87,798	60%
3	Evergrande Atrium Yichang	Yichang	168,138	386,718	—	—	386,718	60%
<i>Jiangsu Province</i>								
4	Evergrande Emerald Court	Changzhou	47,512	216,311	114,960	101,351	—	94%
5	Evergrande Royal View Garden	Yangzhou	105,857	179,462	56,716	122,746	—	80%
6	Evergrande Royal Scenic Jiangying	Jiangying	120,927	302,318	—	302,318	—	51%
<i>Inner Mongolia Autonomous Region</i>								
7	Evergrande Atrium Hohhot	Hohhot	95,730	357,916	113,758	244,158	—	74%
<i>Shanxi Province</i>								
8	Evergrande Palace Taiyuan	Taiyuan	177,364	570,588	227,708	342,880	—	—
9	Evergrande Royal View Garden	Yangquan	179,636	323,345	—	323,345	—	64%
<i>Anhui Province</i>								
10	Evergrande Oasis Huainan	Huainan	272,662	545,324	228,748	316,576	—	60%
11	Evergrande Royal Scenic Bay	Ma'anshan	144,145	369,246	197,324	171,922	—	60%
<i>Hunan Province</i>								
12	Evergrande Palace Changde	Changde	264,862	688,642	—	369,177	319,465	60%
13	Evergrande Oasis Hengyang	Hengyang	95,441	381,762	292,226	89,536	—	70%
<i>Guangxi Zhuang Autonomous Region</i>								
14	Evergrande Plaza Guilin	Guilin	94,908	390,000	58,302	331,698	—	51%
<i>Henan Province</i>								
15	Evergrande Metropolis Pingdingshan	Pingdingshan	100,546	377,046	—	377,046	—	57%

No.	Project	Location	Site area (m <sup>2</sup> )	Total GFA (m <sup>2</sup> )	GFA (m <sup>2</sup> )			Attributable equity interest (%)
					Completed properties	Properties under development	Properties held for future	
<i>Hebei Province</i>								
16	Evergrande City Xingtai	Xingtai	106,353	380,873	—	—	380,873	72%
17	Evergrande Royal View Garden Xingtai	Xingtai	27,376	82,128	—	—	82,128	72%
18	Evergrande Palace Tangshan	Tangshan	84,686	352,366	—	352,366	—	60%
19	Evergrande City Hengshui	Hengshui	64,248	245,162	118,154	127,008	—	70%
<i>Hainan Province</i>								
20	Lufulai Project Sanya	Sanya	118,664	59,332	—	59,332	—	60%
21	Changjiangqizi Bay B1 \ B3 Project Hainan	Changjiang	249,894	199,515	—	—	199,515	60%
<i>Shandong Province</i>								
22	Evergrande Atrium Jinan	Jinan	202,511	656,449	318,227	338,222	—	60%
23	Evergrande Oasis Linyi	Linyi	308,140	907,404	155,688	751,716	—	51%
24	Evergrande Metropolis Jining	Jining	262,317	808,793	150,448	285,717	372,628	60%
25	Evergrande Royal View Garden Zibo	Zibo	143,421	579,547	103,041	476,506	—	60%
26	Evergrande Metropolis Liaocheng	Liaocheng	76,200	198,120	105,268	92,852	—	51%
<i>Gansu Province</i>								
27	Evergrande City Plaza Lanzhou	Lanzhou	32,919	221,178	44,100	177,078	—	70%
<i>Zhejiang Province</i>								
28	City Lights Ningbo	Ningbo	126,985	728,769	—	728,769	—	51%
29	Evergrande Scenic Garden Ningbo	Ningbo	312,328	606,795	71,256	186,770	348,769	51%
30	Evergrande Peninsula on the sea Xiangshan Ningbo	Ningbo	258,000	537,617	—	305,888	231,729	51%
<i>Fujian Province</i>								
31	Evergrande Metropolis Shishi	Quanzhou	98,480	252,403	—	142,225	110,178	60%
<i>Heilongjiang Province</i>								
32	Evergrande Emerald Court Mudanjiang	Mudanjiang	29,147	157,493	80,026	77,467	—	62%
<b>Total</b>			<b>4,559,955</b>	<b>12,701,502</b>	<b>2,514,594</b>	<b>7,558,391</b>	<b>2,628,517</b>	

Since June 30, 2014, we entered into co-development arrangements with other property developers for Evergrande Royal Scenic Peninsular Changsha in Changsha, Evergrande Scenic Garden Zhengzhou in Zhengzhou, Evergrande Culture Tourist City Chaozhou in Chaozhou and Evergrande Palace Yueyang in Yueyang. Evergrande Royal Scenic Peninsular Changsha and Evergrande Scenic Garden Zhengzhou occupy a total site area of 270,283 square meters with an aggregate total GFA of 1,067,618 square meters and a total site area of 205,733 square meters with an aggregate total GFA of 288,026 square meters, respectively. Evergrande Culture Tourist City Chaozhou and Evergrande Palace Yueyang occupy a total site area of 245,369 square meters with an aggregate total GFA of 670,000 square meters and a total site area of 193,928 square meters with an aggregate total GFA of 560,452 square meters, respectively. We held 51% of attributable equity interest of Evergrande Royal Scenic Peninsular Changsha, 51% of attributable equity interest of Evergrande Scenic Garden Zhengzhou, 55% of attributable equity interest of Evergrande Culture Tourist City Chaozhou and 64% of attributable equity interest of Evergrande Palace Yueyang.

## Investment Properties

Along with our residential property projects, we also develop office buildings, commercial properties, retail shop units and carpark spaces as part of our residential complexes for leasing. As we intend to hold these properties for long-term investment purposes, they are treated as investment properties. As of June 30, 2014, these investment properties included 2.0 million square meters of total GFA for commercial spaces and 188,471 carparks. Some of our retail shop units and carpark spaces are, or may be, located in large, multiple-use complexes. We may choose to sell the retail shop units when we believe that sales would generate a better return on our investment than through rental and capital appreciation. As of June 30, 2014, we leased commercial space with an aggregate GFA of approximately 0.2 million square meters and 300,000 carparks and underground utility spaces.

Province	Location	Total attributable leasable GFA (m <sup>2</sup> )		No. of Carparks	
		Completed	Under Development	Completed	Under Development
Zhejiang Province	Jiaying, Ningbo	23,307	8,630	483	—
Xinjiang Uyghur Autonomous Region	Wujiayu, Yining	6,859	3,525	—	—
Jiangsu Province	Changzhou, Huai'an, Lianyungang, Nanjing, Nantong, Suqian, Wuxi, Zhenjiang, Yancheng	57,073	48,934	7,100	9,588
Jiangxi Province	Jingde Town, Nanchang, Xinyu, Yingtan	42,963	26,362	5,185	4,797
Anhui Province	Anqing, Bengbu, Bozhou, Chuzhou, Hefei, Huaibei, Huainan, Liu'an, Ma'anshan, Tongling, Wuhu	97,276	67,450	10,601	7,262
Inner Mongolia Autonomous Region	Baotou, Hohhot	18,763	11,011	4,487	—
Heilongjiang Province	Harbin, Daqing, Mudanjiang, Qiqiha'er	84,477	27,791	—	640
Tianjin City	Tianjin	32,369	—	4,342	2,790
Shanxi Province	Taiyuan, Linfen, Lvliang, Datong	49,511	15,593	1,496	—
Guangdong Province	Zhongshan, Yunfu, Guangzhou, Qingyuan, Shaoguan, Shenzhen, Dongguan, Foshan, Jiangmen, Yangjiang	175,979	6,886	19,851	3,184
Sichuan Province	Nanchong, Chengdu, Meishan, Zigong, Ziyang	67,597	55,873	10,219	6,646
Yunnan Province	Kunming, Qujing	8,469	—	531	2,386
Hubei Province	Wuhan, Yichang	19,625	18,756	4,412	1,011
Liaoning Province	Anshan, Benxi, Fushun, Huludao, Liaoyang, Panjin, Shenyang, Yingkou	179,188	210,510	4,292	354
Shandong Province	Dongying, Jinan, Jining, Laiwu, Linyi, Weifang, Zibo	117,398	75,689	6,207	4,790
Hebei Province	Shijiazhuang, Xingtai	48,435	13,760	2,307	—
Shaanxi Province	Hanzhong, Xi'an, Yangling	11,465	—	3,489	1,240
Guizhou Province	Guiyang, Kaili	—	—	5,214	—
Henan Province	Zhengzhou, Luoyang, Xinyang, Xinxiang	18,039	29,547	3,627	5,006
Chongqing City	Chongqing	28,409	—	18,659	—
Ningxia Hui Autonomous Region	Shizuishan, Wuzhong, Yinchuan,	16,051	2,675	1,972	1,654
Jilin Province	Changchun, Jilin, Ulanhot	113,208	30,690	—	846
Hunan Province	Changsha, Hengyang, Liuyang, Yueyang	45,870	13,195	11,133	4,778
Guangxi Zhuang Autonomous Region	Beihai	14,974	—	—	2,441
Gansu Province	Lanzhou, Wuwei, Xining	—	24,308	1,164	659
Hainan Province	Danzhou	—	4,181	—	1,628
Total		<u>1,277,307</u>	<u>695,364</u>	<u>126,771</u>	<u>61,700</u>

**Property Development**

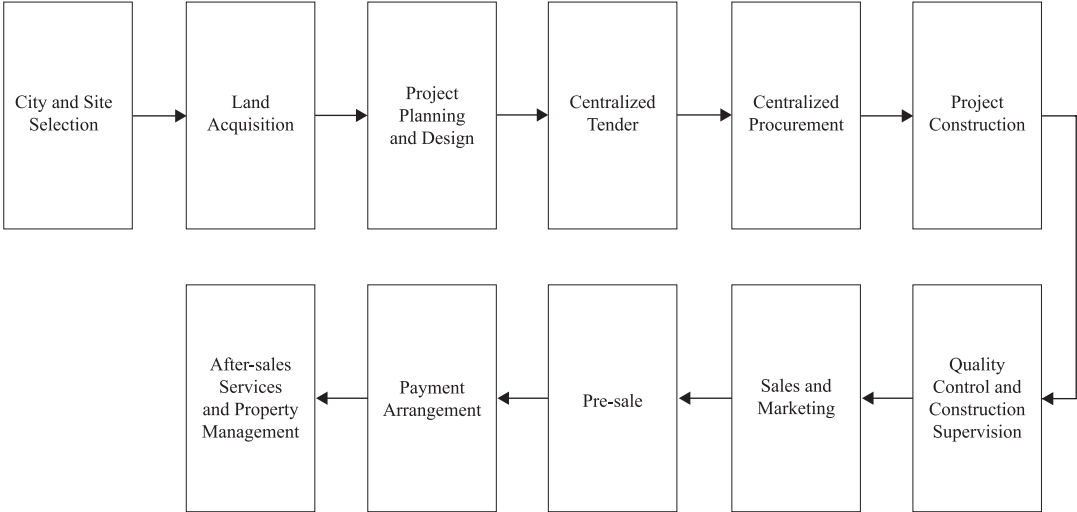
Our business operations are based on our industry-leading standardized operational model for quality real estate development. Our standard operational procedures cover all aspect of our project development process.

We believe our standardized approach to property development has enabled us to rapidly replicate our success in our home base in Guangzhou to other key provincial capitals and surrounding areas in China, to ensure consistent product quality at the same time.

The residential properties we develop are primarily composed of four major standard product series. We have also developed a standard for high-end ancillary facilities, a standard for gardening and landscaping, and a construction standard according to different product series. We develop a diversified portfolio of properties, including low-density residential buildings, multi-story residential buildings, and mid-rise and high-rise residential buildings, to cater to individual needs of different buyers. We generally favor large-scale and extra-large scale projects because our standardized operational model tends to work more effectively and efficiently with them, as they allow the appropriate economies of scale to maximize the upside potential of property development.

**Project Development and Management Procedures**

We maintain a systematic development approach although each project is designed to cater to the specific target market. Our property development and management procedures are summarized as below:



**City and Site Selection**

We screen cities and sites in China following a standardized process in order to identify opportunities suitable for our development. The primary criteria in our project site evaluation include the following:

- location in cities that we believe have high-growth potential;
- generally not less than 20,000 square meters in GFA for projects in first-tier and second-tier cities and not less than 300,000 square meters in GFA for projects in third-tier cities;

- beautiful surrounding environment, with established supporting infrastructure, convenient transportation system and appropriate value appreciation potential;
- minimal or no demolition and resettlement costs, allowing commencement of development soon after the acquisition of the land; and
- appropriate cost and attractive financial return.

### ***Land Acquisition***

According to current PRC laws and regulations, state-owned land use rights for property development must be granted by the relevant governmental authorities via public tender, auction and listing-for-sale. Land reserves may also be acquired in the secondary market through acquisition of the equity interests of companies that possess the land use rights. You should refer to the section entitled “Regulation” for more information about PRC land grant regulation. We acquire land use rights either by bidding directly at auctions organized by the relevant government authorities or through acquiring companies that hold land use rights.

As a property developer targeting middle to upper-middle income customers, we believe that acquiring land at competitive prices is critical to our overall development strategy. The ability to identify potentially undervalued land reserves and the effective execution of our land acquisition strategy are our important strengths. Based on our current development and growth targets, we expect to maintain sufficient land reserves to fulfill our development requirements for the next five to eight years on a rolling basis. As of June 30, 2014, we had approximately 95.0 million square meters of GFA under development and approximately 54.9 million square meters of GFA held for future development. In accordance with our national strategic plan, we will continue to optimize the location of our residential properties. We will focus more on the development of projects in central urban areas in first- and second-tier cities and prime locations in third-tier cities to maintain stable land reserves and achieve a balanced national development distribution.

As of the date of this offering memorandum, we have not commenced the construction work as required by the relevant original land grant contracts with respect to a number of projects that we have acquired. However, we do not expect such land parcels to be subject to idle land fees or forfeiture primarily for the following reasons:

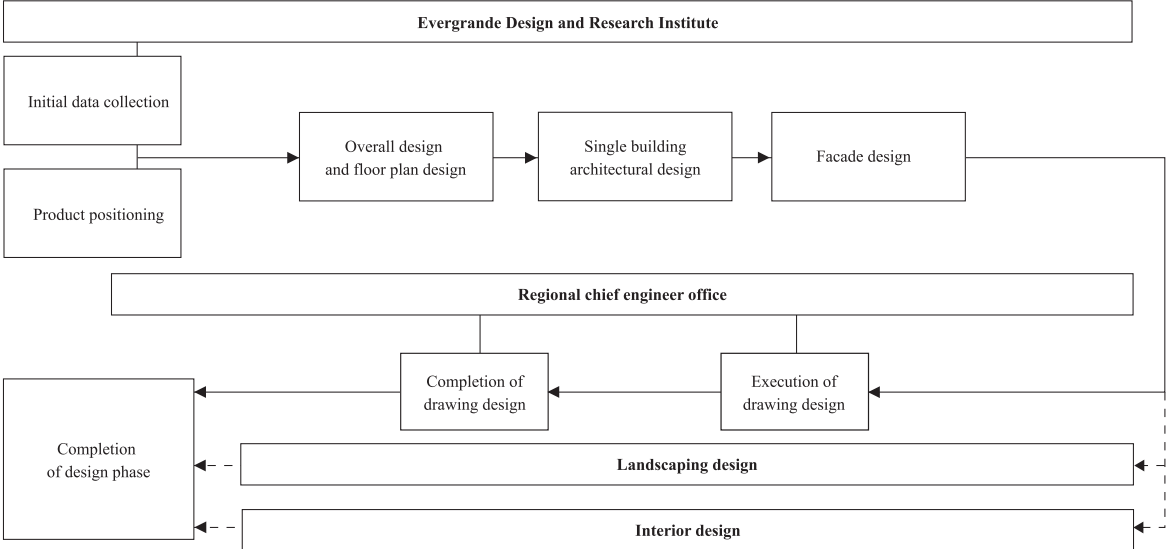
- the relevant local authorities’ failure to deliver certain land to us due to their on-going re-zoning plans;
- our entry into supplementary agreements with the relevant local authorities to extend the commencement of the construction; and/or
- demolition of certain land has not been completed on the part of the government, preventing the construction from commencing on such land.

As of the date of this offering memorandum, we have not been required to pay any idle land fee or forfeit any land as a result of noncompliance with the relevant PRC laws and regulations. Although we cannot assure you that circumstances leading to forfeiture or significant delays in our development schedules will not arise in the future, we do not expect that any of our current land reserves will be subject to forfeiture based on our current development plans.

To ensure timely payment of land premiums and efficient execution of our property development, we have adopted internal control procedures to monitor and manage our land acquisitions and related financing. Our legal department has authority to perform due diligence investigations into our land acquisitions and our finance department is responsible for the feasibility analysis and funding sufficiency. Both departments report their findings and issues to our senior management. We also require our regional offices to strictly adhere to the schedules with respect to application for land use right certificates, construction land planning permits, construction work planning permits and construction permits in compliance with the PRC laws and regulations. We closely monitor the land acquisition and project development process. In the event that we experience delays in payment of land premiums or construction schedules we will seek immediate rectification, including application for an extension from the relevant government authorities as well as negotiation and entry into supplementary agreements. In addition, as part of our standardized operational model, we endeavor to train our staff at, and coordinate the proceedings in, our bidding and tendering department, development department and engineering department to ensure a timely property development in compliance with the PRC laws and regulations.

***Project Planning and Design***

We have strong in-house design capabilities. Evergrande Design and Research Institute, our in-house design subsidiary, is a nationally accredited architectural design firm composed of over 190 professionals as of June 30, 2014. Our design team works closely with our project managers and marketing team in master-planning and in detailed two-dimensional and three-dimensional architectural designs. Our design team also collaborates with reputable domestic and international design houses in formulating, developing and finalizing the landscape and interior design for our projects. Our senior management is actively involved in the entire planning and design process, especially in the master-planning and architectural design of our projects. Our design process is summarized as below:



Based on our previous successful experiences, our professional R&D team has designed 25 standard series of products, including the Evergrande Palace series, Evergrande Royal Scenic Peninsula series, the Evergrande Oasis series, the Evergrande City series, the Evergrande Metropolis series, Evergrande Atrium series, the Evergrande Splendor series, Evergrande Scenic Garden series and the Evergrande Cultural Travel series. We also conduct detailed market research and analysis on the products placed by other major developers into the market. We endeavor to tailor-make and ensure highest construction, gardening, landscaping, and decoration quality in our different product series. We will continue to adopt creative architectural planning and innovative designs with a view to making our products distinctive from other offerings in the market.

In our efforts to integrate quality with distinctive designs for our properties, we have also retained renowned design houses, such as Atkins Shenzhen, Thornton Tomasetti Inc., Ove Arup & Partners Hong Kong Limited, Parsons Brinckerhoff (Asia) Limited, TFP Farrells Limited and Gensler Architectural Consulting (Shanghai) Co., Ltd., to optimize our architectural design in various aspects. As we seek to standardize the designs of our product series and customize our mature series, we will continue to introduce new series in accordance with market demands and preferences. As an important part of our project planning and design process, we work closely with external landscape and interior designers to maximize the aesthetic appeal and eco-value of our properties. In addition to distinctive design features, we also seek to distinguish our property developments by offering additional value-added functions.

We have received numerous awards in recognition of our achievement in various areas of our project designs and floor plans, including the following:

- our construction company has obtained the China Premium Qualification as a general housing construction contractor, which allows us to develop land with a total GFA of over 200,000 square meters and top qualifications as a general municipal public works construction contractor to perform construction, municipal engineering, decoration and landscaping of historical style buildings, which allows us to vertically integrate the construction process; and
- Evergrande Group Project Management Ltd. has obtained the China Grade A Engineering Supervision qualification, which is the highest level of engineering supervision qualification recognized in China.

***Centralized Tender***

We organize tenders, and invite primarily first-rate construction companies in China to participate in the bidding, for interior decoration, gardening and landscaping and other construction work to ensure that we get high-quality construction service at competitive prices. We have centralized and standardized our tender process as a part of our standard operational procedures. We outsource substantially all of our project construction work to independent contractors. We have also acquired a nationally accredited construction company to undertake some of our project construction. We also maintain strict quality control measures throughout our development chain and partner with renowned international and national service and product providers to ensure the quality of our products. Vendors and suppliers we generally partner with in our projects include:

<u>Services or products</u>	<u>Suppliers or vendors</u>
Overall project planning/design .	Shenzhen General Institute of Architectural Design and Research  The Architectural Design and Research Institute of Guangdong Province

<u>Services or products</u>	<u>Suppliers or vendors</u>
Project construction . . . . .	China State Construction Engineering Corporation Zhong-Tie Construction Group Corporation Limited
Interior design and decoration . .	Suzhou Gold Mantis Construction & Decoration Co., Ltd. Shenzhen Grandland Decoration & Construction Co., Ltd. Shenzhen Decoration & Construction Industrial Co., Ltd.
Elevators . . . . .	OTIS
Power box . . . . .	Schneider Electric, Panasonic and TCL Legrand
Kitchen electric appliances . . . .	Rinnai, ROBAM, Vatti and TEKA
Bathroom fixtures . . . . .	TOTO, KOHLER, American Standard, Roca and INAX
Power sockets . . . . .	Panasonic, SIEMENS and Legrand
Plumbing fixtures . . . . .	MOEN, American Standard and Roca
Paint . . . . .	NIPPON PAINT
Surveillance systems . . . . .	Samsung and Panasonic

***Centralized Procurement***

We have signed long-term procurement agreements with reputable service and product suppliers in China and overseas and we have also established a unified national distribution system. The procurement departments in our regional offices are managed directly by our headquarters. Our regional procurement departments submit their procurement plans of material and equipment to our headquarters on a monthly basis. We require that the difference between the actual monthly purchased quantities and the procurement plans should not exceed 10% under normal circumstances. Through such requirements, we endeavor to minimize our overall purchasing costs without compromising our quality requirement.

Our centralized procurement system plays an essential role in helping us achieve economies of scale and favorable commercial terms, and in promoting our long-term partnership with quality suppliers. We have established a rigorous screening and bidding process to select our suppliers. We mainly consider first-rate national suppliers during our screening process, from which we select three to five suppliers in each category to form our pre-qualified vendor pool. Pre-qualified suppliers are invited to submit bids based on our product specifications and requirements. All submitted bids are reviewed and evaluated by our bidding and tendering committee, which consists of members from our senior management, procurement departments and design team. The bidding and tendering committee determines the winner based on a set of standards described in our bid-solicitation documents, such as product quality, price, supply lead time, financial strength, reputation and after-sales services. Our objective in this centralized procurement system is to obtain the required quality products and services at the best prices. Certain key construction materials and services, such as aluminum alloy materials, hardwood floor panels and site preparation, are partly provided by our subsidiaries.

Since 2006, all our construction material procurement contracts are tri-partite arrangements among us, suppliers and construction contractors. Such arrangements require suppliers to deliver their supplies directly to our regional procurement departments, which then distribute them to our construction contractors. We will effect payments to suppliers on a monthly basis by deducting such payments directly from our fees payable to the construction contractors. These arrangements not only ensure the quality of materials and equipment used in our projects but also relieve the concerns of our suppliers



over potential late payment or lack of accountability on the part of construction contractors. Through our large-volume and centralized procurement arrangements, we are able to form long-term strategic partnerships with top suppliers in China and overseas to provide us, and indirectly our customers, with premium products at competitive costs. For example, we source our elevators primarily from OTIS and Mitsubishi; power switches from SIEMENS; electrical appliances from Panasonic, Samsung and SIEMENS; kitchen electric appliances from Rinnai; bathroom fixtures from TOTO, KOHLER and American Standard; switch boards from Panasonic, air conditioners and cabinets from Haier, a renowned domestic brand.

### ***Project Construction***

Our headquarters, in collaboration with all our specialized departments, formulates the standard of construction requirements and we require each of our regional offices to follow and implement the standard consistently. Our headquarters has a dedicated team of more than 700 professional staff who collect and analyze information on project progress and construction quality from all of our regional offices on a weekly basis through our in-house information management system. This team not only sends out professionals to conduct on-site inspection, but also dispatches qualified professionals and engineers to supervise the overall construction of each individual project from time to time.

Under the supervision of our headquarters, each of our regional offices is responsible for the day-to-day management of specific project construction in accordance with our centralized standard. The construction contracts we enter into with construction companies typically contain warranties with respect to quality and timely completion of the construction projects. We require construction companies to comply with the relevant PRC laws and regulations as well as our own standards and specifications. Our construction management department is charged with the responsibility of closely monitoring quality and construction progress as well as controlling cost during construction. In the event of unsatisfactory quality of work, we will reject such work pursuant to our contractual arrangements until it is redone to our satisfaction. Our construction contracts typically require payments based on construction progress until a specified maximum percentage of the total contract sum is paid. Except for approximately 5% of the contract sum, which we generally withhold for two years from the time of completion to cover any contingent expenses incurred as a result of any construction defects, the remaining balance is payable upon confirmation of the construction quality. You should refer to the section entitled “— Quality Control and Construction Supervision” below for additional information on our quality control system.

### ***Quality Control and Construction Supervision***

We control the overall project quality directly from our headquarters by the following means:

- provision of professional guidance and technical support to our regional offices for the purpose of overseeing and supervising the construction of all our projects;
- compilation of various standardized technical guidelines and assessment systems, including our property construction management system, to manage the various aspects of project developments;
- results evaluation conducted through the monthly plans and weekly progress reports submitted by our regional offices with respect to all of our projects under development from time to time; and
- dispatch of qualified personnel to conduct on-site quality inspections on a random basis.

We emphasize and enforce our quality control at every stage of a project development from its initial planning and design through its final completion. In addition to our stringent and intensive selection process in choosing our suppliers and service providers as disclosed in the sections entitled

“— Centralized Tender” and “— Centralized Procurement” above, we employ strict procedures to select, inspect and test equipment and materials we purchase. Our project management teams inspect equipment and materials to ensure their compliance with the contractual specifications before accepting them and approving payment. We reject and return any supplies that are below our standards or that do not comply with our specifications.

To ensure quality and to monitor the progress and workmanship of a construction project, our wholly owned construction supervision company, Evergrande Engineering and Supervision Co., Ltd., monitors our projects developments on a nationwide basis. Evergrande Engineering and Supervision Co., Ltd. has earned the highest qualification recognized by the PRC government and currently employs over 2,800 qualified construction supervisor-engineers. In compliance with PRC laws and regulations, we also engage certified construction supervision companies to monitor certain aspects of our project construction as specified by the relevant rules and regulations. We also require the construction contractors to implement our quality control procedures, including the appointment of their internal on-site quality control engineers, examination of materials and supplies, and their on-site inspection. We rely on our own qualified construction supervisor-engineers to effectively monitor the construction process to ensure quality control. Our qualified construction supervisor-engineers not only conduct on-site quality inspection of the construction work on a daily and continuous basis, but also are authorized to tear down sub-standard work if they deem it necessary. We have formulated a series of internal quality assurance standards and systems to regulate all major processes and procedures in our project development, including construction works, water and electricity systems, pipe networks, landscaping, fitting-out works, interior design and decoration, controls over raw materials and equipment supply. To control product quality, we have also developed an information management system to enable our headquarters to access information, on a real-time basis, on the construction progress relating to each individual building across our projects anywhere in the country.

We also make great efforts to promote safety and environmental awareness at our construction sites. Many of our construction sites in Guangzhou have received “Double Excellence Construction Sites” awards by Guangzhou municipal government. In addition, prior to handing over our property to a purchaser, our sales and customer service departments, together with our engineers and the property management company, inspect the property to ensure it is fit for delivery.

### ***Sales and Marketing***

We combine a centralized sales and marketing management team with the employment of first-rate professional property sales agencies for our sales and marketing in China. Our internal sales and marketing management team is responsible for formulating our nationwide sales and marketing strategies and supervising their execution, while the retained sales agencies are responsible for implementing such strategies and actual sales. This approach assures consistency in our promotion and sales strategy on a nationwide basis and improves efficiency in our sales.

We have approximately 3,000 personnel to manage and coordinate our marketing and sales. Their principal responsibilities include the following:

- market research;
- brand promotion;
- sales planning;
- property pricing; and
- sales management.

Our centralized sales and marketing management team coordinates with our regional offices in selecting qualified sales agencies and promoting our brands across different regional markets in China. Our marketing and sales management team works closely with other internal teams and external agencies in order to determine the appropriate advertising and selling plans for any particular project. They also monitor sale and pre-sale procedures conducted by sales agencies. In addition, senior members of our sales and marketing management team are also actively involved in such matters as site selection, project planning and project design.

Our promotion channels primarily include advertising through newspapers, television, radio, internet, billboards, magazines and mobile phone text messages. We generally engage first-rate property sales agencies and advertising design houses in China, including E-House, Hopefluent Group Holdings Limited, Shenzhen World Union Properties Consultancy Company Limited and Guangdong Advertising Company Limited, to assist us in our sales campaigns. As part of our marketing strategy, we organize potential customers to visit our property projects via our free shuttle buses. These showcase visits facilitate sales of our properties under development and help promote our brand.

Our principal customers are individual purchasers of residential properties in China. In 2011, 2012 and 2013 and the six months ended June 30, 2014, revenues attributable to our five largest customers were less than 5% of our total revenues in each period.

### *Pre-sale*

Like other developers, we pre-sell properties prior to the completion of their construction. Under the PRC pre-sale laws and regulations, property developers must satisfy specific conditions before they may pre-sell their properties under construction. These mandatory conditions include:

- The land premium has been paid in full;
- The land use right certificates, the construction land planning permits, construction works planning permits and the construction permits have been obtained;
- At least 25% of the total project development investments has been made;
- The progress and the expected completion and delivery date of the construction are certain; and
- The pre-sale permit has been obtained.

These mandatory conditions are designed to impose a timing restriction on developers with respect to the commencement of pre-sales. They are predicated on substantial progress in project construction and in capital expenditure. To protect the rights and interests of consumers, local governments generally require developers and property purchasers to use standard sales and purchase contracts prepared under the auspices of such local governments. Developers are required to file all such contracts with local land bureaus and real estate administrative authorities within 30 days of entering into such contracts. Local governments may impose additional conditions from time to time for commencing pre-sale of properties.

In addition to satisfaction of mandatory conditions required by PRC laws and regulations, we typically impose our own additional requirements before we pre-sell. To demonstrate our superior product quality to our potential buyers and to shorten the duration between pre-sale and delivery, we generally commence our pre-sale only after we have completed the landscaping, gardening, and the construction of the on-site show units and the lobby.

### ***Payment Arrangement***

Purchasers of our residential properties, including those purchasing our pre-sale properties, may pay us through mortgage loans with banks. We typically require our purchasers to pay a non-refundable deposit upon entering into provisional purchase contracts. If the purchasers later decide not to enter into formal purchase contracts, they will forfeit such deposits to us. Upon executing the formal purchase contracts, we offer the purchasers several types of payment plans with various terms. Typically, the purchasers are required to pay at least 30% of the total purchase price of the property within five days, and the remaining balance within 20 days. If the purchasers choose to fund their purchases by mortgage loans provided by banks, it is their own responsibility to apply for and obtain the mortgage approvals. Upon request, we also assist mortgage applicants by providing the relevant property information to expedite their application process. The payment terms of our sales and pre-sales are substantially identical.

Most of our customers purchase our properties through mortgage financing. In accordance with industry practice in China, we provide guarantees to mortgagee banks in respect of the mortgage loans provided to the purchasers of our pre-sold properties. These guarantees are released upon the earlier of (i) the relevant property ownership certificates being delivered to the purchasers; and (ii) the full repayment of mortgage loans by the purchasers of our properties. In line with industry practice, we do not conduct independent credit checks on our purchasers but rely on the credit checks conducted by the mortgagee banks. As of December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, our outstanding guarantees on the mortgage loans of the purchasers of our pre-sold properties were approximately RMB40,149.4 million, RMB56,272.5 million, RMB75,310.0 million (US\$12,139.7 million) and RMB89,707.4 million (US\$14,460.5 million), respectively. You should refer to the section entitled “Risk Factors — Risks Relating to Our Business — We guarantee mortgage loans of our customers and may become liable to the mortgagee banks if our customers default on their mortgage loans” for additional risk disclosure.

### ***After-sales Services and Property Management***

We have a dedicated customer service department to manage our after-sales services. We have also set up an ownership certificate department to assist our purchasers in obtaining their property ownership certificates. We offer various communication channels, such as designated mailboxes and emails, for our customers to conveniently express their feedback and complaints about our products or services. Our customer service staff is committed to finding the best solutions to the reported problems. We also provide free publications to our existing customers to cultivate a sense of belonging and community.

Prior to delivery of properties to customers, we usually engage Jinbi Property Management, our subsidiary and a nationally accredited property management company, to manage our properties until the property owners have established a homeowner’s association pursuant to the PRC laws and regulations to choose their own property management company. We also engage well-known external professional property management or consultancy companies to manage some of our high-end projects. As of June 30, 2014, most owners of our developments who had become statutorily entitled to elect their property management companies continued to engage Jinbi Property Management to manage their properties. The property management services we provide in relation to our projects include maintenance of common facilities, cleaning, security, gardening, landscaping and other services.

In 2011, 2012 and 2013 and the six months ended June 30, 2014, our other businesses primarily included mineral water sales, property construction, hotel and other property development related services. Subsequent to June 30, 2014, we have taken significant initiatives or made significant plans to expand into the grain and oil, dairy and plastic surgery industries.

## ***Hotels***

We are currently in various stages of development of 26 hotels in certain of our property projects and operate eight completed hotels. While we are currently operating some of these hotels ourselves, we may engage hotel and resort management companies to manage the others upon the completion of their construction. Our nine completed hotels are managed by us through our own hotel management teams. Our completed hotels include Evergrande Royal Scenic Peninsula Hotel (恒大御景半島酒店), Guangzhou Pinyue Guoyan (廣州品粵國宴), Evergrande Scenic Garden Guangdong Hotel (廣東恒大山水城酒店), Qingyuan Evergrande Hotel (清遠恒大酒店), Chongqing Evergrande Hotel (重慶恒大酒店), Tianjin Evergrande Hotel (天津恒大酒店), Chengdu Evergrande Hotel (成都恒大酒店), Pengshan Evergrande Hotel (彭山恒大酒店) and E'zhou Evergrande Hotel (鄂州恒大酒店), located in Guangdong, Sichuan and Hubei provinces and Chongqing and Tianjin municipalities. Some of our hotels under development include Chengdu Dayi Evergrande Hotel (成都大邑恒大酒店), Nanjing Evergrande Hotel (南京恒大酒店), Qidong Evergrande Hotel (啟東恒大酒店), Tianjin Dongli Lake Evergrande Hotel (天津東麗湖恒大酒店), Kunming Evergrande Hotel (昆明恒大酒店), Nanchang Evergrande Hotel (南昌恒大酒店), Laiwu Evergrande Hotel (萊蕪恒大酒店), Urumqi Evergrande Hotel (烏魯木齊恒大酒店), Shijiazhuang Evergrande Hotel (石家莊恒大酒店), Shuangyashan Evergrande Hotel (雙鴨山恒大國際酒店), Yichang Evergrande Hotel (湖北宜昌恒大酒店), Yangjiang Evergrande Hotel (陽江恒大酒店), Enping Evergrande Hotel (恩平恒大酒店), Guangzhou Tianhe Evergrande Hotel (廣州天河恒大酒店), Quzhou Evergrande Hotel (衢州恒大酒店), Guilin Evergrande Hotel (桂林恒大酒店) located in Sichuan, Jiangsu, Yunnan, Hubei, Jiangxi, Shandong, Hebei, Heilongjiang and Zhejiang provinces, Tianjin municipality and Guangxi Zhuang and Xinjiang Uygur Autonomous Regions.

## **Other New Business**

To diversify our business, we have recently entered into mineral water, food processing, dairy and plastic surgery industries.

### ***Mineral Water Sales***

In November 2013, we launched our mineral water sale operations under our Evergrande brand after acquiring several mineral water producers in Jilin province, with the water source at the Changbai Mountain area. We currently have mineral water production facilities in several locations in Jilin with an annual production capacity of approximately 1.8 million tonnes of mineral water. In addition to sales in China, we are targeting to distribute our bottled mineral water to other countries.

### ***Grain and Oil***

In 2014, we entered into the grain and oil business through our subsidiary, Evergrande Grain & Oil Group, after acquiring a number of companies that engaged in the production of rice, soybean and other mixed grains. We initiated our grain and oil operations through processing facilities and storages in several locations in Inner Mongolia Autonomous Region and Heilongjiang province.

### ***Dairy Products***

To take advantage of China's growing demand for high-quality milk formula and powder products, we established our dairy product operations in October 2014 through the acquisition of a majority interest in a New Zealand-based dairy product manufacturer, which specializes in infant milk formulas, adult milk powder products and organic milk powder products.

## ***Plastic Surgery***

We entered into an agreement in May 2013 to jointly establish a plastic surgery hospital in Tianjin, China with Wonjin Plastic Surgery, a plastic surgery operator based in South Korea. The planned hospital will be staffed with experienced surgeons and other medical staff from South Korea and utilize the advanced Electronic Medical Records (EMR) system.

## **Properties Used by Us**

As of June 30, 2014, we leased our office premises from independent third parties with a total GFA of 97,200 square meters in different regions of China.

## **Competition**

We compete with other real estate developers in terms of a number of factors, including product quality, service quality, price, financial resources, brand recognition, ability to acquire proper land reserves and other factors. The property market in China is highly competitive. Our existing and potential competitors include major domestic developers and, to a lesser extent, foreign developers, such as leading developers from Hong Kong. You should refer to the section entitled “Risk Factors — Risks Relating to Our Business — Intensified competition might adversely affect our business and our financial position” for additional disclosure.

## **Intellectual Property Rights**

We have registered “恒大地產集團” with the State Administration for Industry and Commerce in China and “Evergrande” and “Evergrande Real Estate Group” in Hong Kong as our trademarks. We have also applied for trademark registration with the PRC intellectual property administrative authorities with respect to our logo, Company name in Chinese and English, and certain other names and logos of our product series.

## **Insurance**

Property developers are not required under PRC national and local laws and regulations to maintain insurance coverage in respect of their property development operations. We do not maintain insurance coverage on our properties developed for sale other than with respect to those developments over which our lending banks have security interests, or for which we are required to maintain insurance coverage under the relevant loan agreements. In addition, we do not require the construction companies we engage to maintain insurance coverage on properties under construction. We generally do not carry insurance against personal injuries that may occur during the construction of our properties. The construction companies, however, are responsible for quality and safety control during the course of the construction and are required to maintain accident insurance for their construction workers pursuant to PRC laws and regulations. To help ensure construction quality and safety, we have formulated a set of standards and specifications for the construction workers to comply with during the construction process. We deploy our own qualified construction supervisor-engineers and also engage qualified external supervision companies to oversee the construction process. Under PRC laws and regulations, the owner or manager of a property under construction bears the civil liability for personal injuries arising out of construction work unless the owner or manager can prove that it is not at fault. We have taken these and other steps in an effort to prevent construction accidents and personal injuries. We believe that we should be in a position to demonstrate that we were not at fault as the property owner if a personal injury claim should be brought against us. In addition, according to our construction contracts, any liability that may arise from tortious acts committed on work sites should be borne by the construction companies. To date, we have not experienced any destruction of or material damage to our property developments nor have any material personal injury-related claims been brought against us.

We believe that our policies with respect to insurance are in line with the industry practice in China. However, there are risks that we do not have sufficient insurance coverage for losses, damages and liabilities that may arise in our business operations. You should refer to the section entitled “Risk Factors — Risks Relating to Our Business — We have limited insurance to cover our potential losses and claims” for additional risk disclosure.

### **Environmental and Safety Matters**

We believe that our operations are in compliance with currently applicable national and local environmental and safety laws and regulations in all material respects. You should refer to the section entitled “Risk Factors — Risks Relating to Our Business — Potential liability for environmental damages could result in substantial outflow of our resources” for additional risk disclosure.

### **Legal Proceedings**

From time to time we are involved in legal proceedings or disputes in the ordinary course of business, including claims relating to our guarantees for mortgage loans provided to our purchasers, contract disputes with our purchasers and suppliers and disputes with respect to our co-developed projects or land acquisition contracts. We are not aware of any material legal proceedings, claims or disputes currently existing or pending against us. You should refer to the section entitled “Risk Factors — Risks Relating to Our Business — We may be involved from time to time in material disputes, legal and other proceedings arising out of our operations or subject to fines and sanctions in relation to our non-compliance with certain PRC laws and regulations and may face significant liabilities as a result” for additional risk disclosure.

## REGULATION

The following discussion summarizes the principal laws, regulations, policies and administrative directives to which we are subject.

### **The PRC Legal System**

The PRC legal system is based on the PRC Constitution and is made up of written laws, regulations, directives and local laws, laws of Special Administrative Regions and laws resulting from international treaties entered into by the PRC government. Court verdicts do not constitute binding precedents. However, they are used for the purposes of judicial reference and guidance.

The National People's Congress of the PRC, or NPC, and the Standing Committee of the NPC are empowered by the PRC Constitution to exercise the legislative power of the State. The NPC has the power to amend the PRC Constitution and enact and amend basic laws governing State agencies and civil and criminal matters. The Standing Committee of the NPC is empowered to enact and amend all laws except for the laws that are required to be enacted and amended by the NPC.

The State Council is the highest organ of the State administration and has the power to enact administrative rules and regulations. The ministries and commissions under the State Council are also vested with the power to issue orders, directives and regulations within the jurisdiction of their respective departments. All administrative rules, regulations, directives and orders promulgated by the State Council and its ministries and commissions must be consistent with the PRC Constitution and the national laws enacted by the NPC. In the event that a conflict arises, the Standing Committee of the NPC has the power to annul administrative rules, regulations, directives and orders.

At the regional level, the provincial and municipal congresses and their respective standing committees may enact local rules and regulations and the people's governments may promulgate administrative rules and directives applicable to their own administrative areas. These local laws and regulations must be consistent with the PRC Constitution, the national laws and the administrative rules and regulations promulgated by the State Council.

The State Council, provincial and municipal governments may also enact or issue rules, regulations or directives in new areas of the law for experimental purposes. After gaining sufficient experience with experimental measures, the State Council may submit legislative proposals to be considered by the NPC or the Standing Committee of the NPC for enactment at the national level.

The PRC Constitution vests the power to interpret laws in the Standing Committee of the NPC. According to the Decision of the Standing Committee of the NPC Regarding the Strengthening of Interpretation of Laws passed in June 1981, the Supreme People's Court, in addition to its power to give general interpretation on the application of laws in judicial proceedings, also has the power to interpret specific cases. The State Council and its ministries and commissions are also vested with the power to interpret rules and regulations that they have promulgated. At the regional level, the power to interpret regional laws is vested in the regional legislative and administrative bodies which promulgate such laws.

### **The PRC Judicial System**

Under the PRC Constitution and the Law of Organization of the People's Courts, the judicial system is made up of the Supreme People's Court, the local courts, military courts and other special courts. The local courts are comprised of the basic courts, the intermediate courts and the higher courts. The basic courts are organized into civil, criminal, economic and administrative divisions. The intermediate courts are organized into divisions similar to those of the basic courts, and are further organized into other special divisions, such as the intellectual property division. The higher level court supervise the basic and intermediate courts. The people's procuratorates also have the right to exercise



legal supervision over the civil proceedings of courts of the same level and lower levels. The Supreme People's Court is the highest judicial body in China. It supervises the administration of justice by all other courts.

The courts employ a two-tier appellate system. A party may appeal against a judgment or order of a local court to the court at the next higher level. Second judgments or orders given at the same level and at the next higher level are final. First judgments or orders of the Supreme People's Court are also final. If, however, the Supreme People's Court or a court at a higher level finds an error in a judgment which has been given in any court at a lower level, or the presiding judge of a court finds an error in a judgment which has been given in the court over which he presides, the case may then be retried according to the judicial supervision procedures.

The Civil Procedure Law of the PRC adopted in April 1991 and revised in August 2012 sets forth the criteria for instituting a civil action, the jurisdiction of the courts, the procedures to be followed for conducting a civil action and the procedures for enforcement of a civil judgment or order. All parties to a civil action conducted within the PRC must comply with the Civil Procedure Law. Generally, a civil case is initially heard by a local court of the municipality or province in which the defendant resides. The parties to a contract may, by express agreement, select a jurisdiction where civil actions may be brought, provided that the jurisdiction is either the plaintiff's or the defendant's place of residence, the place of execution or implementation of the contract or the object of the action. However, such selection can not violate the stipulations of grade jurisdiction and exclusive jurisdiction in any case.

A foreign individual or enterprise generally has the same litigation rights and obligations as a citizen or legal person of the PRC. If a foreign country's judicial system limits the litigation rights of PRC citizens and enterprises, the PRC courts may apply the same limitations to the citizens and enterprises of that foreign country within the PRC. If any party to a civil action refuses to comply with a judgment or order made by a court or an award granted by an arbitration panel in the PRC, the aggrieved party may apply to the court to request for enforcement of the judgment, order or award. There are time limits imposed on the right to apply for such enforcement. If at least one of the parties to the dispute is an individual, the time limit is one year. If both parties to the dispute are legal persons or other institutions, the time limit is six months. If a person fails to satisfy a judgment made by the court within the stipulated time, the court will, upon application by either party, mandatorily enforce the judgment.

A party seeking to enforce a judgment or order of a court against a party who is not located within the PRC and does not own any property in the PRC may apply to a foreign court with proper jurisdiction for recognition and enforcement of the judgment or order. A foreign judgment or ruling may also be recognized and enforced by the court according to the PRC enforcement procedures if the PRC has entered into, or acceded to, an international treaty with the relevant foreign country, which provides for such recognition and enforcement, or if the judgment or ruling satisfies the court's examination according to the principle of reciprocity, unless the court finds that the recognition or enforcement of such judgment or ruling will result in a violation of the basic legal principles of the PRC, its sovereignty or security, or for reasons of social and public interests.

### **Establishment of a Real Estate Development Enterprise**

According to the PRC Law on Administration of Urban Real Estate 《城市房地產管理法》 promulgated by the National People's Congress, effective in January 1995, amended in August 2007, a real estate developer is defined as an enterprise that engages in the development and operation of real estate for the purpose of making profits. Under the Regulations on Administration of Development of

Urban Real Estate 《城市房地產開發經營管理條例》 promulgated by the State Council in July 1998, an enterprise that is to engage in development of real estate must satisfy the following requirements:

- its registered capital must be RMB1 million or more; and
- it must have four or more full-time professional real estate/construction technicians and two or more full-time accounting officers, each of whom must hold the relevant qualification certificate.

The local government of a province, autonomous region or municipality directly under the PRC central government may, based on local circumstances, impose more stringent requirements on the registered capital and the professional personnel of a real estate developer.

To establish a real estate development enterprise, the developer must apply for registration with the administration for industry and commerce. The developer must also report its establishment to the real estate development authority in the location of its registration, within 30 days of the receipt of its business license. Where a foreign-invested enterprise is to be established to engage in the development and operation of real estate, it must also comply with the relevant requirements under the PRC laws and administrative regulations regarding foreign-invested enterprises and apply for approvals relating to foreign investments in China.

Under the Catalog of Guidance on Industries for Foreign Investment as revised in 2011 《外商投資產業指導目錄(2011)》,

- the construction and operation of villas fall within the category of industries in which foreign investment is prohibited;
- the development of a whole land lot, namely primary preparation of a land site including infrastructure construction and utility installation, solely by foreign investors, falls within the category of industries in which foreign investment is prohibited;
- the joint development of a whole land lot with the PRC partners, as well as the construction and operation of high-end hotels, premium office buildings and international conference centers fall within the category of industries in which foreign investment is subject to restrictions;
- the secondary market transactions in the real estate sector and real estate intermediaries of brokerage company agents fall within the category of industries in which foreign investment is restricted; and
- other real estate development falls within the category of industries in which foreign investment is permitted.

A foreign investor intending to engage in the development and sale of real estate in China may establish an equity joint venture, a cooperative joint venture or a wholly foreign owned enterprise by the foreign investor in accordance with the PRC laws and administrative regulations governing foreign-invested enterprises.

Under the Notice on Adjusting the Portion of Capital Fund for Fixed Assets Investment of Certain Industries 《關於調整部分行業固定資產投資項目資本金比例的通知》 issued by the State Council in April 2004, the portion of capital-account funding for real estate projects (excluding affordable housing projects) has been increased from 20% or above to 35% or above. However, pursuant to the Notice on Adjusting the Percentage of Capital Fund for Investment Projects in Fixed Assets 《關於調整固定資產

投資項目資本金比例的通知》 issued by the State Council in May 2009, the minimum portion of the capital funding for ordinary commodity housing projects and affordable housing projects has been reduced to 20%, while that for other real estate projects has been decreased to 30%.

In July 2006, MOHURD, MOFCOM, NDRC, PBOC, SAIC and SAFE jointly issued an Opinion on Standardizing the Admittance and Administration of Foreign Capital in the Real Estate Market 《關於規範房地產市場外資准入和管理的意見》， which provides, among other things, that an overseas entity or individual investing in real estate in China other than for self-use must apply for the establishment of a FIREE in accordance with applicable PRC laws and may only conduct operations within the authorized business scope. The joint opinion attempts to impose additional restrictions on the establishment and operation of FIREE by regulating the amount of registered capital as a percentage of total investment in certain circumstances, limiting the validity of approval certificates and business licenses to one year, restricting the ability to transfer equity interests of a FIREE or its projects and prohibiting the borrowing of money from domestic and foreign lenders where its registered capital is not paid up or the land use rights are not obtained. In addition, the joint opinion also limits the ability of foreign individuals to purchase commodity residential properties in China.

In May 2007, MOFCOM and SAFE issued the Circular on Strengthening and Regulating the Examination and Approval and Supervision of Foreign Direct Investment in the Real Estate Sector 《關於進一步加強、規範外商直接投資房地產業審批和監管的通知》， or Circular 50. Under Circular 50, prior to applying for establishment of real estate companies, foreign investors must first obtain land use rights and building ownership, or must have entered into pre-sale or pre-grant agreements with respect to the land use rights or building ownership. If foreign-invested enterprises in China engage in real estate development or operations or if FIREEs in China engage in new real estate project developments, they must first apply to the relevant PRC governmental authorities to expand their scope of business or scale of operations in accordance with the PRC laws and regulations related to foreign investments. In addition, the local PRC governmental authorities must file with MOFCOM for record their approvals of establishment of FIREEs, and must exercise due control over foreign investments in high-end properties. Foreign exchange authorities may not allow capital-account foreign exchange sales and settlements by FIREEs that have been established in contravention of these requirements.

In connection with the filing requirement, MOFCOM issued the Notice on the Proper Filings of Foreign Investment in the Real Estate Sector 《關於做好外商投資房地產業備案工作的通知》 in June 2008 to authorize the competent MOFCOM at the provincial level to verify and check the filing documents.

Moreover, in December 2010, MOFCOM promulgated the Notice on Strengthening Administration of the Approval and Registration of Foreign Investment into Real Estate Industry 《關於加強外商投資房地產業審批備案管理的通知》， which provides that, among other things, in the case that a real estate enterprise is established within the PRC with oversea capital, it is prohibited from purchasing and/or selling real estate properties completed or under construction within the PRC for arbitrage purposes. The local MOFCOM authorities are not permitted to approve foreign-invested investment companies to engage in the real estate development and management.

On June 24, 2014, MOFCOM and SAFE jointly promulgated the Circular on Improving the Record-filing for Foreign Investment in Real Estate 《關於改進外商投資房地產備案工作的通知》， which simplifies the procedures of record-filing for foreign investment in real estate and the record-filing with MOFCOM has been changed from the record-filing in the form of paper materials to that in the form of electronic data and selective examination will be conducted during and after the record-filing.

According to the Several Opinions of the State Council on Further Strengthening the Utilization of Foreign Investment 《國務院關於進一步做好利用外資工作的若干意見》， promulgated by the State Council in April 2010, and the Notice on Delegation of Power of Approval for Foreign Investment Projects 《關於做好外商投資項目下放核准權限工作的通知》， promulgated by NDRC in May 2010,

except where approval by the relevant departments under the State Council is required by the Investment Project Catalog, foreign investment in encouraged and permitted industries with a total investment of less than US\$300 million will be examined and approved by NDRC's branches at the provincial level. Pursuant to the Notice on Issues Related to Delegation of Powers of Examination and Approval of Foreign Investment to Authorities at Lower Levels 《關於下放外商投資審批權限有關問題的通知》, promulgated by MOFCOM in June 2010, MOFCOM's branch at the provincial level is responsible for the examination and approval of establishments and changes of foreign-invested enterprises in encouraged or permitted industries with a total investment of less than US\$300 million and with a total investment of less than US\$50 million in restricted industries.

### **Qualifications of a Real Estate Developer**

Under the Provisions on Administration of Qualifications of Real Estate Developers 《房地產開發企業資質管理規定》, or the Provisions on Administration of Qualifications, promulgated by MOHURD in March 2000, a real estate developer must apply for registration of its qualifications according to such Provisions on Administration of Qualifications. An enterprise may not engage in property development without a qualification classification certificate for real estate development. MOHURD oversees the qualifications of real estate developers with national operations, and local real estate development authorities at or above the county level oversee the qualifications of local real estate developers.

In accordance with the Provisions on Administration of Qualifications, real estate developers are classified into four classes.

- Class 1 qualifications are subject to preliminary examination by the construction authorities at the provincial level and final approval of MOHURD. A class 1 real estate developer is not restricted as to the scale of its real estate projects and may undertake a real estate development anywhere in the country.
- Class 2 or lower qualifications are regulated by the construction authorities at the provincial level subject to delegation to lower level government agencies. A real estate developer of class 2 or lower may undertake a project with a gross floor area of less than 250,000 square meters subject to confirmation by the construction authorities at the provincial level.

Under the relevant PRC laws and regulations, the real estate development authorities will examine applications for registration of qualifications submitted by real estate developers by considering the professional personnel in their employ, financial condition and operating results. A real estate developer that passes the qualification examination will be issued a qualification certificate of the relevant class by the qualification examination authority. A developer of any qualification classification may only engage in the development and sale of real estate within its approved scope of business and may not engage in business which is limited to another classification.

For a newly established real estate developer, the real estate development authority will issue a provisional qualification certificate, if it is an eligible developer, within 30 days of receipt by the authority of the application. The provisional qualification certificate will be effective for one year from its date of issue and may be extended for not more than two additional years with the approval of the real estate development authority. The real estate developer must apply for qualification classification to the real estate development authority within one month before expiration of the provisional qualification certificate.

### **Development of a Real Estate Project**

Under the Catalog for Guidance on Industries for Foreign Investment, as revised in 2011, foreign investments are restricted in the development of a whole land lot and the construction and operation of high-end hotels, villas, premium office buildings and international conference centers in China; and foreign investments are permitted in other real estate developments.

Under the Interim Regulations of the People's Republic of China on Grant and Assignment of the Use Right of State-owned Urban Land 《城鎮國有土地使用權出讓和轉讓暫行條例》 promulgated by the State Council in May 1990, China adopted a system to grant and assign the right to use state-owned land. A land user must pay a land premium to the state as consideration for the grant of the right to use a land site within a specified period of time, and the land user may assign, lease out, mortgage or otherwise commercially exploit the land use rights within the term of use. Under the relevant PRC laws and regulations, the land administration authority at the city or county level may enter into a land grant contract with the land user to provide for the grant of land use rights. The land user must pay the land premium as provided by the land use rights grant contract. After payment in full of the land premium, the land user may register with the land administration authority and obtain a land use rights certificate which evidences the acquisition of land use rights. The relevant PRC laws and regulations provide that land use rights for a site intended for real estate development must be obtained through grant except for land use rights which may be obtained through premium-free allocation by the PRC government pursuant to the PRC laws or the stipulations of the State Council. Government-allocated land is not allowed to be transferred unless the transfer is approved by the relevant PRC government authorities and the land premium, as determined by the relevant PRC government authorities, has been paid.

When carrying out the feasibility study for a construction project, the construction or the developer entity must make a preliminary application for construction on the relevant site to the relevant land administration authority in accordance with the Measures for Administration of Examination and Approval for Construction Sites 《建設用地審查報批管理辦法》 promulgated by the Ministry of Land and Resources in March 1999 and the Measures for Administration of Preliminary Examination of Construction Project Sites 《建設項目用地預審管理辦法》 promulgated by the Ministry of Land and Resources in July 2001, as amended in October 2004 and November 2008. After receiving the preliminary application, the land administration authority will carry out preliminary examinations of various aspects of the construction project in compliance with the overall zoning plans and land supply policy of the government, and will issue a preliminary approval in respect of the project site if its examination proves satisfactory. The land administration authority at the relevant city or county will sign a land use rights grant contract with the land user and issue an approval for the construction site to the construction entity or the developer.

Under the Measures for Control and Administration of Grant and Assignment of Right to Use Urban State-owned Land 《城市國有土地使用權出讓轉讓規劃管理辦法》 promulgated by MOHURD in December 1992, the grantee under a land grant contract, i.e. a real estate developer, must further apply for a permit for construction site planning from the relevant municipal planning authority. After obtaining such permit, a real estate developer will organize the necessary planning and design work. Planning and design proposals in respect of a real estate development project are again subject to relevant reporting and approval procedures required under the Law of the People's Republic of China on Urban and Rural Planning 《中華人民共和國城鄉規劃法》 promulgated by the National People's Congress in October 2007 and local statutes on municipal planning. Upon approval by the authorities, a permit for construction works planning will be issued by the relevant municipal planning authority.

In accordance with the Regulations for the Expropriation and Compensation for Housing on State-owned Land 《國有土地上房屋徵收與補償條例》 promulgated by the State Council and implemented in January 2011, with regard to the expropriation of the housing of entities and individuals on State-owned land for purposes of public interest, the owners of the housing being expropriated shall be offered a fair compensation.

Compensation offered by governments at municipal and county levels that make housing expropriation decisions regarding parties with housing being expropriated include: (i) compensation for the value of the housing being expropriated; (ii) compensation for relocation and temporary settlement caused by the housing being expropriated; and (iii) compensation for the loss arising from the suspension of production and operation caused by expropriation of housing.

The parties whose housing is being expropriated may choose monetary compensation, or may choose to exchange the property rights for another housing. If the parties whose housing is being expropriated choose to exchange the property rights for another housing, governments at municipal and county levels must provide housing used for the exchange of property rights, and calculate and settle the difference between the value of housing being expropriated and the value of the housing used for the exchange of property rights. If residential housing of an individual is expropriated due to renovation of an old urban district and the individual chooses to exchange for the property rights of another housing in the area being renovated, governments at municipal and county levels that make housing expropriation decisions must provide the housing in the area being renovated or the nearby area. The amount of compensation for the value of housing being expropriated may not be less than the market price of the real estate similar to it on the announcement date of the housing expropriation decision. The value of housing being expropriated must be appraised and determined by a real estate price appraisal institution with corresponding qualifications. A party that objects to the appraised value of the housing being expropriated may apply to the real estate price appraisal institution for review of the appraisal.

On June 3, 2011 the Ministry of Housing and Urban-Rural Development promulgated Measures for Real Estate Appraisal in Expropriation of Houses on State-owned Land 《國有土地上房屋徵收評估辦法》 which provides that in appraising the value of the expropriated house, the location, purpose of use, building structure, present condition, GFA and the land area occupied, land use right, and other factors affecting the value of the expropriated house shall be taken into consideration.

When the site has been properly prepared and is ready for the commencement of construction works, the developer must apply for a permit for commencement of works from the construction authorities at or above the county level according to the Measures for Administration of Granting Permission for Commencement of Construction Works 《建築工程施工許可管理辦法》 promulgated by MOHURD in June 2014. According to the Notice Regarding Strengthening and Regulating the Administration of Newly-commenced Projects 《國務院辦公廳關於加強和規範新開工項目管理的通知》 issued by the General Office of the State Council on November 17, 2007, before commencement of construction, all kinds of projects shall fulfill certain conditions, including, among other things, compliance with national industrial policy, development plan, land supply policy and market access standard, completion of all approval and filing procedures, compliance with zoning plan in terms of site and planning, completion of proper land use procedures and obtaining proper environmental valuation approvals and construction permit or report.

The development of a real estate project must comply with various laws and legal requirements on construction quality, safety standards and technical guidance on architecture, design and construction work, as well as provisions of the relevant contracts. On January 30, 2000, the State Council promulgated and implemented the Regulation on the Quality Management of Construction Projects 《建設工程質量管理條例》, which sets the respective quality responsibilities and liabilities for developers, construction companies, reconnaissance companies, design companies and construction supervision companies. In August 2008, the State Council issued the Regulations on Energy Efficiency for Civil Buildings 《民用建築節能條例》, which reduces the energy consumption of civil buildings and improves the efficiency of the energy utilization. According to this regulation, the design and construction of new buildings must meet the mandatory criteria on energy efficiency for buildings, and failure to meet such criteria will result in no neither commencement of construction or acceptance upon completion. Among other things, this regulation sets forth additional requirements for property developers in the sale of commodity buildings in this respect. After completion of construction works for a project, the real estate developer must organize an acceptance examination by relevant government authorities and experts according to the Provision on Inspection Upon completion of Housing Construction and Municipal Infrastructure Projects 《房屋建築和市政基礎設施工程竣工驗收規定》 promulgated by MOHURD in December 2013, and file with the construction authority at or above the county level where the project is located within 15 days after the construction is qualified for the acceptance examination according to the Provisional Measures for Reporting Details Regarding Acceptance Examination Upon Completion of Buildings and Municipal Infrastructure 《房屋建築工程和市政基礎設施工程竣工驗收備案管理暫行辦法》 promulgated by MOHURD in April 2000, as amended in October 2009. The developer must also

report details of the acceptance examination according to the Interim Measures for Reporting Details Regarding Acceptance Examination upon Completion of Buildings and Municipal Infrastructure 《房屋建築工程和市政基礎設施工程竣工驗收備案管理暫行辦法》 promulgated by MOHURD in April 2000, as amended in October 2009. A real estate development project may not be delivered until and unless it has satisfactorily passed the necessary acceptance examination. Where a property project is developed in phases, an acceptance examination may be carried out for each phase upon completion.

In China, there are two registers of property interests. Land registration is effected by the issue of land use right certificates by the relevant authorities to the land users. Land use rights may be assigned, mortgaged or leased. The building registration is effected by the issue of property ownership certificates to the property owners. Property or building ownership rights are only related to the building or improvements erected on the land. Under the PRC laws and regulations, all land use rights and property ownership rights that are duly registered are protected by law. Most cities in China maintain separate registries for the registration. However, Shenzhen, Shanghai, Guangzhou and some other major cities have a consolidated registry for both land use rights and the property ownership interests for the building erected on the relevant land.

### **Land for Property Development**

In April 1988, the National People's Congress amended the PRC Constitution to permit the transfer of land use rights in accordance with the laws and regulations. In December 1988, the National People's Congress amended the Land Administration Law 《土地管理法》 to permit the transfer of land use rights in accordance with the laws and regulations.

Under the Regulations on the Grant of State-owned Land Use Rights Through Public Tender, Auction and Listing-for-Sale 《招標拍賣掛牌出讓國有土地使用權規定》 promulgated by the Ministry of Land and Resources in May 2002, and amended in September 2007 by the Provisions on Transfer of the State-owned Construction Land Use Rights through Tendering, Auction and Listing 《招標拍賣掛牌出讓國有建設用地使用權規定》, land for commercial use, tourism, entertainment and commodity housing development must be granted by public tender, auction or listing-for-sale. Under these regulations, the relevant land administration authority at city or county level, or the grantor, is responsible for preparing the public tender or auction documents and must make an announcement 20 days prior to the day of public tender or auction with respect to the particulars of the land parcel and the time and venue of the public tender or auction. The grantor must also verify the qualification of the bidding and auction applicants, accept an open public auction to determine the winning tender or hold an auction to ascertain a winning bidder. The grantor and the winning tender or bidder will then enter into a confirmation followed by the execution of a contract for assignment of state-owned land use rights. Over the years, the Ministry of Land and Resources has promulgated further rules and regulations to define the various circumstances under which the state-owned land use rights may be granted by means of public tender, auction and listing-for-sale or by agreement.

Under the Regulation on Grant of State-owned Land Use Rights by Agreements 《協議出讓國有土地使用權規定》 promulgated by the Ministry of Land and Resources on June 11, 2003, except for the project that must be granted through tender, auction and listing as required by the relevant laws and regulations, land use right may be granted through transfer by agreement and the land premium for the transfer by agreement of the state-owned land use right shall not be lower than the benchmark land price.

The Urgent Notice on Further Governing and Rectifying Land Market and Strengthening Administration of Land 《關於深入開展土地市場治理整頓嚴格土地管理的緊急通知》 issued by the General Office of the State Council on April 29, 2004 restated the principle of strict administration of the approval process for the construction land and protection of the basic farmlands.

The Notice on Issues Relating to Strengthening the Land Control 《關於加強土地調控有關問題的通知》 promulgated by the State Council on August 31, 2006 sets forth the administration of the receipt and disbursement of the land premium, modifies the tax policies relating to the construction land, and builds up the system of publicity for the standards of the lowest price with respect to the granted state-owned land use right.

In March 2007, the National People's Congress adopted the PRC Property Rights Law 《中華人民共和國物權法》, which became effective on October 1, 2007. According to the Property Rights Law, when the term of the right to use construction land for residential (but not other) purposes expires, it will be renewed automatically. Unless it is otherwise prescribed by any law, the owner of construction land use rights has the right to transfer, exchange, and use such land use rights as equity contributions or collateral for financing. If the state takes the premises owned by entities or individuals, it must compensate the property owners in accordance with law and protect the lawful rights and interests of the property owners.

In September 2007, the Ministry of Land and Resources further promulgated the Regulations on the Grant of State-owned Construction Land Use Rights Through Public Tender, Auction and Listing-for-sale 《招標拍賣掛牌出讓國有建設用地使用權規定》 to require that land for industrial use, except land for mining, must also be granted by public tender, auction and listing-for-sale. Only after the grantee has paid the land premium in full under the land grant contract, can the grantee apply for the land registration and obtain the land use right certificates. Furthermore, land use rights certificates may not be issued in proportion to the land premium paid under the land grant contract.

In October 2007, the Standing Committee of National People's Congress promulgated the PRC City and Countryside Planning Law 《中華人民共和國城鄉規劃法》, pursuant to which, a construction planning permit must be obtained from the relevant urban and rural planning government authorities for building any structure, fixture, road, pipeline or other engineering project within an urban or rural planning area.

In November 2007, the Ministry of Land and Resources, the Ministry of Finance and PBOC jointly promulgated the Administration Measures on Land Reserve 《土地儲備管理辦法》, pursuant to which, local authorities should reasonably decide the scale of land reserve in accordance with the macro-control of the land market. Those idle, unoccupied, and low-efficient state-owned construction land inventory shall be used as land reserve in priority.

In December 2007, the Ministry of Land and Resources promulgated the Rules on Land Registration 《土地登記辦法》, which further stresses payment in full of the land premium prior to the application for the registration of state-owned construction land use rights.

In November 2009, the Ministry of Finance, the Ministry of Land and Resources, PBOC, the PRC Ministry of Supervision and the PRC National Audit Office jointly promulgated the Notice on Further Enhancing the Revenue and Expenditure Control over Land Grant 《關於進一步加強土地出讓收支管理的通知》. The notice raises the minimum down-payment for land premiums to 50% and requires the land premium to be fully paid within one year after the signing of a land grant contract, subject to limited exceptions.

In March 2010, the Ministry of Land and Resources promulgated the Notice on Issues Regarding Strengthening Control and Monitor of Real Estate Land Supply 《關於加強房地產用地供應和監管有關問題的通知》. According to the notice, at least 70% of total land supply must be provisioned for affordable housing, redevelopment of shanty towns and small/medium residential units for self-use and the land supply for large residential units will be strictly controlled, while land supply for villa projects will be banned. The notice also requires that the lowest land grant price must be at least 70% of the basic land price in which the granted land is located and the real estate developers' bid deposit should be at least 20% of the lowest land grant price. The land grant contract must be executed within 10 working days after the land transaction is confirmed. The minimum down payment of the land premium



will be 50% and must be paid within one month after the execution of the land grant contract. The remainder of the land grant payment must be paid in accordance with the agreement within one year. If the land grant contract is not executed in accordance with the requirement above, the land cannot be handed over and the deposit will not be returned. If no land grant premium is paid after the execution of the land grant contract, the land must be withdrawn.

In September 2010, the Ministry of Land and Resources and MOHURD jointly promulgated the Notice on Further Strengthening Control and Regulation of Land and Construction of Property Development 《關於進一步加強房地產用地和建設管理調控的通知》, which stipulated, among other things, that: (i) at least 70% of land designated for construction of urban housing must be used for affordable housing, housing for resettlement of shanty towns and small to medium-sized ordinary commercial housing; in areas with high housing prices, the supply of land designated for small to medium-sized, price-capped housing must be increased, (ii) developers and their controlling shareholders are prohibited from participating in land biddings before the rectification of certain misconduct, including (1) illegal transfer of land use rights; (2) failure to commence required construction within one year from the delivery of land under land grant contracts due to such developers' own reasons; (3) non-compliance with the land development requirements specified in land grant contracts; and (4) crimes such as swindling land by forging official documents and illegal land speculation; (iii) developers are required to commence construction within one year from the date of delivery of land under the relevant land grant contract and complete construction within three years of commencement; (iv) development and construction of projects of low-density and large-sized housing must be strictly limited and the plot ratio of the planned GFA to the total site area of residential projects must be more than 1:1; and (v) the grant of two or more bundled parcels of lands and undeveloped land is prohibited.

In December 2010, the Ministry of Land and Resources promulgated the Notice on Strict Implementation of Policies Regarding Regulation and Control of Real Property Land and Promotion of the Healthy Development of Land Markets 《關於嚴格落實房地產用地調控政策促進土地市場健康發展有關問題的通知》, which provides, among other things, that: (i) cities and counties that have less than 70% of their land supply designated for affordable housing, housing for redevelopment of shanty towns or small/medium residential units must not provide land for large-sized and high-end housing before the end of this year; (ii) land and resource authorities in local cities and counties will report to Ministry of Land and Resources and provincial land and resource authorities, respectively regarding land with a premium rate of more than 50%; and (iii) land designated for affordable housing which is used for property development against relevant policies or involves illegal income will be confiscated and the relevant land use rights will be withdrawn. Moreover, changing the plot ratio without approval is strictly prohibited.

On January 26, 2011, the General Office of the State Council issued the Notice on Relevant Issues of Further Improvement of the Control in Real Estate Market 《進一步做好房地產市場調控工作有關問題的通知》. This notice, among others, provides that:

- (i) individuals selling houses within five years of purchase will be charged business taxes on the full amount of the sale price of such houses, whether ordinary or non-ordinary;
- (ii) the minimum down payment for second house purchases is raised from 50% to 60%;
- (iii) the PRC government will forfeit the land use rights and impose an idle land fee of up to 20% of the land premium if a developer fails to obtain a construction permit and commence development for more than two years from the commencement date stipulated in the land grant contract; and
- (iv) municipalities directly under the Central Government, municipalities with independent planning status, provincial capitals and cities with high housing prices shall limit the number of homes that local residents can buy in a specified period. In principle, local resident families that own one house and non-local resident families who can provide local tax

clearance certificates or local social insurance payment certificates for a required period are permitted to purchase only one additional house (including newly-built houses and second-hand houses). Sales of properties to (a) local resident families who own two or more houses, (b) non-local resident families who own one or more houses, and (c) non-local resident families who cannot provide local tax clearance certificates or local social insurance payment certificates for a required period, shall be suspended in local administrative regions. In order to implement the Notice on Relevant Issues of Further Improvement of the Control in Real Estate Market, many cities have promulgated new measures to restrict the number of houses one family is allowed to purchase.

On May 13, 2011 the Ministry of Land and Resources promulgated Opinions Regarding Upholding and Improvement of the Systems for the Granting of Land through Tender, Auction and Listing-for-sale 《關於堅持和完善土地招標拍賣掛牌出讓制度的意見》, which improve policies of tender, auction and listing in the following aspects:

- (1) Restricting the housing prices or land prices, and granting the land to be used for policy-based housing through listing or auction;
- (2) Prescribing limits on the construction floor area for affordable housing built in conjunction and granting the land to be used for commodity housing through listing or auction; and
- (3) Conducting comprehensive assessment of the conditions for development and utilization of land and the price for granting of land and determining the person with land use right through tender.

In February 2012, the Ministry of Land and Resources promulgated the Notice on Implementation Measures on Urban Housing Land Management and Regulation in 2012 (關於做好2012年房地產用地管理和調控重點工作的通知), pursuant to which, the target total supply of urban housing land shall not be lower than the annual average supply for the preceding five years.

In May 2012, the Ministry of Land and Resources issued the Catalog for Restricted Land Use Projects (2012 Version) and the Catalog for Prohibited Land Use Projects (2012 Version) 《限制用地項目目錄(2012年本)》和《禁止用地項目目錄(2012年本)》. In these Catalogs, the Ministry of Land and Resources set forth a ceiling for the land granted by local governments for development of commodity housing as follows: seven hectares for small cities and towns, 14 hectares for medium-sized cities and 20 hectares for large cities.

Pursuant to the Measures on Disposal of Idle Land (閒置土地處置辦法) promulgated in April 1994 and amended in June 2012, “idle land” refers to any state-owned land for construction use, of which the holder of the land use right fails to start the construction and development thereof within one year after the commencement date of the construction and development work as agreed upon and prescribed in the contract for fee-based use of state-owned land for construction use, or the decision on allocation of state-owned land for construction use. Any state-owned land for construction use, of which the construction and development has been started but the area of land that is under construction and development is less than one third of the total area of land that should have been under construction and development, or the invested amount is less than 25% of the total investment, or the construction and development of which has been suspended for more than one year, may also be regarded as idle land.

Idle land shall be disposed of in the following ways:

- (1) Where the land has remained idle for more than one year, the competent department of land and resources shall collect the charges for idle land at the rate of 20% of the land assignment or allocation fee; the said charges for idle land shall not be included in the production cost by the holder of the land use right; and

- (2) Where the land has remained idle for more than two years, the right to use state-owned land for construction will be withdrawn without compensation.

However, where the land is idle due to several specified acts of any government or government department, the land administrative authority may, through consultation with the holder of the land use right, choose to extend the time limit for the commencement of land construction and development, withdraw use right to land by providing compensation, or provide another plot of land for exchange, among other options.

On May 22, 2014, the Ministry of Land and Resources promulgated Provisions on the Economical and Intensive Use of Land 《節約集約利用土地規定》 (effective from September 1, 2014), which provides that land and resources authorities shall effectively control the scale of added construction lands in the metropolis; the supply of various lands under compensable use shall be not less than the lowest price standards; it is prohibited to reduce or relieve the land grant price in a disguised form by way of exchanging projects with land, returning fees after collecting them or granting subsidies or awards.

On September 12, 2014, the Ministry of Land and Resources issued Guiding Opinions on Promoting the Economical and Intensive Utilization of Land 《關於推進土地節約集約利用的指導意見》 or the Opinions. The Opinions set major targets for the economical and intensive utilization of land in the upcoming period, including placing the total quantity of land used for construction under control, continuously optimizing land utilization structure and layout, achieving obvious progress in the exploration and comprehensive improvement of land reserves, and improving the system and mechanism for the economic and intensive utilization of land. The Opinions also impose an array of requirements including deepening the reform of the system for the paid use of state-owned construction land, expanding the scope of state-owned land that can be used with compensation offered, gradually promoting the use of land with compensation offered for the construction of profit-making infrastructure and social undertakings and narrowing the scope of land the supply of which is subject to allocation.

### **Sale of Commodity Houses**

Under the Measures for Administration of Sale of Commodity Houses 《商品房銷售管理辦法》 promulgated by MOHURD in April 2001, sale of commodity houses can include both sales before the completion of the properties, or pre-sale, and sales after the completion of the properties.

Any pre-sale of commodity buildings must be conducted in accordance with the Measures for Administration of Pre-sale of Commodity Buildings in Urban Area promulgated by MOHURD in November 1994 《城市商品房預售管理辦法》, as amended in August 2001 and July 2004, and other related regulations. The pre-sale regulations provide that any pre-sale of commodity properties is subject to specified procedures. According to the current PRC laws and regulations, a pre-sale permit must be in place before a commodity building may be put to pre-sale. Specifically, a developer intending to sell a commodity building before its completion must apply to the real estate development authorities for a pre-sale permit. A commodity building may be sold before completion only if:

- the purchase price has been paid in full for the grant of the land use rights involved and a land use rights certificate has been properly obtained;
- a construction planning permit and a construction permit have been properly obtained;
- funds invested in the development of the commodity buildings for pre-sale represent 25% or more of the total investment in the project and the construction progress as well as the completion and delivery dates have been properly ascertained; and
- a pre-sale permit has been obtained.

The pre-sale proceeds of commodity buildings must be used to develop the relevant project so pre-sold.

Commodity buildings may be put to post-completion sale and delivery after they have passed the acceptance examination and otherwise satisfy the various preconditions for such sale. Before the post-completion sale of a commodity building, the developer must, among other things, submit a real estate development project manual and other documents relating to the project evidencing the satisfaction of the preconditions for post-completion sale to the real estate development authority for its record.

In April 2010, MOHURD issued the Notice on Further Enhancing the Supervision of the Real Estate Market and Perfecting the Pre-sale System of Commodity Houses 《關於進一步加強房地產市場監管完善商品住房預售制度有關問題的通知》. Pursuant to the notice, without pre-sale approval, the commodity houses are not permitted to be pre-sold and the real estate developer is not allowed to charge the buyer any deposit, pre-payment or payment of a similar nature. In addition, the notice urges local governments to enact regulations on the sale of completed commodity properties in light of local conditions and encourages property developers to engage in the practice of selling completed commodity properties.

According to Provisions on Sales of Commodity Properties at Clearly Marked Price 《商品房銷售明碼標價規定》 which was promulgated by the NDRC on March 16, 2011 and became effective on May 1, 2011, all real estate developers and or real estate agencies are required to mark the selling price explicitly and clearly for both newly-built and second-hand commodity properties. The provisions require real estate operators to clearly indicate the prices of commodity properties to the public. With respect to the real estate development projects that have received property pre-sale permits or have completed the filing procedures for the sales of constructed properties, real estate operators shall announce all the commodity properties available for sales within the specified time limit. Furthermore, with regard to a property that has been sold out, real estate operators are obliged to disclose this information and to disclose the actual transaction price. Real estate operators cannot sell commodity properties beyond the explicit marked price or charge any other fees not explicitly marked. Moreover, real estate operators may neither mislead properties purchasers with false or irregular price marking, nor engage in price fraud by using false or misleading price marking methods.

### **Transfer of Real Estate**

According to the PRC laws and the Provisions on Administration of Transfer of Urban Real Estate 《城市房地產轉讓管理規定》 promulgated by MOHURD in August 1995, as amended in August 2001, a real estate owner may sell, gift or otherwise legally transfer the property to another natural person or legal entity. When transferring a building, the ownership of the building and the land use rights to the site on which the building is situated are transferred together. The parties to a transfer must enter into a written real estate transfer contract and register the transfer with the real estate administration authority having jurisdiction over the location of the real estate within 90 days of the execution of the transfer contract.

Where the land use rights are originally obtained by grant, the real property may only be transferred on the condition that:

- the land premium has been paid in full for the granted land use rights as required by the land grant contract and a land use rights certificate has been properly obtained; and
- in the case of a project in which buildings are being developed, development representing more than 25% of the total investment has been completed; or

- in case of a whole land lot development project, construction works have been carried out as planned, water supply, sewerage, electricity supply, heat supply, access roads, telecommunications and other infrastructure or utilities have been made available, and the site has been leveled and made ready for industrial or other construction purposes.

If the land use rights are originally obtained by grant, the term of the land use rights after transfer of the real estate will be the remaining portion of the original term in the land grant contract. In the event that the assignee intends to change the use of the land provided in the land grant contract, consent must first be obtained from the original land use rights grantor and the planning administration authority at the relevant city or county and an agreement to amend the land grant contract or a new land grant contract must be signed in order to, *inter alia*, change the use of the land and adjust the land premium accordingly.

If the land use rights are originally obtained by allocation, such allocated land use right may be changed to granted land use rights upon approval by the government vested with the necessary approval power as required by the State Council. After the government authorities vested with the necessary approval power approve such change, the grantee must complete the formalities for the grant of the land use rights and pay the land premium according to the relevant statutes. Assignment of Land for commercial use, tourism, entertainment and commodity housing development must be conducted through public tender, auction or listing-for-sale under the current PRC laws and regulations.

### **Leases of Buildings**

The Measures for Administration of Leases of Commodity Housing 《商品房屋租賃管理辦法》 promulgated by MOHURD on December 1, 2010 and implemented on February 1, 2011, requires parties to a leasehold arrangement of a property to register the lease agreement with property administrative authorities of the local government at the municipal or county level where the property is situated within 30 days after entering into such lease agreement. In addition, an enterprise may be imposed a fine of RMB1,000 to RMB10,000 and individuals of RMB1,000 or less if they do not register a leasing agreement within the time limit required by competent authorities.

### **Mortgages of Real Estate**

Under the PRC Urban Real Estate Administration Law 《中華人民共和國城市房地產管理法》 promulgated by the Standing Committee of the National People's Congress in July 1994, the PRC Security Law 《中華人民共和國擔保法》 promulgated by the National People's Congress in June 1995, the Measures for Administration of Mortgages of Urban Real Estate 《城市房地產抵押管理辦法》 promulgated by MOHURD in May 1997, as amended in August 2001, and Property Law of the People's Republic of China 《中華人民共和國物權法》 promulgated by the National People's Congress in March 2007, when mortgage is created on the ownership of a building legally obtained, such mortgage must be simultaneously created on the land use rights of the land on which the building is situated. The mortgagor and the mortgagee must sign a mortgage contract in writing. China has adopted a system to register mortgages of real estate. After a real estate mortgage contract has been signed, the parties to the mortgage must register the mortgage with the real estate administration authority at the location where the real estate is situated. A real estate mortgage shall be established as of the date of registration. If a mortgage is created on the real estate in respect of which a property ownership certificate has been obtained legally, the registration authority will, when registering the mortgage, make an entry under "third party rights" on the original property ownership certificate and then issue a certificate of third party rights to the mortgagee. If a mortgage is created on the commodity building put to pre-sale or on works in progress, the registration authority will, when registering the mortgage, record the details on the mortgage contract. If construction of a real property is completed during the term of a mortgage, the parties involved will re-register the mortgage of the real property after issue of the certificates evidencing the rights and ownership to the real estate.

The PRC Property Rights Law promulgated in March 2007 that became effective in October 2007 further widens the scope of assets that can be mortgaged, allowing for any asset associated with property rights to be mortgaged as collateral unless a specific prohibition under another law or regulation applies.

The down-payment requirement was subsequently increased to 30% of the property price for residential units with a unit floor area of 90 square meters or more in May 2006. You may refer to “—Measures on Stabilizing Housing Prices” below. The initial capital outlay requirement was subsequently increased to 35% by CBRC in August 2004 pursuant to its Guidance on Risk Management of Property Loans Granted by Commercial Banks 《商業銀行房地產貸款風險管理指引》.

In a Circular on Facilitating the Continuously Healthy Development of Property Market 《關於促進房地產市場持續健康發展的通知》 issued by the State Council in August 2003, a series of measures were adopted by the government to control the property market. They included, among others, strengthening the construction and management of low-cost affordable houses, increasing the supply of ordinary commodity houses and controlling the construction of high-end commodity houses. The government also staged a series of measures on lending for residential development, including, among others, improving the loan evaluation and lending process, improving the guarantee mechanism of individual home loans and strengthening the monitoring over property loans. It is expected that the circular will have a positive effect on the development of the PRC property market in the long run by facilitating a continuously healthy growth of the property market in China.

In September 2007, PBOC and CBRC promulgated a Circular on Strengthening the Management of Commercial Real Estate Credit Loans 《關於加強商業性房地產信貸管理的通知》, with a supplement issued in December 2007. The circular aims to tighten the control over real-estate loans from commercial banks to prevent granting excessive credit. The measures include:

- for a first-time home owner, increasing the minimum amount of down payment to 30% of the purchase price of the underlying property if the underlying property has a unit floor area of 90 square meters or more and the purchaser is buying the property as its own residence;
- for a second-time home buyer, increasing (i) the minimum amount of down payment to 40% of the purchase price of the underlying property and (ii) the minimum mortgage loan interest rate to 110% of the relevant PBOC benchmark one-year bank lending interest rate. If a member of a family (including the buyer, his/her spouse and their children under 18) has financed the purchase of a residential unit, any member of the family that buys another residential unit with bank loans will be regarded as a second-time home buyer;
- for a commercial property buyer, (i) requiring banks not to finance any purchase of pre-sold properties, (ii) increasing the minimum amount of down payment to 50% of the purchase price of the underlying property, (iii) increasing the minimum mortgage loan interest rate to 110% of the relevant PBOC benchmark one-year bank lending interest rate, and (iv) limiting the terms of such bank loans to no more than 10 years, although the commercial banks are given certain flexibility based on risk assessment;
- for a buyer of commercial/residential dual-purpose properties, increasing the minimum amount of down payment to 45% of the purchase price of the underlying property, with the other terms to be decided by reference to commercial properties; and
- prohibiting commercial banks from providing loans to real-estate developers who have been found by relevant government authorities to be hoarding land and properties.

In addition, commercial banks are also banned from providing loans to projects that have less than 35% of capital funds (proprietary interests), or fail to obtain land use right certificates, construction land planning permits, construction works planning permits or construction permits. Commercial banks are also prohibited from accepting commercial premises that have been vacant for more than three years as

collateral for loans. In principle, real-estate development loans provided by commercial banks should only be used for projects where the commercial banks are located. Commercial banks may not provide loans to property developers to finance the payment of land premium.

According to the Notice on Extending the Downward Range of the Interest Rate for Commercial Personal Home Loans and Supporting the Residents in First-time Purchase of Ordinary Residential Homes 《擴大商業性個人住房貸款利率下浮幅度支持居民首次購買普通住房的通知》 issued by PBOC on October 22, 2008, the minimum amount of down payment has been adjusted to 20% since October 27, 2008.

In September 2010, PBOC and the CBRC jointly issued the Notice on Relevant Issues Regarding the Improvement of Differential Mortgage Loan Policies 《關於完善差別化住房信貸政策有關問題的通知》, which provides, among other things, that (i) the minimum down payment is raised to 30% for all first home purchases; (ii) commercial banks in China shall suspend mortgage loans to purchasers for their third residential property and beyond or to non-local residents who cannot provide documentation certifying payment of local tax or social security for longer than a one-year period, and (iii) all property companies with records of being involved in abuse of land, changing the use of land, postponing the construction commencement or completion date, hoarding properties or other non-compliance will be restricted from obtaining bank loans for new projects or extension of credit facilities.

In November 2010, MOHURD, the Ministry of Finance and PBOC jointly promulgated the Notice on Relevant Issues Concerning Policies of Regulation of Individual Housing Reserve Loan 《關於規範住房公積金個人住房貸款政策有關問題的通知》, which provided that, among other things: (i) where a first-time house purchaser (including the borrower, spouse and minor children) uses housing reserve loans to buy an ordinary house for self-use with a unit floor area: (a) equal to or less than 90 square meters, the minimum down payment shall be at least 20%, (b) more than 90 square meters, the minimum down payment shall be at least 30%; (ii) for a second-time house purchaser that uses housing reserve loans, the minimum down payment shall be at least 50%, with the minimum lending interest rate of 110% of the benchmark rate; (iii) the second housing reserve loan will only be available to families whose per capita housing area is below the average in locality, and such loan must only be used to purchase an ordinary house for self-use to improve residence conditions; and (iv) housing reserve loans to families for their third residential property and beyond will be suspended.

On January 26, 2011, the General Office of the State Council promulgated the Notice on Relevant Issues of Further Improvement of the Control in Real Estate Market 《進一步做好房地產市場調控工作有關問題的通知》, which, among other things, raised the minimum down payment for second house purchases from 50% to 60% and abolished the preferential business tax treatment on the transfer of ordinary housing within five years.

## **Real Estate Management**

Under the Measures for the Administration of Qualifications of Property Service Enterprises 《物業管理企業資質管理辦法》 promulgated by MOHURD in March 2004, as amended in November 2007, a property service enterprise must apply for assessment of its qualification by the relevant qualification approval authority. An enterprise which passes such a qualification assessment will be issued a qualification certificate. No enterprise may engage in property management without undertaking a qualification assessment conducted by the relevant authority and obtaining a qualification certificate.

## **Insurance**

There is no mandatory provision under the PRC laws, regulations and government rules which requires a property developer to take out insurance policies for its real estate developments. According to the common practice of the property industry in China, construction companies are usually required to submit insurance proposals in the course of tendering and bidding for construction projects. Construction companies must pay for the insurance premium at their own costs and take out insurance to

cover their liabilities, such as third party liability risk, employer liability risk, risk of non-performance of contract in the course of construction and other kinds of risks associated with the construction and installation works throughout the construction period. The insurance coverage for all these risks will cease immediately after the completion and acceptance upon inspection of construction.

### **Measures on Stabilizing Housing Prices**

The General Office of the State Council promulgated a Circular on Stabilizing Housing Price 《關於切實穩定住房價格的通知》 in March 2005, introducing measures to be taken to restrain housing prices from increasing too fast and to promote a stable development of the real estate market. In April 2005, MOHURD, NDRC, the Ministry of Finance, the Ministry of Land and Resources, PBOC, the State Administration of Taxation and CBRC jointly issued an Opinions on Stabilizing Housing Prices 《關於做好穩定住房價格工作的意見》, containing the following guidance:

- Where the housing price is growing too fast, while the supply of ordinary commodity houses at medium or low prices and low-cost affordable houses is insufficient, the housing construction should mainly involve projects of ordinary commodity houses at medium or low prices and low-cost affordable houses. The construction of low-density, high-end houses should be strictly controlled. The relevant local government authorities are authorized to impose conditions on planning and design such as the building height, plot ratio and green space and to impose such requirements as the selling price, type and gross floor area as preconditions on land assignment. The local governments are also required to strengthen their supervision of real estate developments in their jurisdictions.
- Where the price of land for residential use and the price for residential housing are growing too fast, the proportion of land supply for residential use to the total land supply should be appropriately raised, and the land supply for the construction of ordinary commodity houses at medium or low prices and low-cost affordable houses should be especially increased. Land supply for villa construction should continue to be suspended, and land supply for high-end housing property construction should be strictly restricted.
- Idle land fees must be imposed on land that has not been developed for one year from the contractual construction commencement date. Land use rights of land that has not been developed for two years must be forfeited without compensation.
- Commencing from June 1, 2005, a business tax upon transfer of a residential house by an individual within two years from his/her purchase will be levied on the entire sales proceeds from such sale. For an individual to transfer an ordinary residential house after two years from his/her purchase, the business tax will be exempted. For an individual to transfer a property other than an ordinary residential house after two years from his/her purchase, the business tax will be levied on the difference between the price of such sale and the original purchase price.
- Ordinary residential houses with medium or small gross floor areas and at medium or low prices may be granted preferential treatment, such as planning permits, land supply, credit and taxation. Houses enjoying these preferential policies must satisfy the following conditions in principle: the plot ratio is above 1.0, the gross floor area of one single unit is less than 120 square meters, and the actual transfer price is lower than 120% of the average transfer price of comparable houses at comparable locations. The local governments at the provincial level may, based on their actual local circumstances, formulate specific standards for ordinary residential houses that may enjoy the preferential policies.



- Transfer of unfinished commodity properties by any pre-sale purchaser is forbidden. In addition, purchasers are required to buy properties in their real names. Any commodity property pre-sale contract must also be filed electronically with the relevant government agencies immediately after its execution.

The Notice on Adjustment of the Housing Loan Policy and Deposit Rate of Excess Reserve for Commercial Banks 《關於調整商業銀行住房信貸政策和超額準備金存款利率的通知》, promulgated by PBOC in March 2005, includes adjustments to individual housing loan policies of commercial banks as well as individual housing fund loan rate. Pursuant to this notice, the preferential mortgage loan interest rate was replaced by the commercial loan interest rate, subject to certain restrictions on the lower limit on such interest rates. In the urban areas or cities with rapidly increased real estate prices, minimum down payment ratio for individual housing loans was adjusted from 20% to 30%. In May 2006, MOHURD, NDRC, PBOC and other relevant PRC government authorities jointly issued their Opinions on Housing Supply Structure and Stabilization of Property Prices 《關於調整住房供應結構穩定住房價格意見的通知》. Such opinions reiterated the existing measures and ushered in additional measures aimed at curbing rapid increases in property prices in large cities and promoting healthy development of the PRC property market. These measures include:

- requiring that at least 70% of the land supply approved by a local government for residential property development for any given year must be used for developing low-to medium-cost and small-to medium-size units and low-cost rental properties;
- requiring that at least 70% of residential projects approved or constructed on or after June 1, 2006 must consist of units with a unit floor area of less than 90 square meters per unit and that projects which have received approvals prior to this date but have not obtained construction permits must adjust their planning in order to be in conformity with this new requirement, with the exception that municipalities under direct administration of the PRC central government, such as Beijing, Chongqing and Shanghai, provincial capitals and certain other cities may deviate from such ratio under special circumstances upon approval from the Ministry of Construction;
- increasing the minimum amount of down-payment from 20% to 30% of the purchase price of the underlying property if the underlying property has a unit floor area of 90 square meters or more, effective from June 1, 2006;
- prohibiting commercial banks from lending to real estate developers with an internal capital ratio, calculated by dividing the internal funds by the total project capital required for the relevant projects, of less than 35%, restricting the grant or extension of revolving credit facilities to property developers holding a large amount of idle land and vacant commodity properties, and prohibiting commercial banks from accepting commodity properties which have been vacant for more than three years as security for their loans; and
- imposing a business tax levy on the entire sales proceeds from transfer of properties if the holding period is shorter than five years, effective from June 1, 2006, as opposed to two years when such levy was initially implemented in June 2005, and allowing such business tax to be levied on the difference between the price for such re-sale and the original purchase price in the event that an individual transfers a property other than an ordinary residential property after five years from his/her date of purchase.

In May 2006, the Ministry of Land and Resources published an Urgent Notice to Tighten Up Land Administration 《當前進一步從嚴土地管理的緊急通知》. In this notice, the Ministry of Land and Resources stressed that local governments must adhere to their annual overall land use planning and land supply plans and tighten up the control on land supply for non-agricultural use. The notice requires local governments to suspend the supply of land for new villa projects to ensure an adequate supply of

land for more affordable housing. In this notice, the Ministry of Land and Resources also required local governments to conduct thorough investigations of illegal land use and submit reports on such investigations to the Ministry by the end of October 2006.

In July 2006, MOHURD, NDRC, MOFCOM, PBOC, the State Administration for Industry and Commerce, and SAFE jointly issued an Opinion on Regulating the Access and Management of Foreign Capital in the Real Estate Market 《關於規範房地產市場外資准入和管理的通知》, or the 171 Opinion. The 171 Opinion aims to tighten access by foreign capital to the PRC real estate market and to restrict property purchases in China by foreign institutions or individuals. It provides, among other things, that a foreign institution or individual must establish a foreign-invested enterprise in order to purchase real property in China if the property is not intended for self use. The registered capital of such foreign-invested enterprise must amount to at least 50% of its total investments in PRC real properties if the amounts of such investments exceed US\$10 million. Branches and representative offices of foreign institutions in China and foreign individuals who work or study in China for more than one year may purchase real property for their own use but not for any other purposes. In addition, foreign institutions which have no branches or representative offices in China or foreign individuals who work or study in China for less than a year are prohibited from purchasing any real property in China. In September 2006, SAFE and MOHURD jointly issued a Notice in Respect of Foreign Exchange Issues in the Real Estate Market 《關於規範房地產市場外匯管理有關問題的通知》, or the 47 Notice, to implement the 171 Opinion. The 47 Notice provides specific procedures for purchasing real properties by foreign institutions and foreign individuals. The 47 Notice also forbids a foreign invested real estate enterprise to apply for overseas loans if it has failed to pay its registered capital in full or failed to obtain the land use rights certificates, or its own capital funds do not reach 35% of the total investment for the project.

In September 2007, the Ministry of Land and Resources issued the Notice on Implementation of the State Council's Certain Opinions on Resolving Difficulties and Further Strengthening Macro-control of Land Supply 《關於認真貫徹國務院〈關於解決城市低收入家庭住房困難的若干意見〉進一步加強土地供應調控的通知》, pursuant to which, at least 70% of the land supply arranged by the relevant land administration authority at city or county level for residential property development for any given year must be used for developing low- to medium-cost and small-to medium-size units, low-cost rental properties and affordable housing.

In November 2007, the PRC government revised its Catalog of Guidance on Industries for Foreign Investment by, among other things, removing the development of ordinary residences from the foreign-investment-encouraged category and adding secondary market residential property trading and brokering into the foreign-investment-restricted category.

In July 2008, PBOC and CBRC jointly issued the Notice on Financially Promoting the Saving and Intensification of Use of Land 《關於金融促進節約集約用地的通知》, requiring that relevant financial institutions strengthen the administration of construction land project loans, including the administration of commercial real estate credit loans.

In October 2008, PBOC issued the Notice on Extending the Downward Range of the Interest Rate for Commercial Personal Home Loans and Supporting the Residents in First-time Purchase of Ordinary Residential Homes 《擴大商業性個人住房貸款利率下浮幅度支持居民首次購買普通住房的通知》, pursuant to which, since October 27, 2008, the bottom limit of the interest rate applicable to the commercial personal home loans has been extended, the minimum amount of down payment has been adjusted to 20% and the interest rate applicable to personal home loans financed by provident funds has been also reduced.

In October 2008, the Ministry of Finance and the State Administration of Taxation issued the Notice on the Adjustments to Taxation on Real Property Transactions 《關於調整房地產交易環節稅收政策的通知》, pursuant to which, since November 1, 2008, the rate of deed tax has been reduced to 1% for a first-time home buyer of an ordinary residence with a unit floor area under 90 square meters, individuals who sell or purchase residential properties are temporarily exempted from stamp duty and

who sell residential properties are temporarily exempted from land value-added tax. However, the aforesaid preferential policy regarding deed tax has been replaced by the Notice on Adjustment of Preferential Policies Regarding Deed Tax and Individual Income Tax Incurred in Transfer of Real Property 《關於調整房地產交易環節契稅個人所得稅優惠政策的通知》 jointly promulgated by the Ministry of Finance, State Administration of Taxation and MOHURD in September 2010, pursuant to which, in the case that an individual purchases an ordinary house which is the only house for the family (taking into account the purchaser, the spouse and minor children), the deed tax is reduced by half; in the case that an individual purchases an ordinary house with an GFA of 90 square meters or less, which is the only house for the family (taking into account the purchaser, the spouse and minor children), the deed tax is levied at a rate of 1%.

In December 2008, the General Office of the State Council issued the Several Opinions on Facilitating the Healthy Development of the Real Estate Market 《關於促進房地產市場健康發展的若干意見》, which aims to, among other things, encourage the consumption of the ordinary residence and support the real estate developer to handle the market change. Pursuant to this opinion, in order to encourage the consumption of the ordinary residence, from January 1, 2009 to December 31, 2009, a business tax is imposed on the full amount of the sale income upon the transfer a non-ordinary residence by an individual within two years from the purchase date. For the transfer of a non-ordinary residence that is more than two years from the purchase date and an ordinary residence that is within two years from the purchase date, the business tax is to be levied on the difference between the sale income and the purchase price. In the case of an ordinary residence, the business tax is exempted if that transfer occurs after two years from the purchase date. Furthermore, individuals with an existing ordinary residence that is smaller than the average size for their locality may buy a second ordinary residence under favorable loan terms similar to first-time buyers. In addition, support for real estate developers to deal with the changing market is to be provided by increasing credit financing services to “low-to-medium-level price” or “small-to-medium-sized” ordinary commercial housing projects, particularly those under construction, and providing financial support and other related services to real estate developers with good credit standing for merger and acquisition activities.

In December 2008, the Ministry of Finance and the State Administration of Taxation issued the Notice on the Policy of Business Tax on Re-sale of Personal Residential Properties 《關於個人住房轉讓營業稅政策的通知》, which reiterates the measures set forth in the above Several Opinions on Facilitating the Healthy Development of the Real Estate Market regarding the business tax.

In December 2009, the State Council terminated the policy on preferential treatment relating to business taxes payable upon transfers of residential properties by property owners as previously adopted in December 2008 by the PRC government in response to the global economic slowdown, and the Ministry of Finance and the State Administration of Taxation jointly issued the Notice on Adjusting the Policy of Business Tax on Re-sale of Personal Residential Properties 《關於調整個人住房轉讓營業稅政策的通知》 to curtail speculations in the property market in response to property price increases across the country. Pursuant to the Notice, effective from January 1, 2010, a business tax will be imposed on the full amount of the sale income upon the transfer of a non-ordinary residence by an individual within five years, instead of two years, from the purchase date. For the transfer of a non-ordinary residence that is more than five years from the purchase date and an ordinary residence which is within five years of the purchase date, the business tax is to be levied on the difference between the sale income and the purchase prices. In the case of an ordinary residence, the business tax is exempted if that transfer occurs after five years from the purchase date.

In order to further adjust business tax on individual transfer of houses, on January 27, 2011, the State Administration of Taxation and Ministry of Finance jointly promulgated Circular on Adjusting Policies of Business Tax on Individual Transfer of Houses 《關於調整個人住房轉讓營業稅政策的通知》, which requires that, where individuals sell houses which have been procured for less than five years, they shall pay the business tax in full amount; where individuals sell the non-ordinary houses which have been procured for more than five years (inclusive), they shall pay the business tax on the

balance of their sale incomes after deduction of the price for purchasing the houses; where individuals sell ordinary houses which have been procured for more than five years (inclusive), they shall be exempted from the business tax.

In January 2010, the General Office of the State Council issued a Circular on Facilitating the Stable and Healthy Development of Property Market 《關於促進房地產市場平穩健康發展的通知》, which adopted a series of measures to strengthen and improve the regulation of the property market, stabilize market expectation and facilitate the stable and healthy development of the property market. These include, among others, measures to increase the supply of affordable housing and ordinary commodity housing, provide guidance for the purchase of property, restrain speculation of properties, and strengthen risk prevention and market supervision. Additionally, it explicitly requires a family (including a borrower, his or her spouse and children under 18), that has already purchased a residence through mortgage financing and has applied to purchase a second or more residences through mortgage financing, to pay a minimum down-payment of 40% of the purchase price.

On February 1, 2010, CBRC issued a Notice on Relevant Issues on Strengthening Administration of Real Estate Trust Business of Trust Companies 《關於加強信託公司房地產信託業務監管有關問題的通知》, which provides that, among other things, real estate projects must meet the following conditions to be eligible for loan financing from trust companies: (1) real estate projects must have obtained the land use rights certificates, construction land planning permits, construction works planning permits and construction permits; (2) developers or their controlling shareholders must be qualified as class 2 developers or higher; (3) the capital ratio of the project must satisfy the minimum requirements set by relevant authorities; and (4) trust companies may not provide trust funds to finance land reserves.

In April 2010, the State Council issued the Notice on Resolutely Containing the Excessive Hike of Property Prices in Some Cities 《堅決遏制部分城市房價過快上漲的通知》, or the April 2010 Notice, which provides that: (i) if a first-time home buyer (including a borrower, his or her spouse and children under 18) buys a residence with a unit floor area of more than 90 square meters for self use, the minimum down payment shall be at least 30%; (ii) if a second-time home buyer uses mortgage financing, the minimum down payment shall be at least 50% of the purchase price with a minimum mortgage lending interest rate of 110% of the benchmark rate; (iii) if a third-time or more homebuyer uses mortgage financing, the minimum down payment and interest rate thereof will be further raised. The April 2010 Notice further requires that in cities where property prices are overly high with excessive price hikes and strained housing supply, commercial banks may suspend extending bank loans for third-time or more home buyers in light of risk exposure. The provision of mortgage loans to non-local residents who cannot present the local tax clearance certificates or social insurance certification of more than one year will also be suspended.

In May 2010, MOHURD, PBOC and CBRC jointly issued the Circular on Regulating the Criteria for Identifying the Second Housing Unit in Connection with Commercial Mortgage Loans 《關於規範商業性個人住房貸款中第二套住房認定標準的通知》, which provides, among other things, that the number of housing units owned by an individual purchaser who is applying for mortgage loans shall be determined by taking into account all housing units owned by the family members of such purchaser (including the purchaser and such purchaser's spouse and children under the age of 18), and that second-time or more purchasers of housing units will be subject to different credit policies when applying for mortgage loans.

In November 2010, MOHURD and SAFE jointly promulgated the Notice on Further Regulating Administration of Purchase of Houses by Overseas Institutions and Individuals 《關於進一步規範境外機構和個人購房管理的通知》, pursuant to which, an overseas individual can only purchase one house for self-use within the PRC and an overseas institution which has established a branch or representative office in the PRC can only purchase non-residential houses for business use in the city where it is registered within the PRC.

On January 26, 2011, the General Office of the State Council promulgated the Notice on Relevant Issues of Further Improvement of the Control in Real Estate Market 《進一步做好房地產市場調控工作有關問題的通知》, which, among other things, limits the number of homes that local residents can buy in a specified period. In principle, local resident families that own one house and non-local resident families who can provide local tax clearance certificates or local social insurance payment certificates for a required period are permitted to purchase only one additional house (including newly-built houses and second-hand houses). Sales of properties to (a) local resident families who own two or more houses, (b) non-local resident families who own one or more houses, and (c) non-local resident families who cannot provide local tax clearance certificates or local social insurance payment certificates for a required period, shall be suspended in local administrative regions. In order to implement the Notice on Relevant Issues of Further Improvement of the Control in Real Estate Market, many cities have promulgated new measures to restrict the number of houses a family is allowed to purchase.

On July 19, 2012, the Ministry of Land and Resources and MOHURD jointly issued the Urgent Notice to Further Tighten Up Real Property Land Administration and Consolidate the Achievement of Macroeconomic Control of the Real Property Market 《關於進一步嚴格房地產用地管理鞏固房地產市場調控成果的緊急通知》 to strengthen the enforcement of macroeconomic policy in the real property market, which requires that residential construction projects must commence construction within one year from the date of land title delivery as stipulated in the land allocation decision or land grant contract and must be completed within three years from the date of construction commencement.

The State Council has approved, on a trial basis, the launch of a new property tax scheme in selected cities. On January 27, 2011, the governments of Shanghai and Chongqing issued their respective measures for implementing pilot property tax schemes, which became effective on January 28, 2011. Under the Shanghai Interim Rules of the Trial in Levy of Property Tax on Certain Houses 《上海市開展對部分個人住房徵收房產稅試點的暫行辦法》, among other things, starting on January 28, 2011, (i) Shanghai shall, on a trial basis, levy property taxes on a second or succeeding house in Shanghai which purchased by a local resident family and each house in Shanghai which is purchased by a non-local resident family; (ii) the applicable rate of the property tax is 0.4% or 0.6%, subject to specified circumstances; and (iii) the property tax shall be temporarily payable on the basis of 70% of the transaction value of the taxable house. Moreover, the Shanghai property tax rule provides several measures for tax deduction or exemption, including the rule that if a local resident family's GFA per capita, calculated on the basis of the consolidated living space owned by such family, is not more than 60 sq.m., such family is temporarily exempted from property tax when purchasing a second house or more in Shanghai. Under the measures issued by the Chongqing government, the property tax in trial areas in nine major districts will be imposed on (i) stand-alone residential properties (such as villas) owned by individuals, (ii) high-end residential properties purchased by individuals on or after January 28, 2011, the purchase prices per square meter of which are two or more times of the average price of new residential properties developed within the nine major districts of Chongqing in the last two years and (iii) the second or further ordinary residential properties purchased on or after January 28, 2011 by individuals who are not local residents, or are not employed in and do not own an enterprise in Chongqing, at rates ranging from 0.5% to 1.2% of the purchase price of the property. Furthermore, the Chongqing property tax rule provides several possible deductions or exemptions, including the following: (i) for stand-alone residential properties owned before January 28, 2011, the deduction area is 180 sq.m.; (ii) for newly purchased stand-alone residential properties and high-end residential properties, the deduction area is 100 sq.m.; (iii) the deduction area shall be based on the family unit, and the deduction can only be enjoyed by one family for its single property. In addition, there is no deduction for individuals who are not local residents, not employed in or do not own an enterprise in Chongqing. These two governments may issue additional measures to tighten the levy of property tax. It is also expected that more local governments will follow Shanghai and Chongqing in imposing property tax on commodity properties, including Beijing, Shenzhen and Hangzhou.

On September 6, 2012, the Ministry of Land and Resources promulgated the Notice on Strictly Implementing Land Use Standards and Vigorously Promoting Economical and Intensive Land Use 《關於嚴格執行土地使用標準大力促進節約集約用地的通知》, which stipulates, among other things, that: (a) land use standards shall be strictly implemented and continuously improved. For industrial and commercial land transferred through lawful public tender, auction and listing-for-sale, the administration of land and resources of cities and counties shall establish the requirements related to land use standards for the schemes and announcement of land assignment, and include such requirements related to land use standards for the schemes and announcement of land assignment, and include such requirements in assignment contracts and strictly enforce the requirements. Construction lands that are listed in the Catalog for Prohibited Land Use Projects, or that fail to conform to the prescribed conditions in the Catalog for Restricted Land Use Projects, or for which the intensity of investment, floor area ratio, construction coefficient, ratio of green land, or proportion of administrative offices and living facilities land fail to conform to relevant requirements for industrial projects or total area or each functional division area surpasses the required limits or the land area and floor area ratio fails to conform to the conditions of the residential land supply shall not pass the land supply and approval procedures; (b) examination items and application in respect of land use standards shall be clarified; (c) the implementation of land use standards shall be further supervised and evaluated; and (d) the land use standard training program shall be given to the officials in land and resources authorities, and such land use standards shall be widely publicized for the purpose of implementation.

On November 5, 2012, the Ministry of Land and Resources, the Ministry of Finance, PBOC and CBRC jointly promulgated the Notice on strengthening Land Reserves and Financing Administration 《關於加強土地儲備與融資管理的通知(國土資發[2012]162號)》, in order to strengthen land reserve institutions administration, determine the reasonable scale and structure of land reserves, strengthen the administration of land pre-development, reservation and protection, and regulate the financing of land reserves and the use of land reserve funds. On December 26, 2012, the Ministry of Finance, or MOF, issued the notice requiring local governments to strictly implement rules relating to the construction and management of low income housing projects. In addition, MOF will provide various measures to support construction of affordable housing in 2013, including measures (1) to ensure that all affordable housing construction financings are strictly confined to permitted financing channels only; and (2) to allow local governmental finance departments to raise funds from housing provident funds, land premium, State-owned capital operational budgets, local government debts, and to use the funds on projects that need government funding, including public rental housing, low rental housing, and relocation housing projects.

On February 26, 2013, the State Council issued the Notice on Continuing Adjustment and Control of Property Markets 《關於繼續做好房地產市場調控工作的通知》 which requires, among other restrictive measures:

- (i) improving the responsibility system for stabilizing housing prices;

Municipalities directly under the central government, cities listed on state plans and provincial capitals (excluding Lhasa) must set an annual objective for controlling housing prices and publish annual new commodity housing price control target in the first quarter of the year.

- (ii) firmly restraining purchases of residential housing for investment and speculation purposes; and

Municipalities directly under the central government, cities listed on state plans and provincial capitals (excluding Lhasa) which have implemented restrictions on the real estate market are required to designate all administrative areas of the cities as restricted areas, and restricted housing shall include new commodity housing and second-hand housing. Non-local residents who possess one or more residential properties and fail to provide one-year or longer tax payment certificates or social insurance payment certificates are to be barred from

purchasing any residential properties located in the administrative area. For cities where housing prices are increasing at an excessive rate, local branches of PBOC may further raise the down payment rate and mortgage interest rate for the purchase of a second residential property. In addition, the state will strictly enforce a 20% tax on house sale profits.

- (iii) expanding ordinary commodity housing units and increasing the supply of land.

The overall housing land supply in 2013 in principle shall not be lower than the average actual land supply in the past five years. Financial institutions, subject to credit requirements, are to prioritize requests for loans for ordinary commodity housing construction projects in which medium and small housing units constitute 70% or more of the total units in such construction project.

On September 29, 2014, the PBOC and the CBRC jointly issued Circular on Further Improving Financial Services for Housing Consumption 《關於進一步做好住房金融服務工作的通知》， which provides that, for a family who buys on loan its first ordinary house for self-use, the minimum percentage of down payment is 30%, and the lower limit of loan interest rate is 70% of the benchmark rate, to be decided by banking financial institutions in light of risk conditions. For a family who has paid up the loan of its first house and applies again to buy on loan an ordinary commodity house for the purpose of improving living conditions, the loan policies for first house shall apply. In cities where the measures of “restrictions on house buying” are lifted or not imposed, for a family who owns two or more houses and has paid up loans for them, and applies to buy another house on loan, banking financial institutions shall decide on the percentage of down payment and interest rate by prudently considering the borrower’s solvency and credit status.

### **Environmental Protection**

The laws and regulations governing the environmental protection requirements for real estate development in China include the PRC Environmental Protection Law 《中華人民共和國環境保護法》， the PRC Prevention and Control of Noise Pollution Law 《中華人民共和國環境噪聲污染防治法》， the PRC Environmental Impact Assessment Law 《中華人民共和國環境影響評價法》 and the PRC Administrative Regulations on Environmental Protection for Development Projects 《中華人民共和國建設項目環境保護管理條例》. Pursuant to these laws and regulations, depending on the impact of the project on the environment, an environmental impact report, an environmental impact analysis table or an environmental impact registration form must be submitted by a developer before the relevant authorities grant approval for the commencement of construction of the property development. In addition, upon completion of the property development, the relevant environmental authorities will also inspect the property to ensure compliance with the applicable environmental protection standards and regulations before the property can be delivered to the purchasers.

### **Foreign Exchange Controls**

Under the PRC Foreign Currency Administration Rules 《中華人民共和國外匯管理條例》 promulgated in 1996 and revised in 1997 and as amended in 2008 and various regulations issued by SAFE and other relevant PRC government authorities, Renminbi is convertible into other currencies for the purpose of current account items, such as trade related receipts and payments and the payment interest and dividends. The conversion of Renminbi into other currencies and remittance of the converted foreign currency outside China for the purpose of capital account items, such as direct equity investments, loans and repatriation of investment, requires the prior approval from SAFE or its local office. Payments for transactions that take place within China must be made in Renminbi. Unless otherwise approved, PRC companies may repatriate foreign currency payments received from abroad or retain the same abroad. Foreign-invested enterprises may retain foreign exchange in accounts with designated foreign exchange banks subject to a cap set by SAFE or its local office. Foreign exchange proceeds under the current accounts may be either retained or sold to a financial institution engaging in settlement and sale of foreign exchange pursuant to relevant rules and regulations of the State. For

foreign exchange proceeds under the capital accounts, approval from SAFE is required for its retention or sale to a financial institution engaging in settlement and sale of foreign exchange, except where such approval is not required under the rules and regulations of the State.

On July 4, 2014, the SAFE issued the Notice on Issues Relating to the Administration of Foreign Exchange for Overseas Investment and Financing and Reverse Investment by Domestic Residents via Special Purpose Vehicles 《關於境內居民通過特殊目的公司境外投融資及返程投資外匯管理有關問題的通知》, or Notice 37, which replaced the Notice on Issues Relating to the Administration of Foreign Exchange for the Financing and Reverse Investment by Domestic Residents via Offshore Special Purpose Vehicles issued by SAFE in October 2005, or Notice 75. Pursuant to Notice 37, any PRC residents, including both PRC institutions and individual residents, are required to register with the local SAFE branch before making contribution to a company set up or controlled by the PRC residents outside of the PRC for the purpose of overseas investment or financing with their legally owned domestic or offshore assets or interests, referred to in this Notice as a “special purpose vehicle.” Under Notice 37, the term “PRC institutions” refers to entities with legal person status or other economic organizations established within the territory of the PRC. The term “PRC individual residents” includes all PRC citizens (also including PRC citizens abroad) and foreigners who habitually reside in the PRC for economic benefits. A registered special purpose vehicle is required to amend its SAFE registration in the event of any change of basic information including PRC individual resident shareholder, name, term of operation, or PRC individual resident’s increase or decrease of capital, transfer or exchange of shares, merger, division or other material changes. In addition, if a non-listed special purpose vehicle grants any equity incentives to directors, supervisors or employees of domestic companies under its direct or indirect control, the relevant PRC individual residents could register with the local SAFE branch before exercising such options. The SAFE simultaneously issued a series of guidance to its local branches with respect to the implementation of Notice 37.

In August 29, 2008, SAFE issued the Circular on the Relevant Operating Issues Concerning the Improvement of the Administration of the Payment and Settlement of Foreign Currency Capital of Foreign-Invested Enterprises 《關於完善外商投資企業外匯資本金支付結匯管理有關業務操作問題的通知》, or Circular No. 142. Pursuant to Circular No. 142, a foreign-invested enterprise’s Renminbi fund received from the settlement of its foreign currency capital must be used within the business scope as approved by the government authority that approved the establishment of such foreign-invested enterprise, and such Renminbi fund cannot be used for domestic equity investment unless it is otherwise provided for.

## **PRC Taxation**

Because we are not incorporated in the PRC, your investment in our Notes is largely exempt from PRC tax laws, except as disclosed in the section entitled “Risk Factors — Risks Relating to Our Business — We may be deemed a PRC resident enterprise under the PRC Enterprise Income Tax Law, which may subject us to PRC taxation on our worldwide income, require us to withhold taxes on interest we pay on the Notes and require holders of the Notes to pay taxes on gains realized from the sale of the Notes,” and “Taxation — PRC Taxation.” But because virtually all of our business operations are in mainland China and we carry out these business operations through operating subsidiaries and joint ventures organized under the PRC law, our PRC operations and our operating subsidiaries and joint ventures in mainland China are subject to PRC tax laws and regulations, which indirectly affect your investment in our shares.

### ***Dividends from Our PRC Operations***

Under the PRC tax laws effective prior to January 1, 2008, dividends paid by our PRC subsidiaries or joint ventures to us were exempt from PRC income tax. However, pursuant to the PRC Enterprise Income Tax Law and its implementation rules that became effective on January 1, 2008, dividends payable by foreign invested enterprises, such as subsidiaries and joint ventures in China, to their foreign investors are subject to withholding tax at a rate of 10%, unless lower treaty rate is applicable.



Under the PRC Enterprise Income Tax Law and its implementation rules, enterprises established under the laws of foreign jurisdictions but whose “de facto management body” is located in China are treated as “resident enterprises” for PRC tax purposes, and will be subject to PRC income tax on their worldwide income. For such PRC tax purposes, dividends from PRC subsidiaries to their foreign shareholders are excluded from such taxable worldwide income. Under the implementation rules of the PRC Enterprise Income Tax Law, “de facto management bodies” are defined as the bodies that have material and overall management control over the business, personnel, accounts and properties of an enterprise. Because this tax law is new and its implementation rules are newly issued, there is uncertainty as to how this new law and its implementation rules will be interpreted or implemented by relevant tax bureaus.

### ***Our Operations in Mainland China***

Our subsidiaries and joint ventures through which we conduct our business operations in mainland China are subject to PRC tax laws and regulations.

*Deed Tax.* Under the PRC Interim Regulation on Deed Tax 《中華人民共和國契稅暫行條例》, a deed tax is chargeable to transferees of land use rights and/or ownership in real properties within the territory of mainland China. These taxable transfers include:

- grant of use right of state-owned land;
- sale, gift and exchange of land use rights, other than transfer of right to manage rural collective land; and
- sale, gift and exchange of real properties.

Deed tax rate is between 3% to 5% subject to determination by local governments at the provincial level in light of the local conditions. In October 2008, the Ministry of Finance and the State Administration of Taxation issued the Notice on the Adjustments to Taxation on Real Property Transactions 《關於調整房地產交易環節稅收政策的通知》, pursuant to which, since November 1, 2008, the rate of deed tax has been reduced to 1% for a first-time home buyer of an ordinary residence with a unit floor area less than 90 square meters; individuals who sell or purchase residential properties are temporarily exempted from stamp duty and those who sell residential properties are temporarily exempted from land value-added tax. However, the aforesaid preferential policy regarding deed tax has been replaced by the Notice on Adjustment of Preferential Policies Regarding Deed Tax and Individual Income Tax Incurred in Transfer of Real Property 《關於調整房地產交易環節契稅個人所得稅優惠政策的通知》 jointly promulgated by Ministry of Finance, the State Administration of Taxation and MOHURD on September 29, 2010, pursuant to which, in the case that an individual purchases an ordinary house which is the only house for the family (including the purchaser, the spouse and minor children), deed tax is reduced by half; in the case that an individual purchases an ordinary house with an GFA of 90 square meters or below, which is the only house for the family, deed tax is levied at a rate of 1%.

*Enterprise Income Tax.* Prior to the PRC Enterprise Income Tax Law and its implementation rules that became effective on January 1, 2008, our PRC subsidiaries and joint ventures were generally subject to a 33% corporate income tax. Under the PRC Enterprise Income Tax Law, effective from January 1, 2008, a unified enterprise income tax rate is set at 25% for both domestic enterprises and foreign-invested enterprises. The PRC Enterprise Income Tax Law and its implementation rules provide certain relief to enterprises that were established prior to March 16, 2007, including (1) continuously enjoying the preferential income tax rate during a five-year transition period if such enterprises are entitled to preferential income tax rate before the effectiveness of the PRC Enterprise Income Tax Law; (2) continuously enjoying the preferential income tax rate until its expiry if such enterprises are entitled to tax holidays for a fixed period under the relevant laws and regulations. However, where the preferential tax treatment has not commenced due to losses or accumulated loss not being fully offset,

such preferential tax treatment shall be deemed to commence from January 1, 2008 and expire on December 31, 2013. In addition, dividends from PRC subsidiaries to their foreign shareholders will be subject to a withholding tax at a rate of 10% unless any lower treaty rate is applicable. Under the PRC Enterprise Income Tax Law and its implementation rules, enterprises established under the laws of foreign jurisdictions but whose “de facto management body” is located in China are treated as “resident enterprises” for PRC tax purposes, and will be subject to PRC income tax on their worldwide income. Dividends from PRC subsidiaries to their foreign shareholders are excluded from such taxable worldwide income. Under the implementation rules of the PRC Enterprise Income Tax Law, “de facto management bodies” are defined as bodies that have material and overall management control over the business, personnel, accounts and properties of an enterprise. There is uncertainty as to how this law and its implementation rules will be interpreted or implemented by relevant tax bureaus.

In addition, pursuant to the Arrangement between Mainland China and Hong Kong for the Avoidance of Double Taxation and Prevention of Fiscal Evasion with respect to Taxes on Income 《內地和香港特別行政區關於對所得避免雙重徵稅和防止偷漏稅的安排》，signed on August 21, 2006 and applicable, in Hong Kong, to income derived in any year of assessment commencing on or after April 1, 2007 and, in Mainland China, to any year commencing on or after January 1, 2006, a company incorporated in Hong Kong is subject to withholding income tax at a rate of 5% on dividends it receives from its PRC subsidiaries, if it holds a 25% or more equity interest in each such PRC subsidiary at the time of the distribution, or 10% if it holds less than a 25% equity interest in that subsidiary. On August 24, 2009, SAT issued the Notice Regarding the Publishing of the Administrative Measures For Non-residents to Enjoy the Treatment Under Taxation Treaties (Trial) 《關於印發(非居民享受稅收協定待遇管理辦法(試行)的通知)》，effective on October 1, 2009, and its supplemental regulation promulgated and effective on June 21, 2010, which provides that prior approvals from or filings with (as the case may be) the relevant local tax authorities are required before a non-resident taxpayer may enjoy any benefits under the relevant taxation treaties.

On March 6, 2009, SAT issued the Measures for Dealing with Income Tax of Enterprise Engaged in Real Estate Development and Operation 《房地產開發經營業務企業所得稅處理辦法》 effective on January 1, 2008, which specifically stipulates the rules regarding tax treatment of income and deduction of cost and fees, verification of calculated tax cost and tax treatment on certain matters of the real estate development enterprise according to the Enterprise Income Tax Law and its implementation rules.

*Business Tax.* Under the PRC Interim Regulation on Business Tax 《中華人民共和國營業稅暫行條例》 of 1994, as amended in 2008, services in mainland China are subject to business tax. Taxable services include sale of real property in mainland China. Business tax rate is between 3% to 20% depending on the type of services provided. Sale of real properties and other improvements on the land attract a business tax at the rate of 5% of the turnover of the selling enterprise payable to the relevant local tax authorities.

On January 27, 2011, the State Administration of Taxation and Ministry of Finance jointly promulgated Circular on Adjusting Policies of Business Tax on Individual Transfer of Houses 《關於調整個人住房轉讓營業稅政策的通知》，which requires that, where individuals sell houses which have been procured for less than five years, they shall pay the business tax in full amount; where individuals sell the non-ordinary houses which have been procured for more than five years (inclusive), they shall pay the business tax on the balance of their sale incomes after deduction of the price for purchasing the houses; where individuals sell ordinary houses which have been procured for more than five years (inclusive), they shall be exempted from the business tax.

*Land Appreciation Tax.* Under the PRC Interim Regulation on Land Appreciation Tax 《中華人民共和國土地增值稅暫行條例》 of 1994 and its implementation rules of 1995, LAT applies to both domestic and foreign investors in real properties in mainland China, irrespective of whether they are corporate entities or individuals. The tax is payable by a taxpayer on the appreciation value derived from the transfer of land use rights, buildings or other facilities on such land, after deducting the “deductible items” that include the following:

- payments made to acquire land use rights;
- costs and charges incurred in connection with the land development;
- construction costs and charges in the case of newly constructed buildings and facilities;
- assessed value in the case of old buildings and facilities;
- taxes paid or payable in connection with the transfer of the land use rights, buildings or other facilities on such land; and
- other items allowed by the Ministry of Finance.

The tax rate is progressive and ranges from 30% to 60% of the appreciation value as compared to the “deductible items” as follows:

<u>Appreciation value</u>	<u>LAT rate</u>
Portion not exceeding 50% of deductible items . . . . .	30%
Portion over 50% but not more than 100% of deductible items . . . . .	40%
Portion over 100% but not more than 200% of deductible items. . . . .	50%
Portion over 200% of deductible items . . . . .	60%

Exemption from LAT is available to the following cases:

- Taxpayers constructing ordinary residential properties for sale (i.e. the residences built in accordance with the local standard for residential properties used by the general population, excluding deluxe apartments, villas, resorts and other high-end premises), where the appreciation amount does not exceed 20% of the sum of deductible items;
- Real estate taken over and repossessed according to laws due to the construction requirements of the state; and
- Due to redeployment of work or improvement of living standard, transfers by individuals of originally self-used residential properties, with five years or longer of self-used residence and with tax authorities’ approval.

According to a notice issued by the Ministry of Finance in January 1995, the LAT regulation does not apply to the following transfers of land use rights:

- real estate transfer contracts executed before January 1, 1994; and
- first time transfers of land use rights and/or premises and buildings during the five years commencing on January 1, 1994 if the land grant contracts were executed or the development projects were approved before January 1, 1994 and the capital has been injected for the development in compliance with the relevant regulations.

After the enactment of the LAT regulations and the implementation rules in 1994 and 1995, respectively, due to the long period of time typically required for real estate developments and their transfers, many jurisdictions, while implementing these regulations and rules, did not require real estate development enterprises to declare and pay the LAT as they did other taxes. Therefore, in order to assist the local tax authorities in the collection of LAT, the Ministry of Finance, State Administration of Taxation, Ministry of Construction and State Land Administration Bureau separately and jointly issued several notices to reiterate that, after the assignments are signed, the taxpayers should declare the tax to the local tax authorities where the real estate is located, and pay the LAT in accordance with the amount as calculated by the tax authority and within the time period as required. For those who fail to acquire

proof as regards the tax paid or the tax exemption from the tax authorities, the real estate administration authority will not process the relevant title change procedures, and will not issue the property ownership certificates.

The State Administration of Taxation issued a further notice in July 2002 to require local tax authorities to require prepayment of LAT on the basis of proceeds from pre-sales of real estate.

In December 2006, the State Administration of Taxation issued a Notice on the Administration of the Settlement of Land Appreciation Tax of Property Development Enterprises 《關於房地產開發企業土地增值稅清算管理有關問題通知》, which came into effect on February 1, 2007. The notice required settlement of LAT liabilities by real estate developers. Provincial tax authorities are given authority to formulate their implementation rules according to the notice and their local situation.

To further strengthen LAT collection, in May 2009, the State Administration of Taxation released the Rules on the Administration of the Settlement of Land Appreciation Tax 《土地增值稅清算管理規程》, which came into force on June 1, 2009.

In May 2010, the State Administration of Taxation issued the Circular on Settlement of Land Appreciation Tax 《關於土地增值稅清算有關問題的通知》 to strengthen the settlement of LAT. The circular clarifies certain issues with respect to the calculation and settlement of LAT, such as (i) the recognition of the revenue upon the settlement of LAT; and (ii) the deduction of fees incurred in connection with the property development.

In May 2010, the State Administration of Taxation issued the Notice on Strengthening the Collection of Land Appreciation Tax 《關於加強土地增值稅徵管工作的通知》, which requires that the minimum LAT prepayment rate shall be 2% for provinces in the eastern region of China, 1.5% for provinces in the central and northeastern regions, and 1% for provinces in the western region. According to the notice, the local tax bureaus shall determine the applicable LAT prepayment rates based on the property type.

*Urban Land Use Tax.* Pursuant to the PRC Interim Regulations on Land Use Tax in respect of Urban Land 《中華人民共和國城鎮土地使用稅暫行條例》 promulgated by the State Council in September 1988, the land use tax in respect of urban land is levied according to the area of relevant land. The annual tax on urban land was between RMB0.2 and RMB10 per square meter. An amendment by the State Council in December 2006 changed the annual tax rate to between RMB0.6 and RMB30 per square meter of urban land.

*Buildings Tax.* Under the PRC Interim Regulations on Buildings Tax 《中華人民共和國房產稅暫行條例》 promulgated by the State Council in September 1986, buildings tax applicable to domestic enterprises is 1.2%, if it is calculated on the basis of the residual value of a building, and 12%, if it is calculated on the basis of the rental.

According to the Notice on Issues Relating to Assessment of Buildings Tax against Foreign-invested Enterprises and Foreign Individuals 《關於對外資企業及外籍個人徵收房產稅有關問題的通知》, the foreign-invested enterprises, foreign enterprises and foreign individuals are to be levied the same as domestic enterprises.

*Stamp Duty.* Under the PRC Interim Regulations on Stamp Duty 《中華人民共和國印花稅暫行條例》 promulgated by the State Council in August 1988, for property transfer instruments, including those in respect of property ownership transfers, the duty rate is 0.05% of the amount stated therein; for permits and certificates relating to rights, including property ownership certificates and land use rights certificates, stamp duty is levied on an item-by-item basis of RMB5 per item.

*Municipal Maintenance Tax.* Under the PRC Interim Regulations on Municipal Maintenance Tax 《中華人民共和國城市維護建設稅暫行條例》 promulgated by the State Council in 1985, as amended on January 8, 2011, a taxpayer, whether an individual or otherwise, of a product tax, value-added tax or business tax is required to pay a municipal maintenance tax, calculated on the basis of product tax, value-added tax and business tax. The tax rate is 7% for a taxpayer whose domicile is in an urban area, 5% for a taxpayer whose domicile is in a county or a town, and 1% for a taxpayer whose domicile is not in any urban area or county or town. Under the Circular Concerning Temporary Exemption from Municipal Maintenance Tax and Education Surcharge For Enterprises with Foreign Investment and Foreign Enterprises issued by the State Administration of Taxation in February 1994, the municipal maintenance tax is not applicable to foreign invested enterprises for the time being, until further explicit stipulations are issued by the State Council.

In October 2010, the State Council issued the Notice on Unification of the Application of Municipal Maintenance Tax and Education Surcharge by Domestic and Foreign Enterprises and Individuals 《關於統一內外資企業和個人城市維護建設稅和教育費附加制度的通知》, pursuant to which, from December 1, 2010, a municipal maintenance tax is applicable to both foreign-invested enterprises, foreign enterprises and foreign individuals, as well as domestic enterprises and individuals.

Pursuant to the Notice on Relevant Issues of Imposition of Municipal Maintenance and Education Surcharge on Foreign-invested Enterprises 《關於對外資企業徵收城市維護建設稅和教育費附加有關問題的通知》 promulgated by the Ministry of Finance and the State Administration of Taxation in November 2010, foreign-invested enterprises must pay municipal maintenance tax on any value-added tax, consumption tax and business tax incurred on or after December 1, 2010. However, foreign-invested enterprises will be exempted from municipal maintenance tax on any value-added tax, consumption tax and business tax incurred before December 1, 2010.

*Education Surcharge.* Under the Interim Provisions on Imposition of Education Surcharge 《徵收教育費附加的暫行規定》 promulgated by the State Council in April 1986, and amended in 1990, August 2005 and January 2011, any taxpayer, whether an individual or otherwise, of value-added tax, business tax or consumption tax is liable for an education surcharge, unless such taxpayer is required to pay a rural area education surcharge as provided by the Notice of the State Council on Raising Funds for Schools in Rural Areas. The Education Surcharge rate is 3%, calculated on the basis of consumption tax, value-added tax and business tax. Under the Circular Concerning Temporary Exemption from Municipal Maintenance Tax and Education Surcharge For Enterprises with Foreign Investment and Foreign Enterprises issued by the State Administration of Taxation in February 1994 and the Supplementary Circular Concerning Imposition of Education Surcharge issued by the State Council in October 1994, the education surcharge is not applicable to foreign invested enterprises for the time being.

Pursuant to the aforesaid Unification of Application of Municipal Maintenance Tax and Education Surcharge by Domestic and Foreign Enterprises and Individuals 《關於統一內外資企業和個人城市維護建設稅和教育費附加制度的通知》, from December 1, 2010, an education surcharge is applicable to both foreign-invested enterprises, foreign enterprises and foreign individuals, as well as domestic enterprises and individuals.

Pursuant to the aforesaid Notice on Relevant Issues of Imposition of Municipal Maintenance and Education Surcharge on Foreign-invested Enterprises 《關於對外資企業徵收城市維護建設稅和教育費附加有關問題的通知》, foreign-invested enterprises must pay an education surcharge on any value-added tax, consumption tax and business tax incurred on or after December 1, 2010. However, foreign-invested enterprises will be exempted from paying an education surcharge on any value-added tax, consumption tax and business tax incurred before December 1, 2010.

## **Cayman Islands Taxation**

The Cayman Islands currently have no income, corporation or capital gains tax and no estate duty, inheritance tax or gift tax. The Cayman Islands are not party to any double taxation treaties.

The Company has been incorporated under the laws of the Cayman Islands as an exempted company with limited liability and, as such, has obtained an undertaking from the Governor in Cabinet of the Cayman Islands as to tax concessions under the Tax Concessions Law (1999 Revision). In accordance with the provision of section 6 of The Tax Concessions Law (1999 Revision), the Governor in Cabinet undertakes with Evergrande Real Estate Group Limited:

- That no law which is hereafter enacted in the Cayman Islands imposing any tax to be levied on profits, income, gains or appreciations shall apply to the Company or its operations; and
- In addition, that no tax to be levied on profits, income, gains or appreciations or which is in the nature of estate duty or inheritance tax shall be payable, on or in respect of the shares, debentures or other obligations of the Company, or by way of the withholding, in whole or part, of any relevant payment as defined in Section 6(3) of the Tax Concessions Law (1999 Revision).
- These concessions shall be for a period of 20 years from July 4, 2006.

## MANAGEMENT

The following table sets forth certain information with respect to our directors and senior management as of June 30, 2014.

Name	Age	Title
Hui Ka Yan . . . . .	56	Chairman of the board and executive director
Xia Haijun . . . . .	50	Vice chairman, executive director and chief executive officer
He Miaoling . . . . .	49	Executive director and vice president
Xu Wen . . . . .	51	Executive director, vice president, chairman of Guangzhou Evergrande Materials and Equipment Company Limited and the chairman of dairy industry group
Tse Wai Wah . . . . .	47	Executive director and chief financial officer
Huang Xiangui . . . . .	44	President assistant and executive director
Chau Shing Yim, David	50	Independent non-executive director
He Qi . . . . .	56	Independent non-executive director
Xie Hongxi . . . . .	54	Independent non-executive director
Siu Shawn . . . . .	43	Executive vice president
Tan Zhaohui . . . . .	46	Executive vice president and chairwoman of Jinan branch
Lin Manjun . . . . .	44	Vice president
Liu Yongzhuo . . . . .	33	Vice president and chairman of Evergrande sales and logistics group
Ke Peng . . . . .	35	Vice president
Zhang Changqing . . . . .	50	Vice president
Qin Liyong . . . . .	37	Vice president and general manager of Management and Supervision Center
Xu Jianhua . . . . .	52	Vice president and general manager of Capital Center
Shi Shouming . . . . .	40	Vice president
Wang Chuan . . . . .	47	Executive vice president
Peng Jianjun . . . . .	44	Vice president
Wu Liquan . . . . .	50	Vice president
Li Guodong . . . . .	51	Vice president
Sun Yunchi . . . . .	41	Vice president
Wei Keliang . . . . .	57	Vice president
Chen Dongfeng . . . . .	49	Vice president
Yang Hao . . . . .	56	Vice president and chairman of U.S. branch
Yao Dong . . . . .	45	Vice president and chairman of grain and oil group
Huang Tao . . . . .	50	Vice president
Fong Kar Chun, Jimmy	39	Company secretary

### Directors

Our board of directors consists of nine directors, three of whom are independent non-executive directors. The powers and duties of our board include:

- convening shareholders' meetings and reporting the board's work at the shareholders' meetings;
- implementing the resolutions passed at the shareholders' meetings;
- determining our business plans and investment plans;
- formulating our annual budget and final accounts;

- formulating our proposals for profit distributions and for the increase or reduction of our share capital; and
- exercising other powers, functions and duties as conferred by our memorandum and articles of association.

We have entered into service contracts with each of our executive directors and independent non-executive directors.

We operate our business in a centralized manner. Our corporate headquarters maintain overall control in management and operations of all our subsidiaries. The directors of our various project companies are appointed by our corporate headquarters primarily on the basis of their business expertise, management skills and local knowledge and for the purpose of complying with the various local PRC administrative requirements. These project company directors have limited powers and are required to report to and seek approvals from our headquarters on matters of significance. Our centralized corporate structure frees our senior executives up from the day-to-day administrative functions of our subsidiaries and allow them to focus on our overall business development and operations.

A description of the business experience and present employment of each of our directors is provided below.

### **Board of directors**

**Hui Ka Yan** (許家印), age 56, has served as chairman of our group since 1996. Dr. Hui was elected an executive director of our company on June 26, 2006. Dr. Hui is responsible for formulating the overall development strategies of our group. Dr. Hui is also the sole director of our Original Shareholder. Dr. Hui has over 30 years of experience in real estate investment, property development and corporate management. Prior to founding our company, he held management positions with a number of entities including Wuyang Iron and Steel Co., Ltd. and Guangzhou Pengda Group Company Limited. Currently Dr. Hui is a member of the 12th Standing Committee of the Chinese People’s Political Consultative Conference. In addition, Dr. Hui also serves as a vice-chairman of the China Enterprise Confederation, China Enterprise Directors Association and China Real Estate Association. He was accredited as a “National Model Worker” (one of the highest civilian honors in China) by the State Council. He graduated from Wuhan University of Science and Technology with a bachelor’s degree in metallurgy in 1982, and was awarded an honorary doctorate degree in commerce by the University of West Alabama in 2008. Dr. Hui has also been an adjunct professor at Wuhan University of Science and Technology since 2003 and was recently engaged to be the supervisor of PhD candidates. Dr. Hui was a director of Lujing Real Estate Limited, which was formerly known as Hengda Real Estate Corporation Limited (恒大地產股份有限公司), a company listed on the Shenzhen Stock Exchange, from November 2002 to November 2005 and has not otherwise been a director of any listed companies other than our company in the three years immediately preceding the date of this offering memorandum.

**Xia Haijun** (夏海鈞), age 50, is our vice chairman of the board, chief executive officer and executive director. Dr. Xia has over 20 years of experience in property development and corporate management, and is accredited as a senior economist in China. Dr. Xia is mainly in charge of the daily management of our nationwide business operations, including business expansion, procurement, marketing and corporate brand promotion, investor relations, accounts, construction and property management. Dr. Xia joined us in June 2007 as our chief executive officer and was elected an executive director on March 6, 2008. Dr. Xia worked for subsidiaries of CITIC Group between 1990 and 2003 and was an executive vice general manager of CITIC South China (Group) Co., Ltd. between 2000 and 2003. Dr. Xia graduated from Jinan University with a master’s degree in business administration in 1998 and a doctor’s degree in industrial economy in 2001. Dr. Xia has not been a director of any listed companies other than our company in the three years immediately preceding the date of this offering memorandum.



## Executive directors

*He Miaoling* (何妙玲), age 49, is our executive director and vice president. Ms. He was our executive director from October 2009 till June 2012 and is now re-elected an executive director on May 1, 2014. Ms. He has more than 15 years of experience in marketing strategies and brand promotion in the property industry. She joined us in August 1997. Ms. He is currently responsible for our real estate projects marketing management and business administration. Prior to joining us, Ms. He worked at Guangdong Petrochemical Construction Group Corporation from 1989 to 1997. She graduated from South China University of Technology with a bachelor's degree in applied mathematics in 1989 and received a master's degree in engineering management in 2011. Ms. He has not been a director of any listed companies other than our company in the three years immediately preceding the date of this offering memorandum.

*Xu Wen* (徐文), age 51, is our executive director, vice president, the chairman of Guangzhou Evergrande Materials and Equipment Company Limited and the chairman of dairy industry group. Mr. Xu was elected an executive director on October 14, 2009. Mr. Xu has over 20 years of experience in project management, construction research and design and operations management. Prior to that, he was an executive assistant to our chairman. Before joining us in April 1999, Mr. Xu was an assistant engineer and then engineer in Design Studio of Number 4 Construction Bureau at the Ministry of Railway (鐵道部第四工程局設計事務所) from 1985 to 1994. He graduated from Changsha Railway University with a bachelor's degree in civil construction in 1985 and received a master's degree in project management from Wuhan University of Science and Technology in 2010. Mr. Xu is a registered structural engineer and a qualified supervising engineer in China. Mr. Xu has not been a director of any listed companies other than our company in the three years immediately preceding the date of this offering memorandum.

*Tse Wai Wah* (謝惠華), age 47, is our executive director and chief financial officer. Mr. Tse joined us in December 2008 and was elected an executive director on October 14, 2009. Mr. Tse is primarily responsible for financial management and overseeing investors relationship. Mr. Tse has over 20 years of experience in auditing, accounting and finance. Prior to joining us, he worked in Deloitte Touche Tohmatsu, Certified Public Accountants, for more than 12 years and was the chief financial officer of China Aoyuan Property Group Limited, a public company listed on the Main Board of the Hong Kong Stock Exchange. He graduated from the University of North Carolina at Charlotte with a Master of Business Administration degree. He is a member of the Hong Kong Institute of Certified Public Accountants and the American Institute of Certified Public Accountants.

*Huang Xiangui* (黃賢貴), age 44, is our executive director and president assistant. Mr. Huang was elected an executive director on February 14, 2014. Mr. Huang has over 16 years of experience in marketing, human resource management, foreign capital operation and management. He joined us in December 2004. Mr. Huang is currently responsible for our international operations and overseeing bank financing and capital investment management. He graduated from Harbin Engineering University with a bachelor's degree in chemical engineering in 1996 and received a master's degree of science in banking and finance from the University of Stirling in 2004. Mr. Huang has not been a director of any listed companies other than our company in the three years immediately preceding the date of this offering memorandum.

## Senior management

*Siu Shawn* (肖恩), age 43, is our executive vice president. Mr. Siu joined us in November 2013. Mr. Siu is currently responsible for the supervision and management of our engineering and construction systems, marketing management and property management. He received a master's degree in economic law from Southwest University of Political Science and Law.

**Tan Zhaohui** (談朝輝), age 46, is our executive vice president and chairwoman of the Jinan branch of our Group. Ms. Tan joined us in March 1997. She is responsible for our product research and development and our Jinan operations. She holds a degree in civil engineering.

**Lin Manjun** (林漫俊), age 44, is our vice president. Mr. Lin is responsible for overseeing construction bidding, contracts and budgeting accounts as well as audit works during the development and construction process of our real estate projects on a nation-wide basis. He has over 20 years of experience in construction design and management of the tendering and bidding process. He holds a degree in architecture.

**Liu Yongzhuo** (劉永灼), age 33, is our vice president and chairman of Evergrande sales and logistics group. Mr. Liu is responsible for sales and logistics of our Fast-moving Consumer Goods (FMCG) businesses, Evergrande mineral water group and our football and volleyball clubs. He holds a degree in business administration.

**Ke Peng** (柯鵬), age 35, is our vice president. Mr. Ke is primarily responsible for our brand image, culture industry, new energy industry and public relations. He has a degree in international economic law from Fudan University.

**Zhang Changqing** (張常青), age 50, is our vice president. Mr. Zhang is primarily responsible for our internal financial management and operational management. He holds a master's degree in management accounting.

**Qin Liyong** (秦立永), age 37, is our vice president and general manager of Management and Supervision Center. Mr. Qin joined us in 2005. He is responsible for our systems engineering construction management and holds a master's degree in management science and engineering from Tongji University.

**Xu Jianhua** (許建華), age 52, is our vice president and general manager of Capital Center. Mr. Xu is currently responsible for our daily financing management. He has 15 years of experience in capital operations. Mr. Xu holds a doctorate degree in business administration and is a senior economist.

**Shi Shouming** (時守明), age 40, is the vice president. Mr. Shi is responsible for the agricultural industry. He has over 15 years of experience in project development and operations management. Mr. Shi holds a degree in engineering management.

**Wang Chuan** (王川), age 47, is our executive vice president. Ms. Wang is responsible for the cultural tourism, planning and design management, landscape architecture and research of our real estate projects. Ms. Wang has over 24 years of experience in research and development, design and management. She holds a degree in construction engineering.

**Peng Jianjun** (彭建軍), age 44, is our vice president. Mr. Peng is responsible for the management and operations of our hotel business and research of natural gas industry. He has extensive experience in hotel management and operations management. Mr. Peng was awarded a Ph.D. in management from Jinan University in 2005 and is an accredited senior economist and has won several awards as a hotel manager.

**Wu Liqun** (伍立群), age 50, is our vice president. Ms. Wu is responsible for supervision and legal affairs. She has over 19 years experience in corporate management.

**Li Guodong** (李國東), aged 51, is our vice president. Mr. Li joined us in December 1996. He is responsible for part of our financial management and holds a degree in auditing.

**Sun Yunchi** (孫雲馳), age 41, is our vice president. Mr. Sun is responsible for our fundraising events in certain regions and financial management. Mr. Sun has over 18 years of experience in financial operations and management.

**Wei Keliang** (魏克亮), age 57, is our vice president. Mr. Wei is responsible for our fundraising events in certain regions and financial management. He has over 25 years of experience in economic management and fund management. Mr. Wei has a master's degree in economics and is an accredited senior economist in China.

**Chen Dongfeng** (陳東鋒), age 49, is our vice president. Mr. Chen joined us in 2011. He is primarily responsible for information technology management. Mr. Chen holds a master's degree in communications and electronic engineering and a Ph.D. in management.

**Yang Hao** (楊浩), age 56, is our vice president and chairman of the U.S. branch of our Group. Mr. Yang joined us in May 2014 and is responsible for our U.S. operations and overseas capital markets. He received a master's degree in automation from the South China University of Technology.

**Yao Dong** (姚東), age 45, is our vice president and chairman of our grain and oil group. He is responsible for our grain and oil operations. He holds a Master of Business Administration degree from the Renmin University of China (中國人民大學).

**Huang Tao** (黃濤), age 50, is our vice president. He is responsible for certain new businesses of our Group. He holds a degree in mechanical manufacturing from the University of Chongqing.

#### **Independent non-executive directors**

**Chau Shing Yim, David** (周承炎), age 50, our independent non-executive director. Mr. Chau was elected an independent non-executive director on October 14, 2009. Mr. Chau has over 23 years of experience in corporate finance, working on projects ranging from initial public offerings and restructuring of PRC enterprises for cross-border and domestic takeovers. He was formerly a partner of Deloitte Touche Tohmatsu in Hong Kong, heading the merger and acquisition and corporate advisory services. He is a member of the Hong Kong Securities Institute, the Institute of Chartered Accountants of England and Wales, or ICAEW, with the Corporate Finance Qualification granted by ICAEW, and the Hong Kong Institute of Certified Public Accountants, or HKICPA. Mr. Chau was an ex-committee member of the Disciplinary Panel of HKICPA. He is an executive director of Tidetime Sun Holdings Limited and an independent non-executive director of Lee & Man Paper Manufacturing Limited, Shandong Molong Petroleum Machinery Company Limited and Varitronix International Limited, and the shares of all these companies are listed on the Hong Kong Stock Exchange.

**He Qi** (何琦), age 56, is our independent non-executive director. Mr. He was elected an independent non-executive director on October 14, 2009. Mr. He is the deputy secretary of China Real Estate Association, as well as the director of the training center and the intermediary professional committee of the China Real Estate Association. He worked in the State Infrastructure Commission of the State City Construction General Bureau from 1981 to 1994. He was an executive of the Development Center of the China Real Estate Association from 1995 to 1999, and an executive deputy mayor of Ji'an City of Jiangxi Province from 1999 to 2001. He has been the deputy secretary of the China Real Estate Association from 2006 to now. Mr. He has not been a director of any listed companies other than our company in the three years immediately preceding the date of this offering memorandum.

**Xie Hongxi** (謝紅希), age 54, is our independent non-executive director. Ms. Xie is currently the deputy director, senior engineer and master degree instructor at the Engineering Training and National Experiment, Education and Demonstration Center of South China University of Technology. From 1982 to 2002, she worked at the Guangzhou Non-ferrous Metal Research Institute, chaired or participated in a number of major research projects, and was previously awarded the National Science and Technology

Progress Award and the Science and Technology Achievement Award. Since 2002, she has been teaching at the South China University of Technology, engaging in operations management, teaching experimental studies at the undergraduate level and conducting research in the direction of metal surface technology. She has won provincial level awards, the university teaching achievement award and the outstanding teaching award.

### **Company secretary**

*Fong Kar Chun, Jimmy* (方家俊), age 39, is our company secretary. He has been a member of the Law Society of Hong Kong since 2001 and is a qualified solicitor in Hong Kong. Mr. Fong joined us in June 2009. He is responsible for our investor relations and foreign legal affairs of our group. Mr. Fong was awarded the Bachelor of Laws degree and the Postgraduate Certificate in Laws in 1997 and 1998, respectively, from the University of Hong Kong. Mr. Fong was also awarded a master's degree in banking and finance law in 2000 from the London School of Economics and Political Science.

### **Audit committee**

We have established an audit committee in compliance with the Code of Corporate Governance Practices as set out in Appendix 14 to the Listing Rules. The primary duties of the audit committee will be to review and supervise our financial reporting process and internal control system and provide advice and comments to our Board. The audit committee consists of three members who are our independent non-executive directors. The chairman of the audit committee is Chau Shing Yim, David.

### **Remuneration committee**

We have established a remuneration committee which consists of Dr. Hui, Xie Hongxi, and He Qi. He Qi has been appointed as the chairman of the remuneration committee. The remuneration committee considers and recommends to our board the remuneration and other benefits paid by us to our Directors and senior management. The remuneration of all our directors and senior management is subject to regular monitoring by the remuneration committee to ensure that levels of their remuneration and compensation are appropriate.

### **Nomination committee**

We have established a nomination committee which consists of Dr. Hui, He Qi and Chau Shing Yim, David. Dr. Hui has been appointed as the chairman of the nomination committee. The nomination committee considers and recommends to our board suitably qualified persons to become our board members and is responsible for reviewing the structure, size and composition of our board on a regular basis.

### **Compensation of Directors, Senior Management and Employees**

We reimburse our directors for expenses which are necessarily and reasonably incurred for providing services to us or executing their functions in relation to our operations. The executive directors are also our employees and receive, in their capacity as our employees, compensation in the form of salaries and other allowances and benefits in kind.

The aggregate amount of salaries and other allowances and benefits in kind paid by us to our five highest paid individuals during the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014 were approximately RMB147.3 million, RMB281.7 million, RMB319.0 million (US\$51.4 million) and RMB158.3 million (US\$25.5 million), respectively. We paid approximately RMB102,000, RMB90,000, RMB61,000 (US\$9,833) and RMB6,000 (US\$967) as our contribution to the pension schemes in respect of such individuals in the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, respectively.

During the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, Dr. Hui received RMB240,000, RMB240,000, RMB240,000 (US\$38,687) and RMB120,000 (US\$19,344) of emoluments from us.

During the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014, the aggregate amount of salaries and other allowances, pension scheme contributions (including Mandatory Provident Fund contributions in Hong Kong) and benefits in kind paid by us to or on behalf of all of our directors was RMB118.1 million, RMB144.8 million, RMB105.4 million (US\$17.0 million) and RMB38.7 million (US\$6.2 million) respectively.

Except as disclosed above, no other payments have been made or are payable in respect of the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014 by us or any of our subsidiaries to or on behalf of any of our directors, and no payments were made during the years ended December 31, 2011, 2012 and 2013 and the six months ended June 30, 2014 by us to any of our directors as an inducement to join or upon joining our group.

### Directors' Interests in Securities

As of the date of this offering memorandum, the interests of our directors and their associates in our equity securities were as follows:

<u>Name of Director</u>	<u>Capacity</u>	<u>Number of shares of the Company</u>	<u>Number of share options<sup>(2)</sup></u>	<u>Approximate shareholding percentage (%)</u>
Hui Ka Yan <sup>(3)</sup> . . . . .	Interest of a controlled corporation	10,162,119,735 <sup>(1)</sup>	—	70.10
Xia Haijun . . . . .	Beneficial owner	—	120,138,000	0.82
Tse Wai Wah . . . . .	Beneficial owner	—	25,000,000	0.17
Xu Wen . . . . .	Beneficial owner	—	24,800,000	0.17
He Miaoling . . . . .	Beneficial owner	—	18,335,000	0.13
Huang Xiangui . . . . .	Beneficial owner	—	5,000,000	0.03
Chau Shing Yim, David . . . . .	Beneficial owner	—	1,000,000	0.01
He Qi . . . . .	Beneficial owner	—	1,000,000	0.01
Xie Hongxi . . . . .	Beneficial owner	—	1,000,000	0.01

*Notes:*

- (1) All interests in these shares are long positions.
- (2) These are the share options we granted under the pre-IPO Share Option Scheme on October 14, 2009, and the share option schemes on May 18, 2010 and October 9, 2014.
- (3) Of the 10,162,119,735 shares held, 9,370,871,497 shares were held by Xin Xin (BVI) Limited, a company wholly owned by Hui Ka Yan and 791,248,238 shares were held by Even Honour Holdings Limited, a company wholly owned by Mrs. Hui, spouse of Hui Ka Yan.

As of June 30, 2014, the interests of our directors and their associates in our debentures, representing the U.S. dollar-denominated or Renminbi-denominated senior notes we issued, were as follows:

<u>Name of Director</u>	<u>Currency of debentures</u>	<u>Amount of debentures bought</u>	<u>Amount of debentures in same class in issue</u>
Tse Wai Wah	RMB	1,500,000 <sup>(1)</sup>	3,700,000,000
Xia Haijun	US\$	3,500,000 <sup>(1)</sup>	1,500,000,000

*Note:*

(1) These debentures were bought off exchange.

## SUBSTANTIAL SHAREHOLDERS

The following table sets forth certain information regarding ownership of our outstanding shares as of June 30, 2014 by those persons who beneficially own more than 5% of our outstanding shares and underlying shares, as recorded in the register maintained by us pursuant to Part XV of the Hong Kong Securities and Futures Ordinance (Chapter 571), or the SFO.

<u>Name of Shareholder</u>	<u>Capacity</u>	<u>Number of shares of the Company</u>	<u>Total</u>	<u>Approximate shareholding percentage (%)</u>
Dr. Hui . . . . .	Interest of controlled company	10,162,119,735 <sup>(1)</sup>	10,162,119,735 <sup>(1)</sup>	70.10
Mrs. Hui . . . . .	Interest of controlled company	10,162,119,735 <sup>(1)</sup>	10,162,119,735 <sup>(1)</sup>	70.10
Xin Xin (BVI) Limited. . .	Beneficial owner	9,370,871,497 <sup>(1)</sup>	9,370,871,497 <sup>(1)</sup>	64.64
Yaohua Limited . . . . .	Interest of controlled company	791,248,238 <sup>(1)</sup>	791,248,238 <sup>(1)</sup>	5.46
Even Honour Holdings Limited . . . . .	Beneficial owner	791,248,238 <sup>(1)</sup>	791,248,238 <sup>(1)</sup>	5.46

*Note:*

- (1) Of the 10,162,119,735 shares held, 9,370,871,497 shares were held by Xin Xin (BVI) Limited, a company wholly owned by Dr. Hui Ka Yan, and 791,248,238 shares were held by Even Honour Holdings Limited, a company wholly owned by Yaohua Limited, which is in turn wholly owned by Dr. Hui Ka Yan's spouse, Mrs. Ding Yumei, or Mrs. Hui. The interest of Even Honour Limited in our Company is also deemed to be held by Dr. Hui Ka Yan and the interest of Xin Xin (BVI) Limited in our Company is also deemed to be held by Mrs. Hui pursuant to the SFO. As such, pursuant to the SFO, Mrs. Hui is deemed to hold 10,162,119,735 shares through interest in a controlled company, with an approximate shareholding percentage of 70.10%.

Since June 30, 2014, there have been some minor adjustments to the shareholdings above mainly as a result of our employees exercising share options under our share option scheme.

## RELATED PARTY TRANSACTIONS

The following discussion describes certain material related party transactions between our consolidated subsidiaries and our directors, executive officers and substantial shareholders and, in each case, the companies with whom they are affiliated. Each of our related party transactions was entered into in the ordinary course of business, on fair and reasonable commercial terms, in our interests and the interests of our shareholders.

As a listed company on the Hong Kong Stock Exchange, we are subject to the requirements of Chapter 14A of the Listing Rules, which require that certain “connected transactions” with “connected persons” be approved by a company’s independent shareholders. Each of our related party transactions disclosed hereunder that constitutes a connected transaction within the meaning of the Listing Rules requiring shareholder approval has been so approved, or otherwise exempted from compliance under Chapter 14A of the Listing Rules.

The following table sets forth certain material transactions between us and our related parties for the periods indicated:

	Year ended December 31,			Six months ended June 30,			
	2011	2012	2013	2013	2014		
	(RMB)	(RMB)	(RMB)	(US\$)	(RMB)	(RMB)	(US\$)
				(unaudited)	(unaudited)	(unaudited)	(unaudited)
				(in thousands)			
Other receivables from <sup>(1)</sup> :							
Xin Xin (BVI) Limited . . . . .	530	—	—	—	—	—	—
Other payables to:							
Guangzhou Hengda Industrial Group Company Limited . . . . .	371	—	—	—	—	—	—
Directors’ emoluments: . . . . .	118,134	144,751	105,431	16,995	21,303	38,750	6,246
Key management compensation:							
— Salaries and other short-term employee benefits . . . . .	201,358	239,210	175,213	28,244	46,661	72,805	11,736
— Retirement scheme contributions	563	789	861	139	406	418	67
	<u>201,921</u>	<u>239,999</u>	<u>176,074</u>	<u>28,383</u>	<u>47,067</u>	<u>73,223</u>	<u>11,803</u>

*Note:*

(1) The balances are cash in advance in nature and are unsecured, interest-free and repayable on demand.



## DESCRIPTION OF MATERIAL INDEBTEDNESS AND OTHER OBLIGATIONS

To fund our existing property projects and to finance our working capital requirements, we have entered into financing agreements with various financial institutions, such as banks, financial limited companies, trust companies and assets management companies. As of June 30, 2014, our total external borrowings amounted to RMB151,780.7 million (US\$24,466.6 million). Set forth below is a summary of the material terms and conditions of these loans and other indebtedness.

### Project Loan Agreements

Certain of our PRC subsidiaries have entered into loan agreements or entrusted loan agreements with various PRC banks and financial limited companies. The banks include, but are not limited to Bank of China, The Agricultural Bank of China, China Construction Bank, Industrial and Commercial Bank of China (“ICBC”), China Minsheng Bank, China Everbright Bank, China Merchants Bank, Bank of Communication, Post Savings Bank of China and China CITIC Bank and the financial limited company is Hai’er Group Financial Limited Company. These loans are project loans to finance the construction of our projects and have terms ranging from 24 months to 60 months, which generally correspond to the construction periods of the particular projects. As of June 30, 2014, the aggregate outstanding amount under these project loans totaled approximately RMB54,245.9 million, RMB24,135.3 million of which was due within one year and RMB30,110.6 million of which was due between one and five years. Subsequent to June 30, 2014, we entered into additional project loan agreements in the ordinary course of business to finance our operations. The major project loan agreements entered into since June 30, 2014 include the following:

<u>Lending Bank</u>	<u>Amount</u>
	(RMB in millions)
China Minsheng Bank . . . . .	3,071.0
ICBC. . . . .	2,720.0
China CITIC Bank. . . . .	1,698.0
Bank of China . . . . .	1,625.0
Bank of Jinzhou . . . . .	1,500.0
Chongqing Rural Commercial Bank . . . . .	1,200.0
Shanghai Pudong Development Bank . . . . .	1,080.0

Our project loans are typically secured by land use rights and properties as well as guaranteed by certain of our other PRC subsidiaries. The Notes, the Subsidiary Guarantees and JV Subsidiary Guarantees (if any) will be structurally subordinated to these loans and any other indebtedness incurred by our PRC Subsidiaries.

### *Interest*

The principal amounts outstanding under the project loans generally bear interest at floating rates calculated by reference to the relevant bank’s benchmark interest rate per annum. Floating interest rates generally are subject to review by the lending banks annually. Interest payments are payable either monthly or quarterly and must be made on each payment date as provided in the particular loan agreement. As of June 30, 2014, the weighted average interest rate on the aggregate outstanding amount of our project loans was 7.93% per annum.

### ***Covenants***

Under these project loans, many of our subsidiary borrowers have agreed, among other things, not to take the following actions without first obtaining the relevant lenders' prior consent:

- create encumbrances on any part of their property or assets or deal with their assets in a way that may adversely affect their ability to repay their loans;
- grant guarantees to any third parties that may adversely affect their ability to repay their loans;
- make any major changes to their corporate structures, such as entering into joint ventures, mergers and acquisitions and reorganizations;
- alter the nature or scope of their business operations in any material respect;
- incur additional debts that may adversely affect the ability to repay loans; and
- transfer part or all of their liabilities under the loans to a third party.

### ***Events of Default***

The project loans contain certain customary events of default, including insolvency and breaches of the terms of the loan agreements. The banks are entitled to terminate their respective agreements and/or demand immediate repayment of the loans and any accrued interest upon the occurrence of an event of default.

### ***Guarantee and Security***

Certain of our PRC subsidiaries and our Company have entered into guarantee agreements with the PRC financial institutions in connection with some of the project loans pursuant to which these subsidiaries and our Company have guaranteed all liabilities of the subsidiary borrowers under these project loans. Under certain guarantee agreements, we must obtain the bank's approval before such guarantors can engage in debt financing and equity financing through direct financing markets, and any selling, gifting, leasing, transferring, mortgaging, pledging and other methods of disposal of part or all of its material assets. Further, as of June 30, 2014, RMB54,245.9 million (US\$8,744.3 million) of the project loans were secured by land use rights, properties and/or equity interests accounts receivable, cash and deposit certificate held by the subsidiary borrowers and/or our other PRC subsidiaries.

### ***Dividend Restrictions***

Pursuant to the project loans with certain PRC financial institutions, some of our PRC subsidiaries also agreed not to distribute any dividend, including, but not limited to:

- before the principal amount of and accrued interest on the relevant project loan have been fully paid;
- if the distribution is more than 30% of after-tax net profit of the current year or more than 20% of all the undistributed profits; or
- if the borrower's after-tax profit is nil or negative.

## **Perpetual Capital Instruments**

Certain of our wholly owned subsidiaries entered into perpetual loan agreements, pursuant to which they issued perpetual capital instruments, or the Perpetual Capital Instruments. The Perpetual Capital Instruments are considered as “equity” for our accounting purposes. As of June 30, 2014, the aggregate outstanding amount of Perpetual Capital Instruments totaled RMB44,484.2 million (US\$7,170.7 million).

### ***Guarantee***

The Perpetual Capital Instruments have varying credit support structures and require (i) a guarantee by one of our PRC subsidiaries and/or (ii) an indemnity by the Company in the event the relevant borrowing subsidiary fails to perform its obligations. Under the agreements, 35 of our PRC subsidiaries have provided such guarantees. Each of the guarantors guarantee the due and punctual payment of the principal, the distributions on, and all other amounts payable under the perpetual loan agreements.

### ***Collateral***

In order to secure the obligations under the perpetual loan agreements, the PRC subsidiaries pledged their shares and/or land use rights for the benefit of the Perpetual Capital Instrument holders. The security interest over the collateral will be released after all payments under the Perpetual Capital Instruments have been paid in full.

### ***Distribution***

The Perpetual Capital Instruments provide for annual distributions and most of them initially bear an average distribution rate ranging from between 7.75% to 13.00% per annum for the first two years, with a step-up mechanism in the third, fourth and fifth year to a distribution rate of between 12% and 20% per annum pursuant to varying schedules. We may elect to defer our distributions if we do not pay dividends on the relevant PRC subsidiary’s capital stock for that year, subject to a premium. Such deferral will not constitute an event of default. The distributions on the Perpetual Capital Securities are not accounted for as interest expenses under HKFRS and we therefore do not include such distributions when calculating the Fixed Charge Coverage Ratio under our bank facilities and senior notes, including the Notes. In addition, because the Perpetual Capital Securities are not Capital Stock, we do not treat distributions on the Perpetual Capital Securities as Restricted Payments under our senior notes, including the Notes.

### ***Covenants***

Subject to certain conditions and exceptions, the perpetual loan agreements contain certain covenants, restricting us and each of the related restricted subsidiaries from, among other things:

- filing for bankruptcy, dissolution, insolvency or business certificate deregistration;
- restructuring or reorganizing;
- changing our controlling shareholders;
- selling all or part of the shares of the subsidiaries to parties other than the Company and connected persons;
- creating liens; and
- changing the shareholding structure other than transferring shares to the Company and connected persons.

### ***Events of default***

The perpetual loan agreements contain certain customary events of default for perpetual debt instruments, including failure to make payments for principal of, and distributions on, the Perpetual Capital Instruments when due and payable. If our subsidiaries fail to make distributions when due and payable, the Perpetual Capital Instrument holders may require our subsidiaries to start insolvency procedures within 30 days of the original distribution date.

### ***Maturity and redemption***

The Perpetual Capital Instruments do not have a maturity date and do not have any mandatory redemption options. If the Company commences an insolvency proceeding, it must redeem the instruments and repay the principal and all unpaid distributions.

### **Trust Financing Agreements**

From time to time, we may enter into financing arrangements with trust companies pursuant to which we receive financing from trust companies in the PRC. Upon the receipt of the financed amount from a trust company, we may transfer the title to less than 50% of the shares in one of our PRC subsidiaries and pledge the remaining shares of such subsidiary. Alternatively, we may pledge 100% of the shares of such subsidiary without transferring title to any such shares. These trust financing arrangements are typically guaranteed by the Company and/or certain PRC subsidiaries and/or are mortgaged by land use rights and/or buildings and have a term of 1–2 years, at the end of which, we will repay the financed amount. Upon such repayment, the trust company will transfer back to us the title to all of the shares of the relevant subsidiary. We typically have an option for early repayment of the financed amount after a specified period of time. These financing agreements contain customary events of default, including non-payment of principal or interest and breaches of the terms of the agreement. Certain trust financing agreements contain provision of dividend restriction. If an event of default has occurred, the trust company may, with prior notice, exercise its rights to realize the security held under the share pledge and/or the mortgage and demand payment from our Company or our PRC subsidiaries as guarantor of the financed amount. As of June 30, 2014, the aggregate outstanding amount (excluding interest) under these financing arrangements totaled approximately RMB61.5 billion (US\$9.9 billion).

Subsequent to June 30, 2014, we entered into additional trust financing agreements in the ordinary course of business to finance our operations. The major trust financing arrangements entered into since June 30, 2014 include agreements for outstanding principal amounts of RMB1,197.1 million, RMB999.0 million, RMB791.0 million, RMB700.0 million, RMB600.0 million, RMB500.0 million and RMB500.0 million with various trust companies.

### **Customer Guarantees**

In line with industry practice, we provide guarantees to mortgagee banks in respect of mortgage loans taken out by purchasers of our properties. Such guarantee obligations typically terminate upon the delivery of the relevant property ownership certificates on the underlying property to the bank. As of June 30, 2014, the aggregate outstanding amount guaranteed was RMB89,707.4 million (US\$14,460.5 million).

### **Co-developed Projects**

Evergrande Metropolis Foshan (佛山恒大名都). On April 30, 2008, we and a subsidiary of Chow Tai Fook Group, or NWS, entered into a co-development agreement pursuant to which we and NWS agreed to co-develop this project. Under the co-development arrangement, we have provided the land use rights to the project whereas NWS will contribute to the development costs of the project and manage its development. NWS has also extended a 10-year term loan in the amount of approximately

RMB483 million to us. Under the co-development arrangement, the sales proceeds from the sale and/or pre-sale of the properties in the development, after deducting costs, expenses and management fee, will be shared between NWS and us in the proportion of 60% and 40%. If the aggregate amount of the loan provided by NWS and the sales proceeds received by us from the development is less than RMB600 million, NWS will pay an amount equivalent to the difference between RMB600 million and the then outstanding amount of the loan to us at the time of our receipt of the distribution of the sales proceeds, at which time our obligation to repay the loan will be waived and forgiven.

Evergrande Palace Wuhan (武漢恒大華府). On April 30, 2008, we and a subsidiary of Chow Tai Fook Group, or NWS 2, entered into a co-development agreement pursuant to which we and NWS 2 agreed to co-develop Area B2 of the project. As of the date of the agreement, we were developing Areas A and B1 of the project, which occupy a site area of approximately 150,176 square meters with a total GFA of approximately 241,649 square meters. Area B2 occupies a total site area of 132,401 square meters with a GFA of approximately 345,225 square meters. Under the co-development arrangement, we have provided the land use rights to Area B2 whereas NWS 2 will contribute to the development costs of Area B2 and manage its development. NWS 2 has also extended a 6-year term loan in the amount of approximately RMB272 million to us. Under the co-development arrangement, the sales proceeds from the sale and/or pre-sale of the properties in Area B2, after deducting costs, expenses and management fee, will be shared between NWS 2 and us in the proportion of 60% and 40%. If the aggregate amount of the loan provided by NWS 2 and the sales proceeds received by us from the development of Area B2 is less than RMB500 million, NWS 2 will pay an amount equivalent to the difference between RMB500 million and the then outstanding amount of the loan to us at the time of our receipt of the distribution of the sales proceeds, at which time our obligation to repay the loan will be waived and forgiven.

### **Equity Acquisition Payment Obligations**

On January 18, 2012, the Company, ANJI (BVI) Limited, a wholly owned subsidiary of the Company and Success Will Group Limited, or Success Will, a non-wholly owned subsidiary of the Company, entered into a sale and purchase agreement with Pearl River Investment Company Limited, a substantial shareholder in Success Will, pursuant to which the group agreed to acquire from Pearl River Investment Company Limited the remaining 40% interest that the group does not own in Success Will at a consideration of US\$161,641,661. After completion of the acquisition, Success Will will become a wholly owned subsidiary of the group. As of June 30, 2014, we held 91.5% of the equity interests in Success Will and a consideration of US\$33,123,592, remains outstanding.

We also have substantial payment obligations in connection with our current yet-to-be-completed acquisitions of companies that own land use rights in China. We are under contract to acquire 100% of the equity interests in these land-owning companies. For some, we have already acquired a majority stake, with a minority interest still outstanding and subject to the completion of our purchase upon payment by us of the remaining consideration pursuant to the sale and purchase agreement. The total consideration for such minority stakes is approximately RMB3,183.3 million (US\$513.1 million) as of June 30, 2014. For others, we have signed the relevant sale and purchase agreements and paid a small portion of the purchase price, but have not completed the various other conditions in order to effect the transfer of a majority stake to us as of June 30, 2014.

### **OFFSHORE FINANCING**

#### **2016 Notes**

On January 19, 2011, we entered into an indenture, as amended and supplemented, or the 2016 Indenture, pursuant to which we issued an aggregate principal amount of RMB3,700,000,000 US\$ settled 9.25% Senior Notes due 2016, or the 2016 Notes. The 2016 Notes are listed on the SGX-ST.

As of June 30, 2014, we had a total amount of RMB3,700,000,000 principal amount of 2016 Notes outstanding.

### ***Guarantee***

The obligations pursuant to the 2016 Notes are guaranteed by our existing subsidiaries, or the 2016 Subsidiary Guarantors, other than those organized under the laws of the PRC and certain other subsidiaries specified in the 2016 Indenture. We refer to these guarantees as the 2016 Subsidiary Guarantees. Under certain circumstances and subject to certain conditions, a 2016 Subsidiary Guarantee required to be provided by one of our subsidiaries may be replaced by a limited-recourse guarantee, or 2016 JV Subsidiary Guarantee. We refer to the subsidiaries providing a 2016 JV Subsidiary Guarantee as 2016 JV Subsidiary Guarantors.

Each of the 2016 Subsidiary Guarantors, jointly and severally, guarantee the due and punctual payment of the principal, any premium, and interest on, and all other amounts payable under the 2016 Notes.

### ***Collateral***

In order to secure the obligations under the 2016 Notes, we and the initial 2016 Subsidiary Guarantors under the 2016 Indenture pledged the share or capital stock of substantially all of such initial 2016 Subsidiary Guarantors for the benefit of the holders of the 2016 Notes, or the 2016 Collateral. The 2016 Collateral may be released or reduced in the event of certain asset sales and certain other circumstances. In addition, the Company and each 2016 Subsidiary Guarantor which pledged share or capital stock under the 2016 Indenture may, subject to certain conditions, incur additional indebtedness provided that such indebtedness would be on a *pari passu* basis with the 2016 Notes and the related subsidiary guarantees.

### ***Interest***

The 2016 Notes bear an interest rate of 9.25% per annum. Interest is payable semi-annually in arrears.

### ***Covenants***

Subject to certain conditions and exceptions, the 2016 Indenture and each of the related 2016 Subsidiary Guarantees contain certain covenants, restricting us and each of the related restricted subsidiaries from, among other things:

- incurring or guaranteeing additional indebtedness and issuing disqualified or preferred shares or stock;
- declaring dividends on shares or purchasing or redeeming shares or capital stock;
- making investments or other specified restricted payments;
- issuing or selling capital stock of the related restricted subsidiaries;
- guaranteeing indebtedness of the related restricted subsidiaries;
- selling assets;
- creating liens;
- entering into sale and leaseback transactions;
- engaging in any business other than permitted business;

- entering into agreements that restrict the related restricted subsidiaries' ability to pay dividends, transfer assets or make intercompany loans;
- entering into transactions with shareholders or affiliates; and
- effecting a consolidation or merger.

### ***Events of default***

The 2016 Indenture contains certain customary events of default, including default in the payment of principal or of any premium on the 2016 Notes when such payments become due and payable, default in payment of interest which continues for 30 consecutive days, and other events of default substantially similar to the Events of Default under the Indenture. If an event of default occurs and is continuing, the trustee under the 2016 Indenture or the holders of at least 25% of the outstanding 2016 Notes may declare the principal of the 2016 Notes plus a premium and any accrued and unpaid interest to be immediately due and payable. Upon the occurrence of certain specified events of default, the principal of, premium (if any), and accrued and unpaid interest on the outstanding 2016 Notes will automatically become and be immediately due and payable without any declaration or other act on the part of the trustee or any holder.

### ***Change of control***

Upon the occurrence of certain events of change of control and a rating decline, we will make an offer to repurchase all outstanding 2016 Notes at a purchase price equal to 101% of their principal amount plus any accrued and unpaid interest, if any, to the date of repurchase.

### ***Maturity and redemption***

The maturity of the 2016 Notes is January 19, 2016. At any time and from time to time, we may, with the proceeds from sales of certain types of the Company's shares, redeem up to 35% of the aggregate principal amount of the 2016 Notes at a redemption price equal to 109.25% of the principal amount of the 2016 Notes, plus any accrued and unpaid interest, if any, to the redemption date, provided that at least 65% of the aggregate principal amount of the 2016 Notes originally issued remains outstanding after each such redemption and any such redemption takes place within 60 days of the closing of the related sale of the Company's shares and subject to certain conditions.

Additionally, if we or an initial 2016 Subsidiary Guarantor under the 2016 Indenture would become obligated to pay certain additional amounts as a result of certain changes in, or amendment to, specified tax law, we may redeem the 2016 Notes at a redemption price equal to 100% of the principal amount of the 2016 Notes, plus any accrued and unpaid interest, subject to certain exceptions.

## **2018 Notes**

On October 30, 2013, we entered into an indenture, as amended and supplemented, or the 2018 Indenture, pursuant to which we issued an aggregate principal amount of US\$1,000,000,000 8.75% Senior Notes due 2018, or the Initial 2018 Notes. On November 12, 2013, we further issued the Additional 2018 Notes in the principal amounts of US\$500,000,000 on the terms and conditions of the Initial 2018 Notes, save for the issue date and issue price. The Initial 2018 Notes and the Additional 2018 Notes are hereinafter referred to as the "2018 Notes." The 2018 Notes are listed on the Hong Kong Stock Exchange.

As of June 30, 2014, we had a total amount of US\$1,500,000,000 principal amount of 2018 Notes outstanding.

### ***Guarantee***

The obligations pursuant to the 2018 Notes are guaranteed by our existing subsidiaries, or the 2018 Subsidiary Guarantors, other than those organized under the laws of the PRC and certain other subsidiaries specified in the 2018 Indenture. We refer to these guarantees as the 2018 Subsidiary Guarantees. Under certain circumstances and subject to certain conditions, a 2018 Subsidiary Guarantee required to be provided by one of our subsidiaries may be replaced by a limited-recourse guarantee, or 2018 JV Subsidiary Guarantee. We refer to the subsidiaries providing a 2018 JV Subsidiary Guarantee as 2018 JV Subsidiary Guarantors.

Each of the 2018 Subsidiary Guarantors, jointly and severally, guarantee the due and punctual payment of the principal, any premium, and interest on, and all other amounts payable under the 2018 Notes.

### ***Collateral***

In order to secure the obligations under the 2018 Notes, we and the initial 2018 Subsidiary Guarantors under the 2018 Indenture pledged the share or capital stock of substantially all of such initial 2018 Subsidiary Guarantors for the benefit of the holders of the 2018 Notes, or the 2018 Collateral. The 2018 Collateral may be released or reduced in the event of certain asset sales and certain other circumstances. In addition, the Company and each 2018 Subsidiary Guarantor which pledged share or capital stock under the 2018 Indenture may, subject to certain conditions, incur additional indebtedness provided that such indebtedness would be on a *pari passu* basis with the 2018 Notes and the related subsidiary guarantees.

### ***Interest***

The 2018 Notes bear an interest rate of 8.75% *per annum*. Interest is payable semi-annually in arrears.

### ***Covenants***

Subject to certain conditions and exceptions, the 2018 Indenture and each of the related 2018 Subsidiary Guarantees contain certain covenants, restricting us and each of the related restricted subsidiaries from, among other things:

- incurring or guaranteeing additional indebtedness and issuing disqualified or preferred shares;
- declaring dividends on shares or purchasing or redeeming shares;
- making investments or other specified restricted payments;
- issuing or selling shares of the related restricted subsidiaries;
- guaranteeing indebtedness of the related restricted subsidiaries;
- selling assets;
- creating liens;
- entering into sale and leaseback transactions;
- engaging in any business other than permitted business;



- entering into agreements that restrict the related restricted subsidiaries' ability to pay dividends, transfer assets or make intercompany loans;
- entering into transactions with shareholders or affiliates; and
- effecting a consolidation or merger.

### ***Events of default***

The 2018 Indenture contains certain customary events of default, including default in the payment of principal or of any premium on the 2018 Notes when such payments become due and payable, default in payment of interest which continues for 30 consecutive days, and other events of default substantially similar to the Events of Default under the Indenture. If an event of default occurs and is continuing, the trustee under the 2018 Indenture or the holders of at least 25% of the outstanding 2018 Notes may declare the principal of the 2018 Notes plus a premium and any accrued and unpaid interest to be immediately due and payable. Upon the occurrence of certain specified events of default, the principal of, premium (if any), and accrued and unpaid interest on the outstanding 2018 Notes will automatically become and be immediately due and payable without any declaration or other act on the part of the trustee or any holder.

### ***Change of control***

Upon the occurrence of certain events of change of control and a rating decline, we will make an offer to repurchase all outstanding 2018 Notes at a purchase price equal to 101% of their principal amount plus any accrued and unpaid interest, if any, to the date of repurchase.

### ***Maturity and redemption***

The maturity of the 2018 Notes is October 30, 2018. At any time and from time to time, we may, with the proceeds from sales of certain types of the Company's shares, redeem up to 35% of the aggregate principal amount of the 2018 Notes at a redemption price equal to 108.75% of the principal amount of the 2018 Notes, plus any accrued and unpaid interest, if any, to the redemption date, provided that at least 65% of the aggregate principal amount of the 2018 Notes originally issued remains outstanding after each such redemption and any such redemption takes place within 60 days of the closing of the related sale of the Company's shares and subject to certain conditions.

Additionally, if we or an initial 2018 Subsidiary Guarantor under the 2018 Indenture would become obligated to pay certain additional amounts as a result of certain changes in, or amendment to, specified tax law, we may redeem the 2018 Notes at a redemption price equal to 100% of the principal amount of the 2018 Notes, plus any accrued and unpaid interest, subject to certain exceptions.

### **Term Loan Facility Agreements**

We have entered into term loan facility agreements with various relationship and international banks and financial institutions. Certain of these lenders (or their agents) acceded to the Intercreditor Agreement as secured parties on March 6, 2013, June 10, 2013 and September 24, 2013, respectively, and agreed to share the Collateral on a *pari passu* basis with the holders of the Notes and the holders of the Existing *Pari Passu* Secured Indebtedness. Our term loan facilities have terms ranging from 12 months to 30 months. As of June 30, 2014, the aggregate outstanding amount under these loans totaled approximately US\$2,426.4 million. The outstanding principal amount under these loans generally bear interest at floating rates calculated with reference to the London Interbank Offered Rate or Hong Kong Interbank Offered Rate.

## **Intercreditor Agreement**

See the section entitled “Description of the Notes — Security — Intercreditor Agreement.”

## DESCRIPTION OF THE NOTES

For purposes of this “Description of the Notes,” the term “Company” refers only to Evergrande Real Estate Group Limited, and any successor obligor on the Notes, and not to any of its subsidiaries. Each subsidiary of the Company which guarantees the Notes is referred to as a “Subsidiary Guarantor” and each such guarantee is referred to as a “Subsidiary Guarantee.” Each subsidiary of the Company that in the future provides a “JV Subsidiary Guarantee” (as defined herein) is referred to as a “JV Subsidiary Guarantor”.

The Notes are to be issued under an indenture (the “Indenture”), to be dated as of February 17, 2015 (the “Original Issue Date”), among the Company, the Subsidiary Guarantors, as guarantors, and Citicorp International Limited, as trustee (the “Trustee”).

The following is a summary of certain provisions of the Indenture, the Notes, the Subsidiary Guarantees, the Intercreditor Agreement and the JV Subsidiary Guarantees. This summary does not purport to be complete and is qualified in its entirety by reference to all of the provisions of the Indenture, the Notes, the Subsidiary Guarantees, the Intercreditor Agreement and the JV Subsidiary Guarantees. It does not restate those agreements in their entirety. Whenever particular sections or defined terms of the Indenture not otherwise defined herein are referred to, such sections or defined terms are incorporated herein by reference. Copies of the Indenture will be available on or after the Original Issue Date at the corporate trust office of the Trustee at 39/F, Citibank Tower, Citibank Plaza, 3 Garden Road, Central, Hong Kong.

The Notes are:

- general obligations of the Company;
- senior in right of payment to any existing and future obligations of the Company expressly subordinated in right of payment to the Notes;
- at least *pari passu* in right of payment with the Existing *Pari Passu* Secured Indebtedness and all other unsecured, unsubordinated Indebtedness of the Company (subject to any priority rights of such unsecured, unsubordinated Indebtedness pursuant to applicable law);
- guaranteed by the Subsidiary Guarantors and the JV Subsidiary Guarantors (if any) on a senior basis, subject to the limitations described below under the section entitled “— The Subsidiary Guarantees and the JV Subsidiary Guarantees” and in the section entitled “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral;”
- effectively subordinated to the other secured obligations of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors, to the extent of the value of the assets (other than the Collateral) serving as security therefor; and
- effectively subordinated to all existing and future obligations of the Non-Guarantor Subsidiaries.

In addition, on the Original Issue Date, subject to the limitations described in the section entitled “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral,” the Notes will be secured by a pledge of the Collateral as described below under the section entitled “— Security” and will:

- be entitled to a lien on the Collateral, to be shared on a *pari passu* basis with holders of the Existing *Pari Passu* Secured Indebtedness and any other creditors with respect to the Permitted *Pari Passu* Secured Indebtedness (or their representatives or agents), subject to any other Permitted Liens and the Intercreditor Agreement; and

- rank effectively senior in right of payment to unsecured obligations of the Company with respect to the value of the Collateral pledged by the Company securing the Notes (subject to any priority rights of such unsecured obligations pursuant to applicable law).

The Company will initially issue US\$1,000,000,000 in aggregate principal amount of the Notes, which will mature on February 17, 2020 unless earlier redeemed pursuant to the terms thereof and the Indenture. The Indenture allows additional Notes to be issued from time to time (the “Additional Notes”), subject to certain limitations described under the section entitled “— Further Issues.” Unless the context requires otherwise, references to the “Notes” for all purposes of the Indenture and this “Description of the Notes” include any Additional Notes that are actually issued. The Notes will bear interest at 12% per annum from the Original Issue Date or from the most recent interest payment date to which interest has been paid or duly provided for, payable semiannually in arrears on February 17 and August 17 of each year (each an “Interest Payment Date”), commencing August 17, 2015.

Interest on the Notes will be paid to the Holders of record at the close of business on February 2 or August 2 immediately preceding an Interest Payment Date (each, a “Record Date”), notwithstanding any transfer, exchange or cancellation thereof after a Record Date and prior to the immediately following Interest Payment Date. In any case in which the date of the payment of principal of, premium on, or interest on, the Notes is not a Business Day in the relevant place of payment or in the place of business of the Trustee then payment of such principal, premium or interest need not be made on such date but may be made on the next succeeding Business Day. Any payment made on such Business Day shall have the same force and effect as if made on the date on which such payment is due, and no interest on the Notes shall accrue for the period after such date. Interest on the Notes will be calculated on the basis of a 360-day year comprised of twelve 30-day months.

The Notes will be issued only in fully registered form, without coupons, in denominations of US\$200,000 and integral multiples of US\$1,000 in excess thereof. No service charge will be made for any registration of transfer or exchange of the Notes, but the Company may require payment of a sum sufficient to cover any transfer tax or other similar governmental charge payable in connection therewith.

All payments on the Notes will be made in U.S. dollars by the Company and the Company will maintain an office or agency (which initially will be the office of the Paying Agent currently located at Ground Floor, One North Wall Quay, Dublin 1, Republic of Ireland) where the Notes may be surrendered for registration of transfer or exchange or for presentation for payment or repurchase. Notwithstanding the immediately preceding sentence, at the option of the Company with the consent of the Paying Agent (such consent not to be unreasonably withheld) payment of interest may instead be made by check mailed (at the expense of the Company) to the address of the Holders as such address appears in the Note register. Interest payable on the Notes held through Euroclear or Clearstream will be available to Euroclear or Clearstream participants (as defined herein) on the Business Day following payment thereof. Notices and demands to or upon the Company in respect of the Notes and the Indenture may be served at the office or agency of the Company maintained for that purpose (which initially will be the corporate trust office of the Trustee, currently located at 39/F, Citibank Tower, Citibank Plaza, 3 Garden Road, Central, Hong Kong).

### **The Subsidiary Guarantees and the JV Subsidiary Guarantees**

The initial Subsidiary Guarantors that will execute the Indenture on the Original Issue Date will consist of all of the Company’s Restricted Subsidiaries other than the Non-Guarantor Subsidiaries (defined below). The Subsidiary Guarantors are holding companies that do not have significant operations.

None of Able Charm Development Limited, Able Key Development Limited, Ace Capital Ventures Limited, Acelin Global Limited, Best Wealth Development Limited, Challenger Global Investments Limited, China Chance Investments Limited, Chuangfeng (BVI) Limited, Ever Grace Group Limited,

Evergrande International Hotels Group Limited, Excel Come Limited, Exemplar Global Limited, Faster Success Holdings Limited, Firestone Global Limited, Flaming Ace Limited, Fortunate Lantern Limited, Fortune Star International Investment Limited, Global Development Limited, Global Power Limited, Global Sight Limited, Good Bright Limited, Good Vibes Global Limited, High Joy Development Limited, Ji Feng Limited, Jiashi Holdings Limited, Joy Good Development Limited, Just Brilliant Global Limited, Lanbowan (BVI) Limited, Leading Century Holdings Limited, Lionfort Investments Limited, Lucky Oasis Investments Limited, Luckyman Group Limited, Mass Joy Holdings Limited, New Aberdeen Global Limited, New Chic Global Limited, New Classic Ventures Limited, New Garland Limited, New Ward Investments Limited, New Wind Development Limited, Oasis City Global Limited, Peace Top Limited, Primal Glory Limited, Season Pioneer Limited, Shengtong (BVI) Limited, Shengtong Holding Limited, Silver Realm Global Limited, Sky Great Limited, Smart Forward Ventures Limited, Smart Range Investments Limited, Smarter Global Investments Limited, Solution Key Holdings Limited, Sonic Solution Limited, Success Will Group Limited, Sunny High Development Limited, Sure Fast Group Limited, Surplus Sky International Investment Limited, Talent Profit Enterprise Limited, Tianding Holding Limited, Trade Summit Global Limited, Tycoon Market Limited, Universal Star Global Limited, Vision Smart Ventures Limited, Wealthy Surplus Development Limited, Welly Gold Limited and Wisdom Light Global Limited (the “Other Non-Guarantor Subsidiaries”) will be an initial Subsidiary Guarantor on the Original Issue Date. In addition, none of the Restricted Subsidiaries existing on the Original Issue Date that are Subsidiaries organized under the laws of the PRC and the future Restricted Subsidiaries that are organized under the laws of the PRC (together, the “PRC Restricted Subsidiaries”), the Exempted Subsidiaries and the Listed Subsidiaries (as long as they continue to be Exempted Subsidiaries or Listed Subsidiaries, as applicable) will provide a Subsidiary Guarantee or a JV Subsidiary Guarantee on the Original Issue Date or at any time in the future.

Although the Indenture contains limitations on the amount of additional Indebtedness that Non-Guarantor Subsidiaries may incur, the amount of such additional Indebtedness could be substantial.

In the case of a Restricted Subsidiary (i) that is, or is proposed by the Company or any of its Restricted Subsidiaries to be, established, or commences investment for the purposes of commencing business activities, after the Original Issue Date, (ii) that is incorporated in any jurisdiction other than the PRC and (iii) in respect of which the Company or any of its Restricted Subsidiaries (x) is proposing to sell, whether through the sale of existing Capital Stock or the issuance of new Capital Stock, no less than 20% of the Capital Stock of such Restricted Subsidiary or (y) is proposing to purchase Capital Stock of an entity and designate such entity as a Restricted Subsidiary, the Company may, concurrently with the consummation of such sale or purchase, provide a JV Subsidiary Guarantee (as defined below) instead of a Subsidiary Guarantee for (a) such Restricted Subsidiary and (b) the Restricted Subsidiaries of such Restricted Subsidiary that are organized in any jurisdiction other than the PRC, if the following conditions, in the case of both (a) and (b), are satisfied:

- concurrently with providing the JV Subsidiary Guarantee (as defined below), the Company and such JV Subsidiary Guarantor have delivered to the Trustee and, in the case of the Security Documents, also to the Collateral Agent:
  - (i) (A) a duly executed Guarantee of such JV Subsidiary Guarantor (the “JV Subsidiary Guarantee”) and each Restricted Subsidiary of such JV Subsidiary Guarantor that is not organized under the laws of the PRC, and (B) a duly executed supplemental indenture to the Indenture pursuant to which the JV Subsidiary Guarantor will become a party to the Indenture pursuant to which such JV Subsidiary Guarantor will guarantee the payment of the Notes, each of which provides, among other things, that the aggregate claims of the Trustee under such JV Subsidiary Guarantee and all JV Subsidiary Guarantees provided by the Restricted Subsidiaries and shareholders of such JV Subsidiary Guarantor and will be limited to the JV Entitlement Amount;

- (ii) a duly executed Security Document that pledges in favor of the Collateral Agent the Capital Stock of such JV Subsidiary Guarantor held by the Company or any Subsidiary Guarantor, but not the Capital Stock of the direct or indirect Subsidiaries of such JV Subsidiary Guarantor;
  - (iii) an Officers' Certificate certifying a copy of the Board Resolution to the effect that such JV Subsidiary Guarantee has been approved by a majority of the disinterested members of the Board of Directors; and
  - (iv) a legal opinion by a law firm of recognized international standing confirming that under New York law such JV Subsidiary Guarantee is valid, binding and enforceable against the JV Subsidiary Guarantors providing the JV Subsidiary Guarantees (subject to customary qualifications and assumptions).
- such sale or issuance of Capital Stock is made to, or such purchase of Capital Stock is purchased from, an Independent Third Party at a consideration that is not less than (in the case of a sale or issuance) or no more than (in the case of a purchase) the appraised value of such Capital Stock by an independent appraisal firm of recognized international standing appointed by the Company;
  - all capital contributions (by way of transfer of cash or other property or any payment for property or services for the use of others or otherwise) to be made into a JV Subsidiary Guarantor from the date it provides its JV Subsidiary Guarantee, shall be made directly or by contribution of assets or services having an equivalent Fair Market Value by (i) the Company and its Restricted Subsidiaries and (ii) such Independent Third Party in proportion to their respective direct or indirect ownership percentages of the Capital Stock of such JV Subsidiary Guarantor; and
  - as of the date of execution of the JV Subsidiary Guarantee, no document exists that is binding on the Company or any of the Restricted Subsidiaries that would have the effect of (a) prohibiting the Company or any of the Restricted Subsidiaries from providing such JV Subsidiary Guarantee, or (b) requiring the Company or any of the Restricted Subsidiaries to deliver or keep in place a guarantee on terms that are more favorable to the recipients of such guarantee than the JV Subsidiary Guarantee.

In the event of a bankruptcy, liquidation or reorganization of any Non-Guarantor Subsidiary, such Non-Guarantor Subsidiary will pay the holders of its debt and its trade creditors before it will be able to distribute any of its assets to the Company.

As of June 30, 2014,

- the Company and its consolidated subsidiaries had total consolidated borrowings of approximately RMB151,780.7 million (US\$24,466.6 million), all of which were secured; and
- the Non-Guarantor Subsidiaries and Unrestricted Subsidiaries had total borrowings of approximately RMB115,773.9 million (US\$18,662.4 million).

In addition, as of June 30, 2014, the Non-Guarantor Subsidiaries and Unrestricted Subsidiaries had capital commitments of approximately RMB97,090.7 million (US\$15,650.7 million) and contingent liabilities arising from guarantees of approximately RMB89,707.4 million (US\$14,460.5 million).

The Subsidiary Guarantee of each Subsidiary Guarantor:

- is a general obligation of such Subsidiary Guarantor;
- is effectively subordinated to the secured obligations of such Subsidiary Guarantor, to the extent of the value of the assets (other than the Collateral) serving as security therefor;
- is senior in right of payment to all future obligations of such Subsidiary Guarantor expressly subordinated in right of payment to such Subsidiary Guarantee; and
- ranks at least *pari passu* with the Indebtedness of such Subsidiary Guarantor under its subsidiary guarantee with respect to the Existing Pari Passu Secured Indebtedness and all other unsecured, unsubordinated Indebtedness of such Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

If any is provided, the JV Subsidiary Guarantee of each JV Subsidiary Guarantor:

- will be a general obligation of such JV Subsidiary Guarantor;
- will be enforceable only up to the JV Entitlement Amount;
- will be effectively subordinated to the secured obligations of such JV Subsidiary Guarantor, to the extent of the value of the assets serving as security therefor;
- will be limited to the JV Entitlement Amount, and will be senior in right of payment to all future obligations of such JV Subsidiary Guarantor expressly subordinated in right of payment to such JV Subsidiary Guarantee; and
- will be limited to the JV Entitlement Amount, and will rank at least *pari passu* with the Indebtedness of such JV Subsidiary Guarantor under its JV Subsidiary Guarantee with respect to the Existing Pari Passu Secured Indebtedness and all other unsecured, unsubordinated Indebtedness of such JV Subsidiary Guarantor (subject to any priority rights of such unsubordinated Indebtedness pursuant to applicable law).

The Company will cause (x) each of its future Restricted Subsidiaries (other than Persons organized under the laws of the PRC, Exempted Subsidiaries or Listed Subsidiaries), as soon as practicable after it becomes a Restricted Subsidiary and (y) each of its Exempted Subsidiaries and Listed Subsidiaries that remains as a Restricted Subsidiary, as soon as practicable after it ceases to be either an Exempted Subsidiary or a Listed Subsidiary (each such Person in clause (x) or (y), a “Potential Subsidiary Guarantor”), to execute and deliver to the Trustee a supplemental indenture to the Indenture pursuant to which such Restricted Subsidiary will guarantee the payment of the Notes as either a Subsidiary Guarantor or a JV Subsidiary Guarantor. Notwithstanding the foregoing sentence, the Company may elect to have any Restricted Subsidiary organized under laws outside the PRC not provide a Subsidiary Guarantee or a JV Subsidiary Guarantee at the time such entity becomes a Potential Subsidiary Guarantor (Restricted Subsidiaries (other than the PRC Restricted Subsidiaries, the Exempted Subsidiaries, the Listed Subsidiaries and the Other Non-Guarantor Subsidiaries) that do not provide Subsidiary Guarantees or JV Subsidiary Guarantees in accordance with the Indenture, the “New Non-Guarantor Subsidiaries”), *provided* that, after taking into account the consolidated assets of such Restricted Subsidiary, the Consolidated Assets of all Restricted Subsidiaries organized under laws

outside the PRC (other than Exempted Subsidiaries and Listed Subsidiaries) that are neither Subsidiary Guarantors nor JV Subsidiary Guarantors do not account for more than 20% of the Relevant Total Assets of the Company.

If, at any time, the Consolidated Assets of all Restricted Subsidiaries organized outside the PRC that are neither Subsidiary Guarantors nor JV Subsidiary Guarantors (other than Exempted Subsidiaries and Listed Subsidiaries) exceed 20% of the Relevant Total Assets of the Company, the Company must promptly (i) remove the designation of one or more New Non-Guarantor Subsidiaries or Other Non-Guarantor Subsidiaries and cause such New Non-Guarantor Subsidiaries or Other Non-Guarantor Subsidiaries to execute and deliver to the Trustee a supplemental indenture to the Indenture pursuant to which such Restricted Subsidiaries will guarantee the payment of the Notes or (ii) designate one or more New Non-Guarantor Subsidiaries or Other Non-Guarantor Subsidiaries as Unrestricted Subsidiaries or (iii) cause one or more New Non-Guarantor Subsidiaries or Other Non-Guarantor Subsidiaries to pay dividends or make distributions on or with respect to their respective Capital Stock *pro rata* to their respective shareholders or on a basis more favorable to the Company, in the case of each of (i), (ii) and (iii) above, in accordance with the terms of the Indenture and such that the Consolidated Assets of all Restricted Subsidiaries organized outside the PRC that are neither Subsidiary Guarantors nor JV Subsidiary Guarantors (other than Exempted Subsidiaries and Listed Subsidiaries) no longer exceed 20% of the Relevant Total Assets of the Company. Such removal of designation as a New Non-Guarantor Subsidiary or Other Non-Guarantor Subsidiary, designation as an Unrestricted Subsidiary or payment of dividends or distributions must be made promptly and in any event no later than 30 days after the date any consolidated financial statements of the Company (which the Company must use its reasonable best efforts to compile on a timely basis) become available (which may be internal consolidated financial statements) which show that the Consolidated Assets of all Restricted Subsidiaries organized outside the PRC that are neither Subsidiary Guarantors nor JV Subsidiary Guarantors (other than Exempted Subsidiaries and Listed Subsidiaries) exceed 20% of the Relevant Total Assets of the Company.

Each Restricted Subsidiary that guarantees the Notes after the Original Issue Date other than a JV Subsidiary Guarantor is referred to as a “Future Subsidiary Guarantor” and upon execution of the applicable supplemental indenture to the Indenture will be a “Subsidiary Guarantor.”

In addition, subject to the limitations described in the sections entitled “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral,” the Subsidiary Guarantee of each Subsidiary Guarantor Pledgor:

- will be entitled to a security interest in the Collateral pledged by such Subsidiary Guarantor Pledgor, as described below under the section entitled “— Security”, to be shared on a *pari passu* basis with holders of the Existing Pari Passu Secured Indebtedness and holders of the Permitted Pari Passu Secured Indebtedness (or their representatives or agents), subject to any other Permitted Liens and the Intercreditor Agreement; and
- will rank effectively senior in right of payment to the unsecured obligations of such Subsidiary Guarantor Pledgor with respect to the value of the Collateral securing such Subsidiary Guarantee (subject to any priority rights of such unsecured obligations pursuant to applicable law).

The JV Subsidiary Guarantee of each JV Subsidiary Guarantor will not be secured.

Under the Indenture, as supplemented, each of the Subsidiary Guarantors and JV Subsidiary Guarantors (if any) will jointly and severally guarantee the due and punctual payment of the principal of, premium, if any, and interest on, and all other amounts payable under, the Notes; *provided* that any JV Subsidiary Guarantee will be limited to the JV Entitlement Amount. The Subsidiary Guarantors and JV Subsidiary Guarantors will (1) agree that their respective obligations under the Subsidiary Guarantees and JV Subsidiary Guarantees, as the case may be, will be enforceable irrespective of any invalidity, irregularity or unenforceability of the Notes or the Indenture and (2) waive their right to require the



Trustee to pursue or exhaust its legal or equitable remedies against the Company prior to exercising its rights under the Subsidiary Guarantees and the JV Subsidiary Guarantees, as the case may be. Moreover, if at any time any amount paid under a Note or the Indenture is rescinded or must otherwise be restored, the rights of the Holders under the Subsidiary Guarantees and the JV Subsidiary Guarantees, as the case may be, will be reinstated with respect to such payment as though such payment had not been made. All payments under the Subsidiary Guarantees and the JV Subsidiary Guarantees, as the case may be, are required to be made in U.S. dollars.

Under the Indenture, as supplemented,

- each Subsidiary Guarantee will be limited to an amount not to exceed the maximum amount that can be guaranteed by the applicable Subsidiary Guarantor without rendering the Subsidiary Guarantee, as it relates to such Subsidiary Guarantor, voidable under applicable law relating to fraudulent conveyance or fraudulent transfer or similar laws affecting the rights of creditors generally; and
- each JV Subsidiary Guarantee will be limited to an amount which is the lower of (i) the JV Entitlement Amount and (ii) an amount not to exceed the maximum amount that can be guaranteed by the applicable JV Subsidiary Guarantor without rendering the JV Subsidiary Guarantee, as it relates to such JV Subsidiary Guarantor, voidable under applicable law relating to fraudulent conveyance or fraudulent transfer or similar laws affecting the rights of creditors generally.

If a Subsidiary Guarantee or JV Subsidiary Guarantee were to be rendered voidable, it could be subordinated by a court to all other Indebtedness (including guarantees and other contingent liabilities) of the applicable Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, and, depending on the amount of such Indebtedness, a Subsidiary Guarantor's liability on its Subsidiary Guarantee or a JV Subsidiary Guarantor's liability on its JV Subsidiary Guarantee, as the case may be, could in each case be reduced to zero. The obligations of each Subsidiary Guarantor under its Subsidiary Guarantee and the enforceability of the Collateral granted in respect of the Subsidiary Guarantee of each Subsidiary Guarantor Pledgor may be limited, or possibly invalid, under applicable laws. Similarly, the obligations of each JV Subsidiary Guarantor under its JV Subsidiary Guarantee may be limited, or possibly invalid, under applicable laws. See the section entitled "Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral — The Subsidiary Guarantees or JV Subsidiary Guarantees may be challenged under applicable insolvency or fraudulent transfer laws, which could impair the enforceability of the Subsidiary Guarantees or JV Subsidiary Guarantees."

#### ***Release of the Subsidiary Guarantees and JV Subsidiary Guarantees***

A Subsidiary Guarantee given by a Subsidiary Guarantor and a JV Subsidiary Guarantee given by a JV Subsidiary Guarantor may be released in certain circumstances, including:

- upon repayment in full of the Notes;
- upon a defeasance as described under the section entitled "— Defeasance — Defeasance and Discharge;"
- upon the designation by the Company of a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, as an Unrestricted Subsidiary in compliance with the terms of the Indenture;

- upon the sale, disposition or merger of a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, in compliance with the terms of the Indenture (including the covenants under the sections entitled “— Certain Covenants — Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries,” “— Certain Covenants — Limitation on Asset Sales” and “— Consolidation, Merger and Sale of Assets”) resulting in such Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, no longer being a Restricted Subsidiary, so long as (1) such Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, is simultaneously released from its obligations in respect of any of the Company’s other Indebtedness or any Indebtedness of any other Restricted Subsidiary and (2) the proceeds from such sale, disposition or merger are used for the purposes permitted or required by the Indenture;
- in the case of a Subsidiary Guarantee, upon the replacement of a Subsidiary Guarantee with a JV Subsidiary Guarantee; or
- in the case of a Subsidiary Guarantor that becomes a New Non-Guarantor Subsidiary, in compliance with the terms of the Indenture.

In the case of a Subsidiary Guarantor with respect to which the Company or any of its Restricted Subsidiaries is proposing to sell, whether through the sale of existing Capital Stock or the issuance of new Capital Stock, no less than 20% of the Capital Stock of such Subsidiary Guarantor, the Company may concurrently with the consummation of such sale or issuance of Capital Stock, (a) request the Trustee to release the Subsidiary Guarantee provided by such Subsidiary Guarantor and the Subsidiary Guarantee provided by each of its Restricted Subsidiaries organized under laws outside the PRC, and upon such release such Subsidiary Guarantor and its Restricted Subsidiaries organized under laws outside the PRC will become New Non-Guarantor Subsidiaries (such that each New Non-Guarantor Subsidiary will no longer Guarantee the Notes) and (b) request the Collateral Agent to (i) discharge the pledge of the Capital Stock granted by each such New Non-Guarantor Subsidiary and (ii) discharge the pledge of Capital Stock made by the Company or any Subsidiary Guarantor over the Capital Stock it owns in each such New Non-Guarantor Subsidiary (in each case under (a) and (b), without any requirement to seek the consent or approval of the Holders of the Notes), *provided* that after the release of such Subsidiary Guarantees, the Consolidated Assets of all Restricted Subsidiaries organized under laws outside the PRC (other than the Exempted Subsidiaries and Listed Subsidiaries) that are neither Subsidiary Guarantors nor JV Subsidiary Guarantors (including the New Non-Guarantor Subsidiaries) do not account for more than 20% of the Relevant Total Assets. A Subsidiary Guarantee of a Subsidiary Guarantor may only be released pursuant to this paragraph if, as of the date of such proposed release, no document exists that is binding on the Company or any of the Restricted Subsidiaries that would have the effect of (x) prohibiting the Company or any of the Restricted Subsidiaries from releasing such Subsidiary Guarantee or (y) requiring the Company or such Subsidiary Guarantor to deliver or keep in place a guarantee of other Indebtedness of the Company by such Subsidiary Guarantor.

Each of the Trustee and the Collateral Agent shall comply with a request referred to in (a) or (b) above if the conditions precedent to such release set forth in the Indenture and the Security Documents have been complied with, as evidenced by an Officers’ Certificate from the Company, and the Trustee and the Collateral Agent shall take all actions necessary to effect and evidence such release in accordance with the terms of the Indenture and the Security Documents, as applicable.

### ***Replacement of Subsidiary Guarantees with JV Subsidiary Guarantees***

A Subsidiary Guarantee given by a Subsidiary Guarantor may be released following the sale of existing Capital Stock or the issuance of new Capital Stock by the Company or any of its Restricted Subsidiaries in (a) such Subsidiary Guarantor or (b) any other Subsidiary Guarantor that, directly or indirectly, owns a majority of the Capital Stock of such Subsidiary Guarantor, in each case where such sale or issuance is for no less than 20% of the issued Capital Stock of the relevant Subsidiary Guarantor, *provided* that the following conditions are satisfied or complied with:

- concurrently with the release of such Subsidiary Guarantee, the Company and such JV Subsidiary Guarantor have delivered to the Trustee and, in the case of the Security Documents, also to the Collateral Agent:
  - (i) (A) a duly executed JV Subsidiary Guarantee of such JV Subsidiary Guarantor and each Restricted Subsidiary of such JV Subsidiary Guarantor that is not organized under the laws of the PRC, and (B) a duly executed supplemental indenture to the Indenture pursuant to which such JV Subsidiary Guarantor becomes a party to the Indenture as a JV Subsidiary Guarantor, each of which provides, among other things, that the aggregate claims of the Trustee under such JV Subsidiary Guarantee and all JV Subsidiary Guarantees provided by the Restricted Subsidiaries and shareholders of such JV Subsidiary Guarantor will be limited to the JV Entitlement Amount;
  - (ii) a duly executed Security Document that pledges in favor of the Collateral Agent the Capital Stock of such JV Subsidiary Guarantor held by the Company or any Subsidiary Guarantor, but not the Capital Stock of the direct or indirect Subsidiaries of such JV Subsidiary Guarantor;
  - (iii) an Officers' Certificate certifying a copy of a Board Resolution to the effect that such JV Subsidiary Guarantee has been approved by a majority of the disinterested members of the Board of Directors; and
  - (iv) a legal opinion by a law firm of recognized international standing confirming that under New York law such JV Subsidiary Guarantee is valid, binding and enforceable against the JV Subsidiary Guarantors providing the JV Subsidiary Guarantees (subject to customary qualifications and assumptions).
- such sale or issuance of Capital Stock is made to an Independent Third Party at a consideration that is not less than the appraised value of such Capital Stock by an independent appraisal firm of recognized international standing appointed by the Company;
- all capital contributions (by way of transfer of cash or other property or any payment for property or services for the use of others or otherwise) to be made into a JV Subsidiary Guarantor from the date of the sale of existing Capital Stock or issuance of new Capital Stock as referred to above, shall be made directly or by contribution of assets or services having an equivalent Fair Market Value by (i) the Company and its Restricted Subsidiaries and (ii) such Independent Third Party that purchased or subscribed for Capital Stock in the JV Subsidiary Guarantor in proportion to their respective direct or indirect ownership percentages of the Capital Stock of such JV Subsidiary Guarantor; and
- as of the date of such proposed release, no document exists that is binding on the Company or any of the Restricted Subsidiaries that would have the effect of (a) prohibiting the Company or any of the Restricted Subsidiaries from releasing such Subsidiary Guarantee, (b) prohibiting the Company or any of the Restricted Subsidiaries from providing such JV

Subsidiary Guarantee or (c) requiring the Company or any of the Restricted Subsidiaries to deliver or keep in force a replacement guarantee on terms that are more favorable to the recipients of such guarantee than the JV Subsidiary Guarantee.

Notwithstanding the foregoing paragraph, any such sale or issuance of the Capital Stock of the relevant Subsidiary Guarantor (including where such sale results in the relevant Subsidiary Guarantor ceasing to be a Restricted Subsidiary) will need to comply with the other covenants set forth in the Indenture, including, without limitation, the “Limitation on Asset Sales” and “Limitation on Restricted Payments” covenants.

Any Net Cash Proceeds from the sale of such Capital Stock shall be applied by the Company (or any Restricted Subsidiary) in accordance with the “Limitation on Asset Sales” covenant.

As of the date of the Indenture, all of the Company’s Subsidiaries will be “Restricted Subsidiaries” other than Foshan Nanhai Juncheng Property Development Co., Ltd. (佛山市南海俊誠房地產開發有限公司), Wuhan Donghu Hengda Real Estate Development Co., Ltd. (武漢東湖恒大地產開發有限公司), Prosper Trade Investments Limited, Fortex Development Limited (嘉達發展有限公司), Ningbo Sanli Xianghe Property Co., Ltd. (寧波三立祥和置業有限公司), Ningbo Sanli Yongheng Property Co., Ltd. (寧波三立甬恒置業有限公司), Ningbo Sanli Jiada Property Co., Ltd. (寧波三立嘉達置業有限公司), Global City Development Ltd, City Expert Limited (城博有限公司), City Expert (Ningbo) Property Co., Ltd. (城博(寧波)置業有限公司), Key Alliance Investments Limited (建聯投資有限公司), Ray Shine Group Limited (利輝集團有限公司), Ideal Market Holdings Limited (旭智控股有限公司) and Ningbo Yucheng Property Co., Ltd. (寧波御誠置業有限公司), Exalt Boom Investments Limited (晉昌投資有限公司), Exalt Prosper Limited (上盛有限公司), Mass Thrive Limited (群盛有限公司), Mass Thrive Holding Limited (群盛控股有限公司) and any Subsidiary of these Subsidiaries. However, under the circumstances described below under the section entitled “— Certain Covenants — Designation of Restricted and Unrestricted Subsidiaries,” the Company will be permitted to designate certain of its Subsidiaries as “Unrestricted Subsidiaries.” The Company’s Unrestricted Subsidiaries will generally not be subject to the restrictive covenants in the Indenture. The Company’s Unrestricted Subsidiaries will not guarantee the Notes.

## Security

The Company has agreed, for the benefit of the Holders, to pledge, or cause the initial Subsidiary Guarantor Pledgors to pledge, as the case may be, the Capital Stock owned directly by the Company or the initial Subsidiary Guarantor Pledgors of each initial Subsidiary Guarantor (the “Collateral”), or extend the benefit of the security interest over such Capital Stock under the Share Charges, subject to any Permitted Lien and the Intercreditor Agreement, on the Original Issue Date in order to secure the obligations of the Company under the Notes and the Indenture and of such initial Subsidiary Guarantor Pledgors under their respective Subsidiary Guarantees.

The Company and the initial Subsidiary Guarantor Pledgors pledged the Collateral on January 19, 2011, June 10, 2011, September 7, 2011 and October 15, 2013 (subject to Permitted Liens and the Intercreditor Agreement) in order to secure certain obligations of the Company and such initial Subsidiary Guarantor Pledgors, including the Existing Notes and the related subsidiary guarantees (the “Share Charges”).

The trustee for each series of the Existing Notes and the Collateral Agent entered into the Intercreditor Agreement dated January 19, 2011, as supplemented on October 30, 2013 and March 12, 2014, respectively. See “— Intercreditor Agreement.”

The initial Subsidiary Guarantor Pledgors are:

- Action Boom Limited;

- Ample Treasure Group Limited;
- ANJI (BVI) Limited;
- Chang Xing Holdings Limited;
- Fengyu (BVI) Limited;
- Forbidden City Culture Co., Limited;
- Grandday Group Limited;
- Honour Oasis Limited;
- Instant Choice Development Ltd.;
- Lofty Reap Limited;
- Lucky Universe Enterprises Limited;
- Luckyup Group Limited;
- Marvel First Developments Limited;
- Prime Sun Enterprises Limited;
- Pyramid Wealth Holdings Limited;
- Shengjian (BVI) Limited;
- Shengyu (BVI) Limited;
- Value Depot Holdings Limited;
- Wisdom Gain Group Limited; and
- Yitong (BVI) Limited.

None of the Capital Stock of (i) the Non-Guarantor Subsidiaries (and Subsidiaries thereof) (for so long as they continue to be Non-Guarantor Subsidiaries) or (ii) any Restricted Subsidiary owned directly by a PRC Restricted Subsidiary will be pledged on the Original Issue Date or at any time in the future. In addition, none of the Capital Stock of any future Non-Guarantor Subsidiary (and Subsidiaries thereof) and any Restricted Subsidiary owned directly by a PRC Restricted Subsidiary will be pledged at any time in the future. If any JV Subsidiary Guarantor is established, the Capital Stock of such JV Subsidiary Guarantor owned directly by the Company or any Subsidiary Guarantor will be pledged to secure the obligations of the Company under the Notes and the Indenture, and of such Subsidiary Guarantor under its Subsidiary Guarantee, as the case may be, in the manner described above. However, none of the JV Subsidiary Guarantors will provide a Security Document pledging the Capital Stock of its direct or indirect Subsidiaries as security in favor of the Collateral Agent (as defined below).

The Company has also agreed, for the benefit of the Holders, to pledge, or cause each Subsidiary Guarantor (other than a JV Subsidiary Guarantor, if any) to pledge, the Capital Stock owned directly by the Company or such Subsidiary Guarantor of any Person that (i) becomes a Restricted Subsidiary (other than any Non-Guarantor Subsidiary and its Subsidiaries and any Restricted Subsidiary owned directly by a PRC Restricted Subsidiary) after the Original Issue Date, (ii) (in the case of an Exempted Subsidiary

or a Listed Subsidiary that remains as a Restricted Subsidiary) has ceased to be either a Exempted Subsidiary or a Listed Subsidiary or (iii) (in the case of a Non-Guarantor Subsidiary that remains as a Restricted Subsidiary) has ceased to be a Non-Guarantor Subsidiary, as soon as reasonably practicable (but in any event within 30 days) after such Person has become a Restricted Subsidiary or ceased to be an Exempted Subsidiary, a Listed Subsidiary or a Non-Guarantor Subsidiary, as applicable, to secure (subject to Permitted Liens and the Intercreditor Agreement) the obligations of the Company under the Notes and the Indenture, and of such Subsidiary Guarantor under its Subsidiary Guarantee, in the manner described above.

Each Subsidiary Guarantor that pledges capital stock of a Restricted Subsidiary after the Original Issue Date is referred to as a “Future Subsidiary Guarantor Pledgor” and, upon giving such pledge, will be a “Subsidiary Guarantor Pledgor.”

The value of the Collateral securing the Notes, the Existing Pari Passu Secured Indebtedness, the Subsidiary Guarantees, the subsidiary guarantees for the Existing Pari Passu Secured Indebtedness of the Subsidiary Guarantor Pledgors and the Permitted Pari Passu Secured Indebtedness (if any) is unlikely to be sufficient to satisfy the Company’s and each of the Subsidiary Guarantor Pledgors’ obligations under the Notes, the Existing Pari Passu Secured Indebtedness, the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors, the subsidiary guarantees for the Existing Pari Passu Secured Indebtedness of the subsidiary guarantor pledgors and the Permitted Pari Passu Secured Indebtedness, and the Collateral securing these obligations may be reduced or diluted under certain circumstances, including the issuance of Additional Notes and other Permitted Pari Passu Secured Indebtedness and the disposition of assets comprising the Collateral, subject to the terms of the Indenture. See the sections entitled “— Release of Security” and “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral — The value of the Collateral will likely not be sufficient to satisfy our obligations under the Notes and other *pari passu* secured indebtedness.”

No appraisals of the Collateral have been prepared in connection with this offering of the Notes. There can be no assurance that the proceeds of any sale of the Collateral, in whole or in part, pursuant to the Indenture and the Security Documents following an Event of Default would be sufficient to satisfy amounts due on the Notes, the Existing Pari Passu Secured Indebtedness, the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors, the subsidiary guarantees for the Existing Pari Passu Secured Indebtedness or the Permitted Pari Passu Secured Indebtedness. By its nature, some or all of the Collateral will be illiquid and may have no readily ascertainable market value. Accordingly, there can be no assurance that the Collateral would be sold in a timely manner or at all.

So long as no Payment Default has occurred and is continuing, and subject to the terms of the Security Documents and the Indenture, the Company and the Subsidiary Guarantor Pledgors, as the case may be, will be entitled to exercise any and all voting rights and to receive, retain and use any and all cash dividends, stock dividends, liquidating dividends, non-cash dividends, shares or stock resulting from stock splits or reclassifications, rights issues, warrants, options and other distributions (whether similar or dissimilar to the foregoing) in respect of Capital Stock constituting Collateral.

#### ***Permitted Pari Passu Secured Indebtedness***

On or after the Original Issue Date, the Company and each Subsidiary Guarantor Pledgor may create Liens on the Collateral *pari passu* with the Lien for the benefit of the Holders to secure Indebtedness of the Company (including Additional Notes) and any Pari Passu Subsidiary Guarantee of a Subsidiary Guarantor Pledgor (such Indebtedness of the Company and any such Pari Passu Subsidiary Guarantee, “Permitted Pari Passu Secured Indebtedness”); *provided* that (1) the Company or such Subsidiary Guarantor Pledgor was permitted to Incur such Indebtedness under the covenant under the section entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock,” (2) the holders of such Indebtedness (or their representative or agent) become party to the Intercreditor Agreement referred to below; and (3) the Company and such Subsidiary Guarantor Pledgor deliver to the Trustee and the Collateral Agent an Opinion of Counsel and Officers’ Certificate with respect to

corporate and collateral matters in connection with the Security Documents, stating that either (x) all necessary actions have been taken with respect to the recording, registering and filing of the Security Documents, financing statements or other instruments necessary to make effective the Liens intended to be created by the Security Documents, and reciting the details of such action or (y) no such action is necessary to make such Lien effective. The Trustee and the Collateral Agent will be permitted and authorized, without the consent of any Holder, to enter into any amendment to the Security Documents, the Intercreditor Agreement or the Indenture and take any other action necessary to permit the creation and registration of Liens on the Collateral to secure Permitted Pari Passu Secured Indebtedness in accordance with this paragraph (including, without limitation, the appointment of any collateral agent under the Intercreditor Agreement referred to below to hold the Collateral on behalf of the Holders and the holders of Permitted Pari Passu Secured Indebtedness (the “Collateral Agent”).

Except for certain Permitted Liens and the Permitted Pari Passu Secured Indebtedness, the Company and its Restricted Subsidiaries will not be permitted to issue or Incur any other Indebtedness secured by all or any portion of the Collateral without the consent of each Holder of the Notes then outstanding.

### ***Intercreditor Agreement***

On January 19, 2011, the Company entered into an intercreditor agreement (as amended, waived, restated, replaced and/or supplemented from time to time, the “Intercreditor Agreement”) with, among others, the Subsidiary Guarantor Pledgors, the Collateral Agent and the trustee of the 2016 Notes. On October 30, 2013, the trustee of the 2018 Notes acceded to the Intercreditor Agreement for the benefit of the holders of the 2018 Notes. On March 12, 2014, Deutsche Bank AG, Hong Kong Branch acceded to the Intercreditor Agreement as agent for and on behalf of the lenders under the DB Facility.

On the Original Issue Date, the Trustee will accede to the Intercreditor Agreement, whereupon the Holders of the Notes will share equal priority and *pro rata* entitlement in and to the Collateral with the holders of any Existing Pari Passu Secured Indebtedness remaining outstanding after the Original Issue Date and any other creditors with respect to Permitted Pari Passu Secured Indebtedness.

Prior to or concurrently with the first Incurrence of any Permitted Pari Passu Secured Indebtedness (other than Additional Notes) after the Original Issue Date, the Intercreditor Agreement shall be amended, without requiring instruction from the Holders, to include the holders of such Permitted Pari Passu Secured Indebtedness (or their representative or agent) as additional secured parties to the agreement.

### ***Enforcement of Security***

The benefit of the Lien over the Collateral granted to the Collateral Agent will be extended to secure the Notes and the Subsidiary Guarantees of the Subsidiary Guarantor Pledgors, subject to any Permitted Lien and the Intercreditor Agreement. Subject to the Intercreditor Agreement, the Collateral Agent (for the benefit the Holders), will hold such Liens and security interests in the Collateral granted pursuant to the Security Documents with sole authority as directed by the written instruction of the Holders (through the Trustee) to exercise remedies under the Security Documents. The Trustee has agreed to act as secured party on behalf of the Holders under the applicable Security Documents, to follow the instructions provided to it under the Indenture and to carry out certain other duties.

The Indenture and/or the Security Documents principally provide that, at any time while the Notes are outstanding, subject to the Intercreditor Agreement, the Collateral Agent has the exclusive right to manage, perform and enforce the terms of the Security Documents relating to the Collateral and to exercise and enforce all privileges, rights and remedies thereunder according to the direction of the secured parties thereto, including to take or retake control or possession of such Collateral and to hold, prepare for sale, process, lease, dispose of or liquidate such Collateral, including, without limitation, following the occurrence of an Event of Default under the Indenture. However, although the Trustee

may instruct the Collateral Agent to foreclose the Collateral upon the occurrence of an Event of Default that is continuing, such instruction may be overruled by a contrary instruction to the Collateral Agent from holders of more than 50% of the indebtedness that is subject to the Intercreditor Agreement. See “Risk Factors — Risks Relating to the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Collateral — The value of the Collateral will likely not be sufficient to satisfy our obligations under the Notes and other *pari passu* secured indebtedness”.

The Intercreditor Agreement principally provides that, at any time while the Intercreditor Agreement is in force, the Collateral Agent has the exclusive right to manage, perform and enforce the terms of the Security Documents, the Existing Security Documents and the security documents for any Permitted *Pari Passu* Secured Indebtedness relating to the Collateral. See “— Intercreditor Agreement”.

All payments received and all amounts held by the Collateral Agent in respect of the Collateral under the Security Documents will be, subject to the Intercreditor Agreement, in the following order of priority:

*first*, to the Collateral Agent to the extent necessary to reimburse the Collateral Agent for any unpaid fees, costs and expenses (including expenses of any receiver appointed under any Security Document and reasonable expenses of its counsel) properly incurred in connection with its duties under the Intercreditor Agreement including without limitation, the collection, distribution or enforcement of such amounts held or realized or in connection with expenses properly incurred under the Intercreditor Agreement in enforcing all available remedies under the Security Documents, the indenture for each series of the Existing Notes, the agreement for each Existing Bank Loan, the indenture for the Notes and the agreements governing any Permitted *Pari Passu* Secured Indebtedness that is subject to the Intercreditor Agreement and preserving the Collateral and all indemnification payments for which the Collateral Agent is entitled to under the Security Documents;

*second*, to the extent not reimbursed under the above paragraph, to the trustee for each series of the Existing Notes, the lender (in the case of a bilateral loan) or facility agent for each Existing Bank Loan, the Trustee and, to the extent applicable, the holder of any Permitted *Pari Passu* Secured Indebtedness (in the case of a sole creditor of any series of Permitted *Pari Passu* Secured Indebtedness only) or the representative or agent of any holders of any series of Permitted *Pari Passu* Secured Indebtedness, to the extent necessary to reimburse the foregoing persons ratably for any unpaid fees, costs and expenses (including expenses of any paying agents, transfer agents, registrars or other agents in connection therewith appointed in connection with the foregoing and reasonable expenses of counsel) reasonably incurred under the Security Documents, the indenture for each series of the Existing Notes, the agreement for each Existing Bank Loan, the indenture for the Notes and the agreements governing any Permitted *Pari Passu* Secured Indebtedness (or any other document in connection with the foregoing that such paying agents, transfer agents, registrars or other agents are party to) in connection with the collection or distribution of such amounts held or realized or in connection with expenses incurred in enforcing all available remedies under the Security Documents, the indenture for each series of the Existing Notes, the agreement for each Existing Bank Loan, the indenture for the Notes and the agreements governing any Permitted *Pari Passu* Secured Indebtedness that is subject to the Intercreditor Agreement and preserving the Collateral and all indemnification payments for which the foregoing persons are entitled to under the Security Documents;

*third*, ratably to each of the trustee for each series of the Existing Notes for the benefit of the holders of the Existing Notes, the lender (in the case of a bilateral loan) or facility agent for the benefit of the lenders under each Existing Bank Loan, the Trustee for the benefit of the Holders and, to the extent applicable, to holders (or their representative or agent) of Permitted *Pari Passu* Secured Indebtedness, inclusive of any reasonable fees and expenses of each of the trustee for each series of the Existing Notes, the lender (in the case of a bilateral loan) or facility agent for each Existing Bank Loan, the Trustee and the holders (or their representative or agent) of Permitted *Pari*



Passu Secured Indebtedness (to the extent not paid pursuant to the above second paragraph), and the principal, interest and premium thereon and for the benefit of the holders of each thereof in accordance with the terms of the relevant document governing the foregoing indebtedness; and

*lastly*, any surplus remaining after such payments will be paid to the Company (for itself and any Subsidiary Guarantor Pledgors) or to whomever may be lawfully entitled thereto.

The Collateral Agent may decline to foreclose on the Collateral or exercise remedies available if it does not receive indemnification and/or security to its satisfaction. In addition, the Collateral Agent's ability to foreclose on the Collateral may be subject to lack of perfection, the consent of third parties, prior Liens and practical problems associated with the realization of the Collateral Agent's Liens on the Collateral. Neither the Collateral Agent nor any of its officers, directors, employees, attorneys or agents will be responsible or liable for the existence, genuineness, value or protection of any Collateral securing the Notes, for the legality, enforceability, effectiveness or sufficiency of the Security Documents, for the creation, perfection, priority, sufficiency or protection of any of the Liens, for any defect or deficiency as to any such matters, or for any failure to demand, collect, foreclose or realize upon or otherwise enforce any of the Liens or Security Documents or any delay in doing so.

The Security Documents provide that the Company and the Subsidiary Guarantor Pledgors will indemnify the Collateral Agent for all liabilities, obligations, losses, damages, penalties, actions, judgments, suits, costs, expenses or disbursements of any kind imposed against the Collateral Agent arising out of the Security Documents except to the extent that any of the foregoing are finally judicially determined to have resulted from the gross negligence or willful misconduct of the Collateral Agent.

This section, “— Enforcement of Security,” shall be subject to any amendments to the Security Documents or the Indenture to permit the creation of Liens on the Collateral to secure Permitted Pari Passu Secured Indebtedness in accordance with the section entitled “— Permitted Pari Passu Secured Indebtedness” above.

### ***Release of Security***

The security created in respect of the Collateral granted under the Security Documents may be released in certain circumstances, including:

- upon repayment in full of the Notes;
- upon defeasance and discharge of the Notes as provided below under the section entitled “— Defeasance — Defeasance and Discharge;”
- upon certain dispositions of the Collateral in compliance with the covenants under the sections entitled “— Certain Covenants — Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries” or “— Certain Covenants — Limitation on Asset Sales” or in accordance with the provisions under the section entitled “— Consolidation, Merger and Sale of Assets;”
- with respect to security granted by a Subsidiary Guarantor Pledgor, upon the release of the Subsidiary Guarantee of such Subsidiary Guarantor Pledgor in accordance with the terms of the Indenture;
- in connection with and upon execution of a JV Subsidiary Guarantee to replace a Subsidiary Guarantee, with respect to all pledges of Capital Stock granted by such JV Subsidiary Guarantor in its direct and indirect Subsidiaries, and in accordance with the terms of the Indenture;

- with respect to a Subsidiary Guarantor that becomes a New Non-Guarantor Subsidiary, the release of pledge of Capital Stock granted by such New Non-Guarantor Subsidiary and the release of the pledge of Capital Stock made by the Company or any Subsidiary Guarantor over the Capital Stock it owns in such New Non-Guarantor Subsidiary;
- with respect to any pledge over any Capital Stock of any Subsidiary Guarantor or JV Subsidiary Guarantor, upon the release of the Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, of such Subsidiary Guarantor or JV Subsidiary Guarantor, and in accordance with the terms of the Indenture; or
- with respect to any pledge over any Capital Stock of any Subsidiary Guarantor or JV Subsidiary Guarantor, upon the designation by the Company of such Subsidiary Guarantor or JV Subsidiary Guarantor as an Unrestricted Subsidiary, and in accordance with the terms of the Indenture.

### Further Issues

Subject to the covenants described below, the Company may, from time to time, without notice to or the consent of the Holders, create and issue Additional Notes having the same terms and conditions as the Notes (including the benefit of the Subsidiary Guarantees and JV Subsidiary Guarantees (if any)) in all respects (or in all respects except for the issue date, issue price and the first payment of interest on them and, to the extent necessary, certain temporary securities law transfer restrictions) (“Additional Notes”) so that such Additional Notes may be consolidated and form a single class with the previously outstanding Notes and vote together as one class on all matters with respect to the Notes; *provided* that the issuance of any such Additional Notes shall then be permitted under the “Limitation on Indebtedness and Preferred Stock” covenant described below and the other provisions of the Indenture.

### Optional Redemption

On or after February 17, 2018, the Company may on any one or more occasions redeem all or any part of the Notes, at the redemption prices (expressed as percentages of principal amount) set forth below, plus accrued and unpaid interest, if any, on the Notes redeemed, to (but not including) the applicable date of redemption, if redeemed during the twelve-month period beginning on February 17 of the years indicated below:

Year	Redemption Price
2018 . . . . .	106%
2019 and thereafter . . . . .	103%

At any time prior to February 17, 2018, the Company may at its option redeem the Notes, in whole but not in part, at a redemption price equal to 100% of the principal amount of the Notes redeemed plus the Applicable Premium as of, and accrued and unpaid interest, if any, to (but not including), the redemption date. Neither the Trustee nor the Paying Agent shall be responsible for calculating or verifying the Applicable Premium.

At any time and from time to time prior to February 17, 2018, the Company may redeem up to 35% of the aggregate principal amount of the Notes with the Net Cash Proceeds of one or more sales of Common Stock of the Company in an Equity Offering at a redemption price of 112% of the principal amount of the Notes redeemed, plus accrued and unpaid interest, if any, to (but not including) the redemption date; *provided* that at least 65% of the aggregate principal amount of the Notes originally issued on the Original Issue Date remains outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related Equity Offering.

The Company will give not less than 30 days' nor more than 60 days' notice of any redemption. If less than all of the Notes are to be redeemed at any time, the Notes will be selected for redemption as follows:

- (1) if the Notes are listed on any national securities exchange or are held through a clearing system, in compliance with the requirements of the principal national securities exchange on which the Notes are listed (if any) or the requirements of the clearing system; or
- (2) if the Notes are not listed on any national securities exchange, on a *pro rata* basis, by lot or by such method as the Trustee deems fair and appropriate.

A Note of US\$200,000 in principal amount or less shall not be redeemed in part. If any Note is to be redeemed in part only, the notice of redemption relating to such Note will state the portion of the principal amount to be redeemed. A new Note in principal amount equal to the unredeemed portion will be issued upon cancellation of the original Note. On and after the redemption date, interest will cease to accrue on Notes or portions of them called for redemption.

### **Repurchase of Notes Upon a Change of Control Triggering Event**

Not later than 30 days following a Change of Control Triggering Event, the Company will make an Offer to Purchase all outstanding Notes (a "Change of Control Offer") at a purchase price equal to 101% of the principal amount thereof plus accrued and unpaid interest, if any, to (but not including) the Offer to Purchase Payment Date.

The Company has agreed in the Indenture that it will timely repay all Indebtedness or obtain consents as necessary under, or terminate, agreements or instruments that would otherwise prohibit a Change of Control Offer required to be made pursuant to the Indenture. Notwithstanding this agreement of the Company, it is important to note that if the Company is unable to repay (or cause to be repaid) all of the Indebtedness, if any, that would prohibit repurchase of the Notes or is unable to obtain the requisite consents of the holders of such Indebtedness, or terminate any agreements or instruments that would otherwise prohibit a Change of Control Offer, it would continue to be prohibited from purchasing the Notes. In that case, the Company's failure to purchase tendered Notes would constitute an Event of Default under the Indenture.

Certain of the events constituting a Change of Control Triggering Event under the Notes will also constitute an event of default under certain debt instruments of the Company and its Subsidiaries. Future debt of the Company may also (1) prohibit the Company from purchasing Notes in the event of a Change of Control Triggering Event; (2) provide that a Change of Control Triggering Event is a default; or (3) require repurchase of such debt upon a Change of Control Triggering Event. Moreover, the exercise by the Holders of their right to require the Company to purchase the Notes could cause a default under other Indebtedness, even if the Change of Control Triggering Event itself does not, due to the financial effect of the purchase on the Company. The Company's ability to pay cash to the Holders following the occurrence of a Change of Control Triggering Event may be limited by the Company's and the Subsidiary Guarantors' then-existing financial resources. There can be no assurance that sufficient funds will be available when necessary to make the required purchase of the Notes. See the section entitled "Risk Factors — Risks Relating to the Notes — We may not be able to repurchase the Notes and the Existing Notes upon a change of control triggering event." The phrase "all or substantially all," as used with respect to the assets of the Company in the definition of "Change of Control," will likely be interpreted under applicable law of the relevant jurisdictions and will be dependent upon particular facts and circumstances. As a result, there may be a degree of uncertainty in ascertaining whether a sale or transfer of "all or substantially all" the assets of the Company has occurred.

Notwithstanding the above, the Company will not be required to make a Change of Control Offer following a Change of Control Triggering Event if a third party makes the Change of Control Offer in the same manner at the same time and otherwise in compliance with the requirements set forth in the Indenture applicable to a Change of Control Offer made by the Company and purchases all Notes validly tendered and not withdrawn under such Change of Control Offer.

Except as described above with respect to a Change of Control Triggering Event, the Indenture does not contain provisions that permit the Holders to require that the Company purchase or redeem the Notes in the event of a takeover, recapitalization or similar transaction.

### **No Mandatory Redemption or Sinking Fund**

There will be no mandatory redemption or sinking fund payments for the Notes.

### **Additional Amounts**

All payments by or on behalf of the Company, a Surviving Person (as defined under “—Consolidation, Merger and Sale of Assets”), a Subsidiary Guarantor, a JV Subsidiary Guarantor or a Subsidiary Guarantor Pledgor of principal of, and premium (if any) and interest on, the Notes and any payments under the Subsidiary Guarantees or JV Subsidiary Guarantees (if any) and under the Security Documents will be made without withholding or deduction for, or on account of, any present or future taxes, duties, assessments or governmental charges of whatever nature imposed or levied by or within any jurisdiction in which the Company, a Surviving Person or the applicable Subsidiary Guarantor or JV Subsidiary Guarantor or Subsidiary Guarantor Pledgor is organized or resident for tax purposes (or any political subdivision or taxing authority thereof or therein) (each, as applicable, a “Relevant Taxing Jurisdiction”) or any jurisdiction through which payments on the Notes or a Guarantee are made (or any political subdivision or taxing authority thereof or therein) (as applicable and together with the Relevant Taxing Jurisdictions, each, a “Relevant Jurisdiction”), unless such withholding or deduction is required by law or by regulation or governmental policy having the force of law. In the event that any such withholding or deduction is so required, the Company, a Surviving Person, the applicable Subsidiary Guarantor, JV Subsidiary Guarantor or Subsidiary Guarantor Pledgor, as the case may be, will pay such additional amounts (“Additional Amounts”) as will result in receipt by the Holder of each Note of such amounts as would have been received by such Holder had no such withholding or deduction been required, except that no Additional Amounts shall be payable:

- (1) for or on account of:
  - (a) any tax, duty, assessment or other governmental charge that would not have been imposed but for:
    - (i) the existence of any present or former connection between the Holder or beneficial owner of such Note and the Relevant Jurisdiction other than merely holding such Note or the receipt of payments thereunder or under a Subsidiary Guarantee, JV Subsidiary Guarantee or Security Document, including, without limitation, such Holder or beneficial owner being or having been a national, domiciliary or resident of such Relevant Jurisdiction or treated as a resident thereof or being or having been physically present or engaged in a trade or business therein or having or having had a permanent establishment therein;

- (ii) the presentation of such Note (in cases in which presentation is required) more than 30 days after the later of the date on which the payment of the principal of, premium, if any, and interest on, such Note became due and payable pursuant to the terms thereof or was made or duly provided for, except to the extent that the Holder thereof would have been entitled to such Additional Amounts if it had presented such Note for payment on any date within such 30-day period;
  - (iii) the failure of the Holder or beneficial owner to comply with a timely request of the Company, a Surviving Person, any Subsidiary Guarantor, JV Subsidiary Guarantor or Subsidiary Guarantor Pledgor, addressed to the Holder to provide information concerning such Holder's or beneficial owner's nationality, residence, identity or connection with any Relevant Jurisdiction, if and to the extent that due and timely compliance with such request is required by law to reduce or eliminate any withholding or deduction as to which Additional Amounts would have otherwise been payable to such Holder; or
  - (iv) the presentation of such Note (in cases in which presentation is required) for payment in the Relevant Jurisdiction, unless such Note could not have been presented for payment elsewhere;
- (b) any estate, inheritance, gift, sale, transfer, personal property or similar tax, assessment or other governmental charge;
  - (c) any withholding or deduction that is imposed or levied pursuant to European Council Directive 2003/48/EC or any other Directive amending, supplementing or replacing such Directive or any law implementing or complying with, or introduced in order to conform to, such Directives;
  - (d) any tax, assessment, withholding or deduction required by sections 1471 through 1474 of the U.S. Internal Revenue Code of 1986, as amended ("FATCA"), any current or future Treasury Regulations or rulings promulgated thereunder, any intergovernmental agreement between the United States and any other jurisdiction to implement FATCA, any law, regulation or other official guidance enacted in any jurisdiction implementing FATCA, or any agreement with the U.S. Internal Revenue Service under FATCA; or
  - (e) any combination of taxes, duties, assessments or other governmental charges referred to in the preceding clauses (a), (b), (c) and (d); or
- (2) to a Holder that is a fiduciary, partnership or person other than the sole beneficial owner of any payment to the extent that such payment would be required to be included in the income under the laws of a Relevant Jurisdiction, for tax purposes, of a beneficiary or settlor with respect to the fiduciary, or a member of that partnership or a beneficial owner who would not have been entitled to such Additional Amounts had that beneficiary, settlor, partner or beneficial owner been the Holder thereof.

Whenever there is mentioned in any context the payment of principal of, and any premium or interest on, any Note or under any Subsidiary Guarantee, JV Subsidiary Guarantee or Security Document, such mention shall be deemed to include payment of Additional Amounts provided for in the Indenture to the extent that, in such context, Additional Amounts are, were or would be payable in respect thereof.

## Redemption for Taxation Reasons

The Notes may be redeemed, at the option of the Company or a Surviving Person with respect to the Company, as a whole but not in part, upon giving not less than 30 days' nor more than 60 days' notice to the Holders and upon reasonable notice in advance of such notice to Holders to the Trustee, Paying Agent and Transfer Agent (which notice shall be irrevocable), at a redemption price equal to 100% of the principal amount thereof, together with accrued and unpaid interest (including any Additional Amounts), if any, to the date fixed by the Company or the Surviving Person, as the case may be, for redemption (the "Tax Redemption Date") if, as a result of:

- (1) any change in, or amendment to, the laws (or any regulations or rulings promulgated thereunder) of a Relevant Taxing Jurisdiction affecting taxation; or
- (2) any change in the existing official position or the stating of an official position regarding the application or interpretation of such laws, regulations or rulings (including a holding, judgment or order by a court of competent jurisdiction),

which change or amendment becomes effective (i) with respect to the Company or any initial Subsidiary Guarantor, on or after the Original Issue Date, or (ii) with respect to any Future Subsidiary Guarantor, JV Subsidiary Guarantor or Surviving Person, the date such Future Subsidiary Guarantor, JV Subsidiary Guarantor or Surviving Person becomes a Subsidiary Guarantor, JV Subsidiary Guarantor or Surviving Person, with respect to any payment due or to become due under the Notes or the Indenture, the Company, a Surviving Person, a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, is, or on the next Interest Payment Date would be, required to pay Additional Amounts, and such requirement cannot be avoided by the taking of reasonable measures by the Company, such Surviving Person, Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be; *provided* that no such notice of redemption shall be given earlier than 90 days prior to the earliest date on which the Company, a Surviving Person, a Subsidiary Guarantor or a JV Subsidiary Guarantor, as the case may be, would be obligated to pay such Additional Amounts if a payment in respect of the Notes were then due.

Prior to the mailing of any notice of redemption of the Notes pursuant to the foregoing, the Company, a Surviving Person, Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, will deliver to the Trustee at least 30 days but not more than 60 days before the Tax Redemption Date:

- (1) an Officers' Certificate stating that such change or amendment referred to in the prior paragraph has occurred, describing the facts related thereto and stating that such requirement cannot be avoided by the Company, a Surviving Person, Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be, taking reasonable measures available to it; and
- (2) an Opinion of Counsel or an opinion of a tax consultant, in either case of recognized standing with respect to tax matters of the Relevant Taxing Jurisdiction, stating that the requirement to pay such Additional Amounts results from such change or amendment referred to in the prior paragraph.

The Trustee shall accept such certificate and opinion as sufficient evidence of the satisfaction of the conditions precedent described above, in which event it shall be conclusive and binding on the Holders.

Any Notes that are redeemed will be cancelled.

## Certain Covenants

Set forth below are summaries of certain covenants contained in the Indenture.

### *Limitation on Indebtedness and Preferred Stock*

- (1) The Company will not, and will not permit any Restricted Subsidiary to, Incur any Indebtedness (including Acquired Indebtedness), and the Company will not permit any Restricted Subsidiary to issue Preferred Stock, *provided* that the Company or any Subsidiary Guarantor may Incur Indebtedness (including Acquired Indebtedness) and any Restricted Subsidiary (other than a Subsidiary Guarantor) may Incur Permitted Subsidiary Indebtedness if, after giving effect to the Incurrence of such Indebtedness and the receipt and application of the proceeds therefrom, (x) no Default has occurred and is continuing and (y) the Fixed Charge Coverage Ratio would be not less than 2.75 to 1.0. Notwithstanding the foregoing, the Company will not permit any Restricted Subsidiary to Incur any Disqualified Stock (other than Disqualified Stock held by the Company or a Subsidiary Guarantor, so long as it is so held).
- (2) Notwithstanding the foregoing, the Company and, to the extent provided below, any Restricted Subsidiary may Incur each and all of the following (“Permitted Indebtedness”):
  - (a) Indebtedness under the Notes (excluding any Additional Notes and any Permitted Pari Passu Secured Indebtedness of the Company) and each Subsidiary Guarantee and JV Subsidiary Guarantee;
  - (b) any Pari Passu Subsidiary Guarantees by any Subsidiary Guarantor or any JV Subsidiary Guarantor;
  - (c) Indebtedness of the Company or any Restricted Subsidiary outstanding on the Original Issue Date excluding Indebtedness permitted under clause (d); *provided* that such Indebtedness of Restricted Subsidiaries shall be included in the calculation of Permitted Subsidiary Indebtedness (other than any such Indebtedness described in clauses (a) and (b) above and clauses (d), (f), (g) and (m) below);
  - (d) Indebtedness of the Company or Indebtedness or Preferred Stock of any Restricted Subsidiary owed to or held by the Company or any Restricted Subsidiary; *provided* that (i) any event which results in any such Restricted Subsidiary ceasing to be a Restricted Subsidiary or any subsequent transfer of such Indebtedness or Preferred Stock (other than to the Company or any Restricted Subsidiary) shall be deemed, in each case, to constitute an Incurrence of such Indebtedness not permitted by this clause (d) and (ii) if the Company, any Subsidiary Guarantor or any JV Subsidiary Guarantor is the obligor and none of the Company, the Subsidiary Guarantors and JV Subsidiary Guarantors is an obligee on such Indebtedness, such Indebtedness must expressly be subordinated in right of payment to the Notes, in the case of the Company, the Subsidiary Guarantee of such Subsidiary Guarantor, in the case of a Subsidiary Guarantor, or the JV Subsidiary Guarantee of such JV Subsidiary Guarantor, in the case of a JV Subsidiary Guarantor; *provided* further that, any Preferred Stock issued by a Subsidiary Guarantor and held by the Company or another Restricted Subsidiary must by the terms thereof or by operation of law be subordinated in right of payment to the Subsidiary Guarantee of such Subsidiary Guarantor or the JV Subsidiary Guarantee of such JV Subsidiary Guarantor;
  - (e) Indebtedness (“Permitted Refinancing Indebtedness”) issued in exchange for, or the net proceeds of which are used to refinance or refund, replace, exchange, renew, repay, defease, discharge or extend (collectively, “refinance” and “refinances” and “refinanced” shall have a correlative meaning), then outstanding Indebtedness (or

Indebtedness that is no longer outstanding but that is refinanced substantially concurrently with the Incurrence of such Permitted Refinancing Indebtedness) Incurred under the immediately preceding paragraph (1) or clauses (a), (b), (c), (e), (h), (o), (p), (q), (r), (s), (t), (u) or (v) of this paragraph (2) and any refinancings thereof in an amount not to exceed the amount so refinanced (plus premiums, accrued interest, fees and expenses); *provided* that (i) Indebtedness the proceeds of which are used to refinance the Notes or Indebtedness that is *pari passu* with, or subordinated in right of payment to, the Notes, a Subsidiary Guarantee or a JV Subsidiary Guarantee shall only be permitted under this clause (e) if (A) in case the Notes are refinanced in part or the Indebtedness to be refinanced is *pari passu* with the Notes, a Subsidiary Guarantee or a JV Subsidiary Guarantee, such new Indebtedness, by its terms or by the terms of any agreement or instrument pursuant to which such new Indebtedness is outstanding, is expressly made *pari passu* with, or subordinate in right of payment to, the remaining Notes or such Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, or (B) in case the Indebtedness to be refinanced is subordinated in right of payment to the Notes, a Subsidiary Guarantee or a JV Subsidiary Guarantee, such new Indebtedness, by its terms or by the terms of any agreement or instrument pursuant to which such new Indebtedness is issued or remains outstanding, is expressly made subordinate in right of payment to the Notes, such Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, at least to the extent that the Indebtedness to be refinanced is subordinated to the Notes, such Subsidiary Guarantee or such JV Subsidiary Guarantee; (ii) such new Indebtedness, determined as of the date of Incurrence of such new Indebtedness, does not mature prior to the Stated Maturity of the Indebtedness to be refinanced, and the Average Life of such new Indebtedness is at least equal to the remaining Average Life of the Indebtedness to be refinanced; (iii) in no event may Indebtedness of the Company or any Subsidiary Guarantor or any JV Subsidiary Guarantor be refinanced pursuant to this clause by means of any Indebtedness of any Restricted Subsidiary that is not a Subsidiary Guarantor or a JV Subsidiary Guarantor; and (iv) in no event may Indebtedness of the Company or any Subsidiary Guarantor be refinanced pursuant to this clause by means of any Indebtedness of any JV Subsidiary Guarantor (provided that this sub-clause (iv) shall not prohibit the replacement of a Subsidiary Guarantee by a JV Subsidiary Guarantee if otherwise permitted by the Indenture);

- (f) Indebtedness Incurred by the Company or any Restricted Subsidiary pursuant to (A) Hedging Obligations entered into in the ordinary course of business and designed solely to protect the Company or any of its Restricted Subsidiaries from fluctuations in interest rates, currencies or the price of commodities and not for speculation or (B) other derivative contracts entered into for non-speculative purposes in connection with the business of the Company or any of its Restricted Subsidiaries;
- (g) Pre-Registration Mortgage Guarantees by the Company or any Restricted Subsidiary;
- (h) Indebtedness Incurred by the Company or any Restricted Subsidiary for the purpose of financing (x) all or any part of the purchase price of assets, real or personal property (including the lease purchase price of land use rights) or equipment to be used in the ordinary course of business by the Company or a Restricted Subsidiary, including any such purchase through the acquisition of Capital Stock of any Person that owns such real or personal property or equipment which will, upon acquisition, become a Restricted Subsidiary, or (y) all or any part of the purchase price or the cost of development, construction or improvement of real or personal property (including the lease purchase price of land use rights) or equipment to be used in the ordinary course of business by the Company or a Restricted Subsidiary; *provided* that in the case of clauses (x) and (y), (A) the aggregate principal amount of such Indebtedness shall not exceed such purchase price or cost, (B) such Indebtedness shall be Incurred no later than 180 days after the acquisition of such property or completion of such development,



construction or improvement and (C) on the date of the Incurrence of such Indebtedness and after giving effect thereto, the aggregate principal amount outstanding of all such Indebtedness Incurred under this clause (h) (together with refinancings thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clauses (q), (r), (s), (t), (u) and (v) below and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (h) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets;

- (i) Indebtedness Incurred by the Company or any Restricted Subsidiary constituting reimbursement obligations with respect to workers' compensation claims or self-insurance obligations or bid, performance or surety bonds (in each case other than for an obligation for borrowed money);
- (j) Indebtedness Incurred by the Company or any Restricted Subsidiary constituting reimbursement obligations with respect to letters of credit, trade guarantees or similar instruments issued in the ordinary course of business to the extent that such letters of credit, trade guarantees or similar instruments are not drawn upon or, if drawn upon, to the extent such drawing is reimbursed no later than 30 days following receipt by the Company or such Restricted Subsidiary of a demand for reimbursement;
- (k) Indebtedness arising from agreements providing for indemnification, adjustment of purchase price or similar obligations, or from Guarantees or letters of credit, surety bonds or performance bonds securing any obligation of the Company or any Restricted Subsidiary pursuant to such agreements, in any case, Incurred in connection with the disposition of any business, assets or Restricted Subsidiary, other than Guarantees of Indebtedness Incurred by any Person acquiring all or any portion of such business, assets or Restricted Subsidiary for the purpose of financing such acquisition; *provided* that the maximum aggregate liability in respect of all such Indebtedness in the nature of such Guarantee shall at no time exceed the gross proceeds actually received from the sale of such business, assets or Restricted Subsidiary;
- (l) Indebtedness arising from the honoring by a bank or other financial institution of a check, draft or similar instrument drawn against insufficient funds in the ordinary course of business *provided, however*, that such Indebtedness is extinguished within five Business Days of Incurrence;
- (m) Guarantees by the Company or any Restricted Subsidiary of Indebtedness of the Company or any Restricted Subsidiary that was permitted to be Incurred by another provision of this covenant, subject to the "Limitation on Issuances of Guarantees by Restricted Subsidiaries" covenant;
- (n) Indebtedness of the Company or any Restricted Subsidiary with a maturity of one year or less used by the Company or any Restricted Subsidiary for working capital; *provided* that the aggregate principal amount of Indebtedness permitted by this clause (n) at any time outstanding does not exceed 2% of Total Assets;
- (o) Indebtedness of the Company or any Restricted Subsidiary constituting an obligation to pay the deferred purchase price of Capital Stock of a Person pursuant to a Staged Acquisition Agreement, to the extent that such deferred purchase price is paid within 12 months after the date the Company or such Person enters into such Staged Acquisition Agreement; *provided* that such Person is either a Restricted Subsidiary or would become a Restricted Subsidiary upon completion of the transactions under such Staged Acquisition Agreement;

- (p) Indebtedness of the Company or any Restricted Subsidiary in an aggregate principal amount outstanding at any time (together with refinancings thereof) not to exceed US\$30.0 million (or the Dollar Equivalent thereof);
- (q) Indebtedness Incurred or Preferred Stock issued by the Company or any Restricted Subsidiary arising from any Investment made by a Financial Company Investor in a PRC Restricted Subsidiary; *provided* that on the date of the Incurrence of such Indebtedness or issuance of Preferred Stock and after giving effect thereto, the aggregate principal amount outstanding of all such Indebtedness and Preferred Stock Incurred under this clause (q) (together with refinancings thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clause (h) above and clauses (r), (s), (t), (u) and (v) below and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (q) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets;
- (r) Indebtedness Incurred by the Company or any Restricted Subsidiary constituting a Guarantee of Indebtedness of any Person (other than a Restricted Subsidiary) by the Company or such Restricted Subsidiary, if (x) the aggregate of all Indebtedness Incurred under this clause (r) (together with refinancing thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clauses (h) and (q) above and clauses (s), (t), (u) and (v) below and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (r) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets and (y) the aggregate of all Indebtedness Incurred under this clause (r) (together with refinancing thereof) does not exceed an amount equal to 5.0% of Total Assets;
- (s) Bank Deposit Secured Indebtedness Incurred by the Company or any of its Restricted Subsidiaries, *provided* that on the date of Incurrence of such Indebtedness, the aggregate principal amount outstanding of such Indebtedness Incurred under this clause (s) (together with refinancing thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clauses (h), (q) and (r) above and clauses (t), (u) and (v) below and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (s) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets;
- (t) (x) Indebtedness Incurred by any PRC Restricted Subsidiary which is secured by Investment Properties, and Guarantees thereof by the Company or any such Restricted Subsidiary or (y) Capitalized Lease Obligations, or Attributable Indebtedness with respect to a Sale and Leaseback Transaction that would otherwise be permitted under the section entitled “Limitation on Sale and Leaseback Transactions”, Incurred by any PRC Restricted Subsidiary; *provided* that on the date of the Incurrence of such Indebtedness and after giving effect thereto, the aggregate principal amount outstanding of all such Indebtedness Incurred under this clause (t) (together with refinancings thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clauses (h), (q), (r) and (s) above and clauses (u) and (v) below and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (t) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets;

- (u) Indebtedness of the Company or any Restricted Subsidiary constituting an obligation to pay the deferred purchase price of Capital Stock of a Person pursuant to a Minority Interest Staged Acquisition Agreement, to the extent that such deferred purchase price is paid within 12 months after the date the Company or such Restricted Subsidiary enters into such Minority Interest Staged Acquisition Agreement; *provided* that on the date of the Incurrence of such Indebtedness and after giving effect thereto, the aggregate principal amount outstanding of all such Indebtedness Incurred under this clause (u) (together with refinancings thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clauses (h), (q), (r), (s) and (t) above and clause (v) below and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (u) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets; and
  - (v) Acquired Indebtedness of any Restricted Subsidiary Incurred and outstanding on the date on which such Restricted Subsidiary became a Restricted Subsidiary (other than Indebtedness Incurred (i) to provide all or any portion of the funds utilized to consummate the transaction or series of transactions pursuant to which a Person becomes a Restricted Subsidiary or (ii) otherwise in contemplation of a Person becoming a Restricted Subsidiary or any such acquisition); *provided* that on the date of the Incurrence of such Indebtedness and after giving effect thereto, the aggregate principal amount outstanding of all such Indebtedness Incurred pursuant to this clause (v) (together with refinancing thereof and the aggregate principal amount outstanding of Indebtedness that was Incurred under clauses (h), (q), (r), (s), (t) and (u) above and the refinancings thereof, but excluding any Contractor Guarantee or Guarantee Incurred under such clauses and this clause (v) to the extent the amount of such Contractor Guarantee or Guarantee is otherwise reflected in such aggregate principal amount) does not exceed an amount equal to 30% of Total Assets.
- (3) For purposes of determining compliance with this “Limitation on Indebtedness and Preferred Stock” covenant, in the event that an item of Indebtedness meets the criteria of more than one of the types of Indebtedness described above, including under the proviso in the first paragraph of part (1), the Company, in its sole discretion, shall classify, and from time to time may reclassify, such item of Indebtedness in one or more types of Indebtedness described above.
  - (4) Notwithstanding any other provision of this covenant, the maximum amount of Indebtedness that may be Incurred pursuant to this covenant will not be deemed to be exceeded with respect to any outstanding Indebtedness due solely to the result of fluctuations in the exchange rates of currencies, *provided* that such Indebtedness was permitted to be Incurred at the time of such Incurrence.

#### ***Limitation on Restricted Payments***

The Company will not, and will not permit any Restricted Subsidiary to, directly or indirectly (the payments or any other actions described in clauses (1) through (4) below being collectively referred to as “Restricted Payments”):

- (1) declare or pay any dividend or make any distribution on or with respect to the Company’s or any of its Restricted Subsidiaries’ Capital Stock (other than dividends or distributions payable or paid in shares of the Company’s or any of its Restricted Subsidiaries’ Capital Stock (other than Disqualified Stock or Preferred Stock) or in options, warrants or other rights to acquire shares of such Capital Stock) held by Persons other than the Company or any Wholly Owned Restricted Subsidiary;

- (2) purchase, call for redemption or redeem, retire or otherwise acquire for value any shares of Capital Stock of the Company or any Restricted Subsidiary (including options, warrants or other rights to acquire such Capital Stock) or any direct or indirect parent of the Company held by any Person other than the Company or any Wholly Owned Restricted Subsidiary;
- (3) make any voluntary or optional principal payment, or voluntary or optional redemption, repurchase, defeasance, or other acquisition or retirement for value, of Indebtedness that is subordinated in right of payment to the Notes, any of the Subsidiary Guarantees or any of the JV Subsidiary Guarantees (excluding any intercompany Indebtedness between or among the Company and any of its Restricted Subsidiaries); or
- (4) make any Investment, other than a Permitted Investment;

if, at the time of, and after giving effect to, the proposed Restricted Payment:

- (a) a Default has occurred and is continuing or would occur as a result of such Restricted Payment;
- (b) the Company could not Incur at least US\$1.00 of Indebtedness under the proviso in the first paragraph of part (1) of the covenant entitled “— Limitation on Indebtedness and Preferred Stock;” or
- (c) such Restricted Payment, together with the aggregate amount of all Restricted Payments made by the Company and its Restricted Subsidiaries after the Measurement Date, shall exceed the sum of:
  - (i) 50% of the aggregate amount of the Consolidated Net Income of the Company (or, if the Consolidated Net Income is a loss, minus 100% of the amount of such loss) accrued on a cumulative basis during the period (taken as one accounting period) beginning on January 1, 2010 and ending on the last day of the Company’s most recently ended fiscal quarter for which consolidated financial statements of the Company (which the Company shall use its reasonable best efforts to compile in a timely manner) are available (which may include internal consolidated financial statements); plus
  - (ii) 100% of the aggregate Net Cash Proceeds received by the Company after the Measurement Date as a capital contribution to its common equity or from the issuance and sale of its Capital Stock (other than Disqualified Stock) to a Person who is not a Subsidiary of the Company, including any such Net Cash Proceeds received upon (A) the conversion of any Indebtedness (other than Subordinated Indebtedness) of the Company into Capital Stock (other than Disqualified Stock) of the Company, or (B) the exercise by a Person who is not a Subsidiary of the Company of any options, warrants or other rights to acquire Capital Stock of the Company (other than Disqualified Stock) in each case after deducting the amount of any such Net Cash Proceeds used to redeem, repurchase, defease or otherwise acquire or retire for value any Subordinated Indebtedness or Capital Stock of the Company; plus
  - (iii) the amount by which Indebtedness of the Company or any of its Restricted Subsidiaries is reduced on the Company’s consolidated balance sheet upon the conversion or exchange (other than by a Subsidiary of the Company) subsequent to the Measurement Date of any Indebtedness of the Company or any of its Restricted Subsidiaries convertible or exchangeable into Capital Stock (other than Disqualified Stock) of the Company (less the amount of any cash, or the Fair Market Value of any other property, distributed by the Company upon such conversion or exchange); plus

- (iv) an amount equal to the net reduction in Investments (other than reductions in Permitted Investments) that were made after the Measurement Date in any Person resulting from (A) payments of interest on Indebtedness, dividends or repayments of loans or advances by such Person, in each case to the Company or any Restricted Subsidiary (except, in each case, to the extent any such payment or proceeds are included in the calculation of Consolidated Net Income), (B) the unconditional release of a Guarantee provided by the Company or a Restricted Subsidiary after the Measurement Date of an obligation of another Person, (C) to the extent that an Investment made after the Measurement Date is sold or otherwise liquidated or repaid for cash, the lesser of (x) cash return of capital with respect to such Investment (less the cost of disposition, if any) and (y) the initial amount of such Investment, or (D) from redesignations of Unrestricted Subsidiaries as Restricted Subsidiaries, not to exceed, in each case, the amount of Investments (other than Permitted Investments) made by the Company or a Restricted Subsidiary after the Measurement Date in any such Person; plus
- (v) US\$25.0 million (or the Dollar Equivalent thereof).

The foregoing provision shall not be violated by reason of:

- (1) the payment of any dividend or redemption of any Capital Stock within 60 days after the related date of declaration or call for redemption if, at said date of declaration or call for redemption, such payment or redemption would comply with the preceding paragraph;
- (2) the redemption, repurchase, defeasance or other acquisition or retirement for value of Subordinated Indebtedness of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors with the Net Cash Proceeds of, or in exchange for, a substantially concurrent Incurrence of Permitted Refinancing Indebtedness;
- (3) the redemption, repurchase or other acquisition of Capital Stock of the Company or any Subsidiary Guarantor or JV Subsidiary Guarantors (or options, warrants or other rights to acquire such Capital Stock) in exchange for, or out of the Net Cash Proceeds of a substantially concurrent capital contribution or sale (other than to a Subsidiary of the Company) of, Capital Stock (other than Disqualified Stock) of the Company or any Subsidiary Guarantor (or options, warrants or other rights to acquire such Capital Stock); *provided* that the amount of any such Net Cash Proceeds that are utilized for any such Restricted Payment will be excluded from clause (c)(ii) of the preceding paragraph;
- (4) the redemption, repurchase, defeasance or other acquisition or retirement for value of Subordinated Indebtedness of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors in exchange for, or out of the Net Cash Proceeds of, a substantially concurrent capital contribution or sale (other than to a Subsidiary of the Company) of, Capital Stock (other than Disqualified Stock) of the Company or any of the Subsidiary Guarantors or JV Subsidiary Guarantors (or options, warrants or other rights to acquire such Capital Stock); *provided* that the amount of any such Net Cash Proceeds that are utilized for any such Restricted Payment will be excluded from clause (c)(ii) of the preceding paragraph;
- (5) any dividend or distribution declared, paid or made by a Restricted Subsidiary payable, on a *pro rata* basis or on a basis more favorable to the Company, to all holders of a class of Capital Stock of such Restricted Subsidiary; *provided* that, with respect to a Restricted Subsidiary of which less than a majority of the Voting Stock is directly or indirectly owned by the Company, such dividend or distribution shall be declared, paid or made on a *pro rata* basis or on a basis more favorable to the Company, as determined by the ownership of the Voting Stock;

- (6) the payment by Success Will Group Limited to Pearl River Investment Limited of unpaid dividends declared prior to the date of the Indenture in an amount not to exceed US\$50.0 million (or the Dollar Equivalent thereof);
- (7) the payment by the Company of a dividend in respect of its Capital Stock, which dividend is declared on or prior to June 30, 2010, in an amount not to exceed the lesser of (x) US\$16.0 million (or the Dollar Equivalent thereof) and (y) 10% of the profit of the Company for the calendar year ending December 31, 2009, as shown on the audited consolidated financial statements of the Company;
- (8) any of the Existing Staged Acquisition Payments;
- (9) the purchase by a Restricted Subsidiary of Capital Stock in any PRC Restricted Subsidiary (not exceeding 20% of the total Capital Stock in such PRC Restricted Subsidiary) pursuant to an agreement entered into by such Restricted Subsidiary with an Independent Third Party solely for the purpose of acquiring real property or land use rights, *provided* that (x) such purchase occurs within 12 months after such PRC Restricted Subsidiary acquires the real property or land use rights it was formed to acquire and (y) the Company delivers to the Trustee a Board Resolution set forth in an Officers' Certificate confirming that, in the opinion of the Board of Directors, the purchase price of such Capital Stock is less than or equal to the fair market value of such Capital Stock (determined by multiplying the fair market value of such PRC Restricted Subsidiary by the percentage that such Capital Stock represents in the total Capital Stock of such PRC Restricted Subsidiary);
- (10) the purchase of Capital Stock of a Person, and payments made, pursuant to a Staged Acquisition Agreement or a Minority Interest Staged Acquisition Agreement;
- (11) dividends paid to, or the purchase of Capital Stock of any PRC Restricted Subsidiary held by any Financial Company Investor in respect of any Preferred Stock issued or Indebtedness outstanding on the Original Issue Date or issued or Incurred under paragraph (2)(q) of the "Limitation on Indebtedness and Preferred Stock" covenant;
- (12) (A) the repurchase, redemption or other acquisition or retirement for value of the Capital Stock of the Company or any Restricted Subsidiary (directly or indirectly, including through any trustee, agent or nominee) in connection with an employee benefit plan, and any corresponding Investment by the Company or any Restricted Subsidiary in any trust or similar arrangements to the extent of such repurchased, redeemed, acquired or retired Capital Stock, or (B) the repurchase, redemption or other acquisition or retirement for value of any Capital Stock of the Company or any Restricted Subsidiary held by an employee benefit plan of the Company or any Restricted Subsidiary, any current or former officer, director, consultant, or employee of the Company or any Restricted Subsidiary (or permitted transferees, estates or heirs of any of the foregoing); *provided* that the aggregate consideration paid for all such repurchased, redeemed, acquired or retired Capital Stock shall not exceed US\$50.0 million (or the Dollar Equivalent thereof using the Original Issue Date as the date of determination);
- (13) cash payment in lieu of fractional shares in connection with the exercise of warrants, options or other securities convertible into or exchangeable for Capital Stock of the Company, *provided, however*, that any such cash payment shall not be for the purpose of evading the limitation of this "— Limitation on Restricted Payments" covenant (as determined in good faith by the Board of Directors of the Company); or
- (14) the redemption, repurchase or other acquisition of Capital Stock of any Restricted Subsidiary (not exceeding 50% of the total Capital Stock in such Restricted Subsidiary) from an Independent Third Party;

*provided* that, in the case of clause (2), (3) or (4) of the preceding paragraph, no Default shall have occurred and be continuing or would occur as a consequence of the actions or payments set forth therein.

Each Restricted Payment made pursuant to clause (1) of the preceding paragraph shall be included in calculating whether the conditions of clause (c) of the first paragraph of this “Limitation on Restricted Payments” covenant have been met with respect to any subsequent Restricted Payment.

Notwithstanding any other provision of this “Limitation on Restricted Payments” covenant, clause (b) of the first paragraph of this covenant does not have to be satisfied with respect to any Restricted Payment consisting solely of the declaration or payment of dividends in cash on the Common Stock of the Company or the repurchase of Common Stock of the Company on The Stock Exchange of Hong Kong Limited; provided that the aggregate amount of any and all declarations and payments of dividends on such Common Stock with respect to any fiscal year of the Company and price paid for all such repurchased Common Stock during such fiscal year, each to the extent made pursuant to this paragraph, may not exceed 25% of the consolidated profit of the Company calculated in accordance with GAAP for such fiscal year.

The amount of any Restricted Payment (other than cash) will be the Fair Market Value on the date of the Restricted Payment of the asset(s) or securities proposed to be transferred or issued by the Company or the Restricted Subsidiary, as the case may be, pursuant to the Restricted Payment. The value of any assets or securities that are required to be valued by this covenant will be the Fair Market Value. The Board of Directors’ determination of the Fair Market Value of a Restricted Payment or any such assets or securities must be based upon an opinion or appraisal issued by an appraisal or investment banking firm of recognized international standing if the Fair Market Value exceeds US\$10.0 million (or the Dollar Equivalent thereof).

Not later than the date of making any Restricted Payment in excess of US\$10.0 million (or the Dollar Equivalent thereof) (other than any Restricted Payments set forth in clauses (5) through (14) above), the Company will deliver to the Trustee an Officers’ Certificate stating that such Restricted Payment is permitted and setting forth the basis upon which the calculations required by this covenant entitled “— Limitation on Restricted Payments” were computed, together with a copy of any fairness opinion or appraisal required by the Indenture.

#### ***Limitation on Dividend and Other Payment Restrictions Affecting Restricted Subsidiaries***

- (1) Except as provided below, the Company will not, and will not permit any Restricted Subsidiary to, create or otherwise cause or permit to exist or become effective any encumbrance or restriction on the ability of any Restricted Subsidiary to:
  - (a) pay dividends or make any other distribution on any Capital Stock of such Restricted Subsidiary owned by the Company or any other Restricted Subsidiary;
  - (b) pay any Indebtedness or other obligation owed to the Company or any other Restricted Subsidiary;
  - (c) make loans or advances to the Company or any other Restricted Subsidiary; or
  - (d) sell, lease or transfer any of its property or assets to the Company or any other Restricted Subsidiary.

- (2) The provisions of clause (1) do not apply to any encumbrances or restrictions:
- (a) existing in agreements as in effect on the Original Issue Date, or in the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees, the Indenture, the Security Documents, the Existing Pari Passu Secured Indebtedness and the subsidiary guarantees and JV subsidiary guarantees thereof, or under any Permitted Pari Passu Secured Indebtedness of the Company or any Subsidiary Guarantor Pledgor or Pari Passu Subsidiary Guarantee of any Subsidiary Guarantor or any JV Subsidiary Guarantor, and any extensions, refinancings, renewals or replacements of any of the foregoing agreements; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced;
  - (b) existing under or by reason of applicable law, rule, regulation or order;
  - (c) existing with respect to any Person or the property or assets of such Person acquired by the Company or any Restricted Subsidiary, at the time of such acquisition and not incurred in contemplation thereof, which encumbrances or restrictions are not applicable to any Person or the property or assets of any Person other than such Person or the property or assets of such Person so acquired, and any extensions, refinancings, renewals or replacements thereof; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced;
  - (d) that otherwise would be prohibited by the provision described in clause (1)(d) of this covenant if they arise, or are agreed to, in the ordinary course of business and, that (i) restrict in a customary manner the subletting, assignment or transfer of any property or asset that is subject to a lease or license, or (ii) exist by virtue of any Lien on, or agreement to transfer, option or similar right with respect to any property or assets of the Company or any Restricted Subsidiary not otherwise prohibited by the Indenture or (iii) do not relate to any Indebtedness, and that do not, individually or in the aggregate, detract from the value of property or assets of the Company or any Restricted Subsidiary in any manner material to the Company or any Restricted Subsidiary;
  - (e) with respect to a Restricted Subsidiary and imposed pursuant to an agreement that has been entered into for the sale or disposition of all or substantially all of the Capital Stock of, or property and assets of, such Restricted Subsidiary that is permitted by the covenants entitled “— Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries,” “— Limitation on Indebtedness and Preferred Stock” and “— Limitation on Asset Sales;”
  - (f) with respect to any Restricted Subsidiary and imposed pursuant to an agreement that has been entered into for the Incurrence of Indebtedness or issuance of Preferred Stock of the type described under clause (2)(h), (2)(n), (2)(o), (2)(p), (2)(q), (2)(r), (2)(s), (2)(t), (2)(u) or 2(v) of the covenant entitled “— Limitation on Indebtedness and Preferred Stock” if the encumbrances or restrictions are (i) customary for such types of agreements and (ii) would not, at the time agreed to, be expected to materially and adversely affect the ability of the Company to make required payment on the Notes and any extensions, refinancings, renewals or replacements of any of the foregoing agreements; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced, *provided further*



that, the Board of Directors is empowered to determine as to whether of the conditions set forth in clauses (i) and (ii) are met, which determination shall be conclusive if evidenced by a Board Resolution;

- (g) existing in customary provisions in joint venture agreements and other similar agreements permitted under the Indenture, to the extent such encumbrance or restriction relates to the activities or assets of a Restricted Subsidiary that is a party to such joint venture and if (i) the encumbrances or restrictions are customary for a joint venture or similar agreement of that type and (ii) the encumbrances or restrictions would not, at the time agreed to, be expected to materially and adversely affect (x) the ability of the Company to make the required payments on the Notes, or (y) any Subsidiary Guarantor or JV Subsidiary Guarantor to make required payments under its Subsidiary Guarantee or JV Subsidiary Guarantee, *provided further* that, the Board of Directors is empowered to determine as to whether of the conditions set forth in clauses (i) and (ii) are met, which determination shall be conclusive if evidenced by a Board Resolution; or
- (h) existing with respect to any Unrestricted Subsidiary or the property or assets of such Unrestricted Subsidiary that is designated as a Restricted Subsidiary in accordance with the terms of the Indenture at the time of such designation and not incurred in contemplation of such designation, which encumbrances or restrictions are not applicable to any Person or the property or assets of any Person other than such Subsidiary or its subsidiaries or the property or assets of such Subsidiary or its subsidiaries, and any extensions, refinancing, renewals or replacements thereof; *provided* that the encumbrances and restrictions in any such extension, refinancing, renewal or replacement, taken as a whole, are no more restrictive in any material respect to the Holders than those encumbrances or restrictions that are then in effect and that are being extended, refinanced, renewed or replaced.

#### ***Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries***

The Company will not sell, and will not permit any Restricted Subsidiary, directly or indirectly, to issue or sell any shares of Capital Stock of a Restricted Subsidiary (including options, warrants or other rights to purchase shares of such Capital Stock) except:

- (1) to the Company or a Wholly Owned Restricted Subsidiary, or in the case of a Restricted Subsidiary that is not Wholly Owned, *pro rata* to its shareholders or incorporators;
- (2) to the extent such Capital Stock represents director's qualifying shares or is required by applicable law to be held by a Person other than the Company or a Wholly Owned Restricted Subsidiary;
- (3) for the issuance or sale of the Capital Stock of a Restricted Subsidiary if, immediately after giving effect to such issuance or sale, such Restricted Subsidiary would no longer constitute a Restricted Subsidiary and any remaining Investment in such Person would have been permitted to be made under the "— Limitation on Restricted Payments" covenant if made on the date of such issuance or sale and provided that the Company complies with the "— Limitation on Asset Sales" covenant; *provided* that, paragraph (18)(b) of the definition of "Permitted Investments" shall not apply if such Investment would otherwise have been permitted under paragraph (18) of such definition; and
- (4) the issuance or sale of Capital Stock of a Restricted Subsidiary (which remains a Restricted Subsidiary after any such issuance or sale); *provided* that the Company or such Restricted Subsidiary applies the Net Cash Proceeds of such issuance or sale in accordance with the covenant entitled "— Limitation on Asset Sales."

### ***Limitation on Issuances of Guarantees by Restricted Subsidiaries***

The Company will not permit any Restricted Subsidiary which is not a Subsidiary Guarantor or a JV Subsidiary Guarantor, directly or indirectly, to Guarantee any Indebtedness (“Guaranteed Indebtedness”) of the Company or any Subsidiary Guarantor, unless (1) (a) such Restricted Subsidiary, simultaneously executes and delivers a supplemental indenture to the Indenture providing for an unsubordinated Subsidiary Guarantee (in the case of a Subsidiary Guarantor) or JV Subsidiary Guarantee (in the case of a JV Subsidiary Guarantor) of payment of the Notes by such Restricted Subsidiary and (b) such Restricted Subsidiary waives, and will not in any manner whatsoever claim or take the benefit or advantage of, any rights of reimbursement, indemnity or subrogation or any other rights against the Company or any other Restricted Subsidiary as a result of any payment by such Restricted Subsidiary under its Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, until the Notes have been paid in full or (2) such Guarantee is permitted by clauses (2)(d) or (s) (in the case of clause (2)(s), with respect to the Guarantee provided by the Company or any Restricted Subsidiary through the pledge of one or more bank accounts or deposits to secure (or the use of any Guarantee or letter of credit or similar instruments to Guarantee) any Bank Deposit Secured Indebtedness), under the caption “—Limitation on Indebtedness and Preferred Stock.”

If the Guaranteed Indebtedness (1) ranks *pari passu* in right of payment with the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee, then the Guarantee of such Guaranteed Indebtedness shall rank *pari passu* in right of payment with, or subordinated to, the Subsidiary Guarantee or the JV Subsidiary Guarantee, as the case may be, or (2) is subordinated in right of payment to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee, then the Guarantee of such Guaranteed Indebtedness shall be subordinated in right of payment to the Subsidiary Guarantee or the JV Subsidiary Guarantee, as the case may be, at least to the extent that the Guaranteed Indebtedness is subordinated to the Notes, the Subsidiary Guarantee or the JV Subsidiary Guarantee.

The Company will not permit any JV Subsidiary Guarantor, directly or indirectly, to guarantee any Indebtedness of the Company or any other Restricted Subsidiary unless the aggregate claims of the creditor under such guarantee will be limited to the JV Entitlement Amount, which, absent manifest error, may be conclusively evidenced by an Officers’ Certificate from the Company certifying to that effect. The Trustee is fully protected in relying on such an Officers’ Certificate with respect to such guarantee given by the relevant JV subsidiary Guarantor. If any JV Subsidiary Guarantor guarantees any Indebtedness of the Company or any other Restricted Subsidiary where the aggregate claims of the creditor under such guarantee exceeds the JV Entitlement Amount, such JV Subsidiary Guarantee shall be replaced with a Subsidiary Guarantee given by a Subsidiary Guarantor.

### ***Limitation on Transactions with Shareholders and Affiliates***

The Company will not, and will not permit any Restricted Subsidiary to, directly or indirectly, enter into, renew or extend any transaction or arrangement (including, without limitation, the purchase, sale, lease or exchange of property or assets, or the rendering of any service) with (x) any holder (or any Affiliate of such holder) of 10% or more of any class of Capital Stock of the Company or (y) any Affiliate of the Company (each an “Affiliate Transaction”), unless:

- (1) the Affiliate Transaction is on fair and reasonable terms that are no less favorable to the Company or the relevant Restricted Subsidiary, as the case may be, than those that would have been obtained in a comparable transaction by the Company or the relevant Restricted Subsidiary with a Person that is not an Affiliate of the Company or such Restricted Subsidiary; and

- (2) the Company delivers to the Trustee:
  - (a) with respect to any Affiliate Transaction or series of related Affiliate Transactions involving aggregate consideration in excess of US\$5.0 million (or the Dollar Equivalent thereof), a Board Resolution set forth in an Officers' Certificate certifying that such Affiliate Transaction complies with this covenant and such Affiliate Transaction has been approved by a majority of the disinterested members of the Board of Directors; and
  - (b) with respect to any Affiliate Transaction or series of related Affiliate Transactions involving aggregate consideration in excess of US\$10.0 million (or the Dollar Equivalent thereof), in addition to the Board Resolution required in clause 2(a) above, an opinion as to the fairness to the Company or such Restricted Subsidiary, as the case may be, of such Affiliate Transaction from a financial point of view issued by an accounting, appraisal or investment banking firm of recognized international standing.

The foregoing limitation does not limit, and shall not apply to:

- (1) the payment of reasonable and customary regular fees and other compensation for the service as board members to directors of the Company or any Restricted Subsidiary who are not employees of the Company or any Restricted Subsidiary;
- (2) transactions between or among the Company and any of its Wholly Owned Restricted Subsidiaries or between or among Wholly Owned Restricted Subsidiaries;
- (3) any Restricted Payment of the type described in clause (1), (2) or (3) of the first paragraph of the covenant entitled “— Limitation on Restricted Payments” if permitted by that covenant;
- (4) any sale of Capital Stock (other than Disqualified Stock) of the Company;
- (5) the payment of compensation to officers and directors of the Company or any Restricted Subsidiary pursuant to an employee stock or share option scheme, so long as such scheme is in compliance with the listing rules of The Stock Exchange of Hong Kong Limited, which as of the Original Issue Date require a majority shareholder approval for any such scheme;
- (6) any purchase of Capital Stock of the type specified in clause (9), (10) or (11) of the second paragraph of the covenant entitled “— Limitation on Restricted Payments;” and
- (7) any repurchase, redemption or other acquisition or retirement for value of any Capital Stock of the Company or any Restricted Subsidiary pursuant to clause (12) of the second paragraph of the covenant entitled “— Limitation on Restricted Payments.”

In addition, the requirements of clause (2) of the first paragraph of this covenant shall not apply to (i) Investments (including Permitted Investments that are permitted under paragraph (18) of the definition of “Permitted Investments” but otherwise excluding any other Permitted Investments) not prohibited by the “Limitation on Restricted Payments” covenant, (ii) transactions pursuant to agreements in effect on the Original Issue Date and described in this offering memorandum, or any amendment or modification or replacement thereof, so long as such amendment, modification or replacement is not more disadvantageous to the Company and its Restricted Subsidiaries than the original agreement in effect on the Original Issue Date and (iii) any transaction between or among any of the Company, any Wholly Owned Restricted Subsidiary and any Restricted Subsidiary that is not a Wholly Owned Restricted Subsidiary or between or among the Company or a Restricted Subsidiary on the one part and a Jointly Controlled Entity, an Associate or an Unrestricted Subsidiary on the other part; *provided* that in the case of clause (iii), (a) such transaction is entered into in the ordinary course of business, (b) in the case of a transaction with a Restricted Subsidiary that is not a Wholly Owned

Restricted Subsidiary, none of the minority shareholders or minority partners of or in such Restricted Subsidiary (other than those that beneficially own in the aggregate no more than 10% of the Capital Stock of such Restricted Subsidiary) is a Person described in clause (x) or (y) of the first paragraph of this covenant (other than by reason of such minority shareholder or minority partner being an officer or director of such Restricted Subsidiary or being a Subsidiary of the Company), or (c) in the case of a transaction with a Jointly Controlled Entity, an Associate or an Unrestricted Subsidiary, none of the shareholders or partners (other than the Company or a Restricted Subsidiary) of such Jointly Controlled Entity, Associate or Unrestricted Subsidiary (other than shareholders or partners that beneficially own in the aggregate no more than 10% of the Capital Stock of such Jointly Controlled Entity, Associate or Unrestricted Subsidiary) is a Person described in clause (x) or (y) of the first paragraph of this covenant (other than by reason of such shareholder or partner being a director or officer of such Jointly Controlled Entity, Associate or Unrestricted Subsidiary or by reason of being a Subsidiary, Jointly Controlled Entity or Associate of the Company).

#### ***Limitation on Liens***

The Company will not, and will not permit any of its Restricted Subsidiaries to, directly or indirectly, incur, assume or permit to exist any Lien on the Collateral (other than Permitted Liens).

The Company will not, and will not permit any of its Restricted Subsidiaries to, directly or indirectly, incur, assume or permit to exist any Lien of any nature whatsoever on any of its assets or properties of any kind (other than the Collateral), whether owned at the Original Issue Date or thereafter acquired, except Permitted Liens, unless the Notes are equally and ratably secured by such Lien.

#### ***Limitation on Sale and Leaseback Transactions***

The Company will not, and will not permit any of its Restricted Subsidiaries to, enter into any Sale and Leaseback Transaction; *provided* that the Company or any Restricted Subsidiary may enter into a Sale and Leaseback Transaction if:

- (1) the Company or any Restricted Subsidiary could have (a) Incurred Indebtedness in an amount equal to the Attributable Indebtedness relating to such Sale and Leaseback Transaction under the covenant entitled “— Limitation on Indebtedness and Preferred Stock” and (b) Incurred a Lien to secure such Indebtedness pursuant to the covenant entitled “— Limitation on Liens,” in which case, the corresponding Indebtedness and Lien will be deemed Incurred pursuant to those provisions;
- (2) the gross cash proceeds of that Sale and Leaseback Transaction are at least equal to the Fair Market Value of the property that is the subject of such Sale and Leaseback Transaction; and
- (3) the transfer of assets in that Sale and Leaseback Transaction is permitted by, and the Company or such Restricted Subsidiary applies the proceeds of such transaction in compliance with, the covenant entitled “— Limitation on Asset Sales.”

#### ***Limitation on Asset Sales***

The Company will not, and will not permit any Restricted Subsidiary to, consummate any Asset Sale, unless:

- (1) no Default shall have occurred and be continuing or would occur as a result of such Asset Sale;
- (2) the consideration received by the Company or such Restricted Subsidiary, as the case may be, is at least equal to the Fair Market Value of the assets sold or disposed of; and

- (3) at least 75% of the consideration received consists of cash, Temporary Cash Investments or Replacement Assets (as defined below); *provided* that in the case of an Asset Sale in which the Company or such Restricted Subsidiary receives Replacement Assets involving aggregate consideration in excess of US\$15.0 million (or the Dollar Equivalent thereof), the Company shall deliver to the Trustee an opinion as to the fairness to the Company or such Restricted Subsidiary of such Asset Sale from a financial point of view issued by an accounting, appraisal or investment banking firm of international standing. For purposes of this provision, each of the following will be deemed to be cash:
  - (a) any liabilities, as shown on the Company's most recent consolidated balance sheet, of the Company or any Restricted Subsidiary (other than contingent liabilities and liabilities that are by their terms subordinated to the Notes or any Subsidiary Guarantee or any JV Subsidiary Guarantee) that are assumed by the transferee of any such assets pursuant to a customary assumption, assignment, novation or similar agreement that releases the Company or such Restricted Subsidiary, as the case may be, from further liability; and
  - (b) any securities, notes or other obligations received by the Company or any Restricted Subsidiary from such transferee that are promptly, but in any event within 30 days of closing, converted by the Company or such Restricted Subsidiary, as the case may be, into cash, to the extent of the cash received in that conversion.

Within 360 days after the receipt of any Net Cash Proceeds from an Asset Sale, the Company (or any Restricted Subsidiary) may apply such Net Cash Proceeds to:

- (1) permanently repay Senior Indebtedness of the Company or a Subsidiary Guarantor or any Indebtedness of a Restricted Subsidiary that is not a Subsidiary Guarantor (and, if such Senior Indebtedness repaid is revolving credit Indebtedness, to correspondingly reduce commitments with respect thereto) in each case owing to a Person other than the Company or a Restricted Subsidiary; or
- (2) acquire properties and assets that replace the properties and assets that were the subject of such Asset Sale or Replacement Assets.

Pending application of such Net Cash Proceeds as set forth in clause (1) or (2) above, the Company may make an Investment in cash or Temporary Cash Investments.

Any Net Cash Proceeds from Asset Sales that are not applied or invested as provided in clauses (1) and (2) in the immediately preceding paragraph will constitute "Excess Proceeds." Excess Proceeds of less than US\$10.0 million (or the Dollar Equivalent thereof) will be carried forward and accumulated. When accumulated Excess Proceeds exceed US\$10.0 million (or the Dollar Equivalent thereof), within 10 days thereof, the Company must make an Offer to Purchase Notes having a principal amount equal to:

- (1) accumulated Excess Proceeds, *multiplied* by
- (2) a fraction (x) the numerator of which is equal the outstanding principal amount of the Notes and (y) the denominator of which is equal to the outstanding principal amount of the Notes and all *pari passu* Indebtedness similarly required to be repaid, redeemed or tendered for in connection with the related Asset Sales,

rounded down to the nearest US\$1,000.

The offer price in any Offer to Purchase will be equal to 100% of the principal amount plus accrued and unpaid interest to the date of purchase, and will be payable in cash.

If any Excess Proceeds remain after consummation of an Offer to Purchase, the Company may use those Excess Proceeds for any purpose not otherwise prohibited by the Indenture. If the aggregate principal amount of Notes (and any other *pari passu* Indebtedness) tendered in such Offer to Purchase exceeds the amount of Excess Proceeds, the Notes (and such other *pari passu* Indebtedness) will be purchased by the Company on a *pro rata* basis. Upon completion of each Offer to Purchase, the amount of Excess Proceeds will be reset at zero.

### ***Use of Proceeds***

The Company will not, and will not permit any Restricted Subsidiary to, use the net proceeds from the sale of the Notes, in any amount, for any purpose other than (1) as specified under the caption “Use of Proceeds” in this offering memorandum and (2) pending the application of all of such net proceeds in such manner, to invest the portion of such net proceeds not yet so applied in Temporary Cash Investments.

### ***Designation of Restricted and Unrestricted Subsidiaries***

The Board of Directors may designate any Restricted Subsidiary to be an Unrestricted Subsidiary; *provided* that (1) no Default shall have occurred and be continuing at the time of or after giving effect to such designation; (2) neither the Company nor any Restricted Subsidiary Guarantor provides credit support (other than any Guarantee in compliance with clause (6) below) for the Indebtedness of such Restricted Subsidiary; (3) such Restricted Subsidiary has no outstanding Indebtedness that could trigger a cross-default to the Indebtedness of the Company; (4) such Restricted Subsidiary does not own any Disqualified Stock of the Company or Disqualified or Preferred Stock of another Restricted Subsidiary or hold any Indebtedness of, or any Lien on any property of, the Company or any Restricted Subsidiary, if such Disqualified or Preferred Stock or Indebtedness could not be Incurred under the covenant entitled “— Limitation on Indebtedness and Preferred Stock” or such Lien would violate the covenant entitled “— Limitation on Liens;” (5) such Restricted Subsidiary does not own any Voting Stock of another Restricted Subsidiary, and all of its Subsidiaries are Unrestricted Subsidiaries or are being concurrently designated to be Unrestricted Subsidiaries in accordance with this paragraph; and (6) the Investment deemed to have been made thereby in such newly-designated Unrestricted Subsidiary and each other newly-designated Unrestricted Subsidiary being concurrently redesignated would be permitted to be made by the covenant entitled “— Limitation on Restricted Payments.”

The Board of Directors may designate any Unrestricted Subsidiary to be a Restricted Subsidiary; *provided* that (1) no Default shall have occurred and be continuing at the time of or after giving effect to such designation; (2) any Indebtedness of such Unrestricted Subsidiary outstanding at the time of such designation which will be deemed to have been Incurred by such newly designated Restricted Subsidiary as a result of such designation would be permitted to be Incurred by the covenant entitled “— Limitation on Indebtedness and Preferred Stock;” (3) any Lien on the property of such Unrestricted Subsidiary at the time of such designation which will be deemed to have been incurred by such newly-designated Restricted Subsidiary as a result of such designation would be permitted to be incurred by the covenant entitled “— Limitation on Liens;” (4) such Unrestricted Subsidiary is not a Subsidiary of another Unrestricted Subsidiary (that is not concurrently being designated as a Restricted Subsidiary); (5) if such Restricted Subsidiary is not organized under the laws of the PRC, such Restricted Subsidiary shall upon such designation execute and deliver to the Trustee a supplemental indenture to the Indenture by which such Restricted Subsidiary shall become a Subsidiary Guarantor or a JV Subsidiary Guarantor to the extent required under the section entitled “— The Subsidiary Guarantees and the JV Subsidiary Guarantees;” and (6) if such Restricted Subsidiary is not organized under the laws of the PRC, all Capital Stock of such Restricted Subsidiary owned directly by the Company or any other Restricted Subsidiary shall be pledged to the extent required under the section entitled “— Security.”

### ***Government Approvals and Licenses; Compliance with Law***

The Company will, and will cause each Restricted Subsidiary to, (1) obtain and maintain in full force and effect all governmental approvals, authorizations, consents, permits, concessions and licenses as are necessary to engage in the business of the Company or any of its Restricted Subsidiaries; (2) preserve and maintain good and valid title to its properties and assets (including land-use rights) free and clear of any Liens other than Permitted Liens; and (3) comply with all laws, regulations, orders, judgments and decrees of any governmental body, except to the extent that failure so to obtain, maintain, preserve and comply with would not reasonably be expected to have a material adverse effect on (a) the business, results of operations or prospects of the Company and its Restricted Subsidiaries, taken as a whole, or (b) the ability of the Company or any Subsidiary Guarantor or any JV Subsidiary Guarantor to perform its obligations under the Notes, the relevant Subsidiary Guarantee, the relevant JV Subsidiary Guarantee or the Indenture.

### ***Anti-Layering***

The Company will not Incur, and will not permit any Subsidiary Guarantor or JV Subsidiary Guarantor to Incur, any Indebtedness if such Indebtedness is contractually subordinated in right of payment to any other Indebtedness of the Company, such Subsidiary Guarantor or such JV Subsidiary Guarantor, as the case may be, unless such Indebtedness is also contractually subordinated in right of payment to the Notes, the applicable Subsidiary Guarantee or the applicable JV Subsidiary Guarantee, on substantially identical terms. This does not apply to distinctions between categories of Indebtedness that exist by reason of any Liens or Guarantees securing or in favor of some but not all of such Indebtedness.

### ***Suspension of Certain Covenants***

If, on any date following the date of the Indenture, the Notes have a rating of Investment Grade from both of the Rating Agencies and no Default has occurred and is continuing (a “Suspension Event”), then, beginning on that day and continuing until such time, if any, at which the Notes cease to have a rating of Investment Grade from either of the Rating Agencies, the provisions of the Indenture summarized under the following sections will be suspended:

- (1) “— Certain Covenants — Limitation on Indebtedness and Preferred Stock;”
- (2) “— Certain Covenants — Limitation on Restricted Payments;”
- (3) “— Certain Covenants — Limitation on Dividend and Other Payment Restrictions Affecting Restricted Subsidiaries;”
- (4) “— Certain Covenants — Limitation on Sales and Issuances of Capital Stock in Restricted Subsidiaries;”
- (5) “— Certain Covenants — Limitation on Issuances of Guarantees by Restricted Subsidiaries;”
- (6) “— Certain Covenants — Limitation on Sale and Leaseback Transactions;” and
- (7) “— Certain Covenants — Limitation on Asset Sales.”

During any period that the foregoing covenants have been suspended, the Board of Directors may not designate any of the Restricted Subsidiaries as Unrestricted Subsidiaries pursuant to the covenant summarized under the section entitled “— Certain Covenants — Designation of Restricted and Unrestricted Subsidiaries” or the definition of “Unrestricted Subsidiary.”

Such covenants will be reinstated and apply according to their terms as of and from the first day on which a Suspension Event ceases to be in effect. Such covenants will not, however, be of any effect with regard to actions of the Company or any Restricted Subsidiary properly taken in compliance with the provisions of the Indenture during the continuance of the Suspension Event, and following reinstatement the calculations under the covenant summarized under the section entitled “— Certain Covenants — Limitation on Restricted Payments” will be made as if such covenant had been in effect since the date of the Indenture except that no Default will be deemed to have occurred solely by reason of a Restricted Payment made while that covenant was suspended. There can be no assurance that the Notes will ever achieve a rating of Investment Grade or that any such rating will be maintained.

### ***Provision of Financial Statements and Reports***

- (1) So long as any of the Notes remains outstanding, the Company will file with the Trustee and furnish to the Holders upon request, as soon as they are available but in any event not more than 10 calendar days after they are filed with The Stock Exchange of Hong Kong Limited or any other recognized exchange on which the Company’s shares of Common Stock are at any time listed for trading, true and correct copies of any financial or other report in the English language filed with such exchange; *provided* that if at any time the Common Stock of the Company ceases to be listed for trading on a recognized stock exchange, the Company will file with the Trustee and furnish to the Holders:
  - (a) as soon as they are available, but in any event within 90 calendar days after the end of the fiscal year of the Company, copies of its financial statements (on a consolidated basis) in the English language, in respect of such financial year (including a statement of income, balance sheet and cash flow statement) audited by a member firm of an internationally recognized firm of independent accountants;
  - (b) as soon as they are available, but in any event within 45 calendar days after the end of the second financial quarter of the Company, copies of its financial statements (on a consolidated basis) in the English language, in respect of such half-year period (including a statement of income, balance sheet and cash flow statement) reviewed by a member firm of an internationally recognized firm of independent accountants; and
  - (c) as soon as they are available, but in any event within 45 calendar days after the end of each of the first and third financial quarters of the Company, copies of its unaudited financial statements (on a consolidated basis) in the English language, including a statement of income, balance sheet and cash flow statement, prepared on a basis consistent with the audited financial statements of the Company together with a certificate signed by the person then authorized to sign financial statements on behalf of the Company to the effect that such financial statements are true in all material respects and present fairly the financial position of the Company as at the end of, and the results of its operations for, the relevant quarterly period.
- (2) In addition, so long as any of the Notes remains outstanding, the Company will provide to the Trustee (a) within 120 days after the close of each fiscal year ending after the Original Issue Date, an Officers’ Certificate stating the Fixed Charge Coverage Ratio with respect to the two most recent fiscal semiannual periods and showing in reasonable detail the calculation of the Fixed Charge Coverage Ratio, including the arithmetic computations of each component of the Fixed Charge Coverage Ratio, with a certificate from the Company’s external auditors verifying the accuracy of the calculation and arithmetic computation; and (b) as soon as possible and in any event within 30 days after the Company becomes aware or should reasonably become aware of the occurrence of a Default, an Officers’ Certificate setting forth the details of the Default, and the action which the Company proposes to take with respect thereto.



## Events of Default

The following events will be defined as “Events of Default” in the Indenture:

- (1) default in the payment of principal of (or premium, if any, on) the Notes when the same becomes due and payable at maturity, upon acceleration, redemption or otherwise;
- (2) default in the payment of interest on any Note when the same becomes due and payable, and such default continues for a period of 30 consecutive days;
- (3) default in the performance or breach of the provisions of the covenant entitled “— Consolidation, Merger and Sale of Assets,” the failure by the Company to make or consummate an Offer to Purchase in the manner described under the section entitled “— Repurchase of Notes upon a Change of Control Triggering Event” or “— Certain Covenants — Limitation on Asset Sales,” or the failure by the Company to create, or cause its Restricted Subsidiaries to create, a lien on the Collateral (subject to any Permitted Lien and the Intercreditor Agreement) in accordance with the covenant entitled “— Security;”
- (4) the Company or any Restricted Subsidiary defaults in the performance of or breaches any other covenant or agreement in the Indenture or under the Notes (other than a default specified in clause (1), (2) or (3) above) and such default or breach continues for a period of 30 consecutive days after written notice by the Trustee or the Holders of 25% or more in aggregate principal amount of the Notes;
- (5) there occurs with respect to any Indebtedness of the Company or any Restricted Subsidiary having an outstanding principal amount of US\$20.0 million (or the Dollar Equivalent thereof) or more in the aggregate for all such Indebtedness of all such Persons, whether such Indebtedness now exists or shall hereafter be created, (a) an event of default that has caused the holder thereof to declare such Indebtedness to be due and payable prior to its Stated Maturity and/or (b) a failure to make a principal payment when due;
- (6) one or more final judgments or orders for the payment of money are rendered against the Company or any of its Restricted Subsidiaries and are not paid or discharged, and there is a period of 60 consecutive days following entry of the final judgment or order that causes the aggregate amount for all such final judgments or orders outstanding and not paid or discharged against all such Persons to exceed US\$20.0 million (in excess of amounts which the Company’s insurance carriers have agreed to pay under applicable policies) during which a stay of enforcement, by reason of a pending appeal or otherwise, is not in effect;
- (7) an involuntary case or other proceeding is commenced against the Company or any Significant Subsidiary with respect to it or its debts under any applicable bankruptcy, insolvency or other similar law now or hereafter in effect seeking the appointment of a receiver, liquidator, assignee, custodian, trustee, sequestrator or similar official of the Company or any Significant Subsidiary or for any substantial part of the property and assets of the Company or any Significant Subsidiary and such involuntary case or other proceeding remains undismissed and unstayed for a period of 60 consecutive days; or an order for relief is entered against the Company or any Significant Subsidiary under any applicable bankruptcy, insolvency or other similar law as now or hereafter in effect;

- (8) the Company or any Significant Subsidiary (a) commences a voluntary case under any applicable bankruptcy, insolvency or other similar law now or hereafter in effect, or consents to the entry of an order for relief in an involuntary case under any such law, (b) consents to the appointment of or taking possession by a receiver, liquidator, assignee, custodian, trustee, sequestrator or similar official of the Company or any Significant Subsidiary or for all or substantially all of the property and assets of the Company or any Significant Subsidiary or (c) effects any general assignment for the benefit of creditors (other than, in each case under (b), any of the foregoing that arises from any solvent liquidation or restructuring of a Significant Subsidiary in the ordinary course of business that shall result in the net assets of such Significant Subsidiary being transferred to or otherwise vested in the Company or any Restricted Subsidiary on a *pro rata* basis or on a basis more favorable to the Company);
- (9) any Subsidiary Guarantor or JV Subsidiary Guarantor denies or disaffirms its obligations under its Subsidiary Guarantee or JV Subsidiary Guarantee (as the case may be) or, except as permitted by the Indenture, any Subsidiary Guarantee or JV Subsidiary Guarantee is determined to be unenforceable or invalid or shall for any reason cease to be in full force and effect;
- (10) any default by the Company or any Subsidiary Guarantor Pledgor in the performance of any of its obligations under the Security Documents, which adversely affects the enforceability, validity, perfection or priority of the applicable Lien on the Collateral or which adversely affects the condition or value of the Collateral, taken as a whole, in any material respect; and
- (11) the Company or any Subsidiary Guarantor Pledgor denies or disaffirms its obligations under any Security Document or, other than in accordance with the Indenture and the Security Documents, any Security Document ceases to be or is not in full force and effect or the Collateral Agent ceases to have a security interest in the Collateral, subject to any Permitted Lien and the Intercreditor Agreement.

If an Event of Default (other than an Event of Default specified in clause (7) or (8) above) occurs and is continuing under the Indenture, the Trustee or the Holders of at least 25% in aggregate principal amount of the Notes then outstanding, by written notice to the Company (and to the Trustee if such notice is given by the Holders), may, and the Trustee at the request of such Holders shall (subject to being indemnified and/or secured to its satisfaction), declare the principal of, premium, if any, and accrued and unpaid interest on the Notes to be immediately due and payable. Upon a declaration of acceleration, such principal of, premium, if any, and accrued and unpaid interest shall be immediately due and payable. If an Event of Default specified in clause (7) or (8) above occurs with respect to the Company or any Significant Subsidiary, the principal of, premium, if any, and accrued and unpaid interest on the Notes then outstanding shall automatically become and be immediately due and payable without any declaration or other act on the part of the Trustee or any Holder.

The Holders of at least a majority in principal amount of the outstanding Notes by written notice to the Company and to the Trustee may on behalf of the Holders of the Notes waive all past defaults and rescind and annul a declaration of acceleration and its consequences if:

- (1) all existing Events of Default, other than the nonpayment of the principal of, premium, if any, and interest on the Notes that have become due solely by such declaration of acceleration, have been cured or waived, and
- (2) the rescission would not conflict with any judgment or decree of a court of competent jurisdiction.

Upon such waiver, the Default will cease to exist, and any Event of Default arising therefrom will be deemed to have been cured, but no such waiver will extend to any subsequent or other Default or impair any right consequent thereon.

If an Event of Default occurs and is continuing, the Trustee may, or the Trustee may, in accordance with and subject to the Intercreditor Agreement, instruct the Collateral Agent to, pursue, in its own name or as trustee of an express trust, any available remedy by proceeding at law or in equity to collect the payment of principal of and interest on the Notes or to enforce the performance of any provision of the Notes or the Indenture. The Trustee may maintain a proceeding even if it does not possess any of the Notes or does not produce any of them in the proceeding. In addition, if an Event of Default occurs and is continuing, subject to the Intercreditor Agreement, the Trustee may, and shall (subject to being indemnified and/or secured to its satisfaction) upon request of Holders of at least 25% in aggregate principal amount of outstanding Notes, direct the Collateral Agent to foreclose on the Collateral in accordance with the terms of the Security Documents and take such further action on behalf of the Holders of the Notes with respect to the Collateral as the Trustee deems appropriate. See the section entitled “— Security.”

The Holders of at least a majority in aggregate principal amount of the outstanding Notes may direct the time, method and place of conducting any proceeding for any remedy available to the Trustee or exercising any trust or power conferred on the Trustee. However, the Trustee may refuse to follow any direction that conflicts with law or the Indenture, that may involve the Trustee in personal liability, or that the Trustee determines in good faith may be unduly prejudicial to the rights of Holders not joining in the giving of such direction and may take any other action it deems proper that is not inconsistent with any such direction received from Holders. A Holder may not institute any proceeding, judicial or otherwise, with respect to the Indenture or the Notes, or for the appointment of a receiver or trustee, or for any other remedy under the Indenture or the Notes, unless:

- (1) the Holder has previously given the Trustee written notice of a continuing Event of Default;
- (2) the Holders of at least 25% in aggregate principal amount of outstanding Notes make a written request to the Trustee to pursue the remedy;
- (3) such Holder or Holders offer the Trustee indemnity and/or security satisfactory to the Trustee against any costs, liability or expense to be incurred in compliance with such request;
- (4) the Trustee does not comply with the request within 60 days after receipt of the request and the offer of indemnity and/or security; and
- (5) during such 60-day period, the Holders of a majority in aggregate principal amount of the outstanding Notes do not give the Trustee a written direction that is inconsistent with the request.

However, such limitations do not apply to the right of any Holder of a Note to receive payment of the principal of, premium, if any, or interest on, such Note, or to bring suit for the enforcement of any such payment, on or after the due date expressed in such Note, which right shall not be impaired or affected without the consent of the Holder.

Two officers of the Company must certify to the Trustee in writing, on or before a date not more than 120 days after the end of each fiscal year ending after the Original Issue Date, that a review has been conducted of the activities of the Company and its Restricted Subsidiaries and the Company's and the Subsidiary Guarantors' performance under the Indenture and that the Company and the Subsidiary Guarantors have fulfilled all obligations thereunder, or, if there has been a default in the fulfillment of any such obligation, specifying each such default and the nature and status thereof. The Company will also be obligated to notify the Trustee of any default or defaults in the performance of any covenants or agreements under the Indenture. See the section entitled “— Certain Covenants — Provision of Financial Statements and Reports.”

## Consolidation, Merger and Sale of Assets

The Company will not consolidate with, merge with or into another Person, permit any Person to merge with or into it, or sell, convey, transfer, lease or otherwise dispose of all or substantially all of its and its Restricted Subsidiaries' properties and assets (computed on a consolidated basis) (as an entirety or substantially an entirety in one transaction or a series of related transactions), unless:

- (1) the Company shall be the continuing Person, or the Person (if other than it) formed by such consolidation or merger, or with or into which the Company consolidated or merged, or that acquired or leased such property and assets (the "Surviving Person") shall be a corporation organized and validly existing under the laws of the Cayman Islands, Hong Kong, Bermuda or the British Virgin Islands and shall expressly assume, by a supplemental indenture to the Indenture, executed and delivered to the Trustee, all the obligations of the Company under the Indenture, the Notes, the Intercreditor Agreement and the Security Documents, as the case may be, including the obligation to pay Additional Amounts with respect to any jurisdiction in which it is organized or resident for tax purposes, and the Indenture, the Notes, the Intercreditor Agreement and the Security Documents, as the case may be, shall remain in full force and effect;
- (2) immediately after giving effect to such transaction, no Default shall have occurred and be continuing;
- (3) immediately after giving effect to such transaction on a *pro forma* basis, the Company or the Surviving Person, as the case may be, shall have a Consolidated Net Worth equal to or greater than the Consolidated Net Worth of the Company immediately prior to such transaction;
- (4) immediately after giving effect to such transaction on a *pro forma* basis the Company or the Surviving Person, as the case may be, could Incur at least US\$1.00 of Indebtedness under the first paragraph of the covenant entitled "— Certain Covenants — Limitation on Indebtedness and Preferred Stock;"
- (5) the Company delivers to the Trustee (x) an Officers' Certificate (attaching the arithmetic computations to demonstrate compliance with clauses (3) and (4)) and (y) an Opinion of Counsel, in each case stating that such consolidation, merger or transfer and the relevant supplemental indenture complies with this provision and that all conditions precedent provided for in the Indenture relating to such transaction have been complied with;
- (6) each Subsidiary Guarantor and JV Subsidiary Guarantor, unless such Subsidiary Guarantor or JV Subsidiary Guarantor is the Person with which the Company has entered into a transaction described under this section, shall execute and deliver a supplemental indenture to the Indenture confirming that its Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, shall apply to the obligations of the Company or the Surviving Person in accordance with the Notes and the Indenture; and
- (7) no Rating Decline shall have occurred.

No Subsidiary Guarantor or JV Subsidiary Guarantor will consolidate with, merge with or into another Person, permit any Person to merge with or into it, or sell, convey, transfer, lease or otherwise dispose of all or substantially all of its and its Restricted Subsidiaries' properties and assets (computed on a consolidated basis) (as an entirety or substantially an entirety in one transaction or a series of related transactions) to another Person (other than the Company or another Subsidiary Guarantor or, in the case of a JV Subsidiary Guarantor, other than to another JV Subsidiary Guarantor, the Company or a Subsidiary Guarantor), unless:

- (1) such Subsidiary Guarantor or JV Subsidiary Guarantor shall be the continuing Person, or the Person (if other than it) formed by such consolidation or merger, or with or into which the Subsidiary Guarantor consolidated or merged, or that acquired or leased such property and assets shall be the Company, another Subsidiary Guarantor or shall become a Subsidiary Guarantor concurrently with the transaction (or, in the case of a JV Subsidiary Guarantor, another JV Subsidiary Guarantor, the Company or a Subsidiary Guarantor);
- (2) immediately after giving effect to such transaction, no Default shall have occurred and be continuing;
- (3) immediately after giving effect to such transaction on a *pro forma* basis, the Company shall have a Consolidated Net Worth equal to or greater than the Consolidated Net Worth of the Company immediately prior to such transaction;
- (4) immediately after giving effect to such transaction on a *pro forma* basis, the Company could Incur at least US\$1.00 of Indebtedness under the first paragraph of the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock;”
- (5) the Company delivers to the Trustee (x) an Officers' Certificate (attaching the arithmetic computations to demonstrate compliance with clauses (3) and (4)) and (y) an Opinion of Counsel, in each case stating that such consolidation, merger or transfer and the relevant supplemental indenture complies with this provision and that all conditions precedent provided for in the Indenture relating to such transaction have been complied with; and
- (6) no Rating Decline shall have occurred;

*provided* that this paragraph shall not apply to any sale or other disposition that complies with the “— Certain Covenants — Limitation on Asset Sales” covenant or any Subsidiary Guarantor or JV Subsidiary Guarantor whose Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, is unconditionally released in accordance with the provisions described under the section entitled “— The Subsidiary Guarantees and the JV Subsidiary Guarantees — Release of the Subsidiary Guarantees and JV Subsidiary Guarantees.”

Although there is a limited body of case law interpreting the phrase “substantially all,” there is no precise established definition of the phrase under applicable law. Accordingly, in certain circumstances there may be a degree of uncertainty as to whether a particular transaction would involve “all or substantially all” of the property or assets of a Person.

The foregoing requirements shall not apply to a consolidation or merger of any Subsidiary Guarantor or JV Subsidiary Guarantor with and into the Company or any other Subsidiary Guarantor or JV Subsidiary Guarantor, so long as the Company or such Subsidiary Guarantor or JV Subsidiary Guarantor survives such consolidation or merger.

The foregoing provisions would not necessarily afford Holders protection in the event of highly-leveraged or other transactions involving the Company, which may adversely affect Holders.

## **No Payments for Consents**

The Company will not, and shall not permit any of its Subsidiaries to, directly or indirectly, pay or cause to be paid any consideration, whether by way of interest, fee or otherwise, to any Holder for or as an inducement to any consent, waiver or amendment of any of the terms or provisions of the Indenture or the Notes unless such consideration is offered to be paid or is paid to all Holders that consent, waive or agree to amend such term or provision within the time period set forth in the solicitation documents relating to such consent, waiver or amendment.

## **Defeasance**

### *Defeasance and Discharge*

The Indenture will provide that the Company will be deemed to have paid and will be discharged from any and all obligations in respect of the Notes on the 183rd day after the deposit referred to below, and the provisions of the Indenture and the Security Documents will no longer be in effect with respect to the Notes (except for, among other matters, certain obligations to register the transfer or exchange of the Notes, to replace stolen, lost or mutilated Notes, to maintain paying agencies, to pay Additional Amounts and to hold monies for payment in trust) if, among other things:

- (1) the Company (a) has deposited with the Trustee, in trust, money and/or U.S. Government Obligations that through the payment of interest and principal in respect thereof in accordance with their terms will provide money in an amount sufficient to pay the principal of, premium, if any, and accrued interest on the Notes on the Stated Maturity for such payments in accordance with the terms of the Indenture and the Notes and (b) delivers to the Trustee an Opinion of Counsel or a certificate of an internationally recognized firm of independent accountants to the effect that the amount deposited by the Company is sufficient to provide payment for the principal of, premium, if any, and accrued interest on, the Notes on the Stated Maturity for such payment in accordance with the terms of the Indenture;
- (2) the Company has delivered to the Trustee an Opinion of Counsel of recognized international standing to the effect that the creation of the defeasance trust does not violate the U.S. Investment Company Act of 1940, as amended, and after the passage of 123 days following the deposit, the trust fund will not be subject to the effect of Section 547 of the United States Bankruptcy Code or Section 15 of the New York Debtor and Creditor Law;
- (3) the Company shall have delivered to the Trustee an Officers' Certificate stating that the deposit was not made by it with the intent of preferring the Holders over any other of its creditors or with the intent of defeating, hindering, delaying or defrauding any other of its creditors or others; and
- (4) immediately after giving effect to such deposit on a *pro forma* basis, no Event of Default, or event that after the giving of notice or lapse of time or both would become an Event of Default, shall have occurred and be continuing on the date of such deposit or during the period ending on the 183rd day after the date of such deposit, and such defeasance shall not result in a breach or violation of, or constitute a default under, any other agreement or instrument to which the Company or any of its Restricted Subsidiaries is a party or by which the Company or any of its Restricted Subsidiaries is bound.

In the case of either discharge or defeasance, the Subsidiary Guarantees and JV Subsidiary Guarantees will terminate.

### ***Defeasance of Certain Covenants***

The Indenture will further provide that (i) the provisions of the Indenture will no longer be in effect with respect to clauses (3), (4), (5)(x) and (7) under the first paragraph and clauses (3), (4), (5)(x) and (6) under the second paragraph under the section entitled “— Consolidation, Merger and Sale of Assets” and all the covenants described herein under the section entitled “— Certain Covenants,” other than as described under the sections entitled “— Certain Covenants — Government Approvals and Licenses; Compliance with Law” and “— Certain Covenants — Anti-Layering”, and (ii) clause (3) under “Events of Default” with respect to such clauses (3), (4), (5)(x) and (7) under the first paragraph and such clauses (3), (4), (5)(x) and (6) under the second paragraph under “— Consolidation, Merger and Sale of Assets” and with respect to such other events set forth in clause (i) above, clause (4) under “— Events of Default” with respect to such other covenants set forth in clause (i) above and clauses (5) and (6) under “— Events of Default” shall be deemed not to be Events of Default, upon, among other things, the deposit with the Trustee, in trust, of money, U.S. Government Obligations or a combination thereof that through the payment of interest and principal in respect thereof in accordance with their terms will provide money in an amount sufficient to pay the principal of, premium, if any, and accrued interest on the Notes on the Stated Maturity of such payments in accordance with the terms of the Indenture and the Notes, and the satisfaction of the provisions described in clause (2) of the preceding paragraph.

### ***Defeasance and Certain Other Events of Default***

In the event that the Company exercises its option to omit compliance with certain covenants and provisions of the Indenture with respect to the Notes as described in the immediately preceding paragraph and the Notes are declared due and payable because of the occurrence of an Event of Default that remains applicable, the amount of money and/or U.S. Government Obligations on deposit with the Trustee will be sufficient to pay amounts due on the Notes at the time of their Stated Maturity but may not be sufficient to pay amounts due on the Notes at the time of the acceleration resulting from such Event of Default. However the Company will remain liable for such payments.

### **Amendments and Waiver**

#### ***Amendments Without Consent of Holders***

The Indenture, the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees (if any), the Intercreditor Agreement or any Security Document may be amended, without notice to or the consent of any Holder, to:

- (1) cure any ambiguity, defect, omission or inconsistency in the Indenture, the Notes, the Intercreditor Agreement or any Security Document;
- (2) comply with the provisions described under the section entitled “— Consolidation, Merger and Sale of Assets;”
- (3) evidence and provide for the acceptance of appointment by a successor Trustee;
- (4) add any Subsidiary Guarantor or JV Subsidiary Guarantor, or any Subsidiary Guarantee or JV Subsidiary Guarantee or release any Subsidiary Guarantor or JV Subsidiary Guarantor from any Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, as provided or permitted by the terms of the Indenture;
- (5) provide for the issuance of Additional Notes in accordance with the limitations set forth in the Indenture;

- (6) add any Subsidiary Guarantor Pledgor or release any Subsidiary Guarantor Pledgor or any Collateral as provided or permitted by the terms of the Indenture;
- (7) add additional Collateral to secure the Notes or any Subsidiary Guarantee or any JV Subsidiary Guarantee;
- (8) in any other case where a supplemental indenture to the Indenture is required or permitted to be entered into pursuant to the provisions of the Indenture without the consent of any Holder;
- (9) effect any changes to the Indenture in a manner necessary to comply with the procedures of the relevant clearing system;
- (10) permit Permitted Pari Passu Secured Indebtedness (including, without limitation, permitting the Trustee and the Collateral Agent to enter into the Intercreditor Agreement or any amendment to the Security Documents, the Intercreditor Agreement or the Indenture and take any other action necessary to permit the creation and registration of Liens on the Collateral to secure Permitted Pari Passu Secured Indebtedness, in accordance with the Indenture);
- (11) to conform the text of the Indenture, the Notes or the Subsidiary Guarantees to any provision of this “Description of the Notes” to the extent that such provision in this “Description of the Notes” was intended to be a verbatim recitation of a provision of the Indenture, the Notes or the Subsidiary Guarantees; or
- (12) make any other change that does not materially and adversely affect the rights of any Holder.

***Amendments With Consent of Holders***

Amendments of the Indenture, the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees (if any), the Intercreditor Agreement or any Security Document may be made by the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors (if any), the Subsidiary Guarantor Pledgors, the Trustee and the Collateral Agent with the consent of the Holders of not less than a majority in aggregate principal amount of the outstanding Notes, and the holders of a majority in aggregate principal amount of the outstanding Notes may waive future compliance by the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors, the Subsidiary Guarantor Pledgors with any provision of the Indenture, the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees, any Security Document or the Intercreditor Agreement; *provided, however*, that no such modification, amendment or waiver may, without the consent of each Holder affected thereby:

- (1) change the Stated Maturity of the principal of, or any installment of interest on, any Note;
- (2) reduce the principal amount of, or premium, if any, or interest on, any Note;
- (3) change the currency of payment of principal of, or premium, if any, or interest on, any Note;
- (4) impair the right to institute suit for the enforcement of any payment on or after the Stated Maturity (or, in the case of a redemption, on or after the redemption date) of any Note;
- (5) reduce the above-stated percentage of outstanding Notes the consent of whose Holders is necessary to modify or amend the Indenture;
- (6) waive a default in the payment of principal of, premium, if any, or interest on any Note;
- (7) release any Subsidiary Guarantor or JV Subsidiary Guarantor from its Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, except as provided in the Indenture;



- (8) release any Collateral, except as provided in the Indenture, the Intercreditor Agreement and the Security Documents;
- (9) reduce the percentage or aggregate principal amount of outstanding Notes the consent of whose Holders is necessary for waiver of compliance with certain provisions of the Indenture or for waiver of certain defaults;
- (10) amend, change or modify any Subsidiary Guarantee or JV Subsidiary Guarantee in a manner that adversely affects Holders;
- (11) amend, change or modify any provision of any Security Document, the Intercreditor Agreement or any provision of the Indenture relating to the Collateral, in a manner that adversely affects Holders, except in accordance with the other provisions of the Indenture;
- (12) reduce the amount payable upon a Change of Control Offer or an Offer to Purchase with the Excess Proceeds from any Asset Sale or, change the time or manner by which a Change of Control Offer or an Offer to Purchase with the Excess Proceeds or other proceeds from any Asset Sale may be made or by which any Note must be repurchased pursuant to a Change of Control Offer or an Offer to Purchase with the Excess Proceeds or other proceeds from any Asset Sale;
- (13) change the redemption date or the redemption price of any Note from that stated under the sections entitled “— Optional Redemption” or “— Redemption for Taxation Reasons;”
- (14) amend, change or modify the obligation of the Company or any Subsidiary Guarantor to pay Additional Amounts; or
- (15) amend, change or modify any provision of the Indenture or the related definition affecting the ranking of any Note, any Subsidiary Guarantee or any JV Subsidiary Guarantee in a manner which adversely affects Holders.

### **Unclaimed Money**

Claims against the Company for the payment of principal of, premium, if any, or interest, on the Notes will become void unless presentation for payment is made as required in the Indenture within a period of six years.

### **No Personal Liability of Incorporators, Stockholders, Officers, Directors or Employees**

No recourse for the payment of the principal of, premium, if any, or interest on any of the Notes or for any claim based thereon or otherwise in respect thereof, and no recourse under or upon any obligation, covenant or agreement of the Company or any of the Subsidiary Guarantors or any of the JV Subsidiary Guarantors in the Indenture, or in any of the Notes or the Subsidiary Guarantees or JV Subsidiary Guarantees or because of the creation of any Indebtedness represented thereby, shall be had against any incorporator, stockholder, officer, director, employee or controlling person of the Company or any of the Subsidiary Guarantors or any of the JV Subsidiary Guarantors or of any successor Person thereof. Each Holder, by accepting the Notes, waives and releases all such liability. The waiver and release are part of the consideration for the issuance of the Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees. Such waiver may not be effective to waive liabilities under the federal securities laws.

## **Concerning the Collateral Agent, the Trustee, the Paying Agent, the Transfer Agent and Registrar**

Citicorp International Limited has been appointed as Trustee under the Indenture and as Collateral Agent with regard to the Collateral under the Security Documents. Citibank, N.A., London Branch has been appointed as paying agent, transfer agent and registrar (the “Paying Agent”, the “Transfer Agent” and the “Registrar”; collectively, the “Agents”) with regard to the Notes. Except during the continuance of a Default, the Trustee will not be liable, except for the performance of such duties as are specifically set forth in the Indenture, or the Intercreditor Agreement. If an Event of Default has occurred and is continuing, the Trustee will use the same degree of care, as applicable, and skill in its exercise of the rights and powers vested in them under the Indenture as a prudent person would exercise under the circumstances in the conduct of such person’s own affairs.

The Indenture contains limitations on the rights of the Trustee, should it become a creditor of the Company or any of the Subsidiary Guarantors, to obtain payment of claims in certain cases or to realize on certain property received by it in respect of any such claims, as security or otherwise. The Trustee is permitted to engage in other transactions with the Company and its Affiliates; *provided, however*, that if it acquires any conflicting interest, it must eliminate such conflict or resign.

If the Company maintains a paying agent with respect to the Notes in a member state of the European Union, such paying agent will be located in a member state of the European Union that is not obligated to withhold or deduct tax pursuant to European Council Directive 2003/48/EC or any other directive amending, supplementing or replacing such Directive, or any law implementing or complying with, or introduced in order to conform to, such Directive or such other directive.

Citicorp International Limited will initially act as the Collateral Agent under the Security Documents in respect of the Lien over the Collateral. The Collateral Agent, acting in its capacity as such, shall have such duties with respect to the Collateral pledged, assigned or granted pursuant to the Security Documents as are set forth in the Indenture and the Security Documents. Under certain circumstances, the Collateral Agent may have obligations under the Security Documents that are in conflict with the interests of the Holders. The Trustee and the Collateral Agent will be under no obligation to exercise any rights or powers conferred under the Indenture or any of the Security Documents, as applicable, for the benefit of the Holders unless such Holders have offered to the Trustee or the Collateral Agent, as the case may be, indemnity and/or security satisfactory to it against any loss, liability, cost or expense. Each Holder, by accepting the Notes, will agree, for the benefit of the Collateral Agent, that it is solely responsible for its own independent appraisal of and investigation into all risks arising under or in connection with the Security Documents and has not relied on and will not at any time rely on the Collateral Agent in respect of such risks.

### **Book-Entry; Delivery and Form**

The Notes will be represented by a global note in registered form without interest coupons attached (the “Global Note”). On the Original Issue Date, the Global Note will be deposited with a common depository and registered in the name of the common depository or its nominee for the accounts of Euroclear and Clearstream.

#### ***Global Note***

Ownership of beneficial interests in the Global Note (the “book-entry interests”) will be limited to persons that have accounts with Euroclear and/or Clearstream or persons that may hold interests through such participants. Book-entry interests will be shown on, and transfers thereof will be effected only through, records maintained in book-entry form by Euroclear and Clearstream and their participants.

Except as set forth below under “— Individual Definitive Notes,” the book-entry interests will not be held in definitive form. Instead, Euroclear and/or Clearstream will credit on their respective book-entry registration and transfer systems a participant’s account with the interest beneficially owned by such participant. The laws of some jurisdictions may require that certain purchasers of securities take physical delivery of such securities in definitive form. The foregoing limitations may impair the ability to own, transfer or pledge book-entry interests.

So long as the Notes are held in global form, the common depositary for Euroclear and/or Clearstream (or its nominee) will be considered the sole holder of the Global Note for all purposes under the Indenture and “holders” of book-entry interests will not be considered the owners or “Holders” of Notes for any purpose. As such, participants must rely on the procedures of Euroclear and Clearstream and indirect participants must rely on the procedures of the participants through which they own book-entry interests in order to transfer their interests in the Notes or to exercise any rights of Holders under the Indenture.

None of the Company, the Trustee, the Collateral Agent or any of their respective agents will have any responsibility or be liable for any aspect of the records relating to the book-entry interests. The Notes are not issuable in bearer form.

#### ***Payments on the Global Note***

Payments of any amounts owing in respect of the Global Note (including principal, premium, interest and additional amounts) will be made to the Paying Agent in U.S. dollars. The Paying Agent will, in turn, make such payments to the common depositary for Euroclear and Clearstream, which will distribute such payments to participants in accordance with their procedures. Each of the Company, the Subsidiary Guarantors and the JV Subsidiary Guarantors will make payments of all such amounts without deduction or withholding for, or on account of, any present or future taxes, duties, assessments or governmental charges of whatever nature, except as may be required by law and as described under “— Additional Amounts.”

Under the terms of the Indenture, the Company, any Subsidiary Guarantor, any JV Subsidiary Guarantor and the Trustee will treat the registered holder of the Global Note (i.e., the common depositary or its nominee) as the owner thereof for the purpose of receiving payments and for all other purposes. Consequently, none of the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors, the Trustee, the Agents or any of their respective agents has or will have any responsibility or liability for:

- any aspect of the records of Euroclear, Clearstream or any participant or indirect participant relating to or payments made on account of a book-entry interest, for any such payments made by Euroclear, Clearstream or any participant or indirect participants, or for maintaining, supervising or reviewing any of the records of Euroclear, Clearstream or any participant or indirect participant relating to or payments made on account of a book-entry interest; or
- Euroclear, Clearstream or any participant or indirect participant.

Payments by participants to owners of book-entry interests held through participants are the responsibility of such participants.

#### ***Redemption of Global Note***

In the event any Global Note, or any portion thereof, is redeemed, the common depositary will distribute the U.S. dollar amount received by it in respect of the Global Note so redeemed to Euroclear and/or Clearstream, as applicable, who will distribute such amount to the holders of the book-entry interests in such Global Note. The redemption price payable in connection with the redemption of such book-entry interests will be equal to the U.S. dollar amount received by the common depositary,

Euroclear or Clearstream, as applicable, in connection with the redemption of such Global Note (or any portion thereof). The Company understands that under existing practices of Euroclear and Clearstream, if fewer than all of the Notes are to be redeemed at any time, Euroclear and Clearstream will credit their respective participants' accounts on a proportionate basis (with adjustments to prevent fractions) or by lot or on such other basis as they deem fair and appropriate; *provided, however*, that no book-entry interest of US\$200,000 principal amount, or less, as the case may be, will be redeemed in part.

#### ***Action by Owners of Book-Entry Interests***

Euroclear and Clearstream have advised that they will take any action permitted to be taken by a Holder of Notes only at the direction of one or more participants to whose account the book-entry interests in the Global Note are credited and only in respect of such portion of the aggregate principal amount of Notes as to which such participant or participants has or have given such direction. Euroclear and Clearstream will not exercise any discretion in the granting of consents, waivers or the taking of any other action in respect of the Global Note. If there is an Event of Default under the Notes, however, each of Euroclear and Clearstream reserves the right to exchange the Global Note for individual definitive notes in certificated form, and to distribute such individual definitive notes to their participants.

#### ***Transfers***

Transfers between participants in Euroclear and Clearstream will be effected in accordance with Euroclear and Clearstream's rules and will be settled in immediately available funds. If a Holder requires physical delivery of individual definitive notes for any reason, including to sell the Notes to persons in jurisdictions which require physical delivery of such securities or to pledge such securities, such Holder must transfer its interest in the Global Note in accordance with the normal procedures of Euroclear and Clearstream and in accordance with the provisions of the Indenture.

Book-entry interests in the Global Note will be subject to the restrictions on transfer discussed under "Transfer Restrictions."

Any book-entry interest in a Global Note that is transferred to a person who takes delivery in the form of a book-entry interest in another Global Note will, upon transfer, cease to be a book-entry interest in the first-mentioned Global Note and become a book-entry interest in the other Global Note and, accordingly, will thereafter be subject to all transfer restrictions, if any, and other procedures applicable to book-entry interests in such other Global Note for as long as it retains such a book-entry interest.

#### ***Global Clearance and Settlement Under the Book-Entry System***

Book-entry interests owned through Euroclear or Clearstream accounts will follow the settlement procedures applicable. Book-entry interests will be credited to the securities custody accounts of Euroclear and Clearstream holders on the business day following the settlement date against payment for value on the settlement date.

The book-entry interests will trade through participants of Euroclear or Clearstream, and will settle in same-day funds. Since the purchaser determines the place of delivery, it is important to establish at the time of trading of any book-entry interests where both the purchaser's and seller's accounts are located to ensure that settlement can be made on the desired value date.

### ***Information Concerning Euroclear and Clearstream***

We understand as follows with respect to Euroclear and Clearstream:

Euroclear and Clearstream hold securities for participating organizations and facilitate the clearance and settlement of securities transactions between their respective participants through electronic book-entry changes in accounts of such participants. Euroclear and Clearstream provide to their participants, among other things, services for safekeeping, administration, clearance and settlement of internationally traded securities and securities lending and borrowing. Euroclear and Clearstream interface with domestic securities markets. Euroclear and Clearstream participants are financial institutions, such as underwriters, securities brokers and dealers, banks and trust companies, and certain other organizations. Indirect access to Euroclear or Clearstream is also available to others such as banks, brokers, dealers and trust companies that clear through or maintain a custodian relationship with a Euroclear or Clearstream participant, either directly or indirectly.

Although the foregoing sets out the procedures of Euroclear and Clearstream in order to facilitate the original issue and subsequent transfers of interests in the Notes among participants of Euroclear and Clearstream, neither Euroclear nor Clearstream is under any obligation to perform or continue to perform such procedures, and such procedures may be discontinued at any time.

None of the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors, the Trustee, the Collateral Agent, the Agents or any of their respective agents will have responsibility for the performance of Euroclear or Clearstream or their respective participants of their respective obligations under the rules and procedures governing their operations, including, without limitation, rules and procedures relating to book-entry interests.

### **Individual Definitive Notes**

If (1) the common depository or any successor to the common depository is at any time unwilling or unable to continue as a depository for the reasons described in the Indenture and a successor depository is not appointed by the Company within 90 days, (2) either Euroclear or Clearstream, or a successor clearing system is closed for business for a continuous period of 14 days (other than by reason of holidays, statutory or otherwise) or announces an intention to permanently cease business or does in fact do so, or (3) any of the Notes has become immediately due and payable in accordance with “— Events of Default” and the Company has received a written request from a Holder, the Company will issue individual definitive notes in registered form in exchange for the Global Note. Upon receipt of such notice from the common depository or the Trustee, as the case may be, the Company will use its best efforts to make arrangements with the common depository for the exchange of interests in the Global Note for individual definitive notes and cause the requested individual definitive notes to be executed and delivered to the registrar in sufficient quantities and authenticated by the registrar for delivery to Holders. Persons exchanging interests in a Global Note for individual definitive notes will be required to provide the registrar, through the relevant clearing system, with written instruction and other information required by the Company and the registrar to complete, execute and deliver such individual definitive notes. In all cases, individual definitive notes delivered in exchange for any Global Note or beneficial interests therein will be registered in the names, and issued in any approved denominations, requested by the relevant clearing system.

Individual definitive notes will not be eligible for clearing and settlement through Euroclear or Clearstream.

### **Notices**

All notices or demands required or permitted by the terms of the Notes or the Indenture to be given to or by the Holders are required to be in writing and may be given or served by being sent by prepaid courier or by being deposited, first-class postage prepaid, in the United States mails of the

relevant jurisdiction, if intended for the Company or any Subsidiary Guarantor, addressed to the Company or such Subsidiary Guarantor, as the case may be, or if intended for the Trustee, addressed to the Trustee at the corporate trust office of the Trustee; and if intended for any Holder, addressed to such Holder at such Holder's last address as it appears in the Note register (or otherwise delivered to such Holders in accordance with applicable Euroclear or Clearstream procedures).

Any such notice or demand will be deemed to have been sufficiently given or served when so sent or deposited and, if to the Holders, when delivered in accordance with the applicable rules and procedures of the relevant clearing system. Any such notice shall be deemed to have been delivered on the day such notice is delivered to the relevant clearing system or if by mail, when so sent or deposited.

### **Consent to Jurisdiction; Service of Process**

The Company and each of the Subsidiary Guarantors will irrevocably (1) submit to the non-exclusive jurisdiction of any U.S. federal or New York state court located in the Borough of Manhattan, The City of New York in connection with any suit, action or proceeding arising out of, or relating to, the Notes, any Subsidiary Guarantee, any JV Subsidiary Guarantee, the Indenture or any transaction contemplated thereby; and (2) designate and appoint Law Debenture Corporate Services Inc., with offices at 400 Madison Avenue, 4th Floor, New York, New York 10017 for receipt of service of process in any such suit, action or proceeding.

### **Governing Law**

Each of the Notes, the Subsidiary Guarantees, the JV Subsidiary Guarantees and the Indenture provides that such instrument will be governed by, and construed in accordance with, the laws of the State of New York.

### **Definitions**

Set forth below are defined terms used in the covenants and other provisions of the Indenture. Reference is made to the Indenture for other capitalized terms used in this section entitled "Description of the Notes" for which no definition is provided.

"2016 Notes" means any and all outstanding notes of the RMB-denominated US\$ settled 9.25% Senior Notes due 2016 of the Company.

"2018 Notes" means any and all outstanding notes of the 8.75% Senior Notes due 2018 of the Company.

"Acquired Indebtedness" means Indebtedness of a Person existing at the time such Person becomes a Restricted Subsidiary or Indebtedness of a Restricted Subsidiary assumed in connection with an Asset Acquisition by such Restricted Subsidiary whether or not Incurred in connection with, or in contemplation of, the Person merging with or into or becoming a Restricted Subsidiary.

"Adjusted Treasury Rate" means, with respect to any redemption date, (i) the yield, under the heading which represents the average for the immediately preceding week, appearing in the most recently published statistical release designated "H.15(519)" or any successor publication which is published weekly by the Board of Governors of the Federal Reserve System and which establishes yields on actively traded United States Treasury securities adjusted to constant maturity under the caption "Treasury Constant Maturities", for the maturity corresponding to the Comparable Treasury Issue (if no maturity is within three (3) months before or after February 17, 2018, yields for the two published maturities most closely corresponding to the Comparable Treasury Issue shall be determined and the Adjusted Treasury Rate shall be interpolated or extrapolated from such yields on a straight line basis, rounding to the nearest month) or (ii) if such release (or any successor release) is not published during the week preceding the calculation date or does not contain such yields, the rate per year equal to

the semi-annual equivalent yield to maturity of the Comparable Treasury Issue, assuming a price for the Comparable Treasury Issue (expressed as a percentage of its principal amount) equal to the Comparable Treasury Price for such redemption date, in each case calculated on the third Business Day immediately preceding the redemption date.

“Affiliate” means, with respect to any Person, any other Person (1) directly or indirectly controlling, controlled by, or under direct or indirect common control with, such Person; (2) who is a director or officer of such Person or any Subsidiary of such Person or of any Person referred to in clause (1) of this definition; or (3) who is a spouse or any person cohabiting as a spouse, child or step-child, parent or step-parent, brother, sister, step-brother or step-sister, parent-in-law, grandchild, grandparent, uncle, aunt, nephew and niece of a Person described in clause (1) or (2) and the term “Affiliated” shall be construed in accordance with the foregoing sentence. For purposes of this definition, “control” (including, with correlative meanings, the terms “controlling,” “controlled by” and “under common control with”), as applied to any Person, means the possession, directly or indirectly, of the power to direct or cause the direction of the management and policies of such Person, whether through the ownership of voting securities, by contract or otherwise.

“Applicable Premium” means with respect to any Note at any redemption date, the greater of (1) 1.00% of the principal amount of such Note and (2) the excess of (A) the present value at such redemption date of the redemption price of such Note at February 17, 2018 (such redemption price being set forth in the table appearing under the section entitled “— Optional Redemption” section exclusive of any accrued interest), plus (y) all required remaining scheduled interest payments due on such Note through February 17, 2018 (but excluding accrued and unpaid interest to the redemption date), computed using a discount rate equal to the Adjusted Treasury Rate plus 100 basis points, over (B) the principal amount of such Note on such redemption date.

“Asset Acquisition” means (1) an investment by the Company or any of its Restricted Subsidiaries in any other Person pursuant to which such Person shall become a Restricted Subsidiary or shall be merged into or consolidated with the Company or any of its Restricted Subsidiaries; or (2) an acquisition by the Company or any of its Restricted Subsidiaries of the property and assets of any Person other than the Company or any of its Restricted Subsidiaries that constitute substantially all of a division or line of business of such Person.

“Asset Disposition” means the sale or other disposition by the Company or any of its Restricted Subsidiaries (other than to the Company or another Restricted Subsidiary) of (1) all or substantially all of the Capital Stock of any Restricted Subsidiary; or (2) all or substantially all of the assets that constitute a division or line of business of the Company or any of its Restricted Subsidiaries.

“Asset Sale” means any sale, transfer or other disposition (including by way of merger, consolidation or Sale and Leaseback Transaction) of any of its property or assets (including any sale or issuance of Capital Stock) in one transaction or a series of related transactions by the Company or any of its Restricted Subsidiaries to any Person; *provided* that “Asset Sale” shall not include:

- (1) sales or other dispositions of inventory, receivables and other current assets (including properties under development for sale and completed properties for sale) in the ordinary course of business;
- (2) sales, transfers or other dispositions of assets constituting a Permitted Investment or Restricted Payment permitted to be made under the covenant entitled “— Certain Covenants — Limitation on Restricted Payments;”
- (3) sales, transfers or other dispositions of assets with a Fair Market Value not in excess of US\$1.0 million (or the Dollar Equivalent thereof) in any transaction or series of related transactions;

- (4) any sale, transfer, assignment or other disposition of any property or equipment that has become damaged, worn out, obsolete or otherwise unsuitable for use in connection with the business of the Company or its Restricted Subsidiaries;
- (5) any transfer, assignment or other disposition deemed to occur in connection with creating or granting any Permitted Lien;
- (6) a transaction covered by the covenant entitled “— Consolidation, Merger and Sale of Assets;” and
- (7) any sale, transfer or other disposition by the Company or any of its Restricted Subsidiaries, including the sale or issuance by the Company or any Restricted Subsidiary of any Capital Stock of any Restricted Subsidiary, to the Company or any Restricted Subsidiary.

“Attributable Indebtedness” means, in respect of a Sale and Leaseback Transaction, the present value, discounted at the interest rate implicit in the Sale and Leaseback Transaction, of the total obligations of the lessee for rental payments during the remaining term of the lease in the Sale and Leaseback Transaction.

“Average Life” means, at any date of determination with respect to any Indebtedness, the quotient obtained by dividing (1) the sum of the products of (a) the number of years from such date of determination to the dates of each successive scheduled principal payment of such Indebtedness and (b) the amount of such principal payment by (2) the sum of all such principal payments.

“Bank Deposit Secured Indebtedness” means Indebtedness of the Company or any Restricted Subsidiary that is (i) secured by a pledge of one or more bank accounts or deposits of the Company or a Restricted Subsidiary or (ii) guaranteed by a guarantee or a letter of credit (or similar instruments) from or arranged by the Company or a Restricted Subsidiary and is used by the Company and its Restricted Subsidiaries to effect exchanges of U.S. dollars or Hong Kong dollars into Renminbi or vice versa, or to remit Renminbi or any foreign currency into or outside the PRC.

“Board of Directors” means the board of directors elected or appointed by the stockholders of the Company to manage the business of the Company or any committee of such board duly authorized to take the action purported to be taken by such committee.

“Board Resolution” means any resolution of the Board of Directors taking an action which it is authorized to take and adopted at a meeting duly called and held at which a quorum of disinterested members (if so required) was present and acting throughout or adopted by written resolution executed by every member of the Board of Directors.

“Business Day” means any day which is not a Saturday, Sunday, legal holiday or other day on which banking institutions in The City of New York, London or Hong Kong (or in any other place in which payments on the Notes are to be made) are authorized by law or governmental regulation to close.

“Capitalized Lease” means, with respect to any Person, any lease of any property (whether real, personal or mixed) which, in conformity with GAAP, is required to be capitalized on the balance sheet of such Person.

“Capitalized Lease Obligations” means the discounted present value of the rental obligations under a Capitalized Lease.

“Capital Stock” means, with respect to any Person, any and all shares, interests, participations or other equivalents (however designated, whether voting or non-voting) in equity of such Person, whether outstanding on the Original Issue Date or issued thereafter, including, without limitation, all Common Stock and Preferred Stock.



“Change of Control” means the occurrence of one or more of the following events:

- (1) the merger, amalgamation or consolidation of the Company with or into another Person or the merger or amalgamation of another Person with or into the Company, or the sale of all or substantially all the assets of the Company to another Person;
- (2) Permitted Holders are the beneficial owners of less than 40% of the total voting power of the Voting Stock of the Company;
- (3) any “person” or “group” (as such terms are used in Sections 13(d) and 14(d) of the Exchange Act) is or becomes the “beneficial owner” (as such term is used in Rule 13d-3 of the Exchange Act), directly or indirectly, of total voting power of the Voting Stock of the Company greater than such total voting power held beneficially by the Permitted Holders;
- (4) individuals who on the Original Issue Date constituted the Board of Directors, together with any new directors whose election by the Board of Directors was approved by a vote of at least a majority of the directors present at the meeting voting on such election who were either directors or whose election was previously so approved, cease for any reason to constitute a majority of the Board of Directors then in office; or
- (5) the adoption of a plan relating to the liquidation or dissolution of the Company.

“Change of Control Triggering Event” means the occurrence of both a Change of Control and, *provided* that the Notes are rated by at least one Rating Agency, a Rating Decline.

“Clearstream” means Clearstream Banking, *société anonyme*, Luxembourg.

“Collateral” means all collateral securing, or purported to be securing, directly or indirectly, the Notes or any Subsidiary Guarantee pursuant to the Security Documents, and shall initially consist of the Capital Stock of the initial Subsidiary Guarantors held by the Company or the initial Subsidiary Guarantor Pledgors.

“Commodity Hedging Agreement” means any spot, forward or option commodity price protection agreement or any other similar agreement or arrangement designed to protect against fluctuations in commodity prices.

“Common Stock” means, with respect to any Person, any and all shares, interests or other participations in, and other equivalents (however designated and whether voting or non-voting) of such Person’s common stock or ordinary shares, whether or not outstanding at the date of the Indenture, and include, without limitation, all series and classes of such common stock or ordinary shares.

“Comparable Treasury Issue” means the U.S. Treasury security having a maturity comparable to February 17, 2018 that would be utilized, at the time of selection and in accordance with customary financial practice, in pricing new issues of corporate debt securities with a maturity comparable maturity to February 17, 2018.

“Comparable Treasury Price” means, with respect to any redemption date, if clause (ii) of the Adjusted Treasury Rate is applicable, the average of three, or such lesser number as is available, Reference Treasury Dealer Quotations for such redemption date.

“Consolidated Assets” means, with respect to any Restricted Subsidiary at any date of determination, the Company and its Restricted Subsidiaries’ proportionate interest in the total consolidated assets of that Restricted Subsidiary and its Restricted Subsidiaries measured in accordance with GAAP as of the last day of the most recent fiscal quarter for which consolidated financial

statements of the Company and its Restricted Subsidiaries (which the Company shall use its reasonably best efforts to compile on a timely manner) are available (which may be internal consolidated financial statements).

“Consolidated EBITDA” means, for any period, Consolidated Net Income for such period plus to the extent such amount was deducted in calculating such Consolidated Net Income:

- (1) Consolidated Interest Expense,
- (2) income taxes (other than income taxes attributable to extraordinary and non-recurring gains (or losses) or sales of assets not included in the calculation of Consolidated EBITDA), and
- (3) depreciation expense, amortization expense and all other non-cash items reducing Consolidated Net Income (other than non-cash items in a period which reflect cash expenses paid or to be paid in another period and other than losses on Investment Properties arising from fair value adjustments made in conformity with GAAP), less all non-cash items increasing Consolidated Net Income (other than gains on Investment Properties arising from fair value adjustments made in conformity with GAAP),

all as determined on a consolidated basis for the Company and its Restricted Subsidiaries in conformity with GAAP; *provided* that (1) if any Restricted Subsidiary is not a Wholly Owned Restricted Subsidiary, Consolidated EBITDA shall be reduced (to the extent not otherwise reduced in accordance with GAAP) by an amount equal to (A) the amount of the Consolidated Net Income attributable to such Restricted Subsidiary multiplied by (B) the percentage ownership interest in the income of such Restricted Subsidiary not owned on the last day of such period by the Company or any of its Restricted Subsidiaries and (2) in the case of any future PRC CJV (consolidated in accordance with GAAP), Consolidated EBITDA shall be reduced (to the extent not already reduced in accordance with GAAP) by any payments, distributions or amounts (including the Fair Market Value of any non-cash payments, distributions or amounts) required to be made or paid by such PRC CJV to the PRC CJV Partner, or to which the PRC CJV Partner otherwise has a right or is entitled, pursuant to the joint venture agreement governing such PRC CJV.

“Consolidated Fixed Charges” means, for any period, the sum (without duplication) of (1) Consolidated Interest Expense for such period and (2) all cash and non-cash dividends paid, declared, accrued or accumulated during such period on any Disqualified Stock or Preferred Stock of the Company or any Restricted Subsidiary held by Persons other than the Company or any Wholly Owned Restricted Subsidiary, except for dividends payable in the Company’s Capital Stock (other than Disqualified Stock) or paid to the Company or to a Wholly Owned Restricted Subsidiary.

“Consolidated Interest Expense” means, for any period, the amount that would be included in gross interest expense on a consolidated income statement prepared in accordance with GAAP for such period of the Company and its Restricted Subsidiaries, plus, to the extent not included in such gross interest expense, and to the extent incurred, accrued or payable during such period by the Company and its Restricted Subsidiaries, without duplication, (1) interest expense attributable to Capitalized Lease Obligations, (2) amortization of debt issuance costs and original issue discount expense and non-cash interest payments in respect of any Indebtedness, (3) the interest portion of any deferred payment obligation, (4) all commissions, discounts and other fees and charges with respect to letters of credit or similar instruments issued for financing purposes or in respect of any Indebtedness, (5) the net costs associated with Hedging Obligations (including the amortization of fees), (6) interest accruing on Indebtedness of any other Person that is Guaranteed by the Company or any Restricted Subsidiary (other than Pre-Registration Mortgage Guarantees) and (7) any capitalized interest, *provided* that interest expense attributable to interest on any Indebtedness bearing a floating interest rate will be computed on a *pro forma* basis as if the rate in effect on the date of determination had been the applicable rate for the entire relevant period.

“Consolidated Net Income” means, with respect to any specified Person for any period, the aggregate of the net income (or loss) of such Person and its Restricted Subsidiaries for such period, on a consolidated basis, determined in conformity with GAAP; *provided* that the following items shall be excluded in computing Consolidated Net Income (without duplication):

- (1) the net income (or loss) of any Person that is not a Restricted Subsidiary or that is accounted for by the equity method of accounting except that:
  - (a) subject to the exclusion contained in clause (5) below, the Company’s equity in the net income of any such Person for such period shall be included in such Consolidated Net Income up to the aggregate amount of cash actually distributed by such Person during such period to the Company or a Restricted Subsidiary as a dividend or other distribution (subject, in the case of a dividend or other distribution paid to a Restricted Subsidiary, to the limitations contained in clause (3) below); and
  - (b) the Company’s equity in a net loss of any such Person for such period shall be included in determining such Consolidated Net Income to the extent funded with cash or other assets of the Company or Restricted Subsidiaries;
- (2) the net income (or loss) of any Person accrued prior to the date it becomes a Restricted Subsidiary or is merged into or consolidated with the Company or any of its Restricted Subsidiaries or all or substantially all of the property and assets of such Person are acquired by the Company or any of its Restricted Subsidiaries;
- (3) the net income (but not loss) of any Restricted Subsidiary to the extent that the declaration or payment of dividends or similar distributions by such Restricted Subsidiary of such net income is not at the time permitted by the operation of the terms of its charter, articles of association or other similar constitutive documents, or any agreement, instrument, judgment, decree, order, statute, rule or governmental regulation applicable to such Restricted Subsidiary;
- (4) the cumulative effect of a change in accounting principles;
- (5) any net after-tax gains realized on the sale or other disposition of (a) any property or assets of the Company or any Restricted Subsidiary which is not sold in the ordinary course of its business or (b) any Capital Stock of any Person (including any gains by the Company realized on sales of Capital Stock of the Company or other Restricted Subsidiaries);
- (6) any translation gains and losses due solely to fluctuations in currency values and related tax effects; and
- (7) any net after-tax extraordinary or non-recurring gains,

*provided* that (A) solely for purposes of calculating Consolidated EBITDA and the Fixed Charge Coverage Ratio, any net after tax gains derived from direct or indirect sale by the Company or any Restricted Subsidiary of (i) Capital Stock of a Restricted Subsidiary primarily engaged in the holding of Investment Property or (ii) an interest in any Investment Property arising from the difference between the current book value and the cash sale price shall be added to Consolidated Net Income; (B) for purposes of this Consolidated Net Income calculation (but not for purposes of calculating Consolidated EBITDA and the Fixed Charge Coverage Ratio) any net after tax gains derived from direct or indirect sale by the Company or any Restricted Subsidiary of (i) Capital Stock of a Restricted Subsidiary primarily engaged in the holding of Investment Property or (ii) an interest in any Investment Property arising from the difference between the original cost basis and the cash sale price shall be added to Consolidated Net Income to the extent not already included in the net income for such period as determined in conformity with GAAP and Consolidated Net Income and (C) solely for the purposes of

calculating Consolidated EBITDA and the Fixed Charge Coverage Ratio, any net after tax gains on Investment Properties arising from fair value adjustments made in conformity with GAAP shall be added to Consolidated Net Income.

“Consolidated Net Worth” means, at any date of determination, stockholders’ equity as set forth on the most recently available fiscal quarter, semi-annual or annual consolidated balance sheet (which may be an internal consolidated balance sheet) of the Company and its Restricted Subsidiaries, plus, to the extent not included, any Preferred Stock of the Company, less any amounts attributable to Disqualified Stock or any equity security convertible into or exchangeable for Indebtedness, the cost of treasury stock and the principal amount of any promissory notes receivable from the sale of the Capital Stock of the Company or any of its Restricted Subsidiaries, each item to be determined in conformity with GAAP.

“Contractor Guarantees” means any Guarantee by the Company or any Restricted Subsidiary of Indebtedness of any contractor, builder or other similar Person engaged by the Company or such Restricted Subsidiary in connection with the development, construction or improvement of real or personal property or equipment to be used in a Core Business or a Designated Business by the Company or any Restricted Subsidiary in the ordinary course of business, which Indebtedness was Incurred by such contractor, builder or other similar Person to finance the cost of such development, construction or improvement.

“Core Businesses” means (i) real estate acquisition, development, leasing and management and (ii) any other business related, ancillary or complementary to the real estate businesses of the Company and its Restricted Subsidiaries, in each case, excluding any Designated Business.

“Currency Agreement” means any foreign exchange forward contract, currency swap agreement or other similar agreement or arrangement designed to protect against fluctuations in foreign exchange rates.

“DB Facility” means the US\$47,000,000 initial facility and US\$53,000,000 greenshoe facility made available to the Company pursuant to a facility agreement dated March 12, 2014 between, among others, the Company and Deutsche Bank AG, Hong Kong Branch as facility agent (as amended, supplemented or modified from time to time).

“Default” means any event that is, or after notice or passage of time or both would be, an Event of Default.

“Designated Businesses” means (i) any mineral water, food production, processing or trading, dairy, plastic surgery, renewable energy, media and sports business, (ii) any property management business and (iii) acquisition, development, management and operation of hotel properties, commercial properties, or sports, leisure or infrastructure facilities.

“Disqualified Stock” means any class or series of Capital Stock of any Person that by its terms or otherwise is (1) required to be redeemed prior to the Stated Maturity of the Notes, (2) redeemable at the option of the holder of such class or series of Capital Stock at any time prior to the Stated Maturity of the Notes or (3) convertible into or exchangeable for Capital Stock referred to in clause (1) or (2) above or Indebtedness having a scheduled maturity prior to the Stated Maturity of the Notes; *provided* that any Capital Stock that would not constitute Disqualified Stock but for provisions thereof giving holders thereof the right to require such Person to repurchase or redeem such Capital Stock upon the occurrence of an “asset sale” or “change of control” occurring prior to the Stated Maturity of the Notes shall not constitute Disqualified Stock if the “asset sale” or “change of control” provisions applicable to such Capital Stock are no more favorable to the holders of such Capital Stock than the provisions contained in the covenants entitled “— Certain Covenants — Limitation on Asset Sales” and “— Repurchase of Notes upon a Change of Control Triggering Event” and such Capital Stock specifically provides that such Person will not repurchase or redeem any such stock pursuant to such provision prior to the

Company's repurchase of such Notes as are required to be repurchased pursuant to the covenants entitled "— Certain Covenants — Limitation on Asset Sales" and "— Repurchase of Notes upon a Change of Control Triggering Event."

"Dollar Equivalent" means, with respect to any monetary amount in a currency other than U.S. dollars, at any time for the determination thereof, the amount of U.S. dollars obtained by converting such foreign currency involved in such computation into U.S. dollars at the base rate for the purchase of U.S. dollars with the applicable foreign currency as quoted by the Federal Reserve Bank of New York on the date of determination.

"Entrusted Loans" means borrowings by a PRC Restricted Subsidiary from a bank that are secured by a pledge of deposits made by another PRC Restricted Subsidiary to the lending bank as security for such borrowings, *provided* that, such borrowings are not reflected on the consolidated balance sheet of the Company.

"Equity Offering" means (i) any underwritten primary public offering or private placement of Common Stock of the Company after the Original Issue Date or (ii) any underwritten secondary public offering or secondary private placement of Common Stock of the Company beneficially owned by a Permitted Holder, after the Original Issue Date, to the extent that a Permitted Holder or a company controlled by a Permitted Holder concurrently with such public offering or private placement purchases in cash an equal amount of Common Stock from the Company at the same price as the public offering or private placing price; *provided* that any offering or placing referred to in (A) clause (i), (B) clause (ii), or (C) a combination of clauses (i) and (ii) result in the aggregate gross cash proceeds received by the Company being no less than US\$20.0 million (or the Dollar Equivalent thereof).

"Euroclear" means Euroclear Bank S.A./N.V., as operator of the Euroclear System.

"Exchange Act" means the U.S. Securities Exchange Act of 1934, as amended.

"Exempted Subsidiary" means any Restricted Subsidiary organized in any jurisdiction other than the PRC that is prohibited by applicable law or regulation to provide a Subsidiary Guarantee, a JV Subsidiary Guarantee or create any Lien over its Capital Stock to secure any of the secured obligations subject to the Intercreditor Agreement; *provided* that (x) the Company shall have failed, upon using commercially reasonable efforts, to obtain any required governmental or regulatory approval or registration with respect to such Subsidiary Guarantee, JV Subsidiary Guarantee or Lien over its Capital Stock, to the extent that such approval or registration is available under any applicable law or regulation and (y) such Restricted Subsidiary shall cease to be an Exempted Subsidiary immediately upon such prohibition ceasing to be in force or apply to such Restricted Subsidiary or upon the Company having obtained such applicable approval or registration.

"Existing Bank Loans" means bank loans to either the Company or a Subsidiary Guarantor outstanding on the Original Issue Date that are secured by the Collateral and subject to the Intercreditor Agreement.

"Existing Notes" means the 2016 Notes and the 2018 Notes.

"Existing Pari Passu Secured Indebtedness" means the Existing Bank Loans and the Existing Notes.

“Existing Staged Acquisition Payments” means:

- (1) the payment by the Company or any Restricted Subsidiary of an amount not to exceed RMB210 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 20% equity in Henan Software Institute Industrial Development Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Co., Ltd. (恒大地產集團有限公司) on May 16, 2007 as amended or supplemented;
- (2) the payment by the Company or any Restricted Subsidiary on or before September 30, 2010 of an amount not to exceed RMB100 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 35% equity in Xi'an Qujiang Investment & Construction Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Co., Ltd. (恒大地產集團有限公司) on July 2, 2007 as amended or supplemented;
- (3) the payment by the Company or any Restricted Subsidiary of an amount not to exceed RMB150 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 19.95% equity in Nanning Yinxiang Real Estate Development Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Co., Ltd. (恒大地產集團有限公司) on November 1, 2007 as amended or supplemented;
- (4) the payment by the Company or any Restricted Subsidiary on or before September 30, 2010 of an amount not to exceed RMB170 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 30% equity in Anhui Sanlin Property Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Hefei Co., Ltd. (恒大地產集團合肥有限公司) on September 6, 2009 as amended or supplemented;
- (5) the payment by the Company or any Restricted Subsidiary on or before March 31, 2010 of an amount not to exceed RMB19 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 49% equity in Hunan Xiongzhen Investment Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Co., Ltd. (恒大地產集團有限公司) on October 6, 2007 as amended or supplemented;
- (6) the payment by the Company or any Restricted Subsidiary on or before December 31, 2010 of an amount not to exceed RMB400 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 49% equity in Changsha Xinlin Property Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Changsha Property Co., Ltd. (恒大地產集團長沙置業有限公司) on July 5, 2009 as amended or supplemented;
- (7) the payment by the Company or any Restricted Subsidiary on or before September 30, 2010 of an amount not to exceed RMB210 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 15% equity in Hebei Dadi Panlong Property Development Co., Ltd., which the Company and its Restricted

Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Shijiazhuang Co., Ltd. (恒大地產集團石家莊有限公司) on September 26, 2009 as amended or supplemented;

- (8) the payment by the Company or any Restricted Subsidiary on or before December 31, 2010 of an amount not to exceed RMB230 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 12% equity in Jiangxi Hongji Investment Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Co., Ltd. (恒大地產集團有限公司) on July 5, 2009 as amended or supplemented;
- (9) the payment by the Company or any Restricted Subsidiary on or before June 30, 2011 of an amount not to exceed RMB203 million (such amount representing the consideration for the purchase by the Company or its Restricted Subsidiaries of the remaining 45% equity in Evergrande Metropolis Taiyuan Real Estate Development Co., Ltd., which the Company and its Restricted Subsidiaries do not on the Original Issue Date already own) pursuant to the equity cooperation agreement entered into by Hengda Real Estate Group Taiyuan Co., Ltd. (恒大地產集團太原有限公司) on July 11, 2009 as amended or supplemented;
- (10) the payment by the Company or any Restricted Subsidiary on or before December 31, 2011 of an amount not to exceed RMB600 million (such amount representing part of the consideration for the purchase by the Company or its Restricted Subsidiaries of the 60% equity in Changsha Baorui Real Estate Development Co., Ltd.) pursuant to the equity purchase agreement entered into by Hengda Real Estate Group Co., Ltd. (恒大地產集團有限公司) on November 23, 2009 as amended or supplemented;
- (11) the payment by the Company or any Restricted Subsidiary on or before February 28, 2011 of an amount not to exceed RMB230 million equivalent in Hong Kong dollars (such amount representing part of the consideration for the purchase by the Company or its Restricted Subsidiaries of 100% equity in Fortune Luck Corporation Limited) pursuant to the equity purchase agreement entered into by Shengyu (BVI) Limited on December 16, 2009 as amended or supplemented; and
- (12) the payment by the Company or any Restricted Subsidiary on or before June 30, 2011 of an amount not to exceed RMB273 million (such amount representing part of the consideration for the purchase by the Company or its Restricted Subsidiaries of the 100% equity in Guizhou Guangjuyuan Real Estate Development Co., Ltd.) pursuant to the equity transfer and cooperation agreement entered into by Hengda Real Estate Group Gui Yang Co., Ltd. on December 24, 2009 as amended or supplemented.

“Fair Market Value” means the price that would be paid in an arm’s-length transaction between an informed and willing seller under no compulsion to sell and an informed and willing buyer under no compulsion to buy, as determined in good faith by the Board of Directors, whose determination shall be conclusive if evidenced by a Board Resolution, *provided* that in the case of a determination of Fair Market Value of total assets for the purposes of determining any JV Entitlement Amount, such price shall be determined by an accounting firm, appraisal firm or investment banking firm of international standing appointed by the Company.

“Financial Company Investor” means a bank, financial institution, trust company, fund management company, asset management company, financial management company or insurance company, or an Affiliate thereof, that Invests in any Capital Stock of a PRC Restricted Subsidiary.

“Fixed Charge Coverage Ratio” means, on any Transaction Date, the ratio of (1) the aggregate amount of Consolidated EBITDA for the then most recent four fiscal quarters periods prior to such Transaction Date for which consolidated financial statements of the Company (which the Company shall use its reasonable best efforts to compile in a timely manner) are available (which may be internal consolidated financial statements (the “Four Quarter Period”)) to (2) the aggregate Consolidated Fixed Charges during such Four Quarter Period. In making the foregoing calculation:

- (a) *pro forma* effect shall be given to any Indebtedness, Disqualified Stock or Preferred Stock Incurred, repaid or redeemed during the period (the “Reference Period”) commencing on and including the first day of the Four Quarter Period and ending on and including the Transaction Date (other than Indebtedness Incurred or repaid under a revolving credit or similar arrangement (or under any predecessor revolving credit or similar arrangement) in effect on the last day of such Four Quarter Period), in each case as if such Indebtedness, Disqualified Stock or Preferred Stock had been Incurred, repaid or redeemed on the first day of such Reference Period; *provided* that, in the event of any such repayment or redemption, Consolidated EBITDA for such period shall be calculated as if the Company or such Restricted Subsidiary had not earned any interest income actually earned during such period in respect of the funds used to repay such Indebtedness;
- (b) Consolidated Interest Expense attributable to interest on any Indebtedness (whether existing or being Incurred) computed on a *pro forma* basis and bearing a floating interest rate shall be computed as if the rate in effect on the Transaction Date (taking into account any Interest Rate Agreement applicable to such Indebtedness if such Interest Rate Agreement has a remaining term in excess of 12 months or, if shorter, at least equal to the remaining term of such Indebtedness) had been the applicable rate for the entire period;
- (c) *pro forma* effect shall be given to the creation, designation or redesignation of Restricted and Unrestricted Subsidiaries as if such creation, designation or redesignation had occurred on the first day of such Reference Period;
- (d) *pro forma* effect shall be given to Asset Dispositions and Asset Acquisitions (including giving *pro forma* effect to the application of proceeds of any Asset Disposition) that occur during such Reference Period as if they had occurred and such proceeds had been applied on the first day of such Reference Period; and
- (e) *pro forma* effect shall be given to asset dispositions and asset acquisitions (including giving *pro forma* effect to the application of proceeds of any asset disposition) that have been made by any Person that has become a Restricted Subsidiary or has been merged with or into the Company or any Restricted Subsidiary during such Reference Period and that would have constituted Asset Dispositions or Asset Acquisitions had such transactions occurred when such Person was a Restricted Subsidiary as if such asset dispositions or asset acquisitions were Asset Dispositions or Asset Acquisitions that occurred on the first day of such Reference Period;

*provided* that to the extent that clause (d) or (e) of this sentence requires that *pro forma* effect be given to an Asset Acquisition or Asset Disposition (or asset acquisition or asset disposition), such *pro forma* calculation shall be based upon the four full fiscal quarter periods immediately preceding the Transaction Date of the Person, or division or line of business of the Person, that is acquired or disposed for which financial information is available.

“GAAP” means generally accepted accounting principles in Hong Kong as in effect from time to time. All ratios and computations contained or referred to in the Indenture shall be computed in conformity with GAAP applied on a consistent basis.



“Guarantee” means any obligation, contingent or otherwise, of any Person directly or indirectly guaranteeing any Indebtedness or other obligation of any other Person and, without limiting the generality of the foregoing, any obligation, direct or indirect, contingent or otherwise, of such Person (1) to purchase or pay (or advance or supply funds for the purchase or payment of) such Indebtedness or other obligation of such other Person (whether arising by virtue of partnership arrangements, or by agreements to keep-well, to purchase assets, goods, securities or services, to take-or-pay, or to maintain financial statement conditions or otherwise) or (2) entered into for purposes of assuring in any other manner the obligee of such Indebtedness or other obligation of the payment thereof or to protect such obligee against loss in respect thereof (in whole or in part); *provided* that the term “Guarantee” shall not include endorsements for collection or deposit in the ordinary course of business. The term “Guarantee” used as a verb has a corresponding meaning.

“Hedging Obligation” of any Person means the obligations of such Person pursuant to any Commodity Hedging Agreement, Currency Agreement or Interest Rate Agreement.

“Holder” means the Person in whose name a Note is registered in the Note register.

“Incur” means, with respect to any Indebtedness or Capital Stock, to incur, create, issue, assume, Guarantee or otherwise become liable for or with respect to, or become responsible for, the payment of, contingently or otherwise, such Indebtedness or Capital Stock; *provided* that (1) any Indebtedness and Capital Stock of a Person existing at the time such Person becomes a Restricted Subsidiary (or fails to meet the qualifications necessary to remain an Unrestricted Subsidiary) will be deemed to be Incurred by such Restricted Subsidiary at the time it becomes a Restricted Subsidiary and (2) the accretion of original issue discount shall not be considered an Incurrence of Indebtedness. The terms “Incurrence,” “Incurred” and “Incurring” have meanings correlative with the foregoing.

“Indebtedness” means, with respect to any Person at any date of determination (without duplication):

- (1) all indebtedness of such Person for borrowed money;
- (2) all obligations of such Person evidenced by bonds, debentures, notes or other similar instruments;
- (3) all obligations of such Person in respect of letters of credit, bankers’ acceptances or other similar instruments;
- (4) all obligations of such Person to pay the deferred and unpaid purchase price of property or services, except Trade Payables;
- (5) all Capitalized Lease Obligations and Attributable Indebtedness;
- (6) all Indebtedness of other Persons secured by a Lien on any asset of such Person, whether or not such Indebtedness is assumed by such Person; *provided* that the amount of such Indebtedness shall be the lesser of (a) the Fair Market Value of such asset at such date of determination and (b) the amount of such Indebtedness;
- (7) all Indebtedness of other Persons Guaranteed by such Person to the extent such Indebtedness is Guaranteed by such Person;
- (8) to the extent not otherwise included in this definition, Hedging Obligations; and
- (9) all Disqualified Stock issued by such Person valued at the greater of its voluntary or involuntary liquidation preference and its maximum fixed repurchase price plus accrued dividends.

Notwithstanding the foregoing, Indebtedness shall not include any capital commitments, deferred payment obligations, pre-sale receipts in advance from customers or similar obligations Incurred in the ordinary course of business in connection with the acquisition, development, construction or improvement of real or personal property (including land use rights) to be used in the businesses of the Company or any of its Restricted Subsidiaries or any Entrusted Loan; *provided* that such Indebtedness is not reflected as borrowings on the consolidated balance sheet of the Company (contingent obligations and commitments referred to in a footnote to financial statements and not otherwise reflected on the balance sheet will not be deemed to be reflected on such balance sheet).

The amount of Indebtedness of any Person at any date shall be the outstanding balance at such date of all unconditional obligations as described above and, with respect to contingent obligations, the maximum liability upon the occurrence of the contingency giving rise to the obligation; *provided*

- (1) that the amount outstanding at any time of any Indebtedness issued with original issue discount is the face amount of such Indebtedness less the remaining unamortized portion of the original issue discount of such Indebtedness at such time as determined in conformity with GAAP,
- (2) that money borrowed and set aside at the time of the Incurrence of any Indebtedness in order to prefund the payment of the interest on such Indebtedness shall not be deemed to be “Indebtedness” so long as such money is held to secure the payment of such interest, and
- (3) that the amount of Indebtedness with respect to any Hedging Obligation shall be: (i) zero if Incurred pursuant to paragraph (2)(f) under the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock,” and (ii) equal to the net amount payable by such Person if such Hedging Obligation terminated at that time if not Incurred pursuant to such paragraph.

“Independent Third Party” means any Person that is not Affiliated with the Company.

“Intercreditor Agreement” has the meaning set forth under the section entitled “— Security.”

“Interest Rate Agreement” means any interest rate protection agreement, interest rate future agreement, interest rate option agreement, interest rate swap agreement, interest rate cap agreement, interest rate collar agreement, interest rate hedge agreement, option or future contract or other similar agreement or arrangement designed to protect against fluctuations in interest rates.

“Investment” means:

- (1) any direct or indirect advance, loan or other extension of credit to another Person;
- (2) any capital contribution to another Person (by means of any transfer of cash or other property to others or any payment for property or services for the account or use of others);
- (3) any purchase or acquisition of Capital Stock, Indebtedness, bonds, notes, debentures or other similar instruments or securities issued by another Person; or
- (4) any Guarantee of any obligation of another Person.

For the purposes of the provisions of the sections entitled “— Certain Covenants — Designation of Restricted and Unrestricted Subsidiaries” and “— Certain Covenants — Limitation on Restricted Payments”, (1) the Company will be deemed to have made an Investment in an Unrestricted Subsidiary in an amount equal to the Company’s proportional interest in the Fair Market Value of the assets (net of liabilities owed to any Person other than the Company or a Restricted Subsidiary and not Guaranteed by the Company or a Restricted Subsidiary) of a Restricted Subsidiary that is designated an Unrestricted Subsidiary at the time of such designation, and (2) any property transferred to or from any Person shall be valued at its Fair Market Value at the time of such transfer, as determined in good faith by the Board of Directors.

“Investment Grade” means a rating of “AAA,” “AA,” “A” or “BBB,” as modified by a “+” or “-” indication, or an equivalent rating representing one of the four highest rating categories, by S&P or any of its successors or assigns or a rating of “Aaa,” “Aa,” “A” or “Baa,” as modified by a “1,” “2” or “3” indication, or an equivalent rating representing one of the four highest rating categories, by Moody’s, or any of its successors or assigns or the equivalent ratings of any internationally recognized rating agency or agencies, as the case may be, which shall have been designated by the Company as having been substituted for S&P or Moody’s or both, as the case may be.

“Investment Property” means any property that is owned and held by any PRC Restricted Subsidiary primarily for rental yields or for capital appreciation or both, or any hotel owned by the Company or any Restricted Subsidiary from which the Company or any Restricted Subsidiary derives or expects to derive operating income.

“Jointly Controlled Entity” means any corporation, association or other business entity of which 20% or more of the voting power of the outstanding Voting Stock is owned, directly or indirectly by the Company or a Restricted Subsidiary and such corporation, association or other business entity is treated as a “joint venture” in accordance with GAAP, and such Jointly Controlled Entity’s Subsidiaries.

“JV Entitlement Amount” means, with respect to any JV Subsidiary Guarantor and its Subsidiaries, an amount that is equal to the product of (i) the Fair Market Value of the total assets of such JV Subsidiary Guarantor and its Subsidiaries, on a consolidated basis (without deducting any Indebtedness or other liabilities of such JV Subsidiary Guarantor and its Subsidiaries) as of the date of the last fiscal year end of the Company; and (ii) a percentage equal to the direct or indirect equity ownership percentage of the Company and its Restricted Subsidiaries in the Capital Stock of such JV Subsidiary Guarantor and its Subsidiaries.

“JV Subsidiary Guarantee” has the meaning set forth under the section entitled “— The Subsidiary Guarantees and the JV Subsidiary Guarantees.”

“JV Subsidiary Guarantor” means a Restricted Subsidiary that executes a JV Subsidiary Guarantee.

“Lien” means any mortgage, pledge, security interest, encumbrance, lien or charge of any kind (including, without limitation, any conditional sale or other title retention agreement or lease in the nature thereof or any agreement to create any mortgage, pledge, security interest, lien, charge, easement or encumbrance of any kind).

“Listed Subsidiary” means any Restricted Subsidiary any class of the Voting Stock of which is listed on a Qualified Exchange and any Subsidiary of a Listed Subsidiary; *provided* that such Restricted Subsidiary shall cease to be a Listed Subsidiary immediately upon, as applicable, (x) the Voting Stock of such Restricted Subsidiary ceasing to be listed on a Qualified Exchange, or (y) such Restricted Subsidiary ceasing to be a Subsidiary of a Listed Subsidiary.

“Measurement Date” means January 27, 2010.

“Minority Interest Staged Acquisition Agreement” means an agreement between the Company or a Restricted Subsidiary and an Independent Third Party (x) pursuant to which the Company or such Restricted Subsidiary agrees to acquire less than a majority of the Capital Stock of a Person for a consideration that is not more than the Fair Market Value of such Capital Stock of such Person at the time the Company or such Restricted Subsidiary enters into such agreement and (y) which provides that the payment of the purchase price for such Capital Stock is made in more than one installment over a period of time.

“Moody’s” means Moody’s Investors Service, Inc. and its affiliates.

“Net Cash Proceeds” means:

- (1) with respect to any Asset Sale, the proceeds of such Asset Sale in the form of cash or cash equivalents, including payments in respect of deferred payment obligations (to the extent corresponding to the principal, but not interest, component thereof) when received in the form of cash or cash equivalents and proceeds from the conversion of other property received when converted to cash or cash equivalents, net of:
  - (a) brokerage commissions and other fees and expenses (including fees and expenses of counsel and investment banks) related to such Asset Sale;
  - (b) provisions for all taxes (whether or not such taxes will actually be paid or are payable) as a result of such Asset Sale without regard to the consolidated results of operations of the Company and its Restricted Subsidiaries, taken as a whole;
  - (c) payments made to repay Indebtedness or any other obligation outstanding at the time of such Asset Sale that either (x) is secured by a Lien on the property or assets sold or (y) is required to be paid as a result of such sale;
  - (d) appropriate amounts to be provided by the Company or any Restricted Subsidiary as a reserve against any liabilities associated with such Asset Sale, including, without limitation, pension and other post-employment benefit liabilities, liabilities related to environmental matters and liabilities under any indemnification obligations associated with such Asset Sale, all as determined in conformity with GAAP; and
- (2) with respect to any issuance or sale of Capital Stock, the proceeds of such issuance or sale in the form of cash or cash equivalents, including payments in respect of deferred payment obligations (to the extent corresponding to the principal, but not interest, component thereof) when received in the form of cash or cash equivalents and proceeds from the conversion of other property received when converted to cash or cash equivalents, net of attorneys’ fees, accountants’ fees, underwriters’ or placement agents’ fees, discounts or commissions and brokerage, consultant and other fees incurred in connection with such issuance or sale and net of taxes paid or payable as a result thereof.

“Non-Core Businesses” means any business other than the Core Businesses. For the avoidance of doubt, Non-Core Businesses shall include, but not be limited to, the Designated Businesses.

“Non-Core Entity” means any Restricted Subsidiary which is primarily engaged, directly or indirectly, in a Non-Core Business.

“Non-Guarantor Subsidiaries” means the Exempted Subsidiaries, the Listed Subsidiaries, the New Non-Guarantor Subsidiaries, the Other Non-Guarantor Subsidiaries and the PRC Restricted Subsidiaries.

“Offer to Purchase” means an offer by the Company to purchase Notes from the Holders commenced by the Company mailing a notice by first class mail, postage prepaid, to the Trustee, the Paying Agent and each Holder at its last address appearing in the Note register stating:

- (1) the covenant pursuant to which the offer is being made and that all Notes validly tendered will be accepted for payment on a *pro rata* basis;
- (2) the purchase price and the date of purchase (which shall be a Business Day no earlier than 30 days nor later than 60 days from the date such notice is mailed) (the “Offer to Purchase Payment Date”);
- (3) that any Note not tendered will continue to accrue interest pursuant to its terms;
- (4) that, unless the Company defaults in the payment of the purchase price, any Note accepted for payment pursuant to the Offer to Purchase shall cease to accrue interest on and after the Offer to Purchase Payment Date;
- (5) that Holders electing to have a Note purchased pursuant to the Offer to Purchase will be required to surrender the Note, together with the form entitled “Option of the Holder to Elect Purchase” on the reverse side of the Note completed, to the Paying Agent at the address specified in the notice prior to the close of business on the Business Day immediately preceding the Offer to Purchase Payment Date;
- (6) that Holders will be entitled to withdraw their election if the Paying Agent receives, not later than the close of business on the third Business Day immediately preceding the Offer to Purchase Payment Date, a facsimile transmission or letter setting forth the name of such Holder, the principal amount of Notes delivered for purchase and a statement that such Holder is withdrawing his election to have such Notes purchased; and
- (7) that Holders whose Notes are being purchased only in part will be issued new Notes equal in principal amount to the unpurchased portion of the Notes surrendered; *provided* that each Note purchased and each new Note issued shall be in a principal amount of US\$200,000 or integral multiples of US\$1,000.

On one Business Day prior to the Offer to Purchase Payment Date, the Company will deposit with the Paying Agent money sufficient to pay the purchase price of all Notes or portions thereof so accepted by the Company. On the Offer to Purchase Payment Date, the Company shall (a) accept for payment on a *pro rata* basis Notes or portions thereof tendered pursuant to an Offer to Purchase; and (b) deliver, or cause to be delivered, to the Trustee all Notes or portions thereof so accepted together with an Officers’ Certificate specifying the Notes or portions thereof accepted for payment by the Company. The Paying Agent shall promptly mail to the Holders of Notes so accepted payment in an amount equal to the purchase price, and the Trustee or an authenticating agent shall promptly authenticate and mail to such Holders a new Note equal in principal amount to any unpurchased portion of the Note surrendered; *provided* that each Note purchased and each new Note issued shall be in a principal amount of US\$200,000 or integral multiples of US\$1,000. The Company will publicly announce the results of an Offer to Purchase as soon as practicable after the Offer to Purchase Payment Date. The Company will comply with Rule 14e-1 under the Exchange Act and any other securities laws and regulations thereunder to the extent such laws and regulations are applicable, in the event that the Company is required to repurchase Notes pursuant to an Offer to Purchase.

To the extent that the provisions of any securities laws or regulations of any jurisdiction conflict with the provisions of the Indenture governing any Offer to Purchase, the Company will comply with the applicable securities laws and regulations and will not be deemed to have breached its obligations under the Indenture by virtue of such compliance. The Company will not be required to make an Offer

to Purchase if a third party makes the Offer to Purchase in compliance with the requirements set forth in the Indenture applicable to an Offer to Purchase made by the Company and purchases all Notes properly tendered and not withdrawn under the Offer to Purchase.

The offer is required to contain or incorporate by reference information concerning the business of the Company and its Subsidiaries which the Company in good faith believes will assist such Holders to make an informed decision with respect to the Offer to Purchase, including a brief description of the events requiring the Company to make the Offer to Purchase, and any other information required by applicable law to be included therein. The offer is required to contain all instructions and materials necessary to enable such Holders to tender Notes pursuant to the Offer to Purchase.

“Officer” means one of the executive officers of the Company or, in the case of a Subsidiary Guarantor, or JV Subsidiary Guarantor, one of the directors or officers of such Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be.

“Officers’ Certificate” means a certificate signed by two Officers; *provided, however*, with respect to the Officers’ Certificate required to be delivered by any Subsidiary Guarantor under the Indenture, Officers’ Certificate means a certificate signed by one Officer if there is only one Officer in such Subsidiary Guarantor at the time such certificate is required to be delivered.

“Opinion of Counsel” means a written opinion from legal counsel who is reasonably acceptable to the Trustee. The counsel may be counsel to the Company.

“Original Issue Date” means the date on which the Notes are originally issued under the Indenture.

“Pari Passu Subsidiary Guarantee” means any Indebtedness of a Subsidiary Guarantor Pledgor or a Guarantee by any Subsidiary Guarantor or JV Subsidiary Guarantor of Indebtedness of the Company (including Additional Notes); *provided* that (1) the Incurrence of such Indebtedness or Guarantee was permitted under the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” and (2) such Indebtedness of such Subsidiary Guarantor Pledgor or such Guarantee ranks *pari passu* with any outstanding Subsidiary Guarantee or JV Subsidiary Guarantee, as the case may be, of such Subsidiary Guarantor Pledgor, Subsidiary Guarantor or JV Subsidiary Guarantor, as the case may be.

“Payment Default” means (1) any default in the payment of interest on any Note when the same becomes due and payable, (2) any default in the payment of principal of (or premium, if any, on) any Note when the same becomes due and payable at maturity, upon acceleration, redemption or otherwise, (3) the failure by the Company to make or consummate a Change of Control Offer in the manner described under the section entitled “— Repurchase of Notes upon a Change of Control Triggering Event,” or an Offer to Purchase in the manner described under the section entitled “— Certain Covenants — Limitation on Asset Sales” or (4) any Event of Default specified in clause (5) of the definition of Events of Default.

“Permitted Holders” means any or all of the following:

- (1) Dr. Hui Ka Yan, Ms. Ding Yumei and any of their children;
- (2) any Affiliate (other than an Affiliate as defined in clause (2) or (3) of the definition of Affiliate) of the Persons specified in clause (1); and
- (3) any Person both the Capital Stock and the Voting Stock of which (or in the case of a trust, the beneficial interests in which) are owned 80% or more by one or more Persons specified in clauses (1) and (2).

“Permitted Investment” means:

- (1) any Investment in the Company or a Restricted Subsidiary or a Person which will, upon the making of such Investment, become a Restricted Subsidiary or be merged or consolidated with or into or transfer or convey all or substantially all its assets to, the Company or a Restricted Subsidiary;
- (2) Temporary Cash Investments;
- (3) payroll, travel and similar advances to cover matters that are expected at the time of such advances ultimately to be treated as expenses in accordance with GAAP;
- (4) stock, obligations or securities received in satisfaction of judgments;
- (5) an Investment in an Unrestricted Subsidiary consisting solely of an Investment in another Unrestricted Subsidiary;
- (6) any Investment pursuant to a Hedging Obligation designed solely to protect the Company or any Restricted Subsidiary against fluctuations in commodity prices, interest rates or foreign currency exchange rates;
- (7) receivables owing to the Company or any Restricted Subsidiary, if created or acquired in the ordinary course of business and payable or dischargeable in accordance with customary trade terms;
- (8) Investments made by the Company or any Restricted Subsidiary consisting of consideration received in connection with an Asset Sale made in compliance with the covenant entitled “— Certain Covenants — Limitation on Asset Sales;”
- (9) pledges or deposits (x) with respect to leases or utilities provided to third parties in the ordinary course of business or (y) otherwise described in the definition of “Permitted Liens” or made in connection with Liens permitted under the covenant entitled “— Certain Covenants — Limitation on Liens;”
- (10) any Investment pursuant to Pre-Registration Mortgage Guarantees or Contractor Guarantees by the Company or any Restricted Subsidiary otherwise permitted to be Incurred under the Indenture;
- (11) Investments in securities of trade creditors, trade debtors or customers received pursuant to any plan of reorganization or similar arrangement upon the bankruptcy or insolvency of such trade creditor, trade debtor or customer;
- (12) advances to contractors and suppliers for the acquisition of assets or consumables or services in the ordinary course of business that are recorded as deposits or prepaid expenses on the Company’s consolidated balance sheet;
- (13) deposits of pre-sale proceeds made in order to secure the completion and delivery of presold properties and issuance of the related land use title in the ordinary course of business;
- (14) deposits made in order to comply with statutory or regulatory obligations to maintain deposits for workers compensation claims and other purposes specified by statute or regulation from time to time in the ordinary course of business;

- (15) deposits made in order to secure the performance of the Company or any of its Restricted Subsidiaries and prepayments made in connection with the acquisition of real property or land use rights or personal property (including without limitation, Capital Stock) by the Company or any of its Restricted Subsidiaries (including, without limitation, by way of acquisition of Capital Stock of a Person), in each case in the ordinary course of business;
- (16) advances to government authorities or government-affiliated entities in the PRC in connection with the financing of primary land development in the ordinary course of business that are recorded as assets in the Company's balance sheet;
- (17) Guarantees permitted under clause 2(r) of the covenant under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (18) any Investment by the Company or any Restricted Subsidiary in any corporation, association or other business entity (such corporation, association or other business entity, an “Associate”); *provided* that:
  - (a) the aggregate amount of all Investments made after the Original Issue Date under this clause (18), less the aggregate amount of all Receipts received after the Original Issue Date in connection with any Investment in any Associate made after the Original Issue Date under this clause (18), shall not exceed 15% of Total Assets;
  - (b) the Company must be able to Incur at least US\$1.00 of Indebtedness under the proviso in paragraph (1) of the “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” covenant; *provided* that, this paragraph (b) shall not apply if such Investment would otherwise have been permitted under this clause (18) and such Investment, together with the aggregate amount of all Investments made after the Original Issue Date in reliance on this proviso, less the aggregate amount of all Receipts received after the Original Issue Date in connection with any Investment in any Associate made after the Original Issue Date in reliance on this proviso, shall not exceed 7.5% of Total Assets (for purposes of this proviso, the references to “under clause (18)” in the definition of “Receipts” shall be substituted with “in reliance on the proviso in paragraph (b) of clause (18)”);
  - (c) no Default has occurred and is continuing or would occur as a result of such Investment;
  - (d) with respect to an Associate in which the Company or any Restricted Subsidiary has made an Investment pursuant to this clause (18), if such Associate has become a Restricted Subsidiary in compliance with the terms of the other covenants, all Investments made by the Company or any Restricted Subsidiary in such Associate since the Original Issue Date shall be deemed to have been made pursuant to clause (1) of the definition of “Permitted Investment” definition; and
  - (e) none of the other holders of Capital Stock of such Associate (other than holders that beneficially own in the aggregate no more than 10% of the Capital Stock of such Associate) is a Person described in clauses (x) or (y) of the first paragraph of the covenant described under “— Certain Covenants — Limitation on Transactions with Shareholders and Affiliates” covenant (other than by reason of such holder being an officer or director of the Company or a Restricted Subsidiary or being the Company or a Subsidiary, Jointly Controlled Entity or Associate of the Company);
- (19) any Investment deemed to have been made by the Company or any Restricted Subsidiary in any Non-Core Entity of a Qualified Spin-off Group upon the designation of such Non-Core Entity as an Unrestricted Subsidiary; and



- (20) any Investment by the Company or any Restricted Subsidiary in any trust, fund or asset management plan primarily engaged, directly or indirectly, in the investment in any real estate project acquired, developed, managed or operated by the Company or any Restricted Subsidiary; *provided* that none of the other holders of any interest of such trust, fund or asset management plan (other than holders that beneficially own in the aggregate no more than 10% of the Capital Stock of such trust, fund or asset management plan) is a Person described in clauses (x) or (y) of the first paragraph of the covenant described under “— Certain Covenants — Limitation on Transactions with Shareholders and Affiliates” covenant (other than by reason of such holder being an officer or director of the Company or a Restricted Subsidiary or being the Company or a Subsidiary, Jointly Controlled Entity or Associate of the Company).

For the avoidance of doubt, the value of each Investment made pursuant to this clause shall be valued at the time such Investment is made.

“Permitted Liens” means:

- (1) Liens for taxes, assessments, governmental charges or claims that are being contested in good faith by appropriate legal or administrative proceedings promptly instituted and diligently conducted, for which a reserve or other appropriate provision, if any, as shall be required in conformity with GAAP shall have been made;
- (2) statutory and common law Liens of landlords and carriers, warehousemen, mechanics, suppliers, repairmen or other similar Liens arising in the ordinary course of business and with respect to amounts not yet delinquent or being contested in good faith by appropriate legal or administrative proceedings promptly instituted and diligently conducted and for which a reserve or other appropriate provision, if any, as shall be required in conformity with GAAP shall have been made;
- (3) Liens incurred or deposits made to secure the performance of tenders, bids, leases, statutory or regulatory obligations, bankers’ acceptances, surety and appeal bonds, government contracts, performance and return-of-money bonds and other obligations of a similar nature incurred in the ordinary course of business (exclusive of obligations for the payment of borrowed money);
- (4) leases or subleases granted to others that do not materially interfere with the ordinary course of business of the Company and its Restricted Subsidiaries, taken as a whole;
- (5) Liens encumbering property or assets under construction arising from progress or partial payments by a customer of the Company or its Restricted Subsidiaries relating to such property or assets;
- (6) Liens on any property of, or on Capital Stock or Indebtedness of, any Person existing at the time such Person becomes, or becomes a part of, any Restricted Subsidiary; *provided* that such Liens do not extend to or cover any property or asset of the Company or any Restricted Subsidiary other than the property or assets acquired; *provided further* that such Liens were not created in contemplation of or in connection with the transactions or series of transactions pursuant to which such Person became a Restricted Subsidiary;
- (7) Liens in favor of the Company or any Restricted Subsidiary;
- (8) Liens arising from the rendering of a final judgment or order against the Company or any Restricted Subsidiary that do not give rise to an Event of Default;

- (9) Liens securing reimbursement obligations with respect to letters of credit that encumber documents and other property relating to such letters of credit and the products and proceeds thereof;
- (10) Liens encumbering customary initial deposits and margin deposits, and other Liens that are within the general parameters customary in the industry and incurred in the ordinary course of business, in each case, securing Indebtedness under Hedging Obligations permitted by clause (f) of the second paragraph of the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock;”
- (11) Liens existing on the Original Issue Date;
- (12) Liens securing Indebtedness which is Incurred to refinance secured Indebtedness which is permitted to be Incurred under clause (e) of the second paragraph of the covenant entitled “— Limitation on Indebtedness and Preferred Stock;” *provided* that such Liens do not extend to or cover any property or asset of the Company or any Restricted Subsidiary other than the property or assets securing the Indebtedness being refinanced;
- (13) Liens under the Security Documents;
- (14) Liens securing any Permitted Pari Passu Secured Indebtedness that complies with each of the requirements set forth under the section entitled “— Security — Permitted Pari Passu Secured Indebtedness;”
- (15) any interest or title of a lessor in the property subject to any operating lease;
- (16) Liens securing Indebtedness of the Company or any Restricted Subsidiary under any Pre-Registration Mortgage Guarantee which is permitted to be Incurred under clause (g) of the second paragraph of the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock;”
- (17) easements, rights-of-way, municipal and zoning ordinances or other restrictions as to the use of properties in favor of governmental agencies or utility companies that do not materially adversely affect the value of such properties or materially impair the use for the purposes of which such properties are held by the Company or any Restricted Subsidiary;
- (18) Liens (including extensions and renewals thereof) upon real or personal property; *provided* that, (a) any such Lien is created solely for the purpose of securing Indebtedness of the type described under clause (2)(h) of the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” and such Lien is created prior to, at the time of or within 180 days after the later of the acquisition or the completion of development, construction or improvement of such property, (b) the principal amount of the Indebtedness secured by such Lien does not exceed 100% of the cost of such property, development, construction or improvement and (c) such Lien shall not extend to or cover any property or asset other than such item of property and any improvements on such item; *provided* that, in the case of clauses (b) and (c), such Lien may cover other property or assets (instead of or in addition to such item of property or improvements) and the principal amount of Indebtedness secured by such Lien may exceed 100% of such cost if such Lien is incurred in the ordinary course of business;
- (19) Liens on deposits of pre-sale proceeds made in order to secure the completion and delivery of pre-sold properties and issuance of the related land use title made in the ordinary course of business and not securing Indebtedness of the Company or any Restricted Subsidiary;

- (20) Liens on deposits made in order to comply with statutory obligations to maintain deposits for workers compensation claims and other purposes specified by statute made in the ordinary course of business and not securing Indebtedness of the Company or any Restricted Subsidiary;
- (21) Liens on deposits made in order to secure the performance of the Company or any of its Restricted Subsidiaries in connection with the acquisition of real property or land use rights or personal property (including without limitation, Capital Stock) by the Company or any of its Restricted Subsidiaries (including, without limitation, by way of acquisition of Capital Stock of a Person) in the ordinary course of business and not securing Indebtedness of the Company or any Restricted Subsidiary;
- (22) Liens on current assets securing Indebtedness which is permitted to be Incurred under clause 2(n) of the covenant entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock;”
- (23) Liens on the Capital Stock of a PRC Restricted Subsidiary granted by the Company or any PRC Restricted Subsidiary in favor of any Financial Company Investor in respect of, and to secure, the Indebtedness or Preferred Stock permitted under clause (2)(q) of the “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” covenant;
- (24) Liens Incurred on deposits or bank accounts made to secure Bank Deposit Secured Indebtedness permitted under clause (2)(s) of the “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” covenant;
- (25) Liens Incurred on deposits made to secure Entrusted Loans;
- (26) Liens securing Indebtedness Incurred under clause 2(r) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (27) (x) Liens on Investment Properties securing Indebtedness of the Company or any PRC Restricted Subsidiary or (y) any interest or title of a lessor in the property securing any Capitalized Lease Obligation or any Attributable Indebtedness permitted under clause (2)(t) of the covenant described under the caption entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (28) Liens on the Capital Stock of the Person that is to be acquired under the relevant Staged Acquisition Agreement securing Indebtedness permitted to be Incurred under clause (2)(o) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (29) Liens on the Capital Stock of the Person that is to be acquired under the relevant Minority Interest Staged Acquisition Agreement securing Indebtedness permitted to be Incurred under clause (2)(u) of the covenant described under “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”;
- (30) Liens securing Indebtedness permitted to be Incurred by any Restricted Subsidiary under clause (2)(p) of the covenant described under the caption entitled “— Certain Covenants — Limitation on Indebtedness and Preferred Stock”; and
- (31) Liens on assets in the PRC securing obligations of any PRC Restricted Subsidiary that in the aggregate do not exceed 1% of Total Assets at any one time outstanding,

*provided that* for purposes of the Collateral, Permitted Liens shall mean Liens described in clauses (1), (13) and (14) above only.

“Permitted Pari Passu Secured Indebtedness” has the meaning set forth under the section entitled “— Security — Permitted Pari Passu Secured Indebtedness”.

“Permitted Subsidiary Indebtedness” means Indebtedness (other than Public Indebtedness) of, and all Preferred Stock issued by, the Restricted Subsidiaries, taken as a whole (excluding any Indebtedness of the Subsidiary Guarantors); *provided* that, on the date of the Incurrence of such Indebtedness and after giving effect thereto and the application of the proceeds thereof, the aggregate principal amount outstanding of all such Indebtedness (excluding any Indebtedness of any Restricted Subsidiary permitted under clauses 2(a), (b), (d), (f), (g) and (m) of the covenant entitled “Limitation on Indebtedness and Preferred Stock”) does not exceed an amount equal to 15% of the Total Assets.

“Person” means any individual, corporation, partnership, limited liability company, joint venture, trust, unincorporated organization or government or any agency or political subdivision thereof.

“PRC” means the People’s Republic of China, excluding Hong Kong Special Administrative Region, Macau Special Administrative Region and Taiwan.

“PRC CJV” means any future Subsidiary that is a Sino-foreign cooperative joint venture enterprise with limited liability, established in the PRC pursuant to the Law of the People’s Republic of China on Sino-foreign Cooperative Joint Ventures adopted on April 13, 1988 (as most recently amended on October 31, 2000) and the Detailed Rules for the Implementation of the Law of the People’s Republic of China on Sino-foreign Cooperative Joint Ventures promulgated on September 4, 1995, as amended from time to time.

“PRC CJV Partner” means with respect to a PRC CJV, any other party to the joint venture agreement relating to such PRC CJV with the Company or any Restricted Subsidiary.

“PRC Restricted Subsidiary” means a Restricted Subsidiary organized under the laws of the PRC.

“Pre-Registration Mortgage Guarantee” means any Indebtedness of the Company or any Restricted Subsidiary consisting of a Guarantee in favor of any bank or other similar financial institutions in the ordinary course of business of secured loans of purchasers of individual units of properties from the Company or any Restricted Subsidiary; *provided* that, any such Guarantee shall be released in full on or before the perfection of a security interest in such properties under applicable law in favor of the relevant lender.

“Preferred Stock” as applied to the Capital Stock of any Person means Capital Stock of any class or classes that by its term is preferred as to the payment of dividends, or as to the distribution of assets upon any voluntary or involuntary liquidation or dissolution of such Person, over Capital Stock of any other class of such Person.

“Public Indebtedness” means any bonds, debentures, notes or similar debt securities issued in a public offering or a private placement (other than the Notes) to institutional investors.

“Qualified Exchange” means either (1) The New York Stock Exchange, the Nasdaq Stock market, the London Stock Exchange, The Stock Exchange of Hong Kong Limited, Singapore Exchange Securities Trading Limited, the Shanghai Stock Exchange, the Shenzhen Stock Exchange or the Taiwan Stock Exchange or (2) a national securities exchange (as such term is defined in Section 6 of the Exchange Act) or a designated offshore securities market (as such term is defined in Rule 902(b) under the Securities Act).

“Qualified IPO” means a listing (or a deemed new listing pursuant to the rules of the relevant stock exchange or governing body) of the Voting Stock of a company on a Qualified Exchange; *provided* that in the case that such listing is on a national securities exchange (as such term is defined in

Section 6 of the Exchange Act) or a designated offshore securities market (as such term is defined in Rule 902(b) under the Securities Act), such listing shall result in a public float of no less than the percentage required by the applicable listing rules.

“Qualified Spin-off Group” means, collectively, (i) any Non-Core Entity the Voting Stock of which is, or is expected to be pursuant to a definitive plan, listed on a Qualified Exchange in a Qualified Spin-off IPO, and (ii) the Subsidiaries of such Non-Core Entity.

“Qualified Spin-off IPO” means any Qualified IPO of a Non-Core Entity; *provided* that the Board of Directors of the Company has determined in good faith that the designation of such Non-Core Entity and its Subsidiaries as Unrestricted Subsidiaries is desirable to obtain approval from a Qualified Exchange for such Qualified IPO.

“Rating Agencies” means (1) S&P, (2) Moody’s and (3) if S&P or Moody’s or both shall not make a rating of the Notes publicly available, a nationally recognized securities rating agency or agencies, as the case may be, selected by the Company, which shall be substituted for S&P or Moody’s or both, as the case may be.

“Rating Category” means (1) with respect to S&P, any of the following categories: “BB,” “B,” “CCC,” “CC,” “C” and “D” (or equivalent successor categories); (2) with respect to Moody’s, any of the following categories: “Ba,” “B,” “Caa,” “Ca,” “C” and “D” (or equivalent successor categories); and (3) the equivalent of any such category of S&P or Moody’s used by another Rating Agency. In determining whether the rating of the Notes has decreased by one or more gradations, gradations within Rating Categories (“+” and “-” for S&P; “1”, “2” and “3” for Moody’s; or the equivalent gradations for another Rating Agency) shall be taken into account (e.g., with respect to S&P, a decline in a rating from “BB+” to “BB,” as well as from “B+” to “B”, will constitute a decrease of one gradation).

“Rating Date” means (1) in connection with a Change of Control Triggering Event, the date that is 90 days prior to the earlier of (x) a Change of Control and (y) a public notice of the occurrence of a Change of Control or of the intention by the Company or any other Person or Persons to effect a Change of Control or (2) in connection with actions contemplated under the section entitled “— Consolidation, Merger and Sale of Assets,” the date that is 90 days prior to the earlier of (x) the occurrence of any such action as set forth therein and (y) a public notice of the occurrence of any such action.

“Rating Decline” means (1) in connection with a Change of Control Triggering Event, the occurrence on, or within six months after, the date, or public notice of the occurrence of, a Change of Control or the intention by the Company or any other Person or Persons to effect a Change of Control (which period shall be extended so long as the rating of the Notes is under publicly announced consideration for possible downgrade by any of the Rating Agencies) of any of the events listed below or (2) in connection with actions contemplated under the section entitled “— Consolidation, Merger and Sale of Assets,” the notification by any of the Rating Agencies that such proposed actions will result in any of the events listed below:

- (a) in the event the Notes are rated by both Moody’s and S&P on the Rating Date as Investment Grade, the rating of the Notes by either Rating Agency shall be below Investment Grade;
- (b) in the event the Notes are rated by either, but not both, of the Rating Agencies on the Rating Date as Investment Grade, the rating of the Notes by such Rating Agency shall be below Investment Grade; or
- (c) in the event the Notes are rated below Investment Grade by both Rating Agencies on the Rating Date, the rating of the Notes by either Rating Agency shall be decreased by one or more gradations (including gradations within Rating Categories as well as between Rating Categories).

“Receipt” means, at any time, with respect to an Associate, an amount equal to the net reduction in all Investments made in such Associate under clause (18) of the definition of “Permitted Investment” since the Original Issue Date resulting from (A) receipt of payments by the Company or any Restricted Subsidiary in respect of all such Investments, including interest on, or repayments of, loans or advances, dividends or other distributions (except, in each case, to the extent any such payments are included in the calculation of Consolidated Net Income), (B) the unconditional release of a Guarantee of any obligation of any Associate provided under such clause (18) after the Original Issue Date by the Company or any Restricted Subsidiary, (C) to the extent that an Investment made after the Original Issue Date under such clause (18) is sold or otherwise liquidated or repaid for cash, the lesser of (x) cash return of capital with respect to such Investment (less the reasonable costs of disposition, if any) and (y) the initial amount of such Investment, or (D) such Associate becoming a Restricted Subsidiary (whereupon all Investments made by the Company or any Restricted Subsidiary in such Associate since the Original Issue Date shall be deemed to have been made pursuant to clause (1) of the definition of “Permitted Investment” definition).

“Relevant Total Assets” means, at any date of determination, the Total Assets of the Company, without counting the total consolidated assets of the Listed Subsidiaries (if any), measured in accordance with GAAP as of the last day of the most recent fiscal quarter for which consolidated financial statements of the Company (which the Company shall use its reasonably best efforts to compile on a timely manner) are available (which may be internal consolidated financial statements).

“Renminbi” or “RMB” means yuan, the lawful currency of the PRC.

“Reference Treasury Dealer” means each of any three investment banks of recognized standing that is a primary U.S. Government securities dealer in The City of New York, selected by the Company in good faith.

“Reference Treasury Dealer Quotations” means, with respect to each Reference Treasury Dealer and any redemption date, the average as determined by the Company in good faith, of the bid and asked prices for the Comparable Treasury Issue (expressed in each case as a percentage of its principal amount) quoted in writing by such Reference Treasury Dealer at 5:00 p.m., New York City time, on the third Business Day preceding such redemption date.

“Replacement Assets” means, on any date, property or assets (other than current assets that are not land use rights, properties under development or completed properties held for sale) of a nature or type or that are used in (i) a Core Business or a Designated Business or (ii) the business for which the property or assets being replaced have been used.

“Restricted Subsidiary” means any Subsidiary of the Company other than an Unrestricted Subsidiary.

“S&P” means Standard & Poor’s Ratings Services and its affiliates.

“Sale and Leaseback Transaction” means any direct or indirect arrangement relating to property (whether real, personal or mixed), now owned or hereafter acquired whereby the Company or any Restricted Subsidiary transfers such property to another Person and the Company or any Restricted Subsidiary leases it from such Person.

“Securities Act” means the U.S. Securities Act of 1933, as amended.

“Security Documents” means, collectively, the Share Charges and any other agreements or instruments that may evidence or create, or purport to create, any Lien in favor of the Collateral Agent, in each case for the benefit of secured parties that shall include the Holders, in any or all of the

Collateral securing, with respect to the Notes, the obligations of the Company under the Notes and the Indenture and of the Subsidiary Guarantor Pledgors under their respective Subsidiary Guarantees (including without limitation the Intercreditor Agreement).

“Senior Indebtedness” of the Company or a Restricted Subsidiary, as the case may be, means all Indebtedness of the Company or the Restricted Subsidiary, as relevant, whether outstanding on the Original Issue Date or thereafter created, except for Indebtedness which, in the instrument creating or evidencing the same, is expressly stated to be subordinated in right of payment to (a) in respect of the Company, the Notes, (b) in respect of any Restricted Subsidiary that is a Subsidiary Guarantor, its Subsidiary Guarantee, or (c) in respect of any Restricted Subsidiary that is a JV Subsidiary Guarantor, its JV Subsidiary Guarantee, *provided* that Senior Indebtedness does not include (1) any obligation to the Company or any Restricted Subsidiary, (2) trade payables or (3) Indebtedness Incurred in violation of the Indenture.

“Share Charges” has the meaning given under “— Security.”

“Significant Subsidiary” means a Restricted Subsidiary, when consolidated with its Restricted Subsidiaries, that would be a “significant subsidiary” using the conditions specified in the definition of significant subsidiary in Article 1, Rule 1-02(w) of Regulation S-X, promulgated pursuant to the Securities Act, as such Regulation is in effect on the Original Issue Date, if any of the conditions exceeds 5%.

“Staged Acquisition Agreement” means an agreement between the Company or a Restricted Subsidiary and an Independent Third Party (x) pursuant to which the Company or such Restricted Subsidiary agrees to acquire not less than a majority of the Capital Stock of a Person for a consideration that is not more than the Fair Market Value of such Capital Stock of such Person at the time the Company or such Restricted Subsidiary enters into such agreement and (y) which provides that the payment of the purchase price for such Capital Stock is made in more than one installment over a period of time.

“Stated Maturity” means, (1) with respect to any Indebtedness, the date specified in such debt security as the fixed date on which the final installment of principal of such Indebtedness is due and payable as set forth in the documentation governing such Indebtedness and (2) with respect to any scheduled installment of principal of or interest on any Indebtedness, the date specified as the fixed date on which such installment is due and payable as set forth in the documentation governing such Indebtedness.

“Subordinated Indebtedness” means any Indebtedness of the Company or any Subsidiary Guarantor or any JV Subsidiary Guarantor which is contractually subordinated or junior in right of payment to the Notes, any Subsidiary Guarantee or any JV Subsidiary Guarantee, as applicable, pursuant to a written agreement to such effect.

“Subsidiary” means, with respect to any Person, any corporation, association or other business entity (i) of which more than 50% of the voting power of the outstanding Voting Stock is owned, directly or indirectly, by such Person and one or more other Subsidiaries of such Person or (ii) of which 50% or less of the voting power of the outstanding Voting Stock is owned, directly or indirectly, by such Person and one or more other Subsidiaries of such Person and in each case which is “controlled” and consolidated by such Person in accordance with GAAP.

“Subsidiary Guarantee” means any Guarantee of the obligations of the Company under the Indenture and the Notes by any Subsidiary Guarantor.

“Subsidiary Guarantor” means any initial Subsidiary Guarantor named herein and any other Restricted Subsidiary which guarantees the payment of the Notes pursuant to the Indenture and the Notes; *provided* that “Subsidiary Guarantor” will not include (a) any Person whose Subsidiary Guarantee has been released in accordance with the Indenture and the Notes or (b) any JV Subsidiary Guarantor.

“Subsidiary Guarantor Pledgor” means any initial Subsidiary Guarantor Pledgor named herein and any other Subsidiary Guarantor which pledges Collateral to secure the obligations of the Company under the Notes and the Indenture and of such Subsidiary Guarantor under its Subsidiary Guarantee; *provided* that a Subsidiary Guarantor Pledgor will not include any person whose pledge under the Security Documents has been released in accordance with the Security Documents, the Indenture and the Notes.

“Temporary Cash Investment” means any of the following:

- (1) direct obligations of the United States of America, any state of the European Economic Area, the People’s Republic of China or Hong Kong or any agency of any of the foregoing or obligations fully and unconditionally Guaranteed by the United States of America, any state of the European Economic Area, the People’s Republic of China or Hong Kong or any agency of any of the foregoing, in each case maturing within one year;
- (2) time deposit accounts, certificates of deposit and money market deposits maturing within 180 days of the date of acquisition thereof issued by a bank or trust company which is organized under the laws of the United States of America, any state thereof, any state of the European Economic Area or Hong Kong, which bank or trust company has capital, surplus and undivided profits aggregating in excess of US\$100 million (or the Dollar Equivalent thereof) and has outstanding debt which is rated “A” (or such similar equivalent rating) or higher by at least one nationally recognized statistical rating organization (as defined in Section 3(a)(62) of the Exchange Act) or any money market fund sponsored by a registered broker dealer or mutual fund distributor;
- (3) repurchase obligations with a term of not more than 30 days for underlying securities of the types described in clause (1) above entered into with a bank or trust company meeting the qualifications described in clause (2) above;
- (4) commercial paper, maturing not more than 180 days after the date of acquisition thereof, issued by a corporation (other than an Affiliate of the Company) organized and in existence under the laws of the United States of America, any state thereof or any foreign country recognized by the United States of America with a rating at the time as of which any investment therein is made of “P-1” (or higher) according to Moody’s or “A-1” (or higher) according to S&P;
- (5) securities, maturing within one year of the date of acquisition thereof, issued or fully and unconditionally Guaranteed by any state, commonwealth or territory of the United States of America, or by any political subdivision or taxing authority thereof, and rated at least “A” by S&P or Moody’s;
- (6) any money market fund that has at least 95% of its assets continuously invested in investments of the types described in clauses (1) through (5) above; and
- (7) demand or time deposit accounts, certificates of deposit, overnight or call deposits and money market deposits with any banks or financial institutions organized under the laws of the PRC or structured deposit products with a term not exceeding six months that are principal protected with any banks or financial institutions organized under the laws of the PRC.



“Total Assets” of the Company means, as of any date, the total consolidated assets of the Company and its Restricted Subsidiaries measured in accordance with GAAP as of the last day of the most recent fiscal quarter for which consolidated financial statements of the Company (which the Company shall use its best efforts to compile on a timely manner) are available (which may be internal consolidated financial statements); *provided* that:

- (1) only with respect to clause (2)(h) of “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” covenant and the definition of “Permitted Subsidiary Indebtedness,” the amount of Total Assets shall be calculated after giving *pro forma* effect to include the cumulative value of all of the real or personal property or equipment the acquisition, development, construction or improvement of which requires or required the Incurrence of Indebtedness and calculation of the amount of Total Assets thereunder, as measured by the purchase price or cost therefor or budgeted cost provided in good faith by the Company or any of its Restricted Subsidiaries to the bank or other similar financial institutional lender providing such Indebtedness;
- (2) only with respect to clause (2)(v) of “— Certain Covenants — Limitation on Indebtedness and Preferred Stock” covenant, with respect to the Incurrence of any Acquired Indebtedness as a result of any Person becoming a Restricted Subsidiary, Total Assets shall be calculated after giving *pro forma* effect to include the consolidated assets of such Restricted Subsidiary and any other change to the consolidated assets of the Company as a result of such Person becoming a Restricted Subsidiary; and
- (3) only with respect to any Person becoming a New Non-Guarantor Subsidiary, *pro forma* effect shall at such time be given to the consolidated assets of such New Non-Guarantor Subsidiary (including giving *pro forma* effect to any other change to the consolidated assets of the Company, in each case as a result of such Person becoming a New Non-Guarantor Subsidiary).

“Trade Payables” means, with respect to any Person, any accounts payable or any other indebtedness or monetary obligation to trade creditors created, assumed or Guaranteed by such Person or any of its Subsidiaries arising in the ordinary course of business in connection with the acquisition of goods or services.

“Transaction Date” means, with respect to the Incurrence of any Indebtedness, the date such Indebtedness is to be Incurred and, with respect to any Restricted Payment, the date such Restricted Payment is to be made.

“U.S. Government Obligations” means securities that are (1) direct obligations of the United States of America for the payment of which its full faith and credit is pledged or (2) obligations of a Person controlled or supervised by and acting as an agency or instrumentality of the United States of America the payment of which is unconditionally Guaranteed as a full faith and credit obligation by the United States of America, which, in either case, are not callable or redeemable at the option of the issuer thereof at any time prior to the Stated Maturity of the Notes, and shall also include a depository receipt issued by a bank or trust company as custodian with respect to any such U.S. Government Obligation or a specific payment of interest on or principal of any such U.S. Government Obligation held by such custodian for the account of the holder of a depository receipt; *provided* that (except as required by law) such custodian is not authorized to make any deduction from the amount payable to the holder of such depository receipt from any amount received by the custodian in respect of the U.S. Government Obligation or the specific payment of interest on or principal of the U.S. Government Obligation evidenced by such depository receipt.

“Unrestricted Subsidiary” means (1) subject to any redesignation under the section entitled “— Certain Covenants — Designation of Restricted and Unrestricted Subsidiaries,” each of Foshan Nanhai Juncheng Property Development Co., Ltd. (佛山市南海俊誠房地產開發有限公司), Wuhan Donghu Hengda Real Estate Development Co., Ltd. (武漢東湖恒大地產開發有限公司), Prosper Trade Investments Limited, Fortex Development Limited (嘉達發展有限公司), Ningbo Sanli Xianghe Property Co., Ltd. (寧波三立祥和置業有限公司), Ningbo Sanli Yongheng Property Co., Ltd. (寧波三立甬恒置業有限公司), Ningbo Sanli Jiada Property Co., Ltd. (寧波三立嘉達置業有限公司), Global City Development Ltd, City Expert Limited (城博有限公司), City Expert (Ningbo) Property Co., Ltd. (城博(寧波)置業有限公司), Key Alliance Investments Limited (建聯投資有限公司), Ray Shine Group Limited (利輝集團有限公司), Ideal Market Holdings Limited (旭智控股有限公司), Ningbo Yucheng Property Co., Ltd. (寧波御誠置業有限公司), Exalt Boom Investments Limited (晉昌投資有限公司), Exalt Prosper Limited (上盛有限公司), Mass Thrive Limited (群盛有限公司) and Mass Thrive Holding Limited (群盛控股有限公司); (2) any Subsidiary of the Company that at the time of determination shall be designated an Unrestricted Subsidiary by the Board of Directors in the manner provided in the Indenture; and (3) any Subsidiary of an Unrestricted Subsidiary.

“Voting Stock” means, with respect to any Person, Capital Stock of any class or kind ordinarily having the power to vote for the election of directors, managers or other voting members of the governing body of such Person.

“Wholly Owned” means, with respect to any Subsidiary of any Person, the ownership of all of the outstanding Capital Stock of such Subsidiary (other than any director’s qualifying shares or Investments by foreign nationals mandated by applicable law) by such Person or one or more Wholly Owned Subsidiaries of such Person; *provided* that Subsidiaries that are PRC CJVs shall not be considered Wholly Owned Subsidiaries unless such Person or one or more Wholly Owned Subsidiaries of such Person is entitled to 95% or more of the economic benefits distributable by such Subsidiary. However, for the purposes of the section entitled “— The Subsidiary Guarantees and the JV Subsidiary Guarantees,” “Wholly Owned” means the ownership of all of the outstanding Capital Stock of such Subsidiary (other than any director’s qualifying shares or Investments by foreign nationals mandated by applicable law) by such Person or one or more Wholly Owned Subsidiaries of such Person.

## TAXATION

*The following summary of certain Cayman Islands, British Virgin Islands, Hong Kong and PRC, tax consequences of the purchase, ownership and disposition of Notes is based upon applicable laws, regulations, rulings and decisions in effect as of the date of this offering memorandum, all of which are subject to change (possibly with retroactive effect). This discussion does not purport to be a comprehensive description of all the tax considerations that may be relevant to a decision to purchase, own or dispose of the Notes and does not purport to deal with consequences applicable to all categories of investors, some of which may be subject to special rules. Persons considering the purchase of Notes should consult their own tax advisors concerning the tax consequences of the purchase, ownership and disposition of Notes, including such possible consequences under the laws of their country of citizenship, residence or domicile.*

### **Cayman Islands**

Under the laws of the Cayman Islands, payments of interest and principal on the Notes will not be subject to taxation and no withholding will be required on the payment of interest and principal or premium to any holder of the Notes, as the case may be, nor will gains derived from the disposal of the Notes be subject to Cayman Islands income or corporation tax. The Cayman Islands currently have no income, corporation or capital gains tax and no estate duty, inheritance tax or gift tax. The Cayman Islands are not party to any double taxation treaties.

No stamp duty is payable in respect of the issue of the Notes. An instrument of transfer in respect of a Note is stampable if executed in or brought into the Cayman Islands.

The Company has been incorporated under the laws of the Cayman Islands as an exempted company with limited liability and, as such, has obtained an undertaking from the Governor in Cabinet of the Cayman Islands as to tax concessions under the Tax Concessions Law (2011 Revision). In accordance with the provision of section 6 of The Tax Concessions Law (2011 Revision), the Governor in Cabinet undertakes with Evergrande Real Estate Group Limited:

- That no law which is hereafter enacted in the Cayman Islands imposing any tax to be levied on profits, income, gains or appreciations shall apply to the Company or its operations; and
- In addition, that no tax to be levied on profits, income, gains or appreciations or which is in the nature of estate duty or inheritance tax shall be payable, on or in respect of the shares, debentures or other obligations of the Company, or by way of the withholding, in whole or part, of any relevant payment as defined in Section 6(3) of the Tax Concessions Law (2011 Revision).
- These concessions shall be for a period of 20 years from July 4, 2006.

### **British Virgin Islands**

There is no income or other tax of the British Virgin Islands imposed by withholding or otherwise on any payment to be made to or by the Subsidiary Guarantors pursuant to the Subsidiary Guarantees.

### **Hong Kong**

*Withholding Tax.* No withholding tax in Hong Kong is payable on payments of principal (including any premium payable on redemption of the Notes) or interest in respect of the Notes.

*Profits Tax.* Hong Kong profits tax is charged on every person carrying on a trade, profession or business in Hong Kong in respect of assessable profits arising in or derived from Hong Kong from such trade, profession or business. Under the Inland Revenue Ordinance (Chapter 112 of the Laws of Hong Kong), or the Inland Revenue Ordinance, as it is currently applied, Hong Kong profits tax may be charged on revenue profits arising on the sale, disposal or redemption of the Notes where such sale, disposal or redemption is or forms part of a trade, profession or business carried on in Hong Kong.

Interest payments on the Notes will be subject to Hong Kong profits tax where such payments have a Hong Kong source, and are received by or accrue to:

- a financial institution (as defined in the Inland Revenue Ordinance) and arises through or from the carrying on by the financial institution of its business in Hong Kong; or
- a corporation carrying on a trade, profession or business in Hong Kong; or
- a person, other than a corporation, carrying on a trade, profession or business in Hong Kong and such interest is in respect of the funds of the trade, profession or business.

Although no tax is imposed in Hong Kong in respect of capital gains, Hong Kong profits tax may be chargeable on trading gains arising on the sale or disposal of the Notes where such transactions are or form part of a trade, profession or business carried on in Hong Kong.

*Stamp Duty.* No Hong Kong stamp duty will be chargeable upon the issue or transfer (for so long as the register of holders of the Notes is maintained outside Hong Kong) of a Note.

## **PRC Taxation**

*Taxation on Interests.* The PRC Enterprise Income Tax Law and its implementation regulations, effective January 1, 2008, impose a withholding tax at the rate of 10% on interests paid to holders of the Notes that are “non-resident enterprises” so long as such “non-resident enterprise” holder does not have an establishment or place of business in China or, despite the existence of establishment or place of business in China, the relevant income is not effectively connected with such establishment or place of business in China, to the extent such interests are sourced within China. We may be considered a PRC tax resident enterprise, as described in “Risk Factors — Risks Relating to Our Business — We may be deemed a PRC resident enterprise under the PRC Enterprise Income Tax Law, which may subject us to PRC taxation on our worldwide income, require us to withhold taxes on interest we pay on the Notes and require holders of the Notes to pay taxes on gains realized from the sale of the Notes.” Pursuant to these provisions of the PRC tax law, despite many uncertainties with respect to their application, if we are considered a PRC resident enterprise, interest paid to non-resident enterprise holders of the Notes may be treated as income derived from sources within China and be subject to the PRC withholding tax at a rate of 10%. In the case of individual holders of Notes, the tax may be withheld at a rate of 20%. To the extent that China has entered into arrangements relating to the avoidance of double-taxation with any jurisdiction, such as Hong Kong, that allow a lower rate of withholding tax, such lower rate may apply to qualified investors in the Notes.

*Taxation on Capital Gains.* The PRC Enterprise Income Tax Law and its implementation regulations, effective January 1, 2008, impose a tax at the rate of 10% on capital gains realized by holders of the Notes that are “non-resident enterprises” so long as any such “non-resident enterprise” holder does not have an establishment or place of business in China or, despite the existence of establishment or place of business in China, the relevant gain is not effectively connected with such establishment or place of business in China, to the extent such capital gains are sourced within China. Pursuant to these provisions of the PRC tax law, despite many uncertainties with respect to their application, if we are considered a PRC resident enterprise, the capital gains realized by holders of the Notes may be treated as income derived from sources within China and be subject to the PRC tax at a rate of 10% (or possibly 20% in the case of individual holders of Notes). To the extent that China has entered into arrangements relating to the avoidance of double-taxation with any jurisdiction, such as Hong Kong, that allow a lower rate of withholding tax, such lower rate may apply to qualified investors in the Notes.

*Stamp duty.* No PRC stamp tax will be chargeable upon the issue or transfer (for so long as the register of holders of the Notes is maintained outside Mainland China) of a Note.

## PLAN OF DISTRIBUTION

Under the terms and subject to the conditions contained in a purchase agreement dated February 10, 2015 or the Purchase Agreement, J.P. Morgan Securities plc, Credit Suisse Securities (Europe) Limited, Deutsche Bank AG, Singapore Branch, China Merchants Securities (HK) Co., Limited and Jefferies Hong Kong Limited, or the Initial Purchasers, have, severally but not jointly, agreed to purchase from us, and we have agreed to sell to such Initial Purchaser, the principal amount of the Notes set forth opposite the Initial Purchaser's name.

<u>Initial Purchaser</u>	<u>Principal Amount</u>
J.P. Morgan Securities plc . . . . .	US\$237,500,000
Credit Suisse Securities (Europe) Limited . . . . .	US\$237,500,000
Deutsche Bank AG, Singapore Branch . . . . .	US\$237,500,000
China Merchants Securities (HK) Co., Limited . . . . .	US\$237,500,000
Jefferies Hong Kong Limited . . . . .	<u>US\$50,000,000</u>
 <b>Total</b> . . . . .	 <u><u>US\$1,000,000,000</u></u>

The Purchase Agreement provides that the obligation of the Initial Purchasers to pay for and accept delivery of the Notes is subject to the approval of certain legal matters by their counsel and certain other conditions. After the initial offering, the offering price and other selling terms may be varied from time to time by the Initial Purchasers.

The Initial Purchasers propose to resell the Notes at the offering price set forth on the cover page of this offering memorandum to non-U.S. persons outside the United States in reliance on Regulation S under the Securities Act. See "Transfer Restrictions." The price at which the Notes are offered may be changed at any time without notice. The Initial Purchasers may offer and sell the Notes through certain of their affiliates. The Initial Purchasers or certain of their affiliates may purchase Notes and be allocated Notes for asset management and/or proprietary purposes but not with a view to distribution. In addition, we have agreed with the Initial Purchasers that we will pay a commission to private banks in connection with the purchase of the Notes by their private bank clients.

We and the Subsidiary Guarantors have agreed to indemnify the Initial Purchasers against certain liabilities, including liabilities under the Securities Act, and to contribute to payments which the Initial Purchasers may be required to make in respect thereof.

The Notes are a new issue of securities with no established trading market. Approval in-principle has been received for the listing of the Notes on the SGX-ST. We have been advised by the Initial Purchasers that, in connection with the offering of the Notes, J.P. Morgan Securities plc, acting as stabilizing manager may engage in transactions that stabilize, maintain or otherwise affect the price of the Notes. Specifically, J.P. Morgan Securities plc acting as stabilizing manager may over allot the offering, creating a syndicate short position. In addition, J.P. Morgan Securities plc acting as stabilizing manager may bid for, and purchase, the Notes in the open market to cover syndicate shorts or to stabilize the price of the Notes. Any of these activities may stabilize or maintain the market price of the Notes above independent market levels. J.P. Morgan Securities plc acting as stabilizing manager is not required to engage in these activities, and may end any of these activities at any time. No assurance can be given as to the liquidity of, or the trading market for, the Notes. These transactions may be effected in the over-the-counter market or otherwise.

We have agreed that, for a period of 14 days from the date of this offering memorandum, we will not offer, directly or indirectly, issue, sell, offer or agree to sell, grant any option for the sale of, or otherwise dispose of, any other debt securities of the Company or the Subsidiary Guarantors or

securities of the Company or the Subsidiary Guarantors that are convertible into, or exchangeable for, the offered Securities or such other debt securities (other than the Notes and the Subsidiary Guarantees), without prior written consent of the Initial Purchasers.

The Notes, the Subsidiary Guarantees and the JV Subsidiary Guarantees (if any) have not been and will not be registered under the Securities Act and may not be offered, sold or delivered within the United States except outside the United States to non-U.S. persons in offshore transactions in reliance on Regulation S under the Securities Act.

The Initial Purchasers have represented and agreed that, except as permitted by the Purchase Agreement, they have not offered, sold or delivered and will not offer, sell or deliver any Notes as part of its distribution in the United States.

We expect that delivery of the Notes will be made against payment therefor on or about the closing date specified on the cover page of this offering memorandum, which will be on or about the four business day following the pricing date of the Notes (this settlement cycle being referred to as “T+4”). Under Rule 15c6-1 of the Exchange Act, trades in the secondary market generally are required to settle in three business days, unless the parties to any such trade expressly agree otherwise. Accordingly, purchasers who wish to trade Notes on the date of pricing or the next succeeding business day will be required, by virtue of the fact that the Notes initially will settle in T+4, to specify an alternate settlement cycle at the time of any such trade to prevent a failed settlement. Purchasers of the Notes who wish to trade the Notes on the date of pricing or succeeding business days should consult their own legal advisor.

We have been advised that the Initial Purchasers presently intend to make a market in the Notes, as permitted by applicable laws and regulations. The Initial Purchasers are not obligated, however, to make a market in the Notes, and any such market making may be discontinued at any time without prior notice at the sole discretion of the Initial Purchasers. Accordingly, no assurance can be given as to the liquidity of, or trading markets for, the Notes.

The Initial Purchasers and their affiliates have in the past engaged, and may in the future engage, in transactions with and perform services, including financial advisory and investment banking services, for us and our affiliates in the ordinary course of business. We may enter into non-speculative hedging or other derivative transactions as part of our risk management strategy with the Initial Purchasers, which may include transactions relating to our obligations under the Notes. Our obligations under these transactions may be secured by cash or other collateral.

## **SELLING RESTRICTIONS**

No action has been taken or will be taken in any jurisdiction by us or the Initial Purchasers that would permit a public offering of the Notes, or the possession, circulation or distribution of this offering memorandum or any other material relating to the Notes or this offering, in any jurisdiction where action for that purpose is required. Accordingly, the Notes may not be offered or sold, directly or indirectly, and neither this offering memorandum nor such other material may be distributed or published, in or from any country or jurisdiction except in compliance with any applicable rules and regulations of such country or jurisdiction.

### **United States**

The Notes and the Subsidiary Guarantees have not been and will not be registered under the Securities Act or any state securities laws and may not be offered or sold within the United States except in transactions exempt from, or not subject to, the registration requirements of the Securities Act and applicable state securities laws. In addition, until 40 days after the commencement of this offering, an offer or sale of Notes within the United States by a dealer (whether or not participating in this offering) may violate the registration requirements of the Securities Act.

The Initial Purchasers, through their affiliates, acting as selling agents where applicable, propose to offer the Notes to non-U.S. persons in offshore transactions in reliance on Regulation S. The Notes will not be offered, sold or delivered within the United States. Terms used in this paragraph have the meanings given to them by Regulation S.

### **United Kingdom**

No invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000 (the “FSMA”)) received by the Initial Purchasers in connection with the issue or sale of the Notes may be communicated or caused to be communicated except in circumstances in which section 21(1) of the FSMA does not apply to the Initial Purchasers. All applicable provisions of the FSMA must be complied with respect to anything done or to be done by the Initial Purchasers in relation to any Notes in, from or otherwise involving the United Kingdom.

### **Hong Kong**

This offering memorandum has not been and will not be registered with the Registrar of Companies in Hong Kong. Accordingly, except as mentioned below, this offering memorandum may not be issued, circulated or distributed in Hong Kong. A copy of this offering memorandum may, however, be issued to a limited number of prospective applicants for the Notes in Hong Kong in a manner which does not constitute an offer of the Notes to the public in Hong Kong or an issue, circulation or distribution in Hong Kong of a prospectus for the purposes of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32 of the Laws of Hong Kong). No advertisement, invitation or document relating to the Notes may be issued or may be in the possession of any person other than with respect to the Notes which are or are intended to be disposed of only to persons outside Hong Kong or only to “professional investors” within the meaning of the Securities and Futures Ordinance (Cap. 571. Laws of Hong Kong) and any rules made thereunder.

### **Japan**

The Notes have not been and will not be registered under the Financial Instruments and Exchange Law of Japan (Law No. 25 of 1948) (as amended) (the “FIEL”), and disclosure under the FIEL has not been made with respect to the Notes. Accordingly, the Notes may not be offered or sold, directly or indirectly, in Japan or to, or for the account of, any resident of Japan, or to others for reoffering or resale, directly or indirectly in Japan or to, or for the benefit of, any resident of Japan, except pursuant to any exemption from the registration requirements of the FIEL and otherwise in compliance with the FIEL and other applicable provisions of Japanese laws and regulations. As used in this paragraph, “resident of Japan” means any person residing in Japan, including any corporation or other entity organized under the laws of Japan.

### **Singapore**

This offering memorandum has not been and will not be registered as a prospectus with the Monetary Authority of Singapore. Accordingly, this offering memorandum and any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of the Notes may not be circulated or distributed, nor may the Notes be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to persons in Singapore other than (i) to an institutional investor under Section 274 of the Securities and Futures Act, Chapter 289 of Singapore (the “SFA”), (ii) to a relevant person pursuant to Section 275(1), or any person pursuant to Section 275(1A), and in accordance with the conditions specified in Section 275 of the SFA or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA, in each case subject to compliance with conditions set forth in the SFA.

Where the Notes are subscribed or purchased in reliance of an exemption under Sections 274 or 275 of the SFA, the Notes shall not be sold within the period of six months from the date of the initial acquisition of the Notes, except to any of the following persons:

- (a) an institutional investor (as defined in Section 4A of the SFA);
- (b) a relevant person (as defined in Section 275(2) of the SFA); or
- (c) any person pursuant to an offer referred to in Section 275(1A) of the SFA,

unless expressly specified otherwise in Section 276(7) of the SFA or Regulation 32 of the Securities and Futures (Offers of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

Where the Notes are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- (a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities (as defined in Section 239(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- (1) to an institutional investor (under Section 274 of the SFA), or to a relevant person (as defined in Section 275(2) of the SFA) and in accordance with the conditions specified in Section 275 of the SFA;
- (2) (in the case of a corporation) where the transfer arises from an offer referred to in Section 276(3)(i)(B) of the SFA or (in the case of a trust) where the transfer arises from an offer referred to in Section 276(4)(i)(B) of the SFA;
- (3) where no consideration is or will be given for the transfer;
- (4) where the transfer is by operation of law;
- (5) as specified in Section 276(7) of the SFA; or
- (6) as specified in Regulation 32 of the Securities and Futures (Offers of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

## **PRC**

This offering memorandum does not constitute a public offer of the Notes, whether by sale of by subscription, in the PRC. The Notes will not be offered or sold within the PRC by means of this offering memorandum or any other document except pursuant to the applicable laws and regulations of the PRC.



**Bermuda**

The Initial Purchasers have not made and will not make on behalf of the Company any invitation directly or indirectly to the public in Bermuda to subscribe for any of the Notes.

**British Virgin Islands**

No invitation will be made directly or indirectly to any person resident in the British Virgin Islands to subscribe for any of the Notes.

**Cayman Islands**

No invitation whether directly or indirectly may be made to the public in the Cayman Islands to subscribe for the Notes unless the Company is listed on the Cayman Islands Stock Exchange.

## TRANSFER RESTRICTIONS

*Because of the following restrictions, purchasers are advised to consult their legal counsel prior to making any offer, sale, resale, pledge or other transfer of the Notes.*

The Notes are subject to restrictions on transfer as summarized below. By purchasing the Notes, including the Subsidiary Guarantees and the JV Subsidiary Guarantees (collectively, the “Securities”), you will be deemed to have made the following acknowledgements, representations to, and agreements with, us and the Initial Purchasers:

1. You understand and acknowledge that:
  - the Securities have not been registered under the Securities Act or any other applicable securities laws;
  - the Securities are being offered for resale in transactions that do not require registration under the Securities Act or any other securities laws;
  - the Securities are being offered and sold only outside of the United States, to certain persons, other than U.S. persons, in offshore transactions in reliance on Rule 903 of Regulation S under the Securities Act; and
  - unless so registered, the Securities may not be sold or otherwise transferred except under an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act or any other applicable securities laws, and in each case in compliance with the conditions for transfer set forth in paragraph 4 below.
2. You represent that you are not an affiliate (as defined in Rule 144 under the Securities Act) of ours, that you are not acting on our behalf and that you are not a U.S. person (as defined in Regulation S under the Securities Act) or purchasing for the account or benefit of a U.S. person, other than a distributor, and you are purchasing the Securities in an offshore transaction in accordance with Regulation S.
3. You acknowledge that neither we nor the Initial Purchasers nor any person representing us or the Initial Purchasers have made any representation to you with respect to us or the offering of the Securities, other than the information contained in this offering memorandum. You represent that you are relying only on this offering memorandum in making your investment decision with respect to the Securities. You agree that you have had access to such financial and other information concerning us and the Securities as you have deemed necessary in connection with your decision to purchase the Securities including an opportunity to ask questions of and request information from us.
4. You represent that you are purchasing the Securities for your own account, or for one or more investor accounts for which you are acting as a fiduciary or agent, in each case not with a view to, or for offer or sale in connection with, any distribution of the Securities in violation of the Securities Act. You agree on your own behalf and on behalf of any investor account for which you are purchasing the Securities, and each subsequent holder of the Securities by its acceptance of the Securities will agree, that until the end of the Distribution Compliance Period (as defined below), the Securities may be offered, sold or otherwise transferred only:
  - (a) to us;
  - (b) under a registration statement that has been declared effective under the Securities Act;

- (c) outside the United States in compliance with Rule 903 or 904 under the Securities Act; or
- (d) under any other available exemption from the registration requirements of the Securities Act, subject in each of the above cases to any requirement of law that the disposition of the seller's property or the property of an investor account or accounts be at all times within the seller or account's control and in compliance with applicable state and other securities laws.

5. You also acknowledge that:

- the above restrictions on resale will apply from the closing date until the date that is 40 days after the later of the closing date and the last date that we or any of our affiliates was the owner of the Securities or any predecessor of the Securities (the "Distribution Compliance Period"), and will not apply after the applicable Distribution Compliance Period ends;
- we and the Transfer Agent reserve the right to require in connection with any offer, sale or other transfer of the Securities under clause (d) above the delivery of an opinion of counsel, certifications and/or other information satisfactory to us and the trustee; and
- each note will contain a legend substantially to the following effect:

THIS SECURITY HAS NOT BEEN REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT"), OR THE SECURITIES LAWS OF ANY STATE OR OTHER JURISDICTION. NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE REOFFERED, SOLD, ASSIGNED, TRANSFERRED, PLEDGED, ENCUMBERED OR OTHERWISE DISPOSED OF IN THE ABSENCE OF SUCH REGISTRATION OR UNLESS SUCH TRANSACTION IS EXEMPT FROM, OR NOT SUBJECT TO, SUCH REGISTRATION.

THE HOLDER OF THIS SECURITY, BY ITS ACCEPTANCE HEREOF, AGREES ON ITS OWN BEHALF AND ON BEHALF OF ANY INVESTOR ACCOUNT FOR WHICH IT HAS PURCHASED SECURITIES, TO OFFER, SELL OR OTHERWISE TRANSFER SUCH SECURITY, PRIOR TO THE DATE (THE "RESALE RESTRICTION TERMINATION DATE") THAT IS 40 DAYS AFTER THE LATER OF THE ORIGINAL ISSUE DATE HEREOF AND THE LAST DATE ON WHICH EVERGRANDE REAL ESTATE GROUP LIMITED (THE "COMPANY") OR ANY AFFILIATE OF THE COMPANY WAS THE OWNER OF THIS SECURITY (OR ANY PREDECESSOR OF SUCH SECURITY), ONLY (A) TO THE COMPANY OR ANY SUBSIDIARY THEREOF, (B) PURSUANT TO A REGISTRATION STATEMENT THAT HAS BEEN DECLARED EFFECTIVE UNDER THE SECURITIES ACT, (C) PURSUANT TO OFFERS AND SALES THAT OCCUR OUTSIDE THE UNITED STATES IN COMPLIANCE WITH REGULATION S UNDER THE SECURITIES ACT, OR (D) PURSUANT TO ANOTHER AVAILABLE EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT, SUBJECT TO THE COMPANY'S AND THE TRUSTEE'S RIGHT PRIOR TO ANY SUCH OFFER, SALE OR TRANSFER PURSUANT TO CLAUSE (D) TO REQUIRE THE DELIVERY OF AN OPINION OF COUNSEL, CERTIFICATION AND/OR OTHER INFORMATION SATISFACTORY TO EACH OF THEM. THIS PARAGRAPH OF THIS SECURITY WILL BE REMOVED UPON THE REQUEST OF THE HOLDER AFTER THE RESALE RESTRICTION TERMINATION DATE. BY ITS ACQUISITION HEREOF, THE HOLDER HEREOF REPRESENTS THAT IT IS NOT A U.S. PERSON NOR IS IT PURCHASING FOR THE ACCOUNT OR BENEFIT

OF A U.S. PERSON AND IS ACQUIRING THIS SECURITY IN AN OFFSHORE TRANSACTION IN ACCORDANCE WITH REGULATIONS UNDER THE SECURITIES ACT.

6. You acknowledge that we, the Initial Purchasers, the Transfer Agent and others will rely upon the truth and accuracy of the above acknowledgments, representations and agreements. You agree that if any of the acknowledgments, representations or agreements you are deemed to have made by your purchase of the Securities is no longer accurate, you will promptly notify us, the Transfer Agent and the Initial Purchasers. If you are purchasing any Securities as a fiduciary or agent for one or more investor accounts, you represent that you have sole investment discretion with respect to each of those accounts and that you have full power to make the above acknowledgments, representations and agreements on behalf of each account.

## **RATINGS**

The Notes are expected to be assigned a rating of B+ by S&P and B2 by Moody's. The ratings reflect the rating agencies' assessment of the likelihood of timely payment of the principal of and interest on the Notes. The ratings do not address the payment of any Additional Amounts and do not constitute recommendations to purchase, hold or sell the Notes inasmuch as such ratings do not comment as to market price or suitability for a particular investor. Each such rating should be evaluated independently of any other rating on the Notes, on other securities of ours, such as our Existing Notes, or on us. Additionally, we have been assigned a long-term corporate credit rating of BB- with a negative outlook by S&P, a corporate family rating of B1 with a negative outlook by Moody's, and a long-term foreign currency issuer default rating of BB- with a negative outlook by Fitch Ratings. We cannot assure you that the ratings will remain in effect for any given period or that the ratings will not be revised by such rating agencies in the future if in their judgment circumstances so warrant.

## **LEGAL MATTERS**

Certain legal matters with respect to the Notes will be passed upon for us by Maples and Calder as to matters of Cayman Islands law and British Virgin Islands law, Sidley Austin as to matters of Hong Kong, United States federal and New York law and Commerce and Finance Law Offices as to matters of PRC law. Certain legal matters will be passed upon for the Initial Purchasers by Davis Polk & Wardwell as to matters of United States federal and New York law and King & Wood Mallesons as to matters of PRC law.

## **INDEPENDENT ACCOUNTANT**

The consolidated financial statements of Evergrande Real Estate Group Limited as of and for each of the years ended December 31, 2012 and 2013, reproduced in this offering memorandum have been audited by PricewaterhouseCoopers, Certified Public Accountants, as stated in their reports appearing herein. The condensed consolidated interim financial information as of and for the six months ended June 30, 2014 contained in this offering memorandum has been reviewed by PricewaterhouseCoopers, Certified Public Accountants, in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants.

The review is substantially less in scope than an audit conducted in accordance with Hong Kong Standards on Auditing and consequently does not enable it to obtain assurance that it would become aware of all significant matters that might be identified in an audit. Accordingly, it does not express an audit opinion. The degree of reliance on such information should be restricted in light of the limited nature of the review procedure applied.

## GENERAL INFORMATION

### Consents

We have obtained all necessary consents, approvals and authorizations in the Cayman Islands, the British Virgin Islands and Hong Kong in connection with the issue and performance of the Notes and the Subsidiary Guarantees. The entering into of the Indenture and the issue of the Notes have been authorized by a resolution of our board of directors dated February 9, 2015.

### Litigation

Except as disclosed in this offering memorandum, there are no legal or arbitration proceedings against or affecting us, any of our subsidiaries or any of our assets, nor are we aware of any pending or threatened proceedings, which are or might be material in the context of this issue of the Notes or the Subsidiary Guarantees.

### No Material Adverse Change

There has been no adverse change, or any development reasonably likely to involve an adverse change, in the condition (financial or otherwise) of our general affairs since June 30, 2014 that is material in the context of the issue of the Notes.

### Documents Available

For so long as any of the Notes is outstanding, copies of the Indenture may be inspected free of charge during normal business hours on any weekday (except public holidays) at the corporate trust office of the Trustee.

For so long as any of the Notes is outstanding, copies of the published financial statements, if any, may be obtained during normal business hours on any weekday (except public holidays) at the corporate trust office of the Trustee.

### Clearing Systems

The Notes have been accepted for clearance through the facilities of Euroclear and Clearstream. Certain trading information with respect to the Notes is set forth below:

	<u>ISIN</u>	<u>Common Code</u>
Regulation S Notes . . . . .	XS1165146488	116514648

Only Notes evidenced by a Global Note have been accepted for clearance through Euroclear and Clearstream.

## **Listing of the Notes**

Approval in-principle has been received for the listing of the Notes on the SGX-ST. Approval in-principle from admission of the Notes to the Official List of, the listing and quotation of the Notes on, the SGX-ST are not to be taken as an indication of the merits of the offering, the Company, the Subsidiary Guarantors, the JV Subsidiary Guarantors (if any), or any of their respective associated companies (if any), the Notes, the Subsidiary Guarantees or the JV Subsidiary Guarantees (if any). The Notes will be traded on the SGX-ST in a minimum board lot size of US\$200,000 for so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require.

For so long as the Notes are listed on the SGX-ST and the rules of the SGX-ST so require, we will appoint and maintain a paying agent in Singapore, where the Notes may be presented or surrendered for payment or redemption, in the event that a Global Note is exchanged for individual definitive Notes. In addition, in the event that a Global Note is exchanged for individual definitive Notes, an announcement of such exchange will be made by or on behalf of us through the SGX-ST and such announcement will include all material information with respect to the delivery of the individual definitive Notes, including details of the paying agent in Singapore.

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*Note:*

- (1) Page references included in the condensed consolidated interim financial information for the six months ended June 30, 2014 and the consolidated financial statements for each of the years ended December 31, 2012 and 2013 as well as the respective Independent Auditor's Reports on the consolidated financial statements of the Company for each of the years ended December 31, 2012 and 2013 set out herein, refer to pages set out in such interim report and annual reports, respectively.



## CONDENSED CONSOLIDATED BALANCE SHEET

		<b>30 June 2014</b>	<b>31 December 2013</b>
	Note	(Unaudited) RMB'000	(Audited) RMB'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property and equipment . . . . .	7	12,826,876	11,377,719
Land use rights . . . . .	7	3,063,319	2,796,471
Investment properties . . . . .	7	48,176,770	36,038,688
Properties under development . . . . .	8	354,842	354,842
Trade and other receivables . . . . .	10	5,519,988	2,626,439
Intangible assets . . . . .	7	547,845	439,600
Available-for-sale financial assets . . . . .	12	4,952,241	3,845,234
Deferred income tax assets . . . . .	19	2,212,395	1,290,772
		<u>77,654,276</u>	<u>58,769,765</u>
<b>Current assets</b>			
Properties under development . . . . .	8	181,641,489	160,543,684
Completed properties held for sale . . . . .	9	35,666,568	24,288,831
Trade and other receivables . . . . .	10	14,850,558	9,511,811
Prepayments . . . . .	11	45,965,729	39,632,002
Income tax recoverable . . . . .		1,842,201	1,748,660
Restricted cash . . . . .	13	27,804,103	13,534,985
Cash and cash equivalents . . . . .	14	36,230,016	40,118,454
		<u>344,000,664</u>	<u>289,378,427</u>
<b>Total assets . . . . .</b>		<u><u>421,654,940</u></u>	<u><u>348,148,192</u></u>
<b>EQUITY</b>			
<b>Equity attributable to shareholders of the Company</b>			
Share capital . . . . .	15	1,030,155	1,109,703
Share premium . . . . .	15	—	4,227,525
Reserves . . . . .	16	5,841,415	4,232,261
Retained earnings . . . . .		39,153,950	39,020,303
		46,025,520	48,589,792
Perpetual capital instruments . . . . .	17	44,484,172	25,023,773
Non-controlling interests . . . . .		7,375,036	5,729,069
<b>Total equity . . . . .</b>		<u>97,884,728</u>	<u>79,342,634</u>

		<b>30 June 2014</b>	<b>31 December 2013</b>
	Note	(Unaudited) RMB'000	(Audited) RMB'000
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Borrowings . . . . .	18	75,962,463	73,021,273
Other payables . . . . .	20	1,291,177	870,475
Deferred income tax liabilities . . . . .	19	<u>8,125,732</u>	<u>6,716,307</u>
		<u>85,379,372</u>	<u>80,608,055</u>
<b>Current liabilities</b>			
Borrowings . . . . .	18	75,818,266	35,796,065
Trade and other payables . . . . .	20	115,333,751	99,895,408
Receipt in advance from customers . . . . .		30,911,365	39,000,386
Current income tax liabilities . . . . .	21	<u>16,327,458</u>	<u>13,505,644</u>
		<u>238,390,840</u>	<u>188,197,503</u>
<b>Total liabilities . . . . .</b>		<u>323,770,212</u>	<u>268,805,558</u>
<b>Total equity and liabilities . . . . .</b>		<u>421,654,940</u>	<u>348,148,192</u>
<b>Net current assets . . . . .</b>		<u>105,609,824</u>	<u>101,180,924</u>
<b>Total assets less current liabilities . . . . .</b>		<u>183,264,100</u>	<u>159,950,689</u>

The notes on pages 29 to 54 form an integral part of these interim consolidated financial information.

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

		Six months ended 30 June	
		2014	2013
		(Unaudited) RMB'000	(Unaudited) RMB'000
	Note		
<b>Revenue</b> . . . . .	6	63,336,747	41,952,314
Cost of sales . . . . .	23	(45,242,114)	(30,500,297)
<b>Gross profit</b> . . . . .		18,094,633	11,452,017
Fair value gains on investment properties . . . . .	7	4,408,172	2,890,742
Other income . . . . .	22	514,367	424,537
Selling and marketing costs . . . . .	23	(3,539,235)	(1,497,504)
Administrative expenses . . . . .	23	(1,939,506)	(1,243,705)
Other operating expenses . . . . .	23	(758,098)	(843,466)
<b>Operating profit</b> . . . . .		16,780,333	11,182,621
Finance (costs)/income, net . . . . .	24	(224,984)	118,285
<b>Profit before income tax</b> . . . . .		16,555,349	11,300,906
Income tax expenses . . . . .	25	(7,060,480)	(4,786,272)
<b>Profit for the period</b> . . . . .		<u>9,494,869</u>	<u>6,514,634</u>
<b>Other comprehensive income</b>			
Item that may be reclassified to profit or loss			
Fair value change on available-for-sale			
financial assets, net of tax . . . . .		171,296	—
Total comprehensive income for the period . . . . .		<u>9,666,165</u>	<u>6,514,634</u>
<b>Profit attributable to:</b>			
Shareholders of the Company . . . . .		7,093,578	6,237,273
Holders of perpetual capital instruments . . . . .		1,883,863	—
Non-controlling interests . . . . .		517,428	277,361
		<u>9,494,869</u>	<u>6,514,634</u>
<b>Total comprehensive income attributable to:</b>			
Shareholders of the Company . . . . .		7,264,874	6,237,273
Holders of perpetual capital instruments . . . . .		1,883,863	—
Non-controlling interests . . . . .		517,428	277,361
		<u>9,666,165</u>	<u>6,514,634</u>
Earnings per share for profit attributable to			
shareholders of the Company for the period			
(expressed in RMB per share)			
— Basic earnings per share . . . . .	26	0.48	0.39
— Diluted earnings per share . . . . .	26	0.47	0.38
Dividends . . . . .	27	—	—

The notes on pages 29 to 54 form an integral part of these interim consolidated financial information.

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Attributable to shareholders of the Company							
	Share capital	Share premium	Reserves	Retained earnings	Total	Perpetual capital instruments	Non- controlling interests	Total equity
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
<b>Unaudited:</b>								
<b>Balance as at 1 January 2013</b> . . . . .	1,043,317	2,901,986	6,546,500	27,771,925	38,263,728	—	3,427,597	41,691,325
<b>Total comprehensive income</b> . . . . .	—	—	—	6,237,273	6,237,273	—	277,361	6,514,634
<b>Transactions with owners:</b>								
Transfer to statutory reserves . . . . .	—	—	1,363,400	(1,363,400)	—	—	—	—
Exercise of share options . . . . .	2,427	108,450	(31,305)	—	79,572	—	—	79,572
Employee share option schemes . . . . .	—	—	27,702	—	27,702	—	—	27,702
Issue of shares . . . . .	62,897	3,463,259	—	—	3,526,156	—	—	3,526,156
Issue of perpetual capital instruments . . . . .	—	—	—	—	—	6,013,800	—	6,013,800
Changes in ownership interests in subsidiaries without change of control . . . . .	—	—	(225,352)	—	(225,352)	—	(49,548)	(274,900)
Capital injection from non-controlling interests . . . . .	—	—	—	—	—	—	189,555	189,555
Acquisition of subsidiaries . . . . .	—	—	—	—	—	—	233,558	233,558
<b>Total transactions with owners</b> . . . . .	<u>65,324</u>	<u>3,571,709</u>	<u>1,134,445</u>	<u>(1,363,400)</u>	<u>3,408,078</u>	<u>6,013,800</u>	<u>373,565</u>	<u>9,795,443</u>
<b>Balance as at 30 June 2013</b> . . . . .	<u>1,108,641</u>	<u>6,473,695</u>	<u>7,680,945</u>	<u>32,645,798</u>	<u>47,909,079</u>	<u>6,013,800</u>	<u>4,078,523</u>	<u>58,001,402</u>
<b>Unaudited:</b>								
<b>Balance as at 1 January 2014</b> . . . . .	1,109,703	4,227,525	4,232,261	39,020,303	48,589,792	25,023,773	5,729,069	79,342,634
<b>Comprehensive income</b>								
Profit for the period . . . . .	—	—	—	7,093,578	7,093,578	1,883,863	517,428	9,494,869
<b>Other comprehensive income</b>								
Fair value change on available-for-sale financial assets . . . . .	—	—	171,296	—	171,296	—	—	171,296
<b>Total comprehensive income</b> . . . . .	—	—	171,296	7,093,578	7,264,874	1,883,863	517,428	9,666,165
<b>Transactions with owners:</b>								
Transfer to statutory reserves . . . . .	—	—	1,513,739	(1,513,739)	—	—	—	—
Exercise of share options (note 16(c)) . . . . .	18,349	840,236	(246,429)	—	612,156	—	—	612,156
Employee share option schemes (note 16(c)) . . . . .	—	—	24,940	—	24,940	—	—	24,940
Repurchase of shares (note 15) . . . . .	(97,897)	(4,078,069)	97,897	(97,897)	(4,175,966)	—	—	(4,175,966)
Dividends (note 27) . . . . .	—	(989,692)	—	(5,348,295)	(6,337,987)	—	—	(6,337,987)
Issue of perpetual capital instruments (note 17) . . . . .	—	—	—	—	—	17,576,536	—	17,576,536
Changes in ownership interests in subsidiaries without change of control (note 31) . . . . .	—	—	47,711	—	47,711	—	383,539	431,250
Capital injection from non-controlling interests . . . . .	—	—	—	—	—	—	745,000	745,000
<b>Total transactions with owners</b> . . . . .	<u>(79,548)</u>	<u>(4,227,525)</u>	<u>1,437,858</u>	<u>(6,959,931)</u>	<u>(9,829,146)</u>	<u>17,576,536</u>	<u>1,128,539</u>	<u>8,875,929</u>
<b>Balance as at 30 June 2014</b> . . . . .	<u>1,030,155</u>	<u>—</u>	<u>5,841,415</u>	<u>39,153,950</u>	<u>46,025,520</u>	<u>44,484,172</u>	<u>7,375,036</u>	<u>97,884,728</u>

The notes on pages 29 to 54 form an integral part of these interim consolidated financial information.

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	Six months ended 30 June	
	2014	2013
	(Unaudited) RMB'000	(Unaudited) RMB'000
<b>Cash flows of operating activities</b>		
Net cash used in operations . . . . .	(30,194,984)	(1,550,167)
PRC corporate income tax paid . . . . .	(2,421,294)	(1,892,788)
PRC land appreciation tax paid . . . . .	(1,480,210)	(1,162,219)
Interest paid . . . . .	(5,791,327)	(3,339,902)
<b>Net cash used in operating activities . . . . .</b>	<b>(39,887,815)</b>	<b>(7,945,076)</b>
<b>Cash flows of investing activities</b>		
Addition of property, equipment and investment properties . . . . .	(10,305,142)	(5,397,107)
Purchase of land use rights . . . . .	(289,142)	(348,500)
Purchase of intangible assets . . . . .	(215,791)	(119,458)
Purchase of available-for-sale financial assets . . . . .	(2,144,665)	—
Proceeds from disposal of available-for-sale financial assets . . . . .	870,152	—
Interest received . . . . .	128,082	54,662
Proceeds from disposal of investment properties . . . . .	842,713	932,184
<b>Net cash used in investing activities . . . . .</b>	<b>(11,113,793)</b>	<b>(4,878,219)</b>
<b>Cash flows of financing activities</b>		
Proceeds from borrowings . . . . .	73,972,289	28,021,545
Repayments of borrowings . . . . .	(25,721,813)	(12,387,780)
Repayments of senior notes . . . . .	(5,550,000)	—
Exercise of share options . . . . .	612,156	79,572
Issuance of ordinary share . . . . .	—	3,526,156
Advances (to)/from non-controlling interests . . . . .	(26,818)	3,668,689
Proceeds from perpetual capital instruments . . . . .	17,576,536	6,013,800
Repurchase of shares . . . . .	(4,175,966)	—
Restricted cash pledged for bank borrowings . . . . .	(10,742,937)	(796,411)
Contribution from non-controlling interests . . . . .	745,000	189,555
Changes in ownership interests in subsidiaries without change of control . . . . .	431,250	(274,900)
<b>Net cash generated from financing activities . . . . .</b>	<b>47,119,697</b>	<b>28,040,226</b>
<b>Net (decrease)/increase in cash and cash equivalents . . . . .</b>	<b>(3,881,911)</b>	<b>15,216,931</b>
Cash and cash equivalents at beginning of period . . . . .	40,118,454	17,790,320
Exchange losses on cash and cash equivalents . . . . .	(6,527)	(26,159)
<b>Cash and cash equivalents at end of period . . . . .</b>	<b>36,230,016</b>	<b>32,981,092</b>

The notes on pages 29 to 54 form an integral part of these interim consolidated financial information.

## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

### 1 General information

Evergrande Real Estate Group Limited (the “Company”) was incorporated in the Cayman Islands on 26 June 2006 as an exempted company with limited liability under the Companies Law, Cap. 22 (2012 Revision as consolidated and revised from time to time) of the Cayman Islands and is engaged in investment holding. The Company and its subsidiaries (the “Group”) are principally engaged in the property development, property investment, property management, property construction, hotel and other businesses in the People’s Republic of China (the “PRC”). The address of its registered office is P.O. Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands.

On 5 November 2009, the Company listed its shares on the Main Board of The Stock Exchange of Hong Kong Limited (the “Stock Exchange”).

The condensed consolidated interim financial information is presented in thousands of Renminbi Yuan (“RMB”), unless otherwise stated. The condensed consolidated interim financial information has been approved for issue by the Board of Directors of the Company on 26 August 2014.

These condensed consolidated interim financial information has not been audited.

### 2 Basis of preparation

This condensed consolidated interim financial information for the six months ended 30 June 2014 has been prepared in accordance with Hong Kong Accounting Standard (“HKAS”) 34, “Interim financial reporting”. The condensed consolidated interim financial information should be read in conjunction with the annual financial statements for the year ended 31 December 2013, which have been prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRS”).

### 3 Accounting Policies

Except as described below, the accounting policies applied are consistent with those of the annual financial statements for the year ended 31 December 2013, as described in those annual financial statements.

- (i) New standards, amendments to standards and interpretations adopted by the Group as at 1 January 2014

The following new standards, amendments to standards and interpretations are mandatory for the Group's financial year beginning 1 January 2014. The adoption of these new standards, amendments to standards and interpretations does not have any significant impact to the results and financial position of the Group.

HKAS 32 (Amendment)	Financial instruments: Presentation
HKFRS 10, 12 and HKAS 27 (Amendment)	Consolidation for investment entities
HKAS 36 (Amendment)	Impairment of assets
HKAS 39 (Amendment)	Financial instruments: Recognition and Measurement — Novation of derivatives
HK(IFRIC) 21	Levies

There are no other amendments to standards and interpretations which will result in significant impact on the results and financial position of the Group.

- (ii) Taxes on income in the interim periods are accrued using the tax rate that would be applicable to expected total annual earnings.

### 4 Estimates

The preparation of interim financial information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing these condensed consolidated interim financial information, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended 31 December 2013.

## **5 Financial risk management**

### **5.1 Financial risk factor**

The Group's activities expose it to a variety of financial risks: market risk (including currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk.

The interim condensed consolidated financial information does not include all financial risk management information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as at 31 December 2013.

There have been no changes in the risk management department or in any risk management policies since 2013 year end.

### **5.2 Liquidity risk**

During the six months ended 30 June 2014, the Group's current borrowings increased by RMB40,022 million and non-current borrowings increased by RMB2,941 million, respectively.

### **5.3 Fair value estimation**

The different levels of fair value estimation have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The available-for-sale financial assets are measured subsequent to initial recognition at fair value which are grouped into Level 1 fair value measurements.

The nominal value less impairment provisions of trade and other receivables and the nominal value of trade and other payables approximate their fair value due to their short maturities. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.



## 6 Segment information

The chief operating decision-maker (“CODM”) of the Group has been identified as the executive directors of the Company who are responsible for reviewing the Group’s internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports. The Group is organised into four business segments: property development, property investment, property management and other businesses which mainly include property construction, hotel and other property development related services. As the CODM of the Group considers most of the revenue and results of the Group are attributable to the market in the PRC, and only an immaterial part (less than 10%) of the Group’s assets are located outside the PRC, no geographical segment information is presented.

The directors of the Company assess the performance of the operating segments based on a measure of segment results. Finance costs or income are not included in the result for each operating segment.

Transactions between segments are carried out at agreed terms amongst relevant parties. The revenue from external parties reported to the management is measured in a manner consistent with that in the condensed consolidated statement of comprehensive income.

The segment results and other segment items included in the condensed consolidated statement of comprehensive income for the six months ended 30 June 2014 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB’000</b>	<b>RMB’000</b>	<b>RMB’000</b>	<b>RMB’000</b>	<b>RMB’000</b>
Gross segment revenue . . . . .	62,028,564	75,477	783,271	4,696,655	67,583,967
Inter-segment revenue . . . . .	—	(14,471)	(318,238)	(3,914,511)	(4,247,220)
Revenue . . . . .	<u>62,028,564</u>	<u>61,006</u>	<u>465,033</u>	<u>782,144</u>	<u>63,336,747</u>
Segment results . . . . .	14,521,195	4,706,182	(234,676)	(2,028,356)	16,964,345
Dividend income of available-for-sale financial assets . . . . .					211,889
Loss on disposal of available-for-sale financial assets . . . . .					(395,901)
Finance costs, net . . . . .					<u>(224,984)</u>
Profit before income tax . . . . .					16,555,349
Income tax expenses . . . . .					<u>(7,060,480)</u>
Profit for the period . . . . .					<u>9,494,869</u>
Depreciation and amortisation . . . . .	158,781	—	3,071	406,517	568,369
Fair value gains on investment properties . . . . .	<u>—</u>	<u>4,408,172</u>	<u>—</u>	<u>—</u>	<u>4,408,172</u>

The segment results and other segment items included in the condensed consolidated statement of comprehensive income for the six months ended 30 June 2013 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Gross segment revenue . . . . .	41,289,271	77,039	514,084	3,940,843	45,821,237
Inter-segment revenue . . . . .	—	(6,929)	(239,685)	(3,622,309)	(3,868,923)
Revenue . . . . .	<u>41,289,271</u>	<u>70,110</u>	<u>274,399</u>	<u>318,534</u>	<u>41,952,314</u>
Segment results . . . . .	8,852,660	3,133,360	(144,095)	(659,304)	11,182,621
Finance income, net . . . . .					<u>118,285</u>
Profit before income tax . . . . .					11,300,906
Income tax expenses . . . . .					<u>(4,786,272)</u>
Profit for the period . . . . .					<u>6,514,634</u>
Depreciation and amortisation . . . . .	90,485	—	2,637	355,384	448,506
Fair value gains on investment properties . . . . .	<u>—</u>	<u>2,890,742</u>	<u>—</u>	<u>—</u>	<u>2,890,742</u>

Segment assets as at 30 June 2014 are as follows:

	<u>Property development</u>	<u>Property investment</u>	<u>Property management services</u>	<u>Other businesses</u>	<u>Group</u>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	342,845,462	48,176,770	714,049	20,911,822	412,648,103
Unallocated . . . . .					<u>9,006,837</u>
Total assets . . . . .					<u><u>421,654,940</u></u>

Segment assets as at 31 December 2013 are as follows:

	<u>Property development</u>	<u>Property investment</u>	<u>Property management services</u>	<u>Other businesses</u>	<u>Group</u>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	291,031,738	36,038,688	635,147	13,557,953	341,263,526
Unallocated . . . . .					<u>6,884,666</u>
Total assets . . . . .					<u><u>348,148,192</u></u>

There are no differences from the latest annual financial statement in the basis of segmentation or in the basis of measurement of segment profit or loss.

Segment assets consist primarily of property and equipment, investment properties, land use rights, properties under development, completed properties held for sale, receivables, prepayments and cash balances. They exclude deferred tax assets, income tax recoverable and available-for-sale financial assets.

## 7 Property and equipment, land use rights, intangible assets and investment properties

	<u>Property and equipment</u>	<u>Land use rights</u>	<u>Intangible assets</u>	<u>Investment properties</u>
	RMB'000	RMB'000	RMB'000	RMB'000
<b>Six months ended</b>				
<b>30 June 2013</b>				
Opening net book amount				
as at 1 January 2013 . . . . .	8,559,167	2,347,117	446,989	24,941,627
Additions . . . . .	1,520,105	348,500	119,458	3,877,002
Disposals . . . . .	(13,105)	—	(2,050)	(746,907)
Fair value gains on investment properties . . . . .	—	—	—	2,890,742
Depreciation and amortisation charge . . . . .	<u>(310,147)</u>	<u>(14,720)</u>	<u>(123,639)</u>	<u>—</u>
Closing net book amount as at 30 June 2013 . . . . .	<u>9,756,020</u>	<u>2,680,897</u>	<u>440,758</u>	<u>30,962,464</u>
<b>Six months ended</b>				
<b>30 June 2014</b>				
Opening net book amount				
as at 1 January 2014 . . . . .	11,377,719	2,796,471	439,600	36,038,688
Additions . . . . .	1,985,208	289,142	215,791	8,319,934
Disposals . . . . .	(77,870)	—	(19,652)	(590,024)
Fair value gains on investment properties . . . . .	—	—	—	4,408,172
Depreciation and amortisation charge . . . . .	<u>(458,181)</u>	<u>(22,294)</u>	<u>(87,894)</u>	<u>—</u>
Closing net book amount as at 30 June 2014 . . . . .	<u>12,826,876</u>	<u>3,063,319</u>	<u>547,845</u>	<u>48,176,770</u>

- (a) The Group measures its investment properties at fair value. The fair value of the Group's investment properties as at 30 June 2014 has been determined on the basis of valuation carried out by CB Richard Ellis Limited ("CBRE"), an independent and professionally qualified valuer.

### *Valuation techniques*

- (i) direct comparison approach is adopted assuming sale of each of these properties in its existing state with the benefit of vacant possession. By making reference to sales transactions as available in the relevant market, comparable properties in close proximity have been selected and adjustments have been made to account for the difference in factors such as location and property size.
- (ii) income approach takes into account the current rents of the property interests and the reversionary potentials of the tenancies, term yield and reversionary yield are then applied respectively to derive the market value of the property.

- (iii) residual method of valuation which is commonly used in valuing development sites by establishing the market value of the properties on an “as-if” completed basis with appropriate deduction on construction costs, professional fees, contingency, marketing and legal cost, and interest payments to be incurred, anticipated developer’s profits, as well as land acquisition costs, interest payment and profit on land.

There were no changes to the valuation techniques during the six months ended 30 June 2014.

The investment properties are included in level 3 as the quantitative information about fair value measurements are using below significant unobservable inputs.

- ***Terminal yield, reversionary yield, expected vacancy rate, market rental and market price***

For completed investment properties, increase in terminal yield, reversionary yield and expected vacancy rate may result in decrease of fair value. Increase in market rent and market price may result in increase of fair value.

- ***Market price, budgeted construction costs to be incurred, estimated percentage to completion and developer’s profit margin***

For investment properties under construction, increase in market price may result in increase in fair value. Increase in budgeted construction costs to be incurred, estimated outstanding percentage to completion and developer’s profit margin may result in decrease in fair value.

## 8 Properties under development

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Properties under development expected to be completed:		
— Within one operating cycle, included under current assets . . . . .	181,641,489	160,543,684
— Beyond one operating cycle, included under non-current assets . . . . .	<u>354,842</u>	<u>354,842</u>
	<u>181,996,331</u>	<u>160,898,526</u>
Properties under development comprise:		
— Construction costs and capitalised expenditures . . . . .	63,183,139	65,921,473
— Interest capitalised . . . . .	15,086,139	12,181,119
— Land use rights . . . . .	<u>103,727,053</u>	<u>82,795,934</u>
	<u>181,996,331</u>	<u>160,898,526</u>

The properties under development include costs of acquiring rights to use certain lands, which are located in various areas of the PRC other than Hong Kong, for property development over fixed periods. Land use rights are held on leases of between 40 to 70 years.

The capitalisation rate of borrowings for the six months ended 30 June 2014 is 9.31% (for the six months ended 30 June 2013: 9.74%).

## 9 Completed properties held for sale

All completed properties held for sale are located in the PRC.

## 10 Trade and other receivables

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Trade receivables ( <i>note (a)</i> ) . . . . .	11,812,358	7,207,708
Other receivables . . . . .	<u>8,558,188</u>	<u>4,930,542</u>
	20,370,546	12,138,250
Less: non-current portion . . . . .	(5,519,988)	(2,626,439)
Trade receivables ( <i>note (a)</i> ) . . . . .	<u>(5,135,526)</u>	<u>(2,255,742)</u>
Other receivables . . . . .	<u>(384,462)</u>	<u>(370,697)</u>
Current portion . . . . .	<u><u>14,850,558</u></u>	<u><u>9,511,811</u></u>

As at 30 June 2014 and 31 December 2013, the fair value of trade and other receivables approximated their carrying amounts.

- (a) Trade receivables mainly arose from sales of properties. Proceeds in respect of sales of properties are to be received in accordance with the terms of the related sales and purchase agreements.

The ageing analysis of trade receivables at respective balance sheet dates is as follows:

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Within 90 days . . . . .	5,142,618	2,780,845
Over 90 days and within 180 days . . . . .	2,174,169	2,496,617
Over 180 days and within 365 days . . . . .	2,798,279	1,886,747
Over 365 days . . . . .	<u>1,697,292</u>	<u>43,499</u>
	<u><u>11,812,358</u></u>	<u><u>7,207,708</u></u>

The maximum exposure to credit risk at each balance sheet date is the carrying value of each class of receivables set out above. The Group has retained the legal titles of the properties sold to these customers at each balance sheet date.

## 11 Prepayments

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Prepaid business taxes and other taxes . . . . .	1,434,513	1,462,913
Prepayments and advances to third parties . . . . .	44,531,216	38,169,089
— for acquisition of land use rights . . . . .	43,299,922	37,605,691
— others . . . . .	1,231,294	563,398
	45,965,729	39,632,002

## 12 Available-for-sale financial assets

	<u>Six months ended 30 June</u>	
	<u>2014</u>	<u>2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Opening amount as at 1 January . . . . .	3,845,234	—
Additions . . . . .	2,144,665	—
Disposals . . . . .	(924,173)	—
— Cost . . . . .	(1,266,053)	—
— Fair value losses . . . . .	341,880	—
Fair value losses recognized in equity . . . . .	(113,485)	—
Closing amount as at 30 June . . . . .	4,952,241	—

As at 30 June 2014, available-for-sale financial assets represented the Group's equity investments in a China A-share listed company and mutual funds.

There were no provisions on available-for-sale financial assets made during the six months ended 30 June 2014 (six months ended 30 June 2013: nil).



### 13 Restricted cash

	<b>30 June 2014</b>	<b>31 December 2013</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Guarantee deposit for construction of projects ( <i>note (a)</i> ) . . .	6,013,259	4,992,469
Guarantee deposit for bank acceptance notes and loans ( <i>note (b)</i> ) . . . . .	18,206,487	7,463,550
Guarantee deposit for land acquisitions. . . . .	2,792,073	287,067
Others . . . . .	792,284	791,899
	<u>27,804,103</u>	<u>13,534,985</u>

- (a) In accordance with relevant documents issued by the PRC local State-Owned Land and Resource Bureau, certain property development companies of the Group are required to place the proceeds received from pre-sale of properties as guarantee deposits for construction of properties. The deposits can only be used to pay for construction fees and purchase of construction materials of the relevant projects when approvals are obtained from the PRC local State-Owned Land and Resource Bureau. The restriction will be released upon the construction is completed or real estate ownership certificate of the pre-sold properties is issued, whichever is earlier.
- (b) The Group placed certain cash deposits with designated banks as security for bank acceptance notes and bank loans.

The restricted cash is denominated in the following currencies:

	<b>30 June 2014</b>	<b>31 December 2013</b>
	<b>RMB'000</b>	<b>RMB'000</b>
— Denominated in RMB . . . . .	27,753,439	8,613,242
— Denominated in other currencies . . . . .	50,664	4,921,743
	<u>27,804,103</u>	<u>13,534,985</u>

The conversion of RMB denominated balances into foreign currencies and the remittance of such foreign currencies denominated bank balances and cash out of the PRC are subject to relevant rules and regulation of foreign exchange control promulgated by the PRC government.

Restricted cash earns interest at floating daily bank deposit rates.

## 14 Cash and cash equivalents

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Cash at bank and in hand:		
— Denominated in RMB . . . . .	29,241,009	36,011,489
— Denominated in other currencies . . . . .	<u>6,989,007</u>	<u>4,106,965</u>
	<u><u>36,230,016</u></u>	<u><u>40,118,454</u></u>

The conversion of RMB denominated balances into foreign currencies and the remittance of such foreign currencies denominated bank balances and cash out of the PRC are subject to relevant rules and regulation of foreign exchange control promulgated by the PRC government.

Cash at banks earns interest at floating daily bank deposit rates.

## 15 Share capital and premium

	<u>Number of ordinary shares</u>	<u>Nominal value of ordinary shares</u>	<u>Equivalent nominal value of ordinary share</u>	<u>Share premium</u>	<u>Total</u>
	<u>(Thousands)</u>	<u>US\$'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
<b>Six months ended 30 June 2013</b>					
Balance as at 1 January 2013 . . . . .	14,990,682	149,907	1,043,317	2,901,986	3,945,303
Issue of shares pursuant to the option scheme . . . . .	38,629	386	2,427	108,450	110,877
Issue of shares . . . . .	<u>1,000,000</u>	<u>10,000</u>	<u>62,897</u>	<u>3,463,259</u>	<u>3,526,156</u>
Balance as at 30 June 2013 . . . . .	<u><u>16,029,311</u></u>	<u><u>160,293</u></u>	<u><u>1,108,641</u></u>	<u><u>6,473,695</u></u>	<u><u>7,582,336</u></u>
<b>Six months ended 30 June 2014</b>					
Balance as at 1 January 2014 . . . . .	16,046,559	160,466	1,109,703	4,227,525	5,337,228
Issue of shares pursuant to the option scheme . . . . .	298,579	2,985	18,349	840,236	858,585
Repurchase of shares ( <i>note (a)</i> ) . . . . .	<u>(1,602,846)</u>	<u>(16,028)</u>	<u>(97,897)</u>	<u>(4,078,069)</u>	<u>(4,175,966)</u>
Dividends ( <i>note 27</i> ) . . . . .	—	—	—	<u>(989,692)</u>	<u>(989,692)</u>
Balance as at 30 June 2014 . . . . .	<u><u>14,742,292</u></u>	<u><u>147,423</u></u>	<u><u>1,030,155</u></u>	<u><u>—</u></u>	<u><u>1,030,155</u></u>

- (a) During the period, the Company repurchased an aggregate of 1,602,846,000 of its own shares through the Stock Exchange, at a consideration of HK\$5,305,348,000 (including transaction costs, equivalent to approximately RMB4,175,966,000). The shares were cancelled after the repurchase.

## 16 Reserves

	<b>Merger reserve</b>	<b>Other reserves</b>	<b>Statutory reserves</b>	<b>Employee share option reserve</b>	<b>Capital redemption reserve</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
	<i>(note (a))</i>		<i>(note (b))</i>	<i>(note (c))</i>		
<b>Six months ended</b>						
<b>30 June 2013</b>						
Balance at 1 January 2013 . . . . .	(986,474)	4,435,814	2,558,490	531,515	7,155	6,546,500
Retained earnings appropriated to statutory reserves . . . . .	—	—	1,363,400	—	—	1,363,400
Changes in ownership interests in subsidiaries without change of control . . . . .	—	(225,352)	—	—	—	(225,352)
Employee share option scheme <i>(note (c))</i> . . . . .	—	—	—	27,702	—	27,702
Exercise of share options . . . . .	—	—	—	(31,305)	—	(31,305)
Balance at 30 June 2013 . . . . .	<u>(986,474)</u>	<u>4,210,462</u>	<u>3,921,890</u>	<u>527,912</u>	<u>7,155</u>	<u>7,680,945</u>
<b>Six months ended</b>						
<b>30 June 2014</b>						
Balance at 1 January 2014 . . . . .	(986,474)	748,049	3,921,890	541,641	7,155	4,232,261
Retained earnings appropriated to statutory reserves . . . . .	—	—	1,513,739	—	—	1,513,739
Changes in ownership interests in subsidiaries without change of control <i>(note 31)</i>	—	47,711	—	—	—	47,711
Employee share option scheme <i>(note (c))</i> . . . . .	—	—	—	24,940	—	24,940
Exercise of share options . . . . .	—	—	—	(246,429)	—	(246,429)
Fair value change on available-for-sale financial assets, net of tax . . . . .	—	171,296	—	—	—	171,296
Repurchase of shares <i>(note 15)</i>	—	—	—	—	97,897	97,897
Balance at 30 June 2014 . . . . .	<u>(986,474)</u>	<u>967,056</u>	<u>5,435,629</u>	<u>320,152</u>	<u>105,052</u>	<u>5,841,415</u>

**(a) Merger reserve**

The merger reserve represents the aggregate nominal value of the share capital/paid-in capital of the subsidiaries acquired by the Company less considerations paid and payable to the then shareholders of the Group during the group reorganisation undertaken in 2006 for preparing listing of the Company on the Stock Exchange.

**(b) Statutory reserves**

In accordance with the relevant rules and regulations in the PRC and the provision of the articles of association of the group entities established in the PRC, these group entities were required to appropriate 10% of the profit for the year after setting off the accumulated losses brought forward (based on the figures reported in the statutory financial statements) to the statutory surplus reserve.

The statutory surplus reserve can only be used to make good of losses of previous years or to increase the capital of respective companies upon the approval of relevant authority.

**(c) Employee share option reserve**

Share options are granted to directors and other selected employees. Options are conditional on the employee completing service for certain periods (the vesting period). The Group has no legal or constructive obligation to repurchase or settle the options in cash.

On 14 October 2009, 208,000,000 share options (the “Pre-IPO Options”) were granted to directors and employees with an exercise price of HK\$3.5 per share. All the options, if vested, will be exercisable before 5 November 2015.

On 18 May 2010, 713,000,000 share options (the “2010 Options”) were granted to directors and employees with an exercise price of HK\$2.4 per share. All the options granted will be exercisable within 5 years after vesting.

Movements of share options are as follows:

	<u>Number of share options</u>
<b>Six months ended 30 June 2013</b>	
Balance at 1 January 2013 . . . . .	746,492,000
Exercised during the period . . . . .	(38,629,000)
Lapsed during the period . . . . .	<u>(600,000)</u>
Balance at 30 June 2013. . . . .	<u><u>707,263,000</u></u>
<b>Six months ended 30 June 2014</b>	
Balance at 1 January 2014 . . . . .	678,065,000
Exercised during the period . . . . .	(298,579,000)
Lapsed during the period . . . . .	<u>(2,600,000)</u>
Balance at 30 June 2014. . . . .	<u><u>376,886,000</u></u>

Particulars of share options as at 30 June 2014 and 31 December 2013 are as follows:

<u>Date of grant</u>	<u>Vesting period</u>	<u>Exercise period</u>	<u>Exercise price</u>	<u>Number of outstanding shares</u>	
				<u>30 June 2014</u>	<u>31 December 2013</u>
<b>Pre-IPO Options:</b>					
14 October 2009	1 year	5 November 2010 — 5 November 2015	HK\$3.5	—	33,269,000
14 October 2009	2 years	5 November 2011 — 5 November 2015	HK\$3.5	39,779,000	57,140,000
14 October 2009	3 years	5 November 2012 — 5 November 2015	HK\$3.5	77,520,000	77,520,000
<b>2010 Options:</b>					
18 May 2010	7 Months	31 December 2010 — 31 December 2015	HK\$2.4	—	—
18 May 2010	19 Months	31 December 2011 — 31 December 2016	HK\$2.4	40,694,000	127,534,000
18 May 2010	31 Months	31 December 2012 — 31 December 2017	HK\$2.4	47,750,000	127,534,000
18 May 2010	43 Months	31 December 2013 — 31 December 2018	HK\$2.4	53,143,000	127,534,000
18 May 2010	55 Months	31 December 2014 — 13 October 2019	HK\$2.4	118,000,000	127,534,000
				<u>376,886,000</u>	<u>678,065,000</u>

The weighted average fair value of both options granted was determined by reference to valuation prepared by an independent valuer, Real Actuarial Consulting Limited, using the Binomial Model. The significant inputs into the model were share price at the date of grant, annual risk free rate, expected volatility, life of the option and expected dividend yield, which are based on the best estimate of the Company's directors. The value of an option varies with different variables of certain subjective assumption.

## 17 Perpetual capital instruments

During the period, certain wholly owned subsidiaries of the Company issued subordinated perpetual capital instruments (the “Perpetual Capital Instruments”) with the aggregate principal amount of RMB17,592,536,000. Net proceeds after deducting the issuance cost amounted to RMB17,576,536,000.

The Perpetual Capital Instruments are jointly guaranteed by the Company and certain subsidiaries, secured by pledges of the shares of the subsidiaries, do not have maturity date and the distribution payments can be deferred at the discretion of the issuers of the Perpetual Capital Instruments. The Perpetual Capital Instruments are classified as equity instruments and recorded in equity in the consolidated balance sheet.

## 18 Borrowings

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Borrowings included in non-current liabilities:		
Bank borrowings — secured ( <i>note (e)</i> )	47,857,732	43,195,988
Senior notes	21,078,038	26,422,061
— Senior notes issued in 2010 (“2010 Senior Notes”) ( <i>note (a)</i> )	8,271,705	8,168,593
— Senior notes issued in 2011 (“2011 Senior Notes”) ( <i>note (b)</i> )	3,668,188	9,206,870
— Senior notes issued in 2013 (“2013 Senior Notes”) ( <i>note (c)</i> )	9,138,145	9,046,598
Other borrowings — secured ( <i>note (d)</i> )	<u>45,476,693</u>	<u>26,510,092</u>
	114,412,463	96,128,141
Less: current portion of non-current borrowings	<u>(38,450,000)</u>	<u>(23,106,868)</u>
	<u>75,962,463</u>	<u>73,021,273</u>
Borrowings included in current liabilities:		
Bank borrowings — secured ( <i>note (e)</i> )	21,316,960	6,404,361
Current portion of non-current borrowings	38,450,000	23,106,868
Other borrowings — secured ( <i>note (d)</i> )	<u>16,051,306</u>	<u>6,284,836</u>
	<u>75,818,266</u>	<u>35,796,065</u>
Total borrowings	<u><u>151,780,729</u></u>	<u><u>108,817,338</u></u>
The total borrowings are denominated in the following currencies:		
RMB	119,442,056	86,863,306
US dollar	24,925,048	21,954,032
HK dollar	7,413,625	—
	<u><u>151,780,729</u></u>	<u><u>108,817,338</u></u>

**(a) 2010 Senior Notes**

On 27 January 2010, the Company issued 13%, five-year senior notes with an aggregated principal amount of US\$750,000,000 (equivalent to approximately RMB5,120,400,000) at 100% of the face value. On 13 April 2010, the Company further issued additional senior notes in the same terms with an aggregated principal amount of US\$600,000,000 (equivalent to approximately RMB4,095,600,000) at 100% of the face value.

**(b) 2011 Senior Notes**

On 13 January 2011, the Company issued 7.50%, three-year senior notes with an aggregated principal amount of RMB5,550,000,000 and 9.25%, five-year senior notes with an aggregated principal amount of RMB3,700,000,000 at 100% of the face value. On 17 January 2014, the Company repaid the senior notes with an aggregated principal amount of RMB5,550,000,000.

**(c) 2013 Senior Notes**

On 31 October 2013, the Company issued 8.75%, five-year senior notes with an aggregated principal amount of US\$1,000,000,000 (equivalent to approximately RMB6,141,200,000) at 100% of the face value. On 13 November 2013, the Company further issued additional senior notes in the same terms with an aggregated principal amount of US\$500,000,000 (equivalent to approximately RMB3,070,600,000) at 100% of the face value.

The above senior notes are jointly guaranteed by certain subsidiaries and secured by pledges of the shares of the subsidiaries.

**(d) Other borrowings**

Certain group companies in the PRC which are engaged in development of real estate projects have entered into fund arrangements with certain financial institutions (the “Trustees”), pursuant to which Trustees raised trust funds and injected the funds to the group companies. The funds bear interest at fixed rates, have fixed repayment terms, and are secured by certain properties under development of the group companies or the shares of other group companies.

**(e) Bank borrowings**

The bank borrowings were secured by certain of its property and equipment, land use rights, investment properties, properties under development, completed properties held for sale and cash in bank.

Movements of borrowings are analysed as follows:

	<b>Six months ended 30 June</b>	
	<b>2014</b>	<b>2013</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Opening amount as at 1 January . . . . .	108,817,338	60,273,855
Additions of borrowings . . . . .	73,972,289	28,021,545
Repayments of borrowings . . . . .	(31,271,813)	(12,387,780)
Amortisation of issuance costs . . . . .	50,242	55,268
Exchange losses/(gains) . . . . .	212,673	(144,181)
Closing amount as at 30 June . . . . .	<u>151,780,729</u>	<u>75,818,707</u>

## 19 Deferred income tax

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority. The net movements of deferred taxation are as follows:

	<b>Six months ended 30 June</b>	
	<b>2014</b>	<b>2013</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Opening balance at 1 January . . . . .	5,425,535	3,899,979
Charged to profit or loss . . . . .	430,703	879,789
Charged to other comprehensive income . . . . .	57,099	—
Closing balance at 30 June . . . . .	<u>5,913,337</u>	<u>4,779,768</u>



## 20 Trade and other payables

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Trade payables . . . . .	75,207,634	65,836,287
Other payables . . . . .	32,224,490	32,605,660
Dividends payables . . . . .	6,337,987	—
Accrued expenses . . . . .	1,860,152	1,586,543
Other taxes payable . . . . .	<u>994,665</u>	<u>737,393</u>
	116,624,928	100,765,883
Less: non-current portion of other payables . . . . .	<u>(1,291,177)</u>	<u>(870,475)</u>
	<u><u>115,333,751</u></u>	<u><u>99,895,408</u></u>

The ageing analysis of trade payables of the Group is as follows:

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Within one year . . . . .	66,797,859	58,571,367
Over one year . . . . .	<u>8,409,775</u>	<u>7,264,920</u>
	<u><u>75,207,634</u></u>	<u><u>65,836,287</u></u>

## 21 Current income tax liabilities

The current income tax liabilities are analysed as follows:

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Income tax payables		
— PRC corporate income tax . . . . .	5,912,636	4,476,314
— PRC land appreciation tax . . . . .	<u>10,414,822</u>	<u>9,029,330</u>
	<u><u>16,327,458</u></u>	<u><u>13,505,644</u></u>

## 22 Other income

	Six months ended 30 June	
	2014	2013
	RMB'000	RMB'000
Interest income from bank deposits . . . . .	128,082	54,662
Forfeited customer deposits. . . . .	17,028	17,081
Advertising income ( <i>note (a)</i> ) . . . . .	215,168	161,056
Gain on disposal of investment properties. . . . .	252,689	185,277
Dividend income of available-for-sale financial assets . . . . .	211,889	—
Loss on disposal of available-for-sale financial assets. . . . .	(395,901)	—
Others . . . . .	85,412	6,461
	<u>514,367</u>	<u>424,537</u>

(a) Amount represented advertising income generated from operation of football club.

## 23 Expenses by nature

Major expenses included in cost of sales, selling and marketing costs, administrative expenses and other operating expenses are analysed as follows:

	Six months ended 30 June	
	2014	2013
	RMB'000	RMB'000
Cost of properties sold . . . . .	40,727,379	26,474,339
Business tax and other levies ( <i>note (a)</i> ) . . . . .	3,609,678	2,378,152
Staff costs — including directors' emoluments . . . . .	3,598,317	2,509,080
Advertising costs. . . . .	2,007,028	757,995
Sales commissions. . . . .	306,747	219,685
Consultancy fee ( <i>note (b)</i> ) . . . . .	106,337	65,926
Depreciation. . . . .	458,181	310,147
Amortisation. . . . .	110,188	138,359
Operating lease expenses . . . . .	103,346	103,523
Donations to governmental charity. . . . .	45,744	123,802

(a) **Business tax**

The group entities with business operation in the PRC are subject to business taxes on their revenue at the following rates:

<u>Category</u>	<u>Rate</u>
Sales of properties . . . . .	5%
Property construction and decoration . . . . .	3%
Property management . . . . .	5%
Hotel operations . . . . .	5%
Advertising revenue . . . . .	5%

(b) **Consultancy fee**

The consultancy fee for the six months ended 30 June 2014 and 2013 are mainly related to market promotion, planning and consultancy services provided by real estate consulting firms and commercial banks.

**24 Finance (costs)/income, net**

	<u>Six months ended 30 June</u>	
	<u>2014</u>	<u>2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Exchange (losses)/gains . . . . .	(215,030)	137,439
Interest expense from borrowings . . . . .	(5,685,676)	(3,391,064)
Less: interest capitalised . . . . .	<u>5,675,722</u>	<u>3,371,910</u>
	<u>(224,984)</u>	<u>118,285</u>

## 25 Income tax expenses

	Six months ended 30 June	
	2014	2013
	RMB'000	RMB'000
Current income tax		
— Hong Kong profits tax . . . . .	—	—
— PRC corporate income tax . . . . .	4,102,364	2,228,695
— PRC land appreciation tax . . . . .	2,527,413	1,677,788
Deferred income tax		
— PRC corporate income tax . . . . .	29,937	465,249
— PRC land appreciation tax . . . . .	400,766	414,540
	<u>7,060,480</u>	<u>4,786,272</u>

The weighted average applicable tax rate for the six months ended 30 June 2014 and 2013 is 25%.

### *Overseas income tax*

The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law, Cap. 22 (2012 Revision as consolidated and revised from time to time) the Cayman Islands and accordingly, is exempted from Cayman Islands income tax. The group companies in the British Virgin Islands were incorporated under the International Business Companies Act of the British Virgin Islands and accordingly, are exempted from British Virgin Islands income tax.

### *Hong Kong profits tax*

No Hong Kong profits tax has been provided for as there was no business operation in Hong Kong that were subject to Hong Kong profits tax during the six months ended 30 June 2014 (six months ended 30 June 2013: nil).

### *PRC corporate income tax*

The income tax provision of the Group in respect of operations in Mainland China has been calculated at the applicable tax rate of 25% (six months ended 30 June 2013: 25%) on the estimated assessable profits for the period, based on the existing legislation, interpretations and practices in respect thereof.

### *PRC withholding income tax*

According to the new Enterprise Income Tax Law of the PRC, starting from 1 January 2008, a withholding tax of 10% will be levied on the overseas holding companies when their PRC subsidiaries declare dividend out of profits earned after 1 January 2008. A lower 5% withholding tax rate may be applied when the immediate holding companies of the PRC subsidiaries are established in Hong Kong and fulfill the requirement of the tax treaty arrangements between the PRC and Hong Kong.

### *PRC land appreciation tax*

PRC land appreciation tax is levied at progressive rate ranging from 30% to 60% on the appreciation of land value, being the proceeds of sales of properties less deductible expenditures including land use rights and all property development expenditures.

## **26 Earnings per share**

Basic earnings per share are calculated by dividing the profits attributable to shareholders of the Company by the weighted average number of ordinary shares in issue during the period.

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company's dilutive potential ordinary shares consist of share options.

## **27 Dividends**

The board of Directors of the Company resolved not to declare any dividend in respect of the six months ended 30 June 2014 (six months ended 30 June 2013: nil).

A final dividend in respect of the year ended 31 December 2013 of RMB0.43 per share totalling RMB6,337,987,000 has been approved by the Shareholders at the Annual General Meeting of the Company on 16 June 2014. This final dividend has been recognised as a liability in this interim financial information.

## **28 Financial guarantees**

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Guarantees in respect of mortgage facilities for certain purchasers of the Group's property units . . . . .	<u>89,707,357</u>	<u>75,309,953</u>

The Group has arranged bank financing for certain purchasers of the Group's property units and provided guarantees to secure obligations of such purchasers for repayments. Such guarantees terminate upon the earlier of (i) issuance of the real estate ownership certificate which will generally be available within an average period of two to three years upon the completion of guarantee registration; or (ii) the satisfaction of mortgaged loan by the purchasers of properties.

Pursuant to the terms of the guarantees, upon default in mortgage payments by these purchasers, the Group is responsible for repaying the outstanding mortgage principals together with accrued interest and penalty owed by the defaulted purchasers to the banks and the Group is entitled to take over the legal title and possession of the related properties. The Group's guarantee period starts from the dates of grant of the mortgages. The directors consider that the likelihood of default in payments by purchasers is minimal and therefore the financial guarantees measured at fair value is immaterial.

## 29 Commitments

### (a) *Operating leases commitments*

The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Property and equipment:		
Not later than one year . . . . .	211,193	195,246
Later than one year and not later than five years . . .	239,400	202,345
Later than five years . . . . .	4,198	23,045
	<u>454,791</u>	<u>420,636</u>

### (b) *Commitments for property development expenditure*

	<u>30 June 2014</u>	<u>31 December 2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Contracted but not provided for		
— Property development activities . . . . .	66,116,395	67,264,984
— Acquisition of land use rights . . . . .	30,974,300	45,592,059
	<u>97,090,695</u>	<u>112,857,043</u>

### 30 Related party transactions

#### (a) *Name and relationship with related parties*

<u>Name</u>	<u>Relationship</u>
許家印博士 Dr. Hui Ka Yan. . . . .	The ultimate controlling shareholder and also the director of the Company

#### (b) *Key management compensation*

Key management includes directors and heads of major operational departments. The compensation paid or payable to key management for employee services is shown below:

	<u>Six months ended 30 June</u>	
	<u>2014</u>	<u>2013</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Salaries and other employee benefits . . . . .	72,805	46,661
Retirement scheme contributions . . . . .	418	406
	<u>73,223</u>	<u>47,067</u>

### 31 Change in ownership interests in subsidiaries without change of control

#### (a) *Acquisition of additional interest in subsidiaries*

During the six months ended 30 June 2014, the Group acquired certain equity interests of certain subsidiaries from non-controlling shareholders at a total consideration of RMB18,750,000. The difference between consideration paid and the carrying amount of equity interests acquired, which amounting to RMB111,000, was recognised as an increase in equity attributable to owners of the Company.

#### (b) *Disposal of interest in a subsidiary without loss of control*

On 10 April 2014, the Company disposed of 30% of interest in Hengda (Taiyuan) Real Estate Group Company Limited to a non-controlling minority shareholder at a consideration of RMB450,000,000. The excess of consideration received and the carrying amount of equity interests disposal, which amounting to RMB47,600,000, was recognised as an increase in equity attributable to owners of the Company.



**To the shareholders of Evergrande Real Estate Group Limited**  
*(incorporated in the Cayman Islands with limited liability)*

We have audited the consolidated financial statements of Evergrande Real Estate Group Limited (the “Company”) and its subsidiaries (together, the “Group”) set out on pages 91 to 170, which comprise the consolidated and company balance sheets as at 31 December 2013, and the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

**DIRECTORS’ RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS**

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

**AUDITOR’S RESPONSIBILITY**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit and to report our opinion solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



## **OPINION**

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Company and of the Group as at 31 December 2013, and of the Group's profit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

**PricewaterhouseCoopers**  
Certified Public Accountants

Hong Kong, 31 March 2014

## CONSOLIDATED BALANCE SHEET

		31 December 2013	31 December 2012
	Note	RMB'000	RMB'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property and equipment . . . . .	6	11,377,719	8,559,167
Land use rights . . . . .	7	2,796,471	2,347,117
Investment properties . . . . .	8	36,038,688	24,941,627
Properties under development . . . . .	9	354,842	—
Trade and other receivables . . . . .	11	2,626,439	1,112,242
Intangible assets . . . . .		439,600	446,989
Available-for-sale financial assets . . . . .	14	3,845,234	—
Deferred income tax assets . . . . .	21	1,290,772	1,039,782
		58,769,765	38,446,924
<b>Current assets</b>			
Properties under development . . . . .	9	160,543,684	133,293,609
Completed properties held for sale . . . . .	10	24,288,831	15,158,843
Trade and other receivables . . . . .	11	9,511,811	5,785,030
Prepayments . . . . .	12	39,632,002	19,871,222
Income tax recoverable . . . . .		1,748,660	1,245,324
Restricted cash . . . . .	15	13,534,985	7,399,279
Cash and cash equivalents . . . . .	16	40,118,454	17,790,320
		289,378,427	200,543,627
<b>Total assets</b> . . . . .		348,148,192	238,990,551
<b>EQUITY</b>			
<b>Capital and reserves attributable to shareholders of the Company</b>			
Share capital . . . . .	17	1,109,703	1,043,317
Share premium . . . . .	17	4,227,525	2,901,986
Reserves . . . . .	18	4,232,261	6,546,500
Retained earnings . . . . .		39,020,303	27,771,925
		48,589,792	38,263,728
Perpetual capital instruments . . . . .	19	25,023,773	—
Non-controlling interests . . . . .		5,729,069	3,427,597
<b>Total equity</b> . . . . .		79,342,634	41,691,325

		<b>31 December 2013</b>	<b>31 December 2012</b>
	<b>Note</b>	<b>RMB'000</b>	<b>RMB'000</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Borrowings . . . . .	20	73,021,273	41,243,149
Other payables . . . . .	22	870,475	738,516
Deferred income tax liabilities . . . . .	21	6,716,307	4,939,761
		<u>80,608,055</u>	<u>46,921,426</u>
<b>Current liabilities</b>			
Borrowings . . . . .	20	35,796,065	19,030,706
Trade and other payables . . . . .	22	99,895,408	77,788,431
Receipt in advance from customers . . . . .		39,000,386	44,833,483
Current income tax liabilities . . . . .	23	13,505,644	8,725,180
		<u>188,197,503</u>	<u>150,377,800</u>
<b>Total liabilities . . . . .</b>		<u><b>268,805,558</b></u>	<u><b>197,299,226</b></u>
<b>Total equity and liabilities . . . . .</b>		<u><b>348,148,192</b></u>	<u><b>238,990,551</b></u>
<b>Net current assets . . . . .</b>		<u><b>101,180,924</b></u>	<u><b>50,165,827</b></u>
<b>Total assets less current liabilities . . . . .</b>		<u><b>159,950,689</b></u>	<u><b>88,612,751</b></u>

The notes on pages 97 to 170 are an integral part of these consolidated financial statements.

**Hui Ka Yan**  
*Director*

**Tse Wai Wah**  
*Director*

## BALANCE SHEET

	Note	31 December 2013 RMB'000	31 December 2012 RMB'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Investments in subsidiaries . . . . .	42	2,070,064	1,911,480
Property and equipment . . . . .	6	<u>13,830</u>	<u>4,427</u>
		<u>2,083,894</u>	<u>1,915,907</u>
<b>Current assets</b>			
Amounts due from subsidiaries and other receivables . . . . .	11	30,579,870	18,254,711
Restricted cash . . . . .	15	3,652,671	—
Cash and cash equivalents . . . . .	16	<u>3,430,108</u>	<u>555,479</u>
		<u>37,662,649</u>	<u>18,810,190</u>
<b>Total assets</b> . . . . .		<u><u>39,746,543</u></u>	<u><u>20,726,097</u></u>
<b>EQUITY</b>			
<b>Capital and reserves attributable to shareholders of the Company</b>			
Share capital . . . . .	17	1,109,703	1,043,317
Share premium . . . . .	17	4,227,525	2,901,986
Reserves . . . . .	18	1,563,332	1,553,206
Retained earnings/(accumulated losses) . . . . .	30	<u>1,079,740</u>	<u>(3,764,140)</u>
<b>Total equity</b> . . . . .		<u><u>7,980,300</u></u>	<u><u>1,734,369</u></u>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Borrowings . . . . .	20	<u>21,240,063</u>	<u>18,017,442</u>
		<u>21,240,063</u>	<u>18,017,442</u>
<b>Current liabilities</b>			
Borrowings . . . . .	20	6,645,254	—
Trade and other payables . . . . .	22	<u>3,880,926</u>	<u>974,286</u>
		<u>10,526,180</u>	<u>974,286</u>
<b>Total liabilities</b> . . . . .		<u><u>31,766,243</u></u>	<u><u>18,991,728</u></u>
<b>Total equity and liabilities</b> . . . . .		<u><u>39,746,543</u></u>	<u><u>20,726,097</u></u>
<b>Net current assets</b> . . . . .		<u><u>27,136,469</u></u>	<u><u>17,835,904</u></u>
<b>Total assets less current liabilities</b> . . . . .		<u><u>29,220,363</u></u>	<u><u>19,751,811</u></u>

The notes on pages 97 to 170 are an integral part of these financial statements.

**Hui Ka Ya**  
*Director*

**Tse Wai Wah**  
*Director*

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

		Year ended 31 December	
		2013	2012
	Note	RMB'000	RMB'000
Revenue . . . . .	5	93,671,780	65,260,838
Cost of sales . . . . .	25	(66,023,022)	(47,050,471)
<b>Gross profit</b> . . . . .		27,648,758	18,210,367
Fair value gains on investment properties . . . . .	8	5,815,221	4,459,506
Other income . . . . .	24	1,041,322	635,525
Selling and marketing costs . . . . .	25	(4,309,728)	(3,017,664)
Administrative expenses . . . . .	25	(3,472,494)	(2,600,664)
Other operating expenses . . . . .	25	(1,679,337)	(1,164,213)
<b>Operating profit</b> . . . . .		25,043,742	16,522,857
Finance income/(costs) . . . . .	28	352,618	(33,056)
<b>Profit before income tax</b> . . . . .		25,396,360	16,489,801
Income tax expenses . . . . .	29	(11,687,328)	(7,307,880)
<b>Profit for the year</b> . . . . .		13,709,032	9,181,921
<b>Other comprehensive income</b>			
Item that may be reclassified to profit or loss			
Fair value loss on available-for-sale financial assets, net of tax . . . . .		(157,235)	—
<b>Other comprehensive income for the year, net of tax</b> . . . . .		(157,235)	—
<b>Total comprehensive income for the year</b> . . . . .		13,551,797	9,181,921
<b>Profit attributable to:</b>			
Shareholders of the Company . . . . .		12,611,778	9,170,837
Holders of perpetual capital instruments . . . . .		656,559	—
Non-controlling interests . . . . .		440,695	11,084
		13,709,032	9,181,921
<b>Total comprehensive income attributable to:</b>			
Shareholders of the Company . . . . .		12,454,543	9,170,837
Holders of perpetual capital instruments . . . . .		656,559	—
Non-controlling interests . . . . .		440,695	11,084
		13,551,797	9,181,921
Earnings per share for profit attributable to shareholders of the Company for the year (expressed in RMB per share)			
— Basic earnings per share . . . . .	31	0.789	0.613
— Diluted earnings per share . . . . .	31	0.782	0.604

The notes on pages 97 to 170 are an integral part of these consolidated financial statements.

		Year ended 31 December	
		2013	2012
	Note	RMB'000	RMB'000
Dividends . . . . .	32	6,265,659	2,291,947

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Attributable to shareholders of the Company					Perpetual capital instruments	Non- controlling interests	Total
	Share capital	Share premium	Reserves	Retained earnings	Total			
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000			
<b>Balance as at</b>								
<b>1 January 2012</b> . . . . .	1,037,199	5,423,466	5,601,609	19,897,438	31,959,712	—	2,171,041	34,130,753
<b>Comprehensive income</b>								
Profit for the year . . . . .	—	—	—	9,170,837	9,170,837	—	11,084	9,181,921
<b>Transactions with owners</b>								
Transfer to								
statutory reserves . . . . .	—	—	1,296,350	(1,296,350)	—	—	—	—
Employee share								
option schemes . . . . .	6,118	279,074	41,844	—	327,036	—	—	327,036
Dividends . . . . .	—	(2,800,554)	—	—	(2,800,554)	—	—	(2,800,554)
Changes in ownership interests in subsidiaries without change of control . . . . .	—	—	(393,303)	—	(393,303)	—	(1,018,993)	(1,412,296)
Distribution to non-controlling interest . . . . .	—	—	—	—	—	—	(561,840)	(561,840)
Capital injection from non- controlling interests . . . . .	—	—	—	—	—	—	416,104	416,104
Acquisition of subsidiaries . . . . .	—	—	—	—	—	—	2,410,201	2,410,201
<b>Total transactions with owners</b> . . . . .	6,118	(2,521,480)	944,891	(1,296,350)	(2,866,821)	—	1,245,472	(1,621,349)
<b>Balance as at</b>								
<b>31 December 2012</b> . . . . .	<u>1,043,317</u>	<u>2,901,986</u>	<u>6,546,500</u>	<u>27,771,925</u>	<u>38,263,728</u>	<u>—</u>	<u>3,427,597</u>	<u>41,691,325</u>
<b>Balance as at</b>								
<b>1 January 2013</b> . . . . .	<u>1,043,317</u>	<u>2,901,986</u>	<u>6,546,500</u>	<u>27,771,925</u>	<u>38,263,728</u>	<u>—</u>	<u>3,427,597</u>	<u>41,691,325</u>
<b>Comprehensive income</b>								
Profit for the year . . . . .	—	—	—	12,611,778	12,611,778	656,559	440,695	13,709,032
<b>Other comprehensive income</b>								
Fair value loss on available- for-sale financial assets . . . . .	—	—	(157,235)	—	(157,235)	—	—	(157,235)
<b>Total comprehensive income</b> . . . . .	—	—	(157,235)	12,611,778	12,454,543	656,559	440,695	13,551,797
<b>Transactions with owners</b>								
Transfer to statutory reserves . . . . .	—	—	1,363,400	(1,363,400)	—	—	—	—
Issuance of shares pursuant to the option scheme . . . . .	3,489	154,227	(45,278)	—	112,438	—	—	112,438
Employee share								
option schemes . . . . .	—	—	55,404	—	55,404	—	—	55,404
Issuance of shares . . . . .	62,897	3,463,259	—	—	3,526,156	—	—	3,526,156
Dividends (note 32) . . . . .	—	(2,291,947)	—	—	(2,291,947)	—	—	(2,291,947)
Issuance of perpetual capital instruments (note 19) . . . . .	—	—	—	—	—	24,367,214	—	24,367,214
Changes in ownership interests in subsidiaries without change of control (note 38)	—	—	(3,530,530)	—	(3,530,530)	—	(136,939)	(3,667,469)
Capital injection from non- controlling interests . . . . .	—	—	—	—	—	—	1,025,017	1,025,017
Acquisition of subsidiaries (note 39) . . . . .	—	—	—	—	—	—	972,699	972,699
<b>Total transactions with owners</b> . . . . .	66,386	1,325,539	(2,157,004)	(1,363,400)	(2,128,479)	24,367,214	1,860,777	24,099,512
<b>Balance as at</b>								
<b>31 December 2013</b> . . . . .	<u>1,109,703</u>	<u>4,227,525</u>	<u>4,232,261</u>	<u>39,020,303</u>	<u>48,589,792</u>	<u>25,023,773</u>	<u>5,729,069</u>	<u>79,342,634</u>

The notes on pages 97 to 170 are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF CASH FLOWS

		Year ended 31 December	
		2013	2012
	Note	RMB'000	RMB'000
<b>Cash flows of operating activities</b>			
Net cash (used in)/generated from operations . . . . .	33	(25,195,048)	6,952,184
PRC corporate income tax paid . . . . .		(3,452,120)	(4,665,364)
PRC land appreciation tax paid . . . . .		(2,397,485)	(2,231,642)
Interest paid . . . . .		(7,826,587)	(5,628,799)
<b>Net cash used in operating activities . . . . .</b>		<b>(38,871,240)</b>	<b>(5,573,621)</b>
<b>Cash flows of investing activities</b>			
Addition of property, equipment and investment properties . . . . .		(11,781,545)	(6,866,816)
Purchase of land use rights . . . . .		(476,978)	(751,192)
Purchase of intangible assets . . . . .		(195,797)	(350,833)
Purchase of available-for-sale financial assets . . . . .		(4,054,881)	—
Acquisition of a subsidiary, net of cash paid . . . . .	40	(109,044)	—
Interest received . . . . .		120,396	108,444
Proceeds from disposal of investment properties . . . . .		3,363,353	49,498
Movement of amounts due from related parties . . . . .		—	530
<b>Net cash used in investing activities . . . . .</b>		<b>(13,134,496)</b>	<b>(7,810,369)</b>
<b>Cash flows of financing activities</b>			
Proceeds from senior notes . . . . .		9,109,469	—
Proceeds from borrowings . . . . .		65,258,558	26,807,986
Repayments of borrowings . . . . .		(25,462,919)	(17,721,336)
Issuance of ordinary shares pursuant to share option scheme . . . . .		112,438	206,154
Issuance of ordinary shares . . . . .		3,526,156	—
Advances from non-controlling interests . . . . .		8,011,361	4,842,151
Restricted cash pledged for bank borrowings . . . . .		(5,575,656)	300,708
Proceeds from perpetual capital instruments . . . . .		24,367,214	—
Contribution from non-controlling interests . . . . .		1,025,017	416,104
Payments for acquisition of non-controlling interests in subsidiaries . . . . .		(3,667,469)	(955,456)
Dividends paid . . . . .		(2,291,947)	(2,800,554)
Advances from related parties . . . . .		—	(371)
<b>Net cash generated from financing activities . . . . .</b>		<b>74,412,222</b>	<b>11,095,386</b>
<b>Net increase/(decrease) in cash and cash equivalents . . . . .</b>		<b>22,406,486</b>	<b>(2,288,604)</b>
Cash and cash equivalents at beginning of year . . . . .		17,790,320	20,081,945
Exchange losses on cash and cash equivalents . . . . .		(78,352)	(3,021)
<b>Cash and cash equivalents at end of year . . . . .</b>		<b>40,118,454</b>	<b>17,790,320</b>

The notes on pages 97 to 170 are an integral part of these consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### 1 General information

Evergrande Real Estate Group Limited (the “Company”) was incorporated in the Cayman Islands on 26 June 2006 as an exempted company with limited liability under the Companies Law, Cap. 22 (2009 Revision as consolidated and revised from time to time) of the Cayman Islands and is engaged in investment holding. The Company and its subsidiaries (the “Group”) are principally engaged in the property development, property investment, property management, property construction, hotel and other property development related services in the People’s Republic of China (the “PRC”). The address of its registered office is P.O. Box 1586, Royal Bank House, Grand Cayman, KY1-1110, Cayman Islands.

The Company had its primary listing on the Main Board of The Stock Exchange of Hong Kong Limited (the “Stock Exchange”) on 5 November 2009.

These consolidated financial statements are presented in Renminbi Yuan (“RMB”) thousands, unless otherwise stated. These consolidated financial statements have been approved for issue by the Board of Directors of the Company on 31 March 2014.

### 2 Summary of significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### (a) Basis of preparation

The consolidated financial statements of the Group have been prepared in accordance with Hong Kong Financial Reporting Standards (the “HKFRS”). The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets and investment properties which are carried at fair value.

The preparation of financial statements in conformity with the HKFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in note 4.

#### (i) New and amended standards adopted by the Group

The following new standards and amendments to standards are mandatory for the first time for the financial year beginning 1 January 2013. The adoption of these new and amended standards does not have any significant impact to the results or financial position of the Group, except for certain disclosures in respect of HKFRS 13:

HKFRS 1 (Amendment)	First time adoption on government loans
HKAS 1 (Amendment)	Financial statements presentation regarding other comprehensive income
HKFRS 7 (Amendment)	Offsetting Financial Assets and Financial Liabilities
HKFRS 10	Consolidated Financial Statements
HKFRS 11	Joint Arrangements
HKFRS 12	Disclosures of Interest in Other Entities
HKFRS 13	Fair Value Measurement
HKAS 19 (2011)	Employee Benefits
HKAS 27 (2011)	Separate Financial Statements
HKAS 28 (2011)	Investments in Associates and Joint Ventures
HKFRS 10, HKFRS 11 and HKFRS 12 (Amendment)	Consolidated Financial Statements, Joint Arrangements and Disclosure of Interests in Other Entities: Transition Guidance
HKFRS (Amendment)	Annual Improvements 2009–2011 Cycle



- (ii) *New and amended standards and interpretations have been issued but are not effective for the financial year beginning 1 January 2013 and have not been early adopted by the Group:*

		<b>Effective for annual periods beginning on or after</b>
HKFRS 9	Financial instruments	Effective date is not yet determined
HKAS 32 (Amendment)	Financial instruments: Disclosures — Offsetting financial assets and financial liabilities	1 January 2014
HKFRS 10, HKFRS 12 and HKAS 27 (Amendment)	Consolidation for investment entities	1 January 2014
HKAS 36 (Amendment)	Recoverable amount disclosures for “impairment of assets”	1 January 2014
IFRIC/HK (IFRIC) Interpretation 21	Levies	1 January 2014
HKAS 39 (Amendment)	Financial Instruments: Recognition and Measurement — Novation of derivatives	1 January 2014
New Company Ordinances	The New Company Ordinances deletes disclosure requirements already dealt with in HKFRS and has new requirement to disclose the Company’s balance sheet in a set of consolidated financial statements as a note to the consolidated financial statements.	3 March 2014
	The abolition of nominal value of shares of companies (listed or private) incorporated in Hong Kong.	
HKAS 19 (Amendment)	Defined benefit plans: Employee contribution	1 July 2014
HKFRS (Amendment)	Annual improvements 2012 and 2013	1 July 2014

The management is in the process of making an assessment on the impact of these new standards and amendments to existing standards and is not yet in a position to state whether any substantial changes to the Group’s significant accounting policies and presentation of the financial information will be resulted.

**(b) Consolidation**

(i) *Subsidiaries*

Subsidiaries are entities (including a structured entity) over which the group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

(ii) *Business combinations*

The Group applies the acquisition method to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The Group recognises any non-controlling interest in the acquiree on an acquisition-by-acquisition basis, either at fair value or at the non-controlling interest's proportionate share of the recognised amounts of acquiree's identifiable net assets.

Acquisition-related costs are expensed off as incurred.

If the business combination is achieved in stages, the acquisition date carrying value of the acquirer's previously held equity interest in the acquiree is re-measured to fair value at the acquisition date; any gains or losses arising from such re-measurement are recognised in profit or loss.

Any contingent consideration to be transferred by the Group is recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability is recognised in accordance with HKAS 39 either in profit or loss or as a change to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If the total of consideration transferred, non-controlling interest recognised and previously held interest measured is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the income statement.

Intra-group transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated. When necessary, amounts reported by subsidiaries have been adjusted to conform with the Group's accounting policies.

(iii) *Changes in ownership interests in subsidiaries without change of control*

Transactions with non-controlling interests that do not result in a loss of control are accounted for as equity transactions — that is, as transactions with the owners of the subsidiary in their capacity as owners. The difference between fair value of any consideration paid and the relevant share acquired of the carrying amount of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

(iv) *Disposal of subsidiaries*

When the Group ceases to have control, any retained interest in the entity is re-measured to its fair value at the date when control is lost, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss.

(v) *Investments in subsidiaries*

In the Company's statement of financial position, the investments in subsidiaries are accounted for at cost less impairment. Cost includes direct attributable costs of investment. The results of subsidiaries are accounted for by the Company on the basis of dividend received and receivable.

Impairment testing of the investments in subsidiaries is required upon receiving a dividend from these investments if the dividend exceeds the total comprehensive income of the subsidiary in the period the dividend is declared or if the carrying amount of the investment in the separate financial statements exceeds the carrying amount in the consolidated financial statements of the investee's net assets including goodwill.

**(c) *Segment reporting***

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker ("CODM"). The CODM who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the executive directors that makes strategic decisions.

**(d) *Foreign currency translation***

**(i) *Functional and presentation currency***

Items included in the financial statements of each group entities are measured using the currency of the primary economic environment in which the entities operate (the “functional currency”). The consolidated financial statements are presented in RMB, which is the functional and presentation currency of the Company.

**(ii) *Transactions and balances***

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated statement of comprehensive income, except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges.

Foreign exchange gain and losses that relate to borrowings denominated in foreign currencies are presented in the consolidated statement of comprehensive income within ‘finance income/(costs), net’. All other foreign exchange gain and losses are presented in the consolidated statement of comprehensive income within ‘Administrative expenses’.

**(iii) *Group entities***

The results and financial positions of the group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- assets and liabilities for each balance sheet of the group entities are translated at the closing rate at the date of that balance sheet;
- income and expenses for each income statement of the group entities are translated at average exchange rates; and
- all resulting exchange differences are recognised as a separate component of equity.

On consolidation, exchange differences arising from the translation of the net investment in foreign operations are taken into equity holders’ equity. When a foreign operation is partially disposed of or sold, exchange differences that were recorded in equity are recognised in the income statement as part of the gain or loss on sale.

**(e) *Property and equipment***

Property and equipment are stated at historical cost less depreciation and any impairment loss. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are recognised in profit or loss during the period in which they are incurred.

Depreciation on property and equipment is calculated using the straight-line method to allocate their cost to their residual values over their estimated useful lives, as follows:

Buildings	20–30 years
Machinery	5–10 years
Transportation equipment	4–10 years
Furniture, fitting and equipment	3–8 years

The assets' residual values and useful lives are reviewed and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within other (losses)/gains, in the statement of comprehensive income.

Assets under construction are stated at historical cost less impairment losses. Historical cost includes expenditure that is directly attributable to the development of the assets which comprises construction costs, amortisation of land use rights, borrowing costs and professional fees incurred during the development period. On completion, the assets are transferred to buildings within property and equipment.

No depreciation is provided for assets under construction. The carrying amount of an asset under construction is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

**(f) *Investment properties***

Property that is held for long-term rental yields or for capital appreciation or both, and that is not occupied by the Group, is classified as investment property. Property relevant and land use right that are currently being constructed or developed for future use as investment property is classified as investment property.

Investment property is measured initially at its cost, including related transaction costs.

After initial recognition, investment property is carried at fair value. Where fair value of investment property under construction is not reliably measurable, the property is measured at cost until the earlier of the date construction is completed or the date at which fair value becomes reliably measurable. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, the Group uses alternative valuation methods such as recent prices on less active markets or discounted cash flow projections.

Subsequent expenditure is charged to the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance costs are recognised in profit or loss during the financial period in which they are incurred.

Changes in fair values of investment property are recognised in profit or loss.

If an investment property becomes owner-occupied or commences to be further developed for sale, it is reclassified as property and equipment and land use right or properties under development, and its fair value at the date of change in use becomes its cost for accounting purposes.

If an item of property and equipment becomes an investment property because its use has changed, any difference resulting between the carrying amount and the fair value of this item at the date of transfer is recognised in equity as a revaluation of property and equipment under HKAS 16. However, if a fair value gain reverses a previous impairment loss, the gain is recognised in profit or loss to the extent the impairment provision previous made.

**(g) Intangible asset**

**(i) Sport players**

The Group operates certain sport clubs. The costs associated with the acquisition of players' registrations are capitalised as intangible assets at the fair value of the consideration payable, including an estimate of the fair value of any contingent consideration. Costs associated with the acquisition of players' registrations include transfer fees, agents' fees and other directly attributable costs. These costs are amortised over the period covered by the player's contract. To the extent that a player's contract is extended, the remaining book value is amortised over the remaining revised contract life. The Group will perform an impairment review on intangible assets, including player registrations, if adverse events indicate that the amortised carrying value of the asset may not be recoverable.

**(ii) Mining rights**

Mining rights acquired in a business combination are recognised at fair value at the acquisition date. Mining rights have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate the cost of mining rights over their estimated useful lives.

**(h) Impairment of non-financial assets**

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows ("cash-generating unit"). Non-financial assets that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

**(i) Financial assets**

**(i) Classification**

The Group classifies its financial assets as loans and receivables and available -for-sale financial assets. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

**Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for those with maturities greater than 12 months after the balance sheet date which are classified as non-current assets. Loans and receivables are classified as 'trade and other receivables' and 'cash and cash equivalents' in the balance sheet.

## Available-for-sale financial assets

Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless the investment matures or management intends to dispose of it within 12 months of the end of the reporting period.

### (ii) *Recognition and measurement*

Regular way purchases and sales of financial assets are recognised on the trade-date — the date on which the Group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the Group has transferred substantially all risks and rewards of ownership. Available-for-sale financial assets are subsequently carried at fair value. Loans and receivables are subsequently carried at amortised cost using the effective interest method.

Changes in the fair value of monetary and non-monetary securities classified as available for sale are recognised in other comprehensive income.

When securities classified as available for sale are sold or impaired, the accumulated fair value adjustments recognised in equity are included in the profit or loss.

Dividends on available-for-sale equity instruments are recognised in the profit or loss when the Group's right to receive payments is established.

### (iii) *Offsetting financial instruments*

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously.



**(j) Impairment of financial assets**

**(i) Assets carried at amortised cost**

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

The criteria that the Group uses to determine that there is objective evidence of an impairment loss include:

- Significant financial difficulty of the issuer or obligor;
- A breach of contract, such as a default or delinquency in interest or principal payments;
- The Group, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the lender would not otherwise consider;
- It becomes probable that the borrower will enter bankruptcy or other financial reorganisation;
- The disappearance of an active market for that financial asset because of financial difficulties; or
- Observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the portfolio, including:
  - (i) adverse changes in the payment status of borrowers in the portfolio;
  - (ii) national or local economic conditions that correlate with defaults on the assets in the portfolio. The Group first assesses whether objective evidence of impairment exists.

For loans and receivables category, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in the consolidated statement of comprehensive income. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. As a practical expedient, the Group may measure impairment on the basis of an instrument's fair value using an observable market price.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the reversal of the previously recognised impairment loss is recognised in profit or loss.

(ii) *Assets classified as available for sale*

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. For equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is also evidence that the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss — measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss — is removed from equity and recognised in profit or loss. Impairment losses recognised in profit or loss on equity instruments are not reversed through profit or loss.

**(k) *Properties under development***

Properties under development are stated at the lower of cost and net realisable value. Net realisable value takes into account the price ultimately expected to be realised, less applicable variable selling expenses and anticipated cost to completion.

Development cost of property comprises mainly construction costs, cost of land use rights, borrowing costs, and professional fees incurred during the development period. On completion, the properties are transferred to completed properties held for sale.

Properties under development are classified as current assets unless those will not be realised in one normal operating cycle.

**(l) *Completed properties held for sale***

Completed properties remaining unsold at the end of each relevant year are stated at the lower of cost and net realisable value.

Cost comprises development costs attributable to the unsold properties.

Net realisable value is determined by reference to the estimated selling price in the ordinary course of business, less applicable estimated selling expenses to make the sale.

**(m) *Trade and other receivables***

Trade receivables are amounts due from customers for properties sold or services performed in the ordinary course of business. If collection of trade and other receivables is expected in one year or less (or in the normal operating cycle of the business if longer), they are classified as current assets. If not, they are presented as non-current assets.

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment.

**(n) *Cash and cash equivalents***

Cash and cash equivalent includes cash in hand and at banks and deposits held at call with banks, other short-term high liquidity investment with original maturities of three months or less.

Bank deposits which are restricted to use are classified as “restricted cash”. Restricted cash are excluded from cash and cash equivalents in the cash flow statements.

**(o) *Share capital***

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new share or options are shown in equity as a deduction, net of tax, from the proceeds.

Where any group company purchases the company’s share (treasury shares), the consideration paid, including any directly attributable incremental costs (net of income taxes) is deducted from equity attributable to the company’s equity holders until the shares are cancelled or reissued. Where such ordinary shares are subsequently reissued, any consideration received, net of any directly attributable incremental transaction costs and the related income tax effects, is included in equity attributable to the company’s equity holders.

**(p) *Perpetual capital instruments***

Perpetual capital instruments with no contracted obligation to repay its principal or to pay any distribution are classified as part of equity.

**(q) *Trade and other payables***

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using effective interest method.

**(r) *Borrowings***

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in profit or loss over the period of the borrowings using the effective interest method.

Fees paid to the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that part or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a pre-payment for liquidity services and amortised over the period of the facility to which it relates.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the respective balance sheet date.

**(s) *Borrowing costs***

General and specific borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation. Other borrowing costs are recognised as an expense in the period in which they are incurred.

**(t) *Current and deferred income tax***

The tax expense for the period comprises current and deferred tax. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the Group entities operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary difference can be controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

**(u) *Employee benefits***

**(i) *Employee leave entitlements***

Employee entitlements to annual leave and long service leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave and long service leave as a result of services rendered by employees up to the balance sheet date.

Employee entitlements to sick leave and maternity leave are not recognised until the time of leave.

**(ii) *Retirement benefits***

In accordance with the rules and regulations in the PRC, the PRC based employees of the Group participate in various defined contribution retirement benefit plans organised by the relevant municipal and provincial governments in the PRC under which the Group and the PRC based employees are required to make monthly contributions to these plans calculated at a percentage of the employees' salaries.

The municipal and provincial governments undertake to assume the retirement benefit obligations of all existing and future retired PRC based employees' payable under the plans described above. Other than the monthly contributions, the Group has no further obligation for the payment of retirement and other post retirement benefits of its employees. The assets of these plans are held separately from those of the Group in independently administrated funds managed by the PRC government.

The Group also participates in a pension scheme under the rules and regulations of the Mandatory Provident Fund Scheme Ordinance ("MPF Scheme") for all employees in Hong Kong, which is a defined contribution retirement scheme. The contributions to the MPF Scheme are based on minimum statutory contribution requirement of 5% of eligible employees' relevant aggregate income. The assets of this pension scheme are held separately from those of the Group in independently administered funds.

The Group's contributions to the defined contribution retirement schemes are expensed as incurred.

**(iii) *Termination benefits***

Termination benefits are payable when employment is terminated before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits when it is demonstrably committed to either: terminating the employment of current employees according to a detailed formal plan without possibility of withdrawal; or providing termination benefits as a result of an offer made to encourage voluntary redundancy. Benefits falling due more than 12 months after balance sheet date are discounted to present value.

**(v) *Share-based payments***

The Group operates a number of equity-settled share-based compensation plans, under which the entity receives services from employees as consideration for equity instruments (“options”) of the Group. The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed is determined by reference to the fair value of the options granted:

- (i) including any market performance conditions (for example, an entity’s share price);
- (ii) excluding the impact of any service and non-market performance vesting conditions (for example, profitability, sales growth targets and remaining an employee of the entity over a specified time period); and
- (iii) including the impact of any non-vesting conditions (for example, the requirement for employees to save).

Non-market performance and service conditions are included in assumptions about the number of options that are expected to vest. The total expense is recognised over the vesting period, which is the period over which all of the specified vesting conditions are to be satisfied. At the end of each reporting period, the Group revises its estimates of the number of options that are expected to vest based on the non-marketing performance and service conditions. It recognises the impact of the revision to original estimates, if any, in profit or loss, with a corresponding adjustment to equity.

The cash subscribed for the shares issued when the options are exercised is credited to share capital (nominal value) and share premium, net of any directly attributable transaction costs.

The options granted by the Company over its equity instruments to the employees of subsidiary undertakings in the Group are treated as a capital contribution. The fair value of employee services received, measured by reference to the grant date fair value, is recognised over the vesting period as an increase to investment in subsidiary undertakings, with a corresponding credit to equity.

**(w) *Provisions and contingent liabilities***

Provisions are recognised when: the Group has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group. It can also be a present obligation arising from past events that is not recognised because it is not probable that outflow of economic resources will be required or the amount of obligation cannot be measured reliably.

A contingent liability is not recognised but is disclosed in the notes to the financial statements. When a change in the probability of an outflow occurs so that outflow is probable, it will then be recognised as a provision.

**(x) Revenue recognition**

Revenue comprises the fair value of the consideration received or receivable for the sales of properties and services in the ordinary course of the Group's activities. Revenue is shown, net of discount and after eliminated sales with the group entities.

The Group recognises revenue when the amount of revenue can be reliably measured, it is probably that future economic benefits will flow to the entity and specific criteria have been met for each of the Group's activities as described below. The amount of revenue is not considered to be reliably measurable until all contingencies relating to the sale have been resolved. The Group bases its estimates on historical results, taking into consideration the type of customer, and type of transaction and the specifics of each arrangement.

**(i) Sales of properties**

Revenue from sales of properties is recognised when the risks and rewards of properties are transferred to the purchasers, which is when the construction of relevant properties has been completed and the properties have been delivered to the purchasers and collectability of related receivables is reasonably assured. To the extent that the Group has to perform further work on the properties already delivered to the purchasers, the relevant expenses shall be recognised simultaneously. Deposits and installments received on properties sold prior to the date of revenue recognition are included in the balance sheets under current liabilities.

As disclosed in note 35, the Group provided guarantees in respect of mortgage facilities granted by certain banks relating to the mortgage loans arranged for certain purchasers of the Group's properties. These guarantees will normally be discharged upon issuance of the real estate ownership certificate. In order to obtain mortgages, the purchasers would have settled no less than 30% of the total contract amount in accordance with related PRC regulations upon signing the sales contract. The directors of the Company are of the opinion that such settlements provide sufficient evidence of the purchasers' commitment to honour contractual obligation of the bank loans. In addition, based on the past experiences, defaults of mortgage facilities by the purchasers which resulted in the bank guarantees were called upon were rare and the financial impact was immaterial. Further, as disclosed in note 3(a)(iv), the credit risk of the Group under the circumstance that a purchaser defaults on the payment of its mortgage during the term of the guarantee is very low. Accordingly, the directors believe that significant risks and rewards associated to the ownership of the properties have been transferred to the purchasers.

(ii) *Property management*

Revenue arising from property management is recognised in the accounting period in which the services are rendered, using a straight-line basis over the term of the contract.

(iii) *Construction and decoration services*

Revenue arising from construction and decoration service is recognised in the accounting period in which the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

(iv) *Hotel operations*

Hotel revenue from room rentals, food and beverage sales and other ancillary services are recognised when the goods are delivered or services are rendered.

(v) *Interest income*

Interest income is recognised on a time-proportion basis using the effective interest method. When a receivable impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cashflow discounted at original effective interest rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired loans is recognised using the original effective interest rate.

(vi) *Rental income*

Rental income of property leasing under operating leases is recognised on a straight-line basis over the lease terms.

(vii) *Advertising revenue*

Advertising revenue is recognised when the related advertisement appears before the public.

(viii) *Sales of mineral water*

The Group manufactures and sells bottled mineral water products. Revenue from sales of mineral water are recognised when the products have been delivered.



**(y) Leases**

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

**(i) *The Group is the lessee other than operating lease of land use rights***

Payments made under operating leases (net of any incentives received from the lessor), are charged to the consolidated statement of comprehensive income on a straight-line basis over the period of the lease.

**(ii) *The Group is the lessee under operating lease of land use rights***

Land use rights under operating lease, which mainly comprised land use rights to be developed for hotel properties and self-use buildings, are stated at cost and subsequently amortised in the consolidated statement of comprehensive income on a straight-line basis over the operating lease periods.

**(iii) *The Group is the lessor***

Assets leased out under operating leases are included in investment properties in the balance sheets.

**(z) Dividend distribution**

Dividend distribution to the equity holders of the Company is recognised as a liability in the Group's and the Company's financial statements in the period in which the dividends are approved by the equity holders or the board of directors, where applicable.

**(aa) Financial guarantee liabilities**

Financial guarantee liabilities are recognised in respect of the financial guarantee provided by the Group to the banks for property purchasers for the Company's holding company.

Financial guarantee liabilities are recognised initially at fair value plus transaction costs that are directly attributable to the issue of the financial guarantee liabilities. After initial recognition, such liabilities are measured at the higher of the present value of the best estimate of the expenditure required to settle the present obligation and the amount initially recognised less cumulative amortisation of fees recognised.

Financial guarantee liabilities are derecognised from the balance sheet when, and only when, the obligation specified in the contract is discharged or cancelled or expired.

### 3 Financial risk management

#### (a) *Financial risk factor*

The Group's major financial instruments include cash and bank deposits, trade and other receivables, trade and other payables and borrowings. Details of these financial instruments are disclosed in the respective notes. The risks associated with these financial instruments and the policies on how to mitigate these risks are set out below. The Company manages and monitors these exposures to ensure appropriate measures are implemented on a timely and effective manner.

##### (i) *Foreign exchange risk*

The Group's businesses are principally conducted in RMB, except that certain receipts of sales proceeds and borrowings are denominated in other currencies. As at 31 December 2013, the non-RMB assets and liabilities of the Group are mainly cash proceeds from US\$ borrowings deposited in banks, bank borrowings and senior notes denominated in US\$. The Group has not entered into forward exchange contract to hedge its exposure to foreign exchange risk.

As at 31 December 2013 and 2012, if RMB had strengthened/weakened by 5% against US\$, with all other variables held constant, post-tax profit for the years ended 31 December 2013 and 2012 would have been approximately RMB359 million and RMB300 million higher/lower.

##### (ii) *Price risk*

The Group is exposed to equity securities price risk in connection with the available-for-sale financial assets held by the Group, which are publicly traded in stock exchange. The Group closely checks the fluctuation of the price and assesses the impact on the Group's financial statements.

##### (iii) *Interest rate risk*

The Group's interest-bearing assets are mainly restricted cash and cash and cash equivalents. The Group's exposure to changes in interest rates is mainly attributable to its long term borrowings. Borrowings at variable rates expose the Group to cash flow interest-rate risk. Borrowings issued at fixed rates expose the Group to fair value interest-rate risk.

As at 31 December 2013 and 2012, if interest rate on borrowings had been 100 basis point higher/lower with all variables held constant, post-tax profit for the years ended 31 December 2013 and 2012 would have been approximately RMB105 million and RMB76 million lower/higher, respectively, mainly as a result of more/less interest expense on borrowings at variable rates.

The Group has not used any interest rate swaps to hedge its exposure to interest rate risk.

(iv) *Credit risk*

Cash transactions are limited to high-credit-quality institutions. The extent of the Group's credit exposure is represented by the aggregate balance of cash in bank, trade and other receivables.

Deposits are only placed with reputable banks.

For credit exposures to customers, credit terms are granted to customers upon obtaining approval from the Company's senior management after assessing the credit history of those customers. The Group closely monitors the collection of progress payments from customers in accordance with payment schedule agreed with customers. The Group has policies in place to ensure that sales are made to purchasers with an appropriate financial strength and appropriate percentage of down payments.

Meanwhile, the Group has the right to cancel the contracts once repayment from the customers is in default; it also has monitoring procedures to ensure that follow-up actions are taken to recover overdue balances. In addition, the Group regularly reviews the recoverable amount of each individual trade and other receivables to ensure that adequate impairment provisions are made for irrecoverable amounts. The Group has no significant concentrations of credit risk, with exposure spread over a number of counterparties and customers.

The Group typically provides guarantees to banks in connection with the customers' borrowing of mortgage loans to finance their purchase of properties for an amount up to 70% of the total purchase price of the property. Detailed disclosure of these guarantees is made in note 35. If a purchaser defaults on the payment of its mortgage loan during the guarantee period, the bank holding the guarantee may demand the Group to repay the outstanding principal the loan and any interest accrued thereon. Under such circumstances, the Group is able to retain the customer's deposit and resell the property to recover any amounts paid by the Group to the bank. In this regard, the directors of the Company consider that the Group's credit risk is significantly reduced.

(v) *Liquidity risk*

Management aims to maintain sufficient cash and cash equivalents or have available funding through an adequate amount of available financing, including proceeds from pre-sale of properties, committed credit facilities and short-term and long-term borrowings to meet its construction commitments.

The Group has a number of alternative plans to mitigate the potential impacts on anticipated cash flows should there be significant adverse changes in economic environment. These include control on investment in land bank, adjusting project development timetable to adapt the changing local real estate market environment, implementing cost control measures, promotion of sales of completed properties, accelerating sales with more flexible pricing. The Group will pursue such options basing on its assessment of relevant future costs and benefits.

The table below analyses the Group's financial liabilities that will be settled on a net basis into relevant maturity grouping based on the remaining period at the balance sheet to the contractual maturity date.

	<b>Less than 1 year</b>	<b>Between 1 and 2 years</b>	<b>Between 2 and 5 years</b>	<b>Over 5 years</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
At 31 December 2013					
Borrowings . . . . .	43,586,111	48,296,022	29,092,374	925,971	121,900,478
Trade and other payables* . . . . .	98,640,481	979,315	52,800	—	99,672,596
Total . . . . .	<u>142,226,592</u>	<u>49,275,337</u>	<u>29,145,174</u>	<u>925,971</u>	<u>221,573,074</u>
At 31 December 2012					
Borrowings . . . . .	24,818,348	23,123,605	21,733,784	756,628	70,432,365
Trade and other payables* . . . . .	76,485,539	738,516	—	—	77,224,055
Total . . . . .	<u>101,303,887</u>	<u>23,862,121</u>	<u>21,733,784</u>	<u>756,628</u>	<u>147,656,420</u>

\* Excluding other taxes payable and salaries payables.

**(b) Capital risk management**

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for equity owners and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to equity owners, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the Group monitors capital on the basis of the gearing ratio. This ratio is calculated as total borrowings divided by total assets, as shown in the consolidated balance sheets.

During the year, the Group's strategy was to maintain a gearing ratio within 20% to 50%. The gearing ratios were as follows:

	31 December	
	2013	2012
	RMB'000	RMB'000
Total borrowings . . . . .	108,817,338	60,273,855
Total assets . . . . .	348,148,192	238,990,551
Gearing ratio . . . . .	31%	25%

**(c) Fair value estimation**

The available-for-sale financial assets are measured subsequent to initial recognition at fair value which are grouped into Level 1 fair value measurements. Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.

The nominal value less impairment provisions of trade and other receivables and the nominal value of trade and other payables approximate their fair value due to their short maturities. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.

#### **4 Critical accounting estimates and judgements**

Estimates and judgements used in preparing the financial statements are evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that may have a significant effect on the carrying amounts of assets and liabilities within the next financial year are discussed below:

##### **(a) PRC corporate income taxes and deferred taxation**

The Group's subsidiaries that operate in the PRC are subject to income tax in the PRC. Significant judgement is required in determining the provision for income tax and withholding tax on unremitted earnings of PRC subsidiaries. There are many transactions and calculations for which the ultimate determination is uncertain during the ordinary course of business. Where the final tax outcome of these matters (including the effect of change in the dividend policies of PRC subsidiaries) is different from the amounts that were initially recorded, such difference will impact the income tax and deferred tax provision in the period in which such determination is made.

Deferred tax assets relating to certain temporary differences and tax losses are recognised when management considers to be probable that future taxable profit will be available against which the temporary differences or tax losses can be utilised. The outcome of their actual utilisation may be different.

##### **(b) PRC land appreciation taxes**

The Group is subject to land appreciation taxes in the PRC. However, the implementation and settlement of these taxes varies among various tax jurisdictions in cities of the PRC, and the Group has not finalised its land appreciation taxes calculation and payments with any local tax authorities in the PRC. Accordingly, significant judgement is required in determining the amount of the land appreciation taxes. The Group recognised these land appreciation taxes based on management's best estimates according to the interpretation of the tax rules. The final tax outcome could be different from the amounts that were initially recorded, and these differences will impact the income tax expense and tax provisions in the periods in which such taxes have been finalised with local tax authorities.

##### **(c) Estimated fair value of investment properties**

The best evidence of fair value is current prices in an active market for the properties with similar lease and other contracts. In the absence of such information, the Group determines the amount within a range of reasonable fair value estimates. In making its judgement, the Group considers information from a variety of sources including:

- (i) current prices in an active market for properties of different nature, condition or location (or subject to different lease or other contracts), adjusted to reflect those differences;
- (ii) recent prices of similar properties in less active markets, with adjustments to reflect any changes in economic conditions since the date of the transactions that occurred at those prices; and
- (iii) discounted cash flow projections based on reliable estimates of future cash flows, derived from the terms of any existing lease and other contracts and (where possible) from external evidence such as current market rents for similar properties in the same location and condition, and using discount rates that reflect current market assessments of the uncertainty in the amount and timing of the cash flows.

The Group assesses the fair value of its investment properties based on valuations determined by independent and professional qualified valuers.

## 5 Segment information

The chief operating decision-maker (“CODM”) of the Group has been identified as the executive directors of the Company who are responsible for reviewing the Group’s internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports. The Group is organised into four business segments: property development, property investment, property management and other businesses which mainly include property construction, hotel and other property development related services. As the CODM of the Group considers most of the revenue and results of the Group are attributable to the market in the PRC, and only an immaterial part (less than 10%) of the Group’s assets are located outside the PRC, no geographical segment information is presented.

The directors of the Company assess the performance of the operating segments based on a measure of segment results. Finance costs or income are not included in the result for each operating segment.

Revenue for the year ended 31 December 2013 consists of sales of properties, rental income of investment properties, property management services and income from other businesses, which are set out below:

	Year ended 31 December	
	2013	2012
	RMB’000	RMB’000
Sales of properties . . . . .	92,234,923	63,507,271
Rental income of investment properties . . . . .	125,890	99,000
Property management services. . . . .	742,027	506,693
Other businesses . . . . .	568,940	1,147,874
	<u>93,671,780</u>	<u>65,260,838</u>

The segment results and other segment items included in the consolidated statement of comprehensive income for the year ended 31 December 2013 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Gross segment revenue . . . . .	92,234,923	151,803	1,284,872	11,198,075	104,869,673
Inter-segment revenue . . . . .	—	(25,913)	(542,845)	(10,629,135)	(11,197,893)
Revenue . . . . .	<u>92,234,923</u>	<u>125,890</u>	<u>742,027</u>	<u>568,940</u>	<u>93,671,780</u>
Segment results . . . . .	19,514,283	6,260,443	(57,947)	(673,037)	25,043,742
Finance income . . . . .					<u>352,618</u>
Profit before income tax . . . . .					25,396,360
Income tax expenses . . . . .					<u>(11,687,328)</u>
Profit for the year . . . . .					<u>13,709,032</u>
Depreciation and amortisation . .	354,550	—	5,752	666,662	1,026,964
Fair value gains on investment properties . . . . .	<u>—</u>	<u>5,815,221</u>	<u>—</u>	<u>—</u>	<u>5,815,221</u>



The segment results and other segment items included in the consolidated statement of comprehensive income for the year ended 31 December 2012 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Gross segment revenue . . . . .	63,507,271	119,837	945,452	8,035,349	72,607,909
Inter-segment revenue . . . . .	—	(20,837)	(438,759)	(6,887,475)	(7,347,071)
Revenue . . . . .	<u>63,507,271</u>	<u>99,000</u>	<u>506,693</u>	<u>1,147,874</u>	<u>65,260,838</u>
Segment results . . . . .	12,823,094	4,553,556	68,426	(922,219)	16,522,857
Finance costs . . . . .					(33,056)
Profit before income tax . . . . .					16,489,801
Income tax expenses . . . . .					(7,307,880)
Profit for the year . . . . .					<u>9,181,921</u>
Depreciation and amortisation . . . . .	142,843	—	5,250	439,853	587,946
Fair value gains on investment properties . . . . .	—	4,459,506	—	—	4,459,506

Segment assets and liabilities as at 31 December 2013 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	291,031,738	36,038,688	635,147	13,557,953	341,263,526
Unallocated assets . . . . .					<u>6,884,666</u>
Total assets . . . . .					<u>348,148,192</u>
Segment liabilities . . . . .	131,914,156	—	669,159	7,182,954	139,766,269
Unallocated liabilities . . . . .					<u>129,039,289</u>
Total liabilities . . . . .					<u>268,805,558</u>
Capital expenditure . . . . .	<u>1,053,556</u>	<u>8,302,428</u>	<u>10,440</u>	<u>3,087,896</u>	<u>12,454,320</u>

Segment assets and liabilities as at 31 December 2012 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	198,486,629	24,941,627	406,478	12,870,711	236,705,445
Unallocated assets . . . . .					<u>2,285,106</u>
Total assets . . . . .					<u>238,990,551</u>
Segment liabilities . . . . .	118,273,035	—	297,700	4,789,695	123,360,430
Unallocated liabilities . . . . .					<u>73,938,796</u>
Total liabilities . . . . .					<u>197,299,226</u>
Capital expenditure . . . . .	<u>781,154</u>	<u>3,298,482</u>	<u>2,823</u>	<u>3,882,848</u>	<u>7,965,307</u>

Sales between segments are carried out at agreed terms amongst relevant parties. The revenue from external parties reported to the management is measured in a manner consistent with that in the consolidated statement of comprehensive income.

Segment assets consist primarily of property and equipment, investment properties, land use rights, properties under development, completed properties held for sale, receivables, prepayments and cash balances. They exclude deferred tax assets and income tax recoverable.

Segment liabilities consist of operating liabilities.

Capital expenditure comprises additions to property and equipment, investment properties, land use rights and intangible assets.

Reportable segments' assets are reconciled to total assets as follows:

	<b>31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	341,263,526	236,705,445
Unallocated:		
Income tax recoverable . . . . .	1,748,660	1,245,324
Deferred income tax assets . . . . .	1,290,772	1,039,782
Available-for-sale financial assets . . . . .	<u>3,845,234</u>	<u>—</u>
Total assets per consolidated balance sheets . . . . .	<u><u>348,148,192</u></u>	<u><u>238,990,551</u></u>

Reportable segments' liabilities are reconciled to total liabilities as follows:

	<b>31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Segment liabilities . . . . .	139,766,269	123,360,430
Unallocated:		
Current income tax liabilities . . . . .	13,505,644	8,725,180
Deferred income tax liabilities . . . . .	6,716,307	4,939,761
Borrowings . . . . .	<u>108,817,338</u>	<u>60,273,855</u>
Total liabilities per consolidated balance sheets . . . . .	<u><u>268,805,558</u></u>	<u><u>197,299,226</u></u>

## 6 Property and equipment

### Group

	<u>Buildings</u>	<u>Machinery</u>	<u>Transportation equipment</u>	<u>Furniture, fitting and equipment</u>	<u>Construction in progress</u>	<u>Total</u>
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Year ended 31 December 2012						
Opening net book amount . . .	1,303,842	35,377	380,535	809,692	2,334,996	4,864,442
Additions . . . . .	—	5,510	64,893	148,938	3,348,993	3,568,334
Transfers from investment properties . . . . .	—	—	—	—	532,119	532,119
Transfers . . . . .	1,647,433	15,723	530,195	704,001	(2,897,352)	—
Disposals . . . . .	(3,533)	(30)	(845)	(452)	—	(4,860)
Depreciation . . . . .	(100,609)	(7,700)	(96,703)	(195,856)	—	(400,868)
Closing net book amount . . . .	<u>2,847,133</u>	<u>48,880</u>	<u>878,075</u>	<u>1,466,323</u>	<u>3,318,756</u>	<u>8,559,167</u>
At 31 December 2012						
Cost . . . . .	3,034,045	78,099	1,155,991	1,879,107	3,318,756	9,465,998
Accumulated depreciation . . . .	(186,912)	(29,219)	(277,916)	(412,784)	—	(906,831)
Net book amount . . . . .	<u>2,847,133</u>	<u>48,880</u>	<u>878,075</u>	<u>1,466,323</u>	<u>3,318,756</u>	<u>8,559,167</u>
Year ended 31 December 2013						
Opening net book amount . . .	2,847,133	48,880	878,075	1,466,323	3,318,756	8,559,167
Additions . . . . .	78,459	19,858	85,600	193,750	3,101,450	3,479,117
Acquisition of a subsidiary (note 40) . . . . .	10,200	77,954	—	1	36,936	125,091
Transfers . . . . .	1,963,207	27,249	—	513,073	(2,503,529)	—
Disposals . . . . .	(12,051)	(515)	(8,661)	(10,852)	—	(32,079)
Depreciation . . . . .	(253,940)	(12,112)	(138,362)	(349,163)	—	(753,577)
Closing net book amount . . . .	<u>4,633,008</u>	<u>161,314</u>	<u>816,652</u>	<u>1,813,132</u>	<u>3,953,613</u>	<u>11,377,719</u>
At 31 December 2013						
Cost . . . . .	5,073,860	202,645	1,232,930	2,575,079	3,953,613	13,038,127
Accumulated depreciation . . . .	(440,852)	(41,331)	(416,278)	(761,947)	—	(1,660,408)
Net book amount . . . . .	<u>4,633,008</u>	<u>161,314</u>	<u>816,652</u>	<u>1,813,132</u>	<u>3,953,613</u>	<u>11,377,719</u>

Depreciation charge of the Group was included in the following categories in the consolidated statement of comprehensive income:

	<b>Year ended 31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Cost of sales . . . . .	201,544	122,880
Selling and marketing costs . . . . .	111,120	61,363
Administrative expenses . . . . .	440,913	216,625
	<u>753,577</u>	<u>400,868</u>

During the year, the Group capitalised borrowing costs amounting to RMB354,944,000 (2012: RMB435,262,000) on the construction in progress. Borrowing costs were capitalised at the weighted average rate of its general borrowings of 9.52% (2012: 10.05%).

As at 31 December 2013, property and equipment of RMB4,753,048,000 (2012: RMB2,275,585,000) were pledged as collateral for the Group's bank borrowings (note 20).

*Company*

	<u>Transportation equipment</u>	<u>Furniture, fitting and equipment</u>	<u>Total</u>
	RMB'000	RMB'000	RMB'000
Year ended 31 December 2012			
Opening net book amount . . . . .	5,093	1,851	6,944
Additions . . . . .	—	12	12
Depreciation . . . . .	<u>(1,834)</u>	<u>(695)</u>	<u>(2,529)</u>
Closing net book amount . . . . .	<u><u>3,259</u></u>	<u><u>1,168</u></u>	<u><u>4,427</u></u>
At 31 December 2012			
Cost . . . . .	9,059	2,927	11,986
Accumulated depreciation . . . . .	<u>(5,800)</u>	<u>(1,759)</u>	<u>(7,559)</u>
Net book amount . . . . .	<u><u>3,259</u></u>	<u><u>1,168</u></u>	<u><u>4,427</u></u>
Year ended 31 December 2013			
Opening net book amount . . . . .	3,259	1,168	4,427
Additions . . . . .	—	12,201	12,201
Depreciation . . . . .	<u>(1,834)</u>	<u>(964)</u>	<u>(2,798)</u>
Closing net book amount . . . . .	<u><u>1,425</u></u>	<u><u>12,405</u></u>	<u><u>13,830</u></u>
At 31 December 2013			
Cost . . . . .	9,059	15,128	24,187
Accumulated depreciation . . . . .	<u>(7,634)</u>	<u>(2,723)</u>	<u>(10,357)</u>
Net book amount . . . . .	<u><u>1,425</u></u>	<u><u>12,405</u></u>	<u><u>13,830</u></u>

## 7 Land use rights — Group

Land use rights are relating to properties outside Hong Kong, held on leases of over 40 years:

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Opening net book amount. . . . .	2,347,117	445,758
Additions . . . . .	476,978	751,192
Acquisition of a subsidiary ( <i>note 40</i> ) . . . . .	8,376	—
Transfer from investment properties . . . . .	—	1,157,884
Amortisation. . . . .	(36,000)	(7,717)
Closing net book amount . . . . .	<u>2,796,471</u>	<u>2,347,117</u>

Land use rights comprise cost of acquiring rights to use certain land, which are located in various areas of the PRC other than Hong Kong, for hotel buildings and self-use buildings over fixed periods.

As at 31 December 2013, land use rights of RMB1,736,133,000 (2012: RMB1,292,834,000) were pledged as collateral for the Group's bank borrowings (note 20).

## 8 Investment properties — Group

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Opening net book amount . . . . .	24,941,627	18,918,630
Additions . . . . .	8,302,428	3,298,482
Transfer to property and equipment ( <i>note 6</i> ) . . . . .	—	(532,119)
Transfer to land use rights ( <i>note 7</i> ) . . . . .	—	(1,157,884)
Disposals . . . . .	(3,020,588)	(44,988)
Fair value gains on investment properties . . . . .	5,815,221	4,459,506
Closing net book amount . . . . .	<u>36,038,688</u>	<u>24,941,627</u>
Comprise of:		
Completed . . . . .	23,954,586	20,543,142
Under construction . . . . .	<u>12,084,102</u>	<u>4,398,485</u>

### (a) Valuation processes of the Group

The Group measures its investment properties at fair value. The fair value of the Group's investment properties as at 31 December 2013 has been determined on the basis of valuation carried out by CB Richard Ellis Limited ("CBRE"), an independent and professionally qualified valuer.

Discussions of valuation processes and results are held between the management and valuer at least once every six months, in line with the Group's interim and annual reporting dates.

### (b) Valuation techniques

Valuations were based on either:

- (i) direct comparison approach is adopted assuming sale of each of these properties in its existing state with the benefit of vacant possession. By making reference to sales transactions as available in the relevant market, comparable properties in close proximity have been selected and adjustments have been made to account for the difference in factors such as location and property size.
- (ii) income approach takes into account the current rents of the property interests and the reversionary potentials of the tenancies, term yield and reversionary yield are then applied respectively to derive the market value of the property.
- (iii) residual method of valuation which is commonly used in valuing development sites by establishing the market value of the properties on an "as-if" completed basis with appropriate deduction on construction costs, professional fees, contingency, marketing and legal cost, and interest payments to be incurred, anticipated developer's profits, as well as land acquisition costs, interest payment and profit on land.

There were no changes to the valuation techniques during the year.



(c) *Information about fair value measurements using significant unobservable inputs (level 3)*

	<b>Fair value as at 31 December 2013</b>	<b>Valuation techniques</b>	<b>Unobservable inputs</b>	<b>Range of unobservable inputs</b>
Completed investment properties . . . . .	23,954,586	Income capitalisation	Terminal yield and Reversionary yield	4%–5.5%
			Capitalisation rate	4%–8%
			Expected vacancy rate	0%–10%
			Monthly rental (RMB/sqm/month)	34–616
		Direct comparison	Adjusted market price (RMB/square meter)	6,057–77,700
Investment properties under construction . .	12,084,102	Residual method	Adjusted market price (RMB/square meter)	5,604–19,000
			Budgeted construction cost to be incurred (RMB/square meter)	100–3,910
			Remaining percentage to completion	5%–90%
			Anticipated developer's profit margin	2%–30%

Relationship of unobservable inputs to fair value:

- The higher terminal and reversionary yield, the lower fair value;
- The higher capitalisation rate, the lower fair value;
- The higher expected vacancy, the lower fair value;
- The higher monthly rental, the higher fair value;
- The higher market price, the higher fair value;
- The higher budgeted construction cost to be incurred, the lower fair value;
- The higher remaining percentage to completion, the lower fair value;
- The higher the anticipated developer's profit margin, the lower fair value.

(d) *The following amounts have been recognised in the consolidated statement of comprehensive income:*

	<u>Year ended 31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Rental income . . . . .	125,890	99,000
Direct operating expenses arising from investment properties that generate rental income . . . . .	<u>(9,213)</u>	<u>(8,451)</u>
Direct operating expenses that did not generate rental income . . . . .	<u>(6,934)</u>	<u>(4,950)</u>

As at 31 December 2013, investment properties of RMB2,055,615,000 (2012: RMB3,783,213,000) were pledged as collateral for the Group's bank and other borrowings (note 20).

The future aggregate minimum rental receivables under non-cancellable operating leases are as follows:

	<u>31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Not later than one year . . . . .	91,314	71,201
Later than one year and not later than five years . . . . .	211,743	142,149
Later than five years . . . . .	<u>104,873</u>	<u>54,696</u>
	<u>407,930</u>	<u>268,046</u>

The investment properties are all located in the PRC and have lease periods of between 10 years to 50 years.

## 9 Properties under development — Group

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Properties under development expected to be completed:		
— Within one operating cycle included under current assets . . . . .	160,543,684	133,293,609
— Beyond one operating cycle included under non-current assets . . . . .	354,842	—
Properties under development comprise:		
— Construction costs and capitalised expenditures . . . . .	65,921,473	59,616,030
— Interests capitalised . . . . .	12,181,119	7,818,635
— Land use rights . . . . .	82,795,934	65,858,944
	<u>160,898,526</u>	<u>133,293,609</u>

The properties under development include costs of acquiring rights to use certain lands, which are located in various areas of the PRC other than Hong Kong, for property development over fixed periods. Land use rights are held on leases of between 40 to 70 years.

As at 31 December 2013, properties under development of approximately RMB57,143,818,000 (2012: RMB30,929,172,000) were pledged as collateral for the Group's bank and other borrowings (note 20).

As at 31 December 2013, land use rights included in properties under development of RMB224,605,000 (2012: RMB256,632,000) were pledged as collateral for the bank borrowings of the lands' previous owners, which will be released upon the Group's settlement of the remaining considerations for acquisition of the related land use rights amounting to RMB50,000,000.

The capitalisation rate of borrowing costs for the year ended 31 December 2013 is 9.52% (2012: 10.05%).

## 10 Completed properties held for sale — Group

All completed properties held for sale are located in the PRC.

As at 31 December 2013, completed properties held for sale of approximately RMB7,011,290,000 (2012: RMB3,415,813,000) were pledged as collateral for the Group's bank borrowings (note 20).

## 11 Trade and other receivables

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
Trade receivables — third parties				
<i>(note (a))</i> . . . . .	7,207,708	3,600,288	—	—
Other receivables: . . . . .	4,930,542	3,296,984	30,579,870	18,254,711
— subsidiaries . . . . .	—	—	30,572,895	18,246,932
— non-controlling interests <i>(note (b))</i> . . . . .	919,241	—	—	—
— third parties . . . . .	4,011,301	3,296,984	6,975	7,779
	<u>12,138,250</u>	<u>6,897,272</u>	<u>30,579,870</u>	<u>18,254,711</u>
Less: non-current portion . . . . .	(2,626,439)	(1,112,242)	—	—
Trade receivables — third parties				
<i>(note (a))</i> . . . . .	(2,255,742)	(742,972)	—	—
Other receivables — third parties. . . . .	(370,697)	(369,270)	—	—
Current portion . . . . .	<u>9,511,811</u>	<u>5,785,030</u>	<u>30,579,870</u>	<u>18,254,711</u>

As at 31 December 2013 and 2012, the fair value of trade and other receivables approximated their carrying amounts.

- (a) Trade receivables mainly arose from sales of properties. Proceeds in respect of sales of properties are to be received in accordance with the terms of the related sales and purchase agreements.

The ageing analysis of trade receivables as at the respective balance sheet dates is as follows:

	<u>31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Within 90 days . . . . .	2,780,845	2,809,586
Over 90 days and within 180 days. . . . .	2,496,617	136,922
Over 180 days and within 365 days . . . . .	1,886,747	440,929
Over 365 days . . . . .	43,499	212,851
	<u>7,207,708</u>	<u>3,600,288</u>

As of 31 December 2013, trade receivables of RMB43,499,000 (31 December 2012: RMB212,851,000) were past due but not impaired. These accounts are mainly related to a number of customers who did not have a recent history of default. The ageing analysis of these trade receivables is as follows:

	<u>31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Over 365 days . . . . .	<u>43,499</u>	<u>212,851</u>

The maximum exposure to credit risk at each balance sheet date is the carrying value of each class of receivables mentioned above. The Group has retained the legal titles of the properties sold to these customers before the trade receivables are settled.

The carrying amounts of the Group's trade and other receivables are denominated in RMB.

(b) Amounts are unsecured and interest free.

## 12 Prepayments — Group

	<u>31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Prepaid business taxes and other taxes . . . . .	1,462,913	1,448,815
Prepayments and advances to third parties: . . . . .	38,169,089	18,422,407
— for acquisition of land use rights . . . . .	37,605,691	17,907,958
— others . . . . .	563,398	514,449
	<u>39,632,002</u>	<u>19,871,222</u>

### 13 Financial instruments by category

#### (a) Group

*Assets as per consolidated balance sheet*

	31 December	
	2013	2012
	RMB'000	RMB'000
<b>Loans and receivables</b>		
Trade and other receivables . . . . .	12,138,250	6,897,272
Restricted cash . . . . .	13,534,985	7,399,279
Cash and cash equivalents . . . . .	40,118,454	17,790,320
	<u>65,791,689</u>	<u>32,086,871</u>
<b>Available-for-sale financial assets</b> . . . . .	3,845,234	—
Total . . . . .	<u><u>69,636,923</u></u>	<u><u>32,086,871</u></u>

*Liabilities as per consolidated balance sheet*

	31 December	
	2013	2012
	RMB'000	RMB'000
<b>Other financial liabilities at amortised cost</b>		
Borrowings . . . . .	108,817,338	60,273,855
Trade and other payables and accruals, excluding staff welfare benefit payable and other taxes payable . . . . .	99,334,083	77,224,055
Total . . . . .	<u><u>208,151,421</u></u>	<u><u>137,497,910</u></u>

#### (b) Company

*Assets as per balance sheet*

	31 December	
	2013	2012
	RMB'000	RMB'000
<b>Loans and receivables</b>		
Trade and other receivables . . . . .	30,579,870	18,254,711
Restricted cash . . . . .	3,652,671	—
Cash and cash equivalents . . . . .	3,430,108	555,479
Total . . . . .	<u><u>37,662,649</u></u>	<u><u>18,810,190</u></u>

*Liabilities as per balance sheet*

	<b>31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
<b>Other financial liabilities at amortised cost</b>		
Borrowings . . . . .	27,885,317	18,017,442
Trade and other payables and accruals, excluding staff welfare benefit payable and other taxes payable . . . . .	<u>3,836,585</u>	<u>922,744</u>
Total . . . . .	<u><u>31,721,902</u></u>	<u><u>18,940,186</u></u>

**14 Available-for-sale financial assets — Group**

	<b>31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
As at 1 January . . . . .	—	—
Additions . . . . .	4,054,881	—
Fair value losses . . . . .	<u>(209,647)</u>	—
As at 31 December . . . . .	<u><u>3,845,234</u></u>	<u><u>—</u></u>

As at 31 December 2013, available-for-sale financial assets represented the Group's equity investments in certain China A-share listed companies, which are quoted in active market.

As at 31 December 2013, available-for-sale financial assets are denominated in RMB.

There were no impairment provisions on available-for-sale financial assets made during the year (2012: nil).

## 15 Restricted cash

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
Guarantee deposit for construction of projects ( <i>note (a)</i> ) . . . . .	4,992,469	4,660,258	—	—
Guarantee deposit for bank acceptance notes and bank loans ( <i>note (b)</i> ) . . . . .	7,463,550	1,887,894	3,652,671	—
Guarantee deposit for land acquisitions . . . . .	287,067	394,253	—	—
Others . . . . .	791,899	456,874	—	—
	<u>13,534,985</u>	<u>7,399,279</u>	<u>3,652,671</u>	<u>—</u>

- (a) In accordance with relevant documents issued by the PRC local State-Owned Land and Resource Bureau, certain property development companies of the Group are required to place certain of the proceeds received from pre-sale of properties as guarantee deposits for construction of properties. The deposits can only be used to pay for construction fees and purchase of construction materials of the relevant projects when approvals are obtained from the PRC local State-Owned Land and Resource Bureau. The restriction will be released upon the construction is completed or real estate ownership certificate of the pre-sold properties is issued, whichever is earlier.
- (b) The Group placed certain cash deposits with designated banks as security for bank acceptance notes and bank loans.

The restricted cash is denominated in the following currencies:

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
— Denominated in RMB . . . . .	8,613,242	7,399,279	—	—
— Denominated in other currencies . . . . .	4,921,743	—	3,652,671	—
	<u>13,534,985</u>	<u>7,399,279</u>	<u>3,652,671</u>	<u>—</u>

The conversion of RMB denominated balances into foreign currencies and the remittance of such foreign currencies denominated bank balances and cash out of the PRC are subject to relevant rules and regulation of foreign exchange control promulgated by the PRC government.

Restricted cash earns interest at floating daily bank deposit rates.



## 16 Cash and cash equivalents

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
Cash at bank and in hand:				
— Denominated in RMB . . . . .	36,011,489	16,944,290	—	—
— Denominated in other currencies . .	4,106,965	846,030	3,430,108	555,479
	<u>40,118,454</u>	<u>17,790,320</u>	<u>3,430,108</u>	<u>555,479</u>

The conversion of RMB denominated balances into foreign currencies and the remittance of such foreign currencies denominated bank balances and cash out of the PRC are subject to relevant rules and regulation of foreign exchange control promulgated by the PRC government.

Cash at banks earns interest at floating daily bank deposit rates.

## 17 Share capital and premium

	<u>Number of ordinary shares</u>	<u>Nominal value of ordinary shares</u> US\$
Authorised:		
As at 1 January 2012, 31 December 2012 and 2013 . . . . .	<u>100,000,000,000</u>	<u>1,000,000,000</u>

	<u>Number of ordinary shares</u>	<u>Nominal value of ordinary shares</u> US\$	<u>Equivalent nominal value of ordinary share</u> RMB'000	<u>Share premium</u> RMB'000
Issued and fully paid:				
As at 1 January 2012 . . . . .	14,893,628,000	148,936,280	1,037,199	5,423,466
Issuance of shares pursuant to the option scheme. . . . .	97,054,000	970,540	6,118	279,074
Dividends. . . . .	—	—	—	(2,800,554)
As at 31 December 2012 . . . . .	<u>14,990,682,000</u>	<u>149,906,820</u>	<u>1,043,317</u>	<u>2,901,986</u>
Issuance of shares pursuant to the option scheme. . . . .	55,877,000	558,770	3,489	154,227
Issuance of shares ( <i>note (a)</i> ) . . . . .	1,000,000,000	10,000,000	62,897	3,463,259
Dividends ( <i>note 32</i> ) . . . . .	—	—	—	(2,291,947)
As at 31 December 2013 . . . . .	<u>16,046,559,000</u>	<u>160,465,590</u>	<u>1,109,703</u>	<u>4,227,525</u>

(a) On 17 January 2013, 1,000,000,000 shares of the Company were placed to certain investors at a price of HK\$4.35 per share.

## 18 Reserves

### Group

	<u>Merger reserve</u>	<u>Other reserves</u>	<u>Statutory reserves</u>	<u>Employee share option reserve</u>	<u>Capital redemption reserve</u>	<u>Total</u>
	RMB'000 (note (a))	RMB'000	RMB'000 (note (b))	RMB'000 (note (c))	RMB'000	RMB'000
Balance at 1 January 2012 . . . . .	(986,474)	4,829,117	1,262,140	489,671	7,155	5,601,609
Retained earnings appropriated to statutory reserves . . . . .	—	—	1,296,350	—	—	1,296,350
Changes in ownership interests in subsidiaries without change of control . . . . .	—	(393,303)	—	—	—	(393,303)
Employee share option scheme	—	—	—	120,882	—	120,882
Issuance of shares pursuant to the option scheme . . . . .	—	—	—	(79,038)	—	(79,038)
Balance at 31 December 2012	<u>(986,474)</u>	<u>4,435,814</u>	<u>2,558,490</u>	<u>531,515</u>	<u>7,155</u>	<u>6,546,500</u>
Retained earnings appropriated to statutory reserves . . . . .	—	—	1,363,400	—	—	1,363,400
Changes in ownership interests in subsidiaries without change of control (note 38)	—	(3,530,530)	—	—	—	(3,530,530)
Employee share option scheme (note (c)) . . . . .	—	—	—	55,404	—	55,404
Issuance of shares pursuant to the option scheme . . . . .	—	—	—	(45,278)	—	(45,278)
Fair value losses of available- for-sale financial assets, net of tax . . . . .	—	(157,235)	—	—	—	(157,235)
Balance at 31 December 2013	<u>(986,474)</u>	<u>748,049</u>	<u>3,921,890</u>	<u>541,641</u>	<u>7,155</u>	<u>4,232,261</u>

#### (a) Merger reserve

The merger reserve represents the aggregate nominal value of the share capital/paid-in capital of the subsidiaries acquired by the Company less considerations paid and payable to the then shareholders of the Group during the Reorganisation undertaken in 2006 for preparing listing of the Company on the Stock Exchange (note 1).

**(b) Statutory reserves**

Pursuant to the relevant rules and regulation concerning foreign investment enterprise established in the PRC and the articles of association of certain PRC subsidiaries of the Group, those subsidiaries are required to transfer an amount of their profit after taxation to the statutory reserve fund, until the accumulated total of the fund reaches 50% of their registered capital. The statutory reserve fund may be distributed to equity holders in form of bonus issue.

**(c) Employee share option reserve**

Share options are granted to directors and other selected employees. Options are conditional on the employee completing certain time's service (the vesting period). The Group has no legal or constructive obligation to repurchase or settle the options in cash.

On 14 October 2009, 208,000,000 share options (the "Pre-IPO Options") were granted to directors and employees with an exercise price of HK\$3.5 per share. All the options granted will be exercisable within 3 years after vesting.

On 18 May 2010, 713,000,000 share options (the "2010 Options") were granted to directors and employees with an exercise price of HK\$2.4 per share. All the options granted will be exercisable within 5 years after vesting.

Movements of share options are as follows:

	<u>Number of share options</u>
<b>Year ended 31 December 2012</b>	
Balance at 1 January 2012 . . . . .	884,346,000
Exercised during the year . . . . .	(97,054,000)
Lapsed during the year . . . . .	<u>(40,800,000)</u>
Balance at 31 December 2012 . . . . .	<u><u>746,492,000</u></u>
<b>Year ended 31 December 2013</b>	
Balance at 1 January 2013 . . . . .	746,492,000
Exercised during the year . . . . .	(55,877,000)
Lapsed during the year . . . . .	<u>(12,550,000)</u>
Balance at 31 December 2013 . . . . .	<u><u>678,065,000</u></u>

Particulars of share options as at 31 December 2013 and 2012 are as follows:

<u>Date of grant</u>	<u>Vesting period</u>	<u>Exercise period</u>	<u>Exercise price</u>	<u>Number of outstanding shares as at 31 December</u>	
				<u>2013</u>	<u>2012</u>
<b>Pre-IPO Options:</b>					
14 October 2009 . . .	1 year	5 November 2010– 5 November 2015	HK\$3.5	33,269,000	39,719,000
14 October 2009 . . .	2 years	5 November 2011– 5 November 2015	HK\$3.5	57,140,000	58,640,000
14 October 2009 . . .	3 years	5 November 2012– 5 November 2015	HK\$3.5	77,520,000	79,520,000
<b>2010 Options:</b>					
18 May 2010 . . . . .	7 Months	31 December 2010– 31 December 2015	HK\$2.4	—	47,813,000
18 May 2010 . . . . .	19 Months	31 December 2011– 31 December 2016	HK\$2.4	127,534,000	130,200,000
18 May 2010 . . . . .	31 Months	31 December 2012– 31 December 2017	HK\$2.4	127,534,000	130,200,000
18 May 2010 . . . . .	43 Months	31 December 2013– 31 December 2018	HK\$2.4	127,534,000	130,200,000
18 May 2010 . . . . .	55 Months	31 December 2014– 13 October 2019	HK\$2.4	127,534,000	130,200,000
				<u>678,065,000</u>	<u>746,492,000</u>

The weighted average fair value of both options granted was determined by reference to valuation prepared by an independent valuer, Real Actuarial Consulting Limited, using the Binomial Model. The significant inputs into the model were share price at the date of grant, annual risk free rate, expected volatility, life of the option and expected dividend yield, which are based on the best estimate of the Company's directors. The value of an option varies with different variables of certain subjective assumption.

*Company*

	<u>Other reserve</u>	<u>Share option reserve</u>	<u>Capital redemption reserve</u>	<u>Total</u>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Balance at 1 January 2012 . . . . .	1,014,536	489,671	7,155	1,511,362
Employee share option schemes . . . . .	—	120,882	—	120,882
Issuance of shares pursuant to the option scheme . . . . .	—	(79,038)	—	(79,038)
Balance at 31 December 2012 . . . . .	<u>1,014,536</u>	<u>531,515</u>	<u>7,155</u>	<u>1,553,206</u>
Employee share option schemes . . . . .	—	55,404	—	55,404
Issuance of shares pursuant to the option scheme . . . . .	—	(45,278)	—	(45,278)
Balance at 31 December 2013 . . . . .	<u>1,014,536</u>	<u>541,641</u>	<u>7,155</u>	<u>1,563,332</u>

**19 Perpetual Capital Instruments**

In 2013, certain wholly owned subsidiaries of the Company issued subordinated perpetual capital instruments (the “Perpetual Capital Instruments”) with the aggregate principal amount of RMB24,557,214,000. Net proceeds after deducting the issuance cost amounted to RMB24,367,214,000.

The Perpetual Capital Instruments are jointly guaranteed by the Company and certain subsidiaries, secured by pledges of the shares of the subsidiaries. There is no maturity of the instruments and the payments of distribution can be deferred at the discretion of the issuers of the Perpetual Capital Instruments.

## 20 Borrowings

	Group		Company	
	31 December		31 December	
	2013	2012	2013	2012
	RMB'000	RMB'000	RMB'000	RMB'000
Borrowings included in non-current liabilities:				
Bank borrowings — secured . . . . .	43,195,988	30,008,266	1,158,411	502,840
Senior notes . . . . .	26,422,061	17,514,602	26,422,061	17,514,602
— Senior notes issued in 2010 (“2010 Senior Notes”) (note (a)) . . . . .	8,168,593	8,372,268	8,168,593	8,372,268
— Senior notes issued in 2011 (“2011 Senior Notes”) (note (b)) . . . . .	9,206,870	9,142,334	9,206,870	9,142,334
— Senior notes issued in 2013 (“2013 Senior Notes”) (note (c)) . . . . .	9,046,598	—	9,046,598	—
Other borrowings — secured . . . . .	26,510,092	9,575,341	—	—
	96,128,141	57,098,209	27,580,472	18,017,442
Less: current portion of non-current borrowings . . . . .	(23,106,868)	(15,855,060)	(6,340,409)	—
	73,021,273	41,243,149	21,240,063	18,017,442
Borrowings included in current liabilities:				
Bank borrowings — secured . . . . .	6,404,361	1,813,500	304,845	—
Current portion of non-current borrowings . . . . .	23,106,868	15,855,060	6,340,409	—
Other borrowings — secured . . . . .	6,284,836	1,362,146	—	—
	35,796,065	19,030,706	6,645,254	—
Total borrowings . . . . .	108,817,338	60,273,855	27,885,317	18,017,442
The total borrowings are denominated in the following currencies:				
RMB . . . . .	86,863,306	51,398,747	9,206,870	9,142,334
US dollar . . . . .	21,954,032	8,875,108	18,678,447	8,875,108
	108,817,338	60,273,855	27,885,317	18,017,442

### (a) 2010 Senior Notes

On 27 January 2010, the Company issued 13%, five-year senior notes with an aggregated principal amount of US\$750,000,000 (equivalent to approximately RMB5,120,400,000) at 100% of the face value. On 13 April 2010, the Company further issued additional senior notes in the same terms with an aggregated principal amount of US\$600,000,000 (equivalent to approximately RMB4,095,600,000) at 100% of the face value.

**(b) 2011 Senior Notes**

On 13 January 2011, the Company issued 7.50%, three-year senior notes with an aggregated principal amount of RMB5,550,000,000 and 9.25%, five-year senior notes with an aggregated principal amount of RMB3,700,000,000 at 100% of the face value.

**(c) 2013 Senior Notes**

On 31 October 2013, the Company issued 8.75%, five-year senior notes with an aggregated principal amount of US\$1,000,000,000 (equivalent to approximately RMB6,141,200,000) at 100% of the face value. On 13 November 2013, the Company further issued additional senior notes in the same terms with an aggregated principal amount of US\$500,000,000 (equivalent to approximately RMB3,070,600,000) at 100% of the face value.

The above senior notes are jointly guaranteed by certain subsidiaries and secured by pledges of the shares of the subsidiaries. The net assets of these subsidiaries as at 31 December 2013 were approximately RMB10,438,504,000 (2012: RMB9,610,030,000).

**(d) Other borrowings**

Certain group companies in the PRC which are engaged in development of real estate projects have entered into fund arrangements with certain financial institutions (the “Trustees”), respectively, pursuant to which Trustees raised trust funds and injected the funds to the group companies. All the funds bear fixed interest rates, have fixed repayment terms, and are secured by the properties under development of the group companies or the equity interests of certain group companies. The net assets of these subsidiaries as at 31 December 2013 were approximately RMB10,482,705,000 (2012: RMB5,407,680,000).

As at 31 December 2013, the Group’s bank and other borrowings of RMB82,395,277,000 (2012: RMB42,759,253,000) were secured by its property and equipment, land use rights, investment properties, properties under development, completed properties held for sale and cash in bank.

The exposure of the bank and other borrowings to interest-rate changes and the contractual repricing dates or maturity date whichever is earlier are as follows:

	<u>6 months or less</u>	<u>6–12 months</u>	<u>1–5 years</u>	<u>Total</u>
	<u>RMB’000</u>	<u>RMB’000</u>	<u>RMB’000</u>	<u>RMB’000</u>
<b>Group</b>				
At 31 December 2013 . . . .	31,670,086	20,206,013	30,519,178	82,395,277
At 31 December 2012 . . . .	<u>18,158,567</u>	<u>8,537,816</u>	<u>16,062,870</u>	<u>42,759,253</u>

The maturity of the borrowings included in non-current liabilities is as follows:

	<b>31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
<b>Group</b>		
Bank and other borrowings and senior notes:		
1–2 years . . . . .	44,343,322	20,131,120
2–5 years . . . . .	27,876,659	20,410,811
Over 5 years . . . . .	<u>801,292</u>	<u>701,218</u>
Total . . . . .	<u><u>73,021,273</u></u>	<u><u>41,243,149</u></u>
<b>Company</b>		
Bank borrowings and senior notes:		
1–2 years . . . . .	8,534,406	6,003,393
2–5 years . . . . .	<u>12,705,657</u>	<u>12,014,049</u>
Total . . . . .	<u><u>21,240,063</u></u>	<u><u>18,017,442</u></u>

The effective interest rates were as follows:

	<b>2013</b>		<b>2012</b>	
	<b>RMB'000</b>	<b>Effective interest rate</b>	<b>RMB'000</b>	<b>Effective interest rate</b>
<b>Group</b>				
Bank and other				
borrowings . . . . .	82,395,277	8.25%	42,759,253	8.75%
Senior notes . . . . .	<u>26,422,061</u>	<u>10.52%</u>	<u>17,514,602</u>	<u>11.27%</u>
<b>Company</b>				
Bank borrowings . . . . .	1,463,256	4.40%	502,840	4.61%
Senior notes . . . . .	<u>26,422,061</u>	<u>10.52%</u>	<u>17,514,602</u>	<u>11.27%</u>



The carrying amounts and fair value of the non-current borrowings are as follows:

	2013		2012	
	Carrying amount	Fair value	Carrying amount	Fair value
	RMB'000	RMB'000	RMB'000	RMB'000
<b>Group</b>				
Bank and other borrowings . . . . .	52,147,024	52,147,024	23,728,547	23,728,547
Senior notes . . . . .	<u>20,874,249</u>	<u>21,823,131</u>	<u>17,514,602</u>	<u>18,492,052</u>
<b>Company</b>				
Bank and other borrowings . . . . .	365,814	365,814	502,840	502,840
Senior notes . . . . .	<u>20,874,249</u>	<u>21,823,131</u>	<u>17,514,602</u>	<u>18,492,052</u>

The fair value of the Group's current and non-current bank and other borrowings approximates their carrying amounts at each of the balance sheet dates for the reason that the impact of discounting is not significant or the borrowings carry floating rate of interests.

The fair values of senior notes as at 31 December 2013 are determined directly by references to the price quotations published by the Singapore Exchange Limited and Hong Kong Exchanges and Clearing Limited on 31 December 2013, the last dealing date of 2013.

## 21 Deferred income tax — Group

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority. The offset amounts of deferred tax assets and liabilities of the Group are as follows:

	31 December	
	2013	2012
	RMB'000	RMB'000
Deferred income tax assets to be recovered within 12 months . . . . .	(861,501)	(616,731)
Deferred income tax assets to be recovered after more than 12 months. . . . .	<u>(429,271)</u>	<u>(423,051)</u>
Deferred income tax assets . . . . .	<u>(1,290,772)</u>	<u>(1,039,782)</u>
Deferred income tax liabilities to be settled within 12 months . . . . .	721,925	280,293
Deferred income tax liabilities to be settled after more than 12 months. . . . .	<u>5,994,382</u>	<u>4,659,468</u>
Deferred income tax liabilities. . . . .	<u>6,716,307</u>	<u>4,939,761</u>
	<u>5,425,535</u>	<u>3,899,979</u>

The net movements on the deferred taxation are as follows:

	<u>Year ended 31 December</u>	
	<u>2013</u>	<u>2012</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Beginning of the year . . . . .	3,899,979	2,942,432
Acquisition of a subsidiary ( <i>note 40</i> ) . . . . .	17,373	—
Tax credit relating to components of other comprehensive income . . . . .	(52,412)	—
Recognised in income tax expenses ( <i>note 29</i> ) . . . . .	<u>1,560,595</u>	<u>957,547</u>
End of the year . . . . .	<u><u>5,425,535</u></u>	<u><u>3,899,979</u></u>

*Movements in gross deferred tax assets and liabilities are as follows:*

***Deferred income tax assets***

	<b>Temporary difference on unrealised profit of inter- company transactions</b>	<b>Tax losses</b>	<b>Temporary difference on recognition of the cost of sales</b>	<b>Revaluation of available- for-sale financial assets</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
As at 1 January 2012 . . . . .	(127,411)	(281,099)	(245,384)	—	(653,894)
Credited to the income tax expenses . . . . .	<u>(38,587)</u>	<u>(342,463)</u>	<u>(10,333)</u>	—	<u>(391,383)</u>
As at 31 December 2012 . . . . .	(165,998)	(623,562)	(255,717)	—	(1,045,277)
Credited to other comprehensive income . . . . .	—	—	—	(52,412)	(52,412)
(Credited)/charged to the income tax expenses . . . . .	<u>(76,486)</u>	<u>(152,083)</u>	<u>35,486</u>	—	<u>(193,083)</u>
As at 31 December 2013 . . . . .	<u><u>(242,484)</u></u>	<u><u>(775,645)</u></u>	<u><u>(220,231)</u></u>	<u><u>(52,412)</u></u>	<u><u>(1,290,772)</u></u>

Deferred income tax assets are recognised for tax losses carry-forwards to the extent that the realisation of the related benefit through future taxable profits is probable. The Group did not recognise deferred tax assets of RMB748,425,000 (2012: RMB496,613,000) in respect of tax losses amounting to RMB2,993,700,000 (2012: RMB1,986,452,000) in certain subsidiaries, which will expire in the following years:

Year	RMB'000
2014 . . . . .	199,304
2015 . . . . .	263,172
2016 . . . . .	568,492
2017 . . . . .	905,820
2018 . . . . .	1,056,912
	2,993,700

*Deferred income tax liabilities*

	Excess of carrying amount of land use rights and intangible assets over the tax bases RMB'000	Temporary difference on recognition of fair value gain of investment properties RMB'000	Withholding tax on profit to be distributed in future RMB'000	Total RMB'000
As at 1 January 2012 . . . . .	454,548	3,141,778	—	3,596,326
(Credited)/charged to the income tax expenses . . . . .	(120,115)	1,469,045	—	1,348,930
As at 31 December 2012 . . . . .	334,433	4,610,823	—	4,945,256
Acquisition of a subsidiary ( <i>note 40</i> ) . . . . .	17,373	—	—	17,373
(Credited)/charged to the income tax expenses . . . . .	(41,214)	1,583,319	211,573	1,753,678
As at 31 December 2013 . . . . .	310,592	6,194,142	211,573	6,716,307

## 22 Trade and other payables

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
Trade payables				
— third parties . . . . .	65,836,287	53,963,729	—	—
Other payables: . . . . .	32,605,660	22,483,445	2,920,052	151,816
— subsidiaries . . . . .	—	—	2,854,259	98,269
— third parties . . . . .	10,083,844	6,595,191	65,793	53,547
— payables for acquisition of land use rights . . . . .	8,749,063	11,046,103	—	—
— amounts owing to non-controlling interests ( <i>note (i)</i> ) . . . . .	13,772,753	4,842,151	—	—
Accrued expenses . . . . .	1,586,543	1,479,990	960,874	822,470
Other taxes payable . . . . .	737,393	599,783	—	—
	<u>100,765,883</u>	<u>78,526,947</u>	<u>3,880,926</u>	<u>974,286</u>
Less: non-current portion				
Other payables: . . . . .	(870,475)	(738,516)	—	—
— third parties . . . . .	(78,893)	(268,250)	—	—
— amounts owing to non-controlling interests ( <i>note (i)</i> ) . . . . .	(791,582)	(470,266)	—	—
Current portion . . . . .	<u>99,895,408</u>	<u>77,788,431</u>	<u>3,880,926</u>	<u>974,286</u>

- (i) Amounts included certain cash advances from non-controlling interests of approximately RMB1,665,800,000 (2012: nil) which are unsecured and bear interest bearing at average 12.49% per annum.

The ageing analysis of trade payables of the Group as follows:

	<u>31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Within one year . . . . .	58,571,367	49,661,436
Over one year . . . . .	7,264,920	4,302,293
	<u>65,836,287</u>	<u>53,963,729</u>

The carrying amounts of the Group's and the Company's trade and other payables were denominated in RMB.

## 23 Current income tax liabilities — Group

The current income tax liabilities are analysed as follows:

	31 December	
	2013	2012
	RMB'000	RMB'000
Income tax payables		
— PRC corporate income tax . . . . .	4,476,314	2,396,611
— PRC land appreciation tax . . . . .	9,029,330	6,328,569
	<u>13,505,644</u>	<u>8,725,180</u>

## 24 Other income

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Interest income from bank deposits . . . . .	120,396	108,444
Interest income from non-current receivables . . . . .	2,059	5,963
Forfeited customer deposits . . . . .	70,878	89,787
Advertising revenue ( <i>note (a)</i> ) . . . . .	363,077	294,901
Gain on disposal of investment properties . . . . .	342,765	4,510
Others . . . . .	142,147	131,920
	<u>1,041,322</u>	<u>635,525</u>

(a) Amount represented the advertising revenue generated from operation of football and volleyball clubs.

## 25 Expenses by nature

Major expenses included in cost of sales, selling and marketing costs, administrative expenses and other operating expenses are analysed as follows:

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Cost of properties sold . . . . .	59,673,649	41,531,607
Business tax and other levies ( <i>note (a)</i> ) . . . . .	5,350,119	3,750,383
Staff costs — including directors' emoluments ( <i>note 26</i> ). . . . .	5,886,797	4,717,674
Advertising costs . . . . .	2,336,670	1,768,959
Sales commissions . . . . .	513,246	336,951
Consultancy fees ( <i>note (b)</i> ). . . . .	202,730	98,103
Depreciation . . . . .	753,577	400,868
Amortisation . . . . .	273,387	187,078
Auditors' remuneration . . . . .	14,913	17,902
Operating lease expenses . . . . .	182,789	102,012
Donations to governmental charity . . . . .	262,086	169,936

### (a) Business tax

The Group entities with business operation in the PRC are subject to business taxes on their revenue at the following rates:

Category	Rate
Sales of properties . . . . .	5%
Property construction and decoration . . . . .	3%
Property management . . . . .	5%
Hotel operations . . . . .	5%
Advertising revenue . . . . .	5%

### (b) Consultancy fees

The consultancy fees for the years ended 31 December 2013 and 2012 are mainly related to market promotion, planning and consultancy services provided by real estate consulting firms and commercial banks.

## 26 Staff costs — including directors' emoluments

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Wages and salaries . . . . .	4,833,463	3,779,652
Pension costs — statutory pension ( <i>note 34</i> ) . . . . .	379,377	293,261
Staff welfare . . . . .	456,429	399,693
Medical benefits . . . . .	162,124	124,186
Employee share option schemes . . . . .	55,404	120,882
	<u>5,886,797</u>	<u>4,717,674</u>

## 27 Emoluments for directors and five highest paid individuals

### (a) Directors' and chief executives' emoluments

The remuneration of directors of the Company for the year ended 31 December 2013 is set out below:

	Fees	Salary	Contribution to pension scheme	Employees share option scheme	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Dr. Hui . . . . .	240	—	—	—	240
Mr. Xia Haijun (Chief executive). . . . .	240	40,621	12	8,171	49,044
Mr. Li Gang . . . . .	240	29,870	50	3,520	33,680
Mr. Tse Wai Wah . . . . .	240	6,690	12	1,226	8,168
Mr. Xu Wen . . . . .	240	2,073	38	1,389	3,740
Mr. Lai Lixin . . . . .	240	7,963	50	1,226	9,479
Mr. Chau Shing Yim David . . . . .	360	—	—	—	360
Mr. He Qi . . . . .	360	—	—	—	360
Ms. Xie Hongxi . . . . .	360	—	—	—	360
	<u>2,520</u>	<u>87,217</u>	<u>162</u>	<u>15,532</u>	<u>105,431</u>

The remuneration of directors of the Company for the year ended 31 December 2012 is set out below:

	Fees	Salary	Contribution to pension scheme	Employees share option scheme	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Dr. Hui . . . . .	240	—	—	—	240
Mr. Xia Haijun (Chief executive). . . . .	240	54,423	11	16,193	70,867
Mr. Li Gang . . . . .	240	30,104	46	6,976	37,366
Mr. Tse Wai Wah . . . . .	240	5,008	11	2,429	7,688
Mr. Xu Xiangwu ( <i>note (a)</i> ). . . . .	115	2,054	35	—	2,204
Mr. Xu Wen . . . . .	240	6,771	35	2,753	9,799
Ms. He Miaoling ( <i>note (a)</i> ). . . . .	115	5,872	35	2,753	8,775
Mr. Lai Lixin . . . . .	240	4,197	46	2,429	6,912
Mr. Yu Kam Kee Lawrence ( <i>note (a)</i> ) . . . . .	143	—	—	—	143
Mr. Chau Shing Yim David . . . . .	300	—	—	—	300
Mr. He Qi . . . . .	300	—	—	—	300
Ms. Xie Hongxi ( <i>note (b)</i> ) . . . . .	157	—	—	—	157
	<u>2,570</u>	<u>108,429</u>	<u>219</u>	<u>33,533</u>	<u>144,751</u>

Notes:

- (a) Resigned on 23 June 2012.
- (b) Appointed on 23 June 2012.

**(b) Five highest paid individuals**

During the year ended 31 December 2013, the five highest paid individuals include 2 directors (2012: 2). The aggregate amounts of emoluments of the five highest paid individuals for the year ended 31 December 2013 are set out below:

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Salaries and other benefits . . . . .	318,993	281,692
Retirement scheme contributions . . . . .	61	90
	<u>319,054</u>	<u>281,782</u>

The emoluments fell within the following bands:

	Year ended 31 December	
	2013	2012
RMB20,000,000 to RMB40,000,000 . . . . .	2	2
RMB40,000,000 to RMB60,000,000 . . . . .	1	—
RMB60,000,000 to RMB80,000,000 . . . . .	—	2
RMB80,000,000 to RMB100,000,000 . . . . .	1	1
RMB100,000,000 to RMB120,000,000 . . . . .	<u>1</u>	<u>—</u>

(c) During the year ended 31 December 2013, no emolument was paid by the group entities to any of the above directors or the highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office (2012: nil).

**28 Finance income/(costs)**

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Exchange gain . . . . .	386,550	20,611
Interest expense from borrowings . . . . .	(8,114,955)	(5,785,121)
Less: interest capitalised . . . . .	8,081,023	5,731,454
	<u>(33,932)</u>	<u>(53,667)</u>
	<u>352,618</u>	<u>(33,056)</u>



## 29 Income tax expenses

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Current income tax		
— Hong Kong profits tax . . . . .	—	—
— PRC corporate income tax . . . . .	5,255,211	3,701,366
— PRC land appreciation tax . . . . .	4,871,522	2,648,967
Deferred income tax ( <i>note 21</i> )		
— PRC corporate income tax . . . . .	903,854	594,562
— PRC land appreciation tax . . . . .	656,741	362,985
	<u>11,687,328</u>	<u>7,307,880</u>

The income tax on the Group's profit before income tax differs from the theoretical amount that would arise using the enacted tax rate of the home country of the group entities as follows:

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Profit before income tax . . . . .	25,396,360	16,489,801
Calculated at PRC corporate income tax rate . . . . .	6,349,090	4,122,450
PRC land appreciation tax deductible for PRC corporate income tax purposes . . . . .	(1,382,066)	(752,988)
Income not subject to tax ( <i>note (a)</i> ) . . . . .	(97,152)	(16,279)
Expenses not deductible for tax purposes ( <i>note (b)</i> ) . . . . .	719,542	596,619
Tax losses for which no deferred income tax asset was recognised . . . . .	264,228	226,445
PRC corporate income tax . . . . .	5,853,642	4,176,247
Withholding tax on profit to be distributed from PRC subsidiaries . . . . .	305,423	119,681
PRC land appreciation tax . . . . .	5,528,263	3,011,952
	<u>11,687,328</u>	<u>7,307,880</u>

(a) Income not subject to tax for the year ended 31 December 2013 mainly comprised the exchange gain recognised for the senior notes in the Company and income recognised in the oversea companies.

(b) Expenses not deductible for tax purpose for the year ended 31 December 2013 mainly comprised: (i) the cost of land premium without official invoices resulting from the land acquisitions through acquisitions of companies; and (ii) expenses incurred by offshore group companies.

The weighted average applicable tax rate for the year ended 31 December 2013 is 25% (2012: 25%).

### *Overseas income tax*

The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law, Cap. 22 (2009 Revision as consolidated and revised from time to time) of the Cayman Islands and accordingly, is exempted from Cayman Islands income tax. The group companies in the British Virgin Islands were incorporated under the International Business Companies Act of the British Virgin Islands and, accordingly, exempted from British Virgin Islands income tax.

### *Hong Kong profits tax*

No Hong Kong profits tax has been provided for as there is no business operation that is subject to Hong Kong profits tax during the year ended 31 December 2013 (2012: nil).

### *PRC corporate income tax*

The income tax provision of the Group in respect of operations in Mainland China has been calculated at the applicable tax rate of 25% (2012: 25%) on the estimated assessable profits for the year, based on the existing legislation, interpretations and practices in respect thereof.

### *PRC withholding income tax*

According to the new Corporate Income Tax Law of the PRC, starting from 1 January 2008, a withholding tax of 10% will be levied on the immediate holding companies outside the PRC when their PRC subsidiaries declare dividend out of profits earned after 1 January 2008. A lower 5% withholding tax rate may be applied when the immediate holding companies of the PRC subsidiaries are established in Hong Kong according to the tax treaty arrangements between the PRC and Hong Kong.

### *PRC land appreciation tax*

PRC land appreciation tax is levied at progressive rates ranging from 30% to 60% on the appreciation of land value, being the proceeds of sales of properties less deductible expenditures including land use rights and all property development expenditures.

## **30 Retained earnings/(accumulated losses) — Company**

	<b>Year ended 31 December</b>	
	<b>2013</b>	<b>2012</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Opening balance . . . . .	(3,764,140)	(3,787,449)
Profit for the year . . . . .	4,843,880	23,309
Closing balance. . . . .	<u>1,079,740</u>	<u>(3,764,140)</u>

### 31 Earnings per share

#### (a) *Basic*

Basic earnings per share are calculated by dividing the profits attributable to shareholders of the Company by the weighted average number of ordinary shares in issue during the year.

	Year ended 31 December	
	2013	2012
Profit attributable to shareholders of the Company (RMB'000) . . . . .	12,611,778	9,170,837
Weighted average number of ordinary shares in issue (thousands) . . . . .	15,980,880	14,951,754
Basic earnings per share (RMB) . . . . .	<u>0.789</u>	<u>0.613</u>

#### (b) *Diluted*

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company's dilutive potential ordinary shares consist of share options. For the share options, a calculation is done to determine the number of shares that could have been acquired at fair value (determined as the average annual market share price of the Company's shares) based on the monetary value of the subscription rights attached to outstanding share options. The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the share options.

	Year ended 31 December	
	2013	2012
Profit attributable to equity holders of the Company (RMB'000) . . . . .	12,611,778	9,170,837
Weighted average number of ordinary shares in issue (thousands) . . . . .	15,980,880	14,951,754
Adjustments for share options (thousands) . . . . .	<u>143,360</u>	<u>222,606</u>
Weighted average number of ordinary shares for diluted earnings per share (thousands) . . . . .	16,124,240	15,174,360
Diluted earnings per share (RMB) . . . . .	<u>0.782</u>	<u>0.604</u>

### 32 Dividends

The Company did not distribute an interim dividend for the six months ended 30 June 2013 (2012: nil).

A final dividend in respect of the year ended 31 December 2012 of RMB0.14 per share totaling RMB2,291,947,000 had been approved by the Extraordinary General Meeting on 21 October 2013 and paid on 5 November 2013.

A final dividend in respect of the year ended 31 December 2013 of RMB0.43 per share totaling RMB6,265,659,000 has been proposed by the Board on 31 March 2014, which is to be approved by the shareholders in the forthcoming Annual General Meeting. These financial statements have not reflected this dividend payable.

### 33 Net cash generated from operations

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Profit for the year . . . . .	13,709,032	9,181,921
Adjustments for:		
Income tax expense . . . . .	11,687,328	7,307,880
Interest income from bank deposits ( <i>note 24</i> ) . . . . .	(120,396)	(108,444)
Interest income from non-current receivables ( <i>note 24</i> ) . . . . .	(2,059)	(5,963)
Interest expense ( <i>note 28</i> ) . . . . .	33,932	53,667
Exchange gain ( <i>note 28</i> ) . . . . .	(386,550)	(20,611)
Depreciation ( <i>note 6</i> ) . . . . .	753,577	400,868
Amortisation . . . . .	273,387	187,078
Employee share option schemes ( <i>note 26</i> ) . . . . .	55,404	120,882
Fair value gains on investment properties . . . . .	(5,815,221)	(4,459,506)
Gain on disposal of investment properties ( <i>note 24</i> ) . . . . .	(342,765)	(4,510)
Loss on disposal of property and equipment, and intangible assets . . . . .	137,188	4,860
Changes in working capital:		
Properties under development and completed properties held for sale . . . . .	(27,610,430)	(41,764,297)
Restricted cash as guarantee for construction of projects and other operating activities . . . . .	(560,050)	422,418
Trade and other receivables and prepayments . . . . .	(24,082,517)	(1,140,122)
Trade and other payables and receipt in advance from customers . . . . .	<u>7,075,092</u>	<u>36,776,063</u>
Net cash (used in)/generated from operations . . . . .	<u>(25,195,048)</u>	<u>6,952,184</u>

### 34 Pensions — defined contribution plans

Employees in the Group's PRC subsidiaries are required to participate in a defined contribution retirement scheme administrated and operated by the local municipal government. The Group's PRC subsidiaries contribute funds which are calculated on certain percentage of the average employee salary as agreed by local municipal government to the scheme to fund the retirement benefits of the employees.

The Group also participates in a pension scheme under the rules and regulations of the MPF Scheme for all employees in Hong Kong. The contributions to the MPF Scheme are based on minimum statutory contribution requirement of 5% of eligible employees' relevant aggregate income.

Details of the retirement scheme contributions for the employees, which have been dealt with in the consolidated statement of comprehensive incomes of the Group, are as follows:

	Year ended 31 December	
	2013	2012
	RMB'000	RMB'000
Gross scheme contributions. . . . .	<u>379,377</u>	<u>293,261</u>

### 35 Financial guarantees

	31 December	
	2013	2012
	RMB'000	RMB'000
Guarantees in respect of mortgage facilities for certain purchasers of the Group's property units . . . . .	<u>75,309,953</u>	<u>56,272,505</u>

The Group has arranged bank financing for certain purchasers of the Group's property units and provided guarantees to secure obligations of such purchasers for repayments. Such guarantees terminate upon the earlier of (i) issuance of the real estate ownership certificate which will generally be available within an average period of two to three years upon the completion of guarantee registration; or (ii) the satisfaction of mortgaged loan by the purchasers of properties.

Pursuant to the terms of the guarantees, upon default in mortgage payments by these purchasers, the Group is responsible to repay the outstanding mortgage principals together with accrued interest and penalty owed by the defaulted purchasers to the banks and the Group is entitled to take over the legal title and possession of the related properties. The Group's guarantee period starts from the dates of grant of the mortgages. The directors consider that the likelihood of default in payments by purchasers is minimal and therefore the financial guarantees measured at fair value is immaterial.

## 36 Commitments

### (a) *Operating leases commitments*

The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

	31 December	
	2013	2012
	RMB'000	RMB'000
Property and equipment:		
Not later than one year . . . . .	195,246	105,863
Later than one year and not later than five years . . . . .	202,345	105,073
Later than five years . . . . .	<u>23,045</u>	<u>53,919</u>
	<u>420,636</u>	<u>264,855</u>

### (b) *Commitments for property development expenditure*

	31 December	
	2013	2012
	RMB'000	RMB'000
Contracted but not provided for		
— Property development activities . . . . .	67,264,984	55,404,349
— Acquisition of land use rights . . . . .	<u>45,592,059</u>	<u>23,342,110</u>
	<u>112,857,043</u>	<u>78,746,459</u>

### 37 Related party transactions

#### (a) Name and relationship with related parties

<u>Name</u>	<u>Relationship</u>
許家印博士 Dr. Hui Ka Yan (“Dr. Hui”) . .	The ultimate controlling shareholder and also the director of the Company

#### (b) Key management compensation

Key management includes directors and heads of major operational departments. The compensation paid or payable to key management for employee services is shown below:

	<u>Year ended 31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB’000</u>	<u>RMB’000</u>
Salaries and other employee benefits . . . . .	175,213	239,210
Retirement scheme contributions . . . . .	861	789
	<u>176,074</u>	<u>239,999</u>

### 38 Change in ownership interests in subsidiaries without change of control

During the year ended 31 December 2013, the Group has acquired certain non-controlling interests in the subsidiaries at total considerations of RMB3,667,469,000. The excess of considerations paid over the carrying amounts of equity interests acquired, which amounting to RMB3,530,530,000, was recognised as a reduction of equity attributable to shareholders of the Company.

### 39 Acquisition of subsidiaries

During the year ended 31 December 2013, the Group acquired controlling interests of certain property development companies in the PRC at consideration totaling approximately RMB10,356,875,000. These companies only held parcels of land and did not conduct any substantial operation before they were acquired by the Group. Thus, the directors are of the view that the acquisitions do not constitute acquisition of businesses, and should be treated as acquisition of land use rights. These acquisitions resulted in increase in the non-controlling interests of the Group totaling RMB972,699,000.

#### 40 Business combination

On 31 October 2013, the Group acquired 100% shares in Jilin Province Gold Beverage Company Limited (“Gold Beverage”), at a consideration of RMB109,044,000. Gold Beverage is principally engaged in mineral water production and sales.

The following table summarises the consideration paid for Gold Beverage, the fair value of assets acquired and liabilities assumed at the acquisition date.

Cash consideration . . . . .	<b>RMB’000</b> <u>109,044</u>
	<b>RMB’000</b>
<b>Recognised amounts of identifiable assets acquired and liabilities assumed</b>	
Cash and cash equivalents . . . . .	—
Property and equipment ( <i>note 6</i> ) . . . . .	125,091
Intangible asset-mining right . . . . .	139,310
Land use rights ( <i>note 7</i> ) . . . . .	8,376
Trade and other receivables . . . . .	15,381
Trade and other payables . . . . .	(161,741)
Deferred tax liabilities ( <i>note 20</i> ) . . . . .	<u>(17,373)</u>
<b>Total identifiable net assets.</b> . . . . .	<u><u>109,044</u></u>

The acquired business contributed revenues of RMB22,049,000 and net loss of RMB10,388,000 to the Group for the period from 1 November 2013 to 31 December 2013. If the acquisition had occurred on 1 January 2013, consolidated revenue and consolidated profit for the year ended 31 December 2013 would have been RMB93,671,780,000 and RMB13,693,446,000 respectively.

#### 41 Subsequent events

From 7 January to 31 March 2014, the Company repurchased an aggregate of 1,602,846,000 of its own shares through the Stock Exchange, at a consideration of HK\$5,305,348,000 (including transaction costs, equivalent to approximately RMB4,182,187,000). The shares were cancelled after the repurchase.



## 42 Investments in subsidiaries — Company

	<u>31 December</u>	
	<u>2013</u>	<u>2012</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Investment in subsidiaries — unlisted shares . . . . .	2	2
Employee share option schemes ( <i>note 18 (c)</i> ) . . . . .	668,966	613,562
Amounts due from subsidiaries ( <i>note (i)</i> ) . . . . .	<u>1,401,096</u>	<u>1,297,916</u>
	<u>2,070,064</u>	<u>1,911,480</u>

- (i) The amounts due from subsidiaries are interest-free, unsecured and are intended to provide the subsidiaries with long term sources of additional capital.

Particulars of principal subsidiaries are set out below:

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
<i>Incorporated in the BVI with limited liability and operating in the PRC</i>					
ANJI (BVI) Limited	26 June 2006	US\$100	100%	—	Investment holding
ShengJian (BVI) Limited	29 January 2007	US\$100	—	100%	Investment holding
Ever Grace Group Limited	18 September 2008	US\$100	—	100%	Investment holding
<i>Incorporated in Hong Kong with limited liability and operating in the PRC</i>					
Success Will Group Limited	5 July 2007	HK\$1,000	—	100%	Investment holding
Shui Wah Investment Limited	18 June 1992	HK\$4	—	100%	Property development
Wisdom Gain Group Limited	13 June 2003	US\$10,000	—	100%	Property development
Full Hill Limited	3 January 2002	US\$1	—	100%	Investment holding
Grandday Group Limited	16 January 2008	US\$100	—	100%	Investment holding

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
<i>Incorporated in the PRC with limited liability and operating in the PRC</i>					
恒大地產集團有限公司 Hengda Real Estate Group Company Limited	24 June 1996	RMB2,500,000,000	—	100%	Property development
佛山市南海新中建房地產發展有限公司 Foshan Nanhai Xinzhongjian Real Estate Development Company Limited	11 September 2001	RMB677,000,000	—	100%	Property development
恒大地產集團重慶有限公司 Hengda Real Estate Group (Chongqing) Company Limited	17 July 2006	RMB841,000,000	—	100%	Property development
恒大地產集團江津有限公司 Hengda (Jiangjin) Real Estate Group Company Limited	27 July 2006	RMB330,000,000	—	100%	Property development
恒大長基(瀋陽)置業有限公司 Hengda Changji (Shenyang) Property Company Limited	1 December 2006	RMB1,575,375,090	—	100%	Property development
金碧物業有限公司 Jinbi Property Management Company Limited	10 September 1997	RMB177,600,000	—	100%	Property management and related consulting services
恒大地產集團太原有限公司 Hengda (Taiyuan) Real Estate Group Company Limited	11 September 2007	RMB891,000,000	—	100%	Property development
西安曲江投資建設有限公司 Xi'an Qujiang Investment Construction Company Limited	9 September 2002	RMB453,462,000	—	100%	Property development
廣州市越秀住宅建設有限公司 Guangzhou Yuexiu Property Construction Company Limited	20 May 2005	RMB53,280,000	—	100%	Construction

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
濟南恒大綠洲置業有限公司 Jinan Hengdalvzhou Property Corporation Limited	18 January 2010	RMB870,000,000	—	100%	Property development
恒大地產集團石家莊有限公司 Hengda (Shijiazhuang) Real Estate Group Property Company Limited	18 August 2009	RMB600,000,000	—	100%	Property development
石家莊盛宇房地產開發有限公司 Shijiazhuang Shengyu Real Estate Development Company Limited	24 May 2010	RMB300,000,000	—	100%	Property development
河北高傑士房地產開發有限公司 Hebei Gaojieshi Real Estate Development Company Limited	23 April 2003	RMB300,000,000	—	100%	Property development
河南大有房地產開發有限公司 Henan Dayou Real Estate Group Company Limited	23 May 2008	RMB100,000,000	—	100%	Property development
濟南恒大金碧房地產開發有限公司 Jinan Hengda Jinbi Real Estate Development Corporation Limited	18 May 2010	RMB740,000,000	—	100%	Property development
恒大地產集團(中山)有限公司 Hengda Real Estate (Zhongshan) Corporation Limited	13 May 2010	RMB400,000,000	—	100%	Property development
深圳市建設集團有限公司 Shenzhen Construction Group Corporation Limited	25 December 2003	RMB300,000,000	—	100%	Property development

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
廣州恒大足球俱樂部有限公司 Guangzhou Hengda Football Club Corporation Limited	24 February 2006	RMB100,000,000	—	100%	Football Club
太原俊景房地產開發有限公司 Taiyuan Junjing Real Estate Development Corporation Limited	2 April 2010	RMB782,200,000	—	65.58%	Property development
衡陽寶瑞置業有限公司 Hengyang Baorui Property Company Limited	16 June 2011	RMB100,000,000	—	69.5%	Property development
恒大地產集團銀川有限公司 Hengda (Yinchuan) Real Estate Group Company Limited	16 December 2010	RMB418,660,000	—	100%	Property development
長春泰基房地產開發有限公司 Taiji (Changchun) Real Estate Company Limited	24 December 2010	RMB600,000,000	—	100%	Property development
恒大地產鷹潭有限公司 Hengda (Yingtán) Real Estate Group Company Limited	21 February 2011	RMB452,789,200	—	100%	Property development
清遠市銀湖城投資有限公司 Yinhucheng(Qingyuan) Investment Company Limited	28 September 2009	RMB45,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
北海南國天堂房地產開發有限公司 Beihai Nanguo Tiantang Real Estate Company Limited	19 January 1993	RMB38,686,000	—	100%	Property development
南京恒大富豐置業有限公司 Nanjing Hengda Fufeng Property Company Limited	10 April 2007	RMB872,697,940	—	100%	Property development
啟東通譽置業有限公司 Tongyu (Qidong) Property Company Limited	1 January 2007	RMB512,608,680	—	100%	Property development
啟東寶豐置業有限公司 Qidong Baofeng Property Company Limited	1 January 2007	RMB224,907,930	—	100%	Property development
啟東鑫華置業有限公司 Qidong Xinhua Property Company Limited	1 January 2007	RMB225,750,080	—	100%	Property development
恒大地產集團洛陽有限公司 Hengda (Luoyang) Real Estate Group Property Company Limited	5 September 2007	RMB457,000,000	—	100%	Property development
江西省翠林山莊有限公司 Cuilin (Jiangxi) Company Limited	7 July 2003	RMB699,365,785	—	100%	Property development
安徽三林置業有限公司 Sanlin (Anhui) Property Company Limited	2 November 2001	RMB300,000,000	—	100%	Property development
太原得一房地產開發有限公司 Taiyuan Deiyi Real Estate Company Limited	14 December 2009	RMB232,500,000	—	100%	Property development

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
恒大地產集團大邑有限公司 Hengda (Dayi) Real Estate Group Company Limited	16 March 2010	RMB500,000,000	—	100%	Property development
廣州市佳穗置業有限公司 Guangzhou Jiasui Property Company Limited	31 May 2006	RMB10,000,000	—	100%	Property development
武漢華力置業有限公司 Wuhan Huali Property Company Limited	28 October 2003	RMB350,000,000	—	100%	Property development
石家莊地益嘉房地產開發有限公司 Shijiazhuang Diyijia Real Estate Company Limited	8 November 2006	RMB5,000,000	—	100%	Property development
宿遷恒大華府置業有限公司 Suqian Hengda Huafu Property Company Limited	6 January 2011	RMB310,000,000	—	100%	Property development
東營恒大華府置業有限公司 Dongying Hengda Huafu Property Company Limited	7 January 2011	RMB400,000,000	—	100%	Property development
哈爾濱市恒大偉業房地產開發有限公司 Haerbin Hengda Weiye Real Estate Company Limited	28 January 2011	RMB780,000,000	—	100%	Property development
五家渠卓越房地產開發有限公司 Wujiaqu Zhuoyue Real Estate Company Limited	14 April 2011	RMB246,000,000	—	100%	Property development
恒大地產集團鹽城有限公司 Hengda (Yancheng) Real Estate Group Company Limited	20 April 2011	RMB673,384,000	—	100%	Property development

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
句容天工置業有限公司 Jurong Tiangong Property Company Limited	6 November 2009	RMB327,333,800	—	100%	Property development
臨沂華府置業有限公司 Linyi Huaifu Property Company Limited	2 September 2010	RMB430,000,000	—	100%	Property development
濰坊金碧置業有限公司 Weifang Jinbi Property Company Limited	4 March 2011	RMB600,000,000	—	100%	Property development
大同俊景房地產開發有限公司 Datong Junjing Real Estate Company Limited	28 April 2011	RMB235,000,000	—	100%	Property development
哈爾濱市恒大興業房地產開發有限公司 Haerbin Hengda Xingye Real Estate Company Limited	17 May 2011	RMB200,000,000	—	100%	Property development
成都晨明置業有限公司 Chengdu Chenming Property Company Limited	5 July 2010	RMB20,000,000	—	100%	Property development
蚌埠恒通置業有限公司 Bengbu Hengtong Property Company Limited	27 June 2012	RMB295,000,000	—	100%	Property development
新鄉禦景置業有限公司 Xinxiang Yujing Property Company Limited	23 May 2012	RMB100,000,000	—	100%	Property development
許昌帝景置業有限公司 Xuchang Dijing Property Company Limited	27 April 2012	RMB30,000,000	—	100%	Property development

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
濟南恒大翡翠華庭置業有限公司 Jinan Hengda Feicuihuating Property Company Limited	5 March 2012	RMB750,000,000	—	100%	Property development
臨汾市紫旌房地產開發有限公司 Linfen Zijin Real Estate Development Company Limited	2 April 2007	RMB30,000,000	—	100%	Property development
潮州市恒大置業有限公司 Chaozhou Hengda Property Company Limited	10 July 2012	RMB280,000,000	—	100%	Property development
長春信基房地產開發有限公司 Xinji (Changchun) Real Estate Company Limited	8 June 2011	RMB450,000,000	—	100%	Property development
甘肅昱盛房地產開發有限公司 Gansu Yusheng Real Estate Company Limited	25 September 2007	RMB35,000,000	—	100%	Property development
長沙恒璽置業有限公司 Changsha Hengxi Property Company Limited	24 February 2012	RMB140,000,000	—	100%	Property development
恒大長白山礦泉水有限公司 Hengda Changbaishan Kuangquanshui Company Limited	11 September 2006	RMB80,000,000	—	100%	Mineral water production
江西宏吉投資有限公司 Jiangxi Hongji Investment Construction Company Limited	19 April 2004	RMB34,100,000	—	100%	Property development



<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
丹陽恒大置業有限公司 Danyang Hengda Property Company Limited	26 September 2010	RMB734,942,000	—	100%	Property development
撫順嘉鑫置業有限公司 Fushun Jiaxin Property Company Limited	24 February 2011	RMB300,000,000	—	100%	Property development
恒大地產集團韶關有限公司 Hengda Real (Shaoguan) Estate Group Company Limited	16 March 2011	RMB230,000,000	—	100%	Property development
安慶恒遠置業有限公司 Anqing Hengyuan Property Company Limited	18 July 2011	RMB361,000,000	—	100%	Property development
恒大園林集團有限公司 Hengda yuanlin Group Company Limited	24 January 2002	RMB120,000,000	—	100%	Landscaping services

The names of certain of the companies referred to in these consolidated financial statements represent management's best effort in translation of the Chinese names of these companies as no English names have been registered or available.



**To the shareholders of Evergrande Real Estate Group Limited**  
*(incorporated in the Cayman Islands with limited liability)*

We have audited the consolidated financial statements of Evergrande Real Estate Group Limited (the “Company”) and its subsidiaries (together, the “Group”) set out on pages 91 to 166, which comprise the consolidated and company balance sheets as at 31 December 2012, and the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

**DIRECTORS’ RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS**

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

**AUDITOR’S RESPONSIBILITY**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit and to report our opinion solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **OPINION**

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Company and of the Group as at 31 December 2012 and, of the Group's profit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

**PricewaterhouseCoopers**  
Certified Public Accountants

Hong Kong, 26 March 2013

## CONSOLIDATED BALANCE SHEET

	Note	31 December		1 January
		2012	2011	2011
		RMB'000	(Restated) RMB'000	(Restated) RMB'000
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property and equipment . . . . .	6	8,559,167	4,864,442	1,277,297
Land use rights . . . . .	7	2,347,117	445,758	306,058
Investment properties . . . . .	8	24,941,627	18,918,630	10,116,643
Properties under development . . . . .	9	—	—	454,870
Trade and other receivables . . . . .	11	1,112,242	349,314	324,168
Intangible assets . . . . .		446,989	275,517	37,218
Deferred income tax assets . . . . .	18	<u>1,039,782</u>	<u>648,559</u>	<u>340,225</u>
		38,446,924	25,502,220	12,856,479
<b>Current assets</b>				
Properties under development . . . . .	9	133,293,609	91,380,381	49,133,585
Completed properties held for sale . . . . .	10	15,158,843	8,434,504	6,213,078
Trade and other receivables . . . . .	11	5,785,030	5,766,224	2,127,822
Prepayments . . . . .	12	19,871,222	19,296,237	13,964,232
Income tax recoverable . . . . .		1,245,324	439,492	205,309
Restricted cash . . . . .	13	7,399,279	8,122,405	7,595,696
Cash and cash equivalents . . . . .	14	<u>17,790,320</u>	<u>20,081,945</u>	<u>12,356,263</u>
		<u>200,543,627</u>	<u>153,521,188</u>	<u>91,595,985</u>
<b>Total assets</b> . . . . .		<u><u>238,990,551</u></u>	<u><u>179,023,408</u></u>	<u><u>104,452,464</u></u>
<b>EQUITY</b>				
<b>Capital and reserves attributable to shareholders of the Company</b>				
Share capital . . . . .	15	1,043,317	1,037,199	1,044,079
Share premium . . . . .	15	2,901,986	5,423,466	7,853,022
Reserves . . . . .	16	6,546,500	5,601,609	1,544,576
Retained earnings . . . . .		<u>27,771,925</u>	<u>19,897,438</u>	<u>9,524,531</u>
		38,263,728	31,959,712	19,966,208
<b>Non-controlling interests</b> . . . . .		<u>3,427,597</u>	<u>2,171,041</u>	<u>731,199</u>
<b>Total equity</b> . . . . .		<u><u>41,691,325</u></u>	<u><u>34,130,753</u></u>	<u><u>20,697,407</u></u>

	Note	31 December		1 January
		2012	2011	2011
		RMB'000	(Restated) RMB'000	(Restated) RMB'000
<b>LIABILITIES</b>				
<b>Non-current liabilities</b>				
Borrowings . . . . .	17	41,243,149	41,498,720	24,160,024
Other payables . . . . .	19	738,516	—	—
Deferred income tax liabilities . . . . .	18	4,939,761	3,590,991	2,165,128
		<u>46,921,426</u>	<u>45,089,711</u>	<u>26,325,152</u>
<b>Current liabilities</b>				
Borrowings . . . . .	17	19,030,706	10,227,990	7,000,110
Trade and other payables . . . . .	19	77,788,431	49,196,123	21,780,836
Receipt in advance from customers . . . . .		44,833,483	31,613,979	24,081,431
Current income tax liabilities . . . . .	20	8,725,180	8,764,852	4,567,528
		<u>150,377,800</u>	<u>99,802,944</u>	<u>57,429,905</u>
<b>Total liabilities . . . . .</b>		<u>197,299,226</u>	<u>144,892,655</u>	<u>83,755,057</u>
<b>Total equity and liabilities . . . . .</b>		<u>238,990,551</u>	<u>179,023,408</u>	<u>104,452,464</u>
<b>Net current assets . . . . .</b>		<u>50,165,827</u>	<u>53,718,244</u>	<u>34,166,080</u>
<b>Total assets less current liabilities . . . . .</b>		<u>88,612,751</u>	<u>79,220,464</u>	<u>47,022,559</u>

The notes on pages 97 to 166 are an integral part of these consolidated financial statements.

## BALANCE SHEET

	Note	31 December 2012 <u>RMB'000</u>	31 December 2011 <u>RMB'000</u>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Investments in subsidiaries . . . . .	38	1,911,480	10,053,369
Property and equipment . . . . .	6	<u>4,427</u>	<u>6,944</u>
		<u>1,915,907</u>	<u>10,060,313</u>
<b>Current assets</b>			
Amounts due from subsidiaries and other receivables .	11	18,254,711	11,700,608
Cash and cash equivalents . . . . .	14	<u>555,479</u>	<u>802,135</u>
		<u>18,810,190</u>	<u>12,502,743</u>
		<u>20,726,097</u>	<u>22,563,056</u>
<b>EQUITY</b>			
<b>Capital and reserves attributable to shareholders of the Company</b>			
Share capital . . . . .	15	1,043,317	1,037,199
Share premium . . . . .	15	2,901,986	5,423,466
Reserves . . . . .	16	1,553,206	1,511,362
Accumulated losses . . . . .	27	<u>(3,764,140)</u>	<u>(3,787,449)</u>
<b>Total equity</b> . . . . .		<u>1,734,369</u>	<u>4,184,578</u>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Borrowings . . . . .	17	<u>18,017,442</u>	<u>17,432,108</u>
		<u>18,017,442</u>	<u>17,432,108</u>
<b>Current liabilities</b>			
Trade and other payables . . . . .	19	<u>974,286</u>	<u>946,370</u>
		<u>974,286</u>	<u>946,370</u>
<b>Total liabilities</b> . . . . .		<u>18,991,728</u>	<u>18,378,478</u>
<b>Total equity and liabilities</b> . . . . .		<u>20,726,097</u>	<u>22,563,056</u>
<b>Net current assets</b> . . . . .		<u>17,835,904</u>	<u>11,556,373</u>
<b>Total assets less current liabilities</b> . . . . .		<u>19,751,811</u>	<u>21,616,686</u>

The notes on pages 97 to 166 are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

		Year ended 31 December	
		2012	2011
	Note	RMB'000	RMB'000
		(Restated)	(Restated)
Revenue . . . . .	5	65,260,838	61,918,185
Cost of sales . . . . .	22	(47,050,471)	(41,310,558)
<b>Gross profit</b> . . . . .		18,210,367	20,607,627
Fair value gains on investment properties . . . . .	8	4,459,506	4,235,953
Other income . . . . .	21	635,525	755,806
Selling and marketing costs . . . . .	22	(3,017,664)	(2,720,756)
Administrative expenses . . . . .	22	(2,600,664)	(2,161,218)
Other operating expenses . . . . .	22	(1,164,213)	(791,162)
<b>Operating profit</b> . . . . .		16,522,857	19,926,250
Finance (costs)/income . . . . .	25	(33,056)	448,598
<b>Profit before income tax</b> . . . . .		16,489,801	20,374,848
Income tax expenses . . . . .	26	(7,307,880)	(8,648,255)
<b>Profit for the year</b> . . . . .		9,181,921	11,726,593
<b>Other comprehensive income</b> . . . . .		—	—
<b>Total comprehensive income for the year</b> . . . . .		9,181,921	11,726,593
<b>Attributable to:</b>			
Shareholders of the Company . . . . .		9,170,837	11,323,663
Non-controlling interests . . . . .		11,084	402,930
		9,181,921	11,726,593
Earnings per share for profit attributable to shareholders of the Company for the year (expressed in RMB per share)			
— Basic earnings per share . . . . .	28	0.613	0.757
— Diluted earnings per share . . . . .	28	0.604	0.741
Dividends . . . . .	29	—	2,800,554

The notes on pages 97 to 166 are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Attributable to shareholders of the Company					Non-controlling interests	
	Share capital	Share premium	Reserves	Retained earnings	Total	Total	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
<b>Balance as at 1 January 2011, as previously reported</b> . . . . .	1,044,079	7,853,022	1,544,576	10,193,349	20,635,026	731,199	21,366,225
Adjustment on change in accounting policy — Adoption of HKAS 12 amendment . . . . .	—	—	—	(668,818)	(668,818)	—	(668,818)
<b>Balance as at 1 January 2011, as restated</b> . . . . .	<u>1,044,079</u>	<u>7,853,022</u>	<u>1,544,576</u>	<u>9,524,531</u>	<u>19,966,208</u>	<u>731,199</u>	<u>20,697,407</u>
<b>Comprehensive income</b>							
Profit for the year, as restated . . . . .	—	—	—	11,323,663	11,323,663	402,930	11,726,593
Other comprehensive income . . . . .	—	—	—	—	—	—	—
<b>Transactions with owners</b>							
Transfer to statutory reserves . . . . .	—	—	943,601	(943,601)	—	—	—
Employee share option schemes . . . . .	275	11,313	186,074	—	197,662	—	197,662
Dividends . . . . .	—	(1,902,000)	—	—	(1,902,000)	—	(1,902,000)
Repurchase of shares of the Company (note 15) . . . . .	(7,155)	(538,869)	7,155	(7,155)	(546,024)	—	(546,024)
Acquisition of a subsidiary . . . . .	—	—	—	—	—	678,028	678,028
Capital injection from non-controlling interests . . . . .	—	—	—	—	—	336,070	336,070
Partial disposal of interest in a subsidiary . . . . .	—	—	2,920,203	—	2,920,203	22,814	2,943,017
<b>Total transactions with owners</b> . . . . .	<u>(6,880)</u>	<u>(2,429,556)</u>	<u>4,057,033</u>	<u>(950,756)</u>	<u>669,841</u>	<u>1,036,912</u>	<u>1,706,753</u>
<b>Balance as at 31 December 2011, as restated</b> . . . . .	<u>1,037,199</u>	<u>5,423,466</u>	<u>5,601,609</u>	<u>19,897,438</u>	<u>31,959,712</u>	<u>2,171,041</u>	<u>34,130,753</u>
<b>Balance as at 1 January 2012</b> . . . . .	<u>1,037,199</u>	<u>5,423,466</u>	<u>5,601,609</u>	<u>19,897,438</u>	<u>31,959,712</u>	<u>2,171,041</u>	<u>34,130,753</u>
<b>Comprehensive income</b>							
Profit for the year . . . . .	—	—	—	9,170,837	9,170,837	11,084	9,181,921
Other comprehensive income . . . . .	—	—	—	—	—	—	—
<b>Transactions with owners</b>							
Transfer to statutory reserves . . . . .	—	—	1,296,350	(1,296,350)	—	—	—
Employee share option schemes . . . . .	6,118	279,074	41,844	—	327,036	—	327,036
Dividends (note 29) . . . . .	—	(2,800,554)	—	—	(2,800,554)	—	(2,800,554)
Changes in ownership interests in subsidiaries without change of control (note 35) . . . . .	—	—	(393,303)	—	(393,303)	(1,018,993)	(1,412,296)
Distribution to non-controlling interest . . . . .	—	—	—	—	—	(561,840)	(561,840)
Capital injection from non-controlling interests . . . . .	—	—	—	—	—	416,104	416,104
Acquisition of subsidiaries (note 36) . . . . .	—	—	—	—	—	2,410,201	2,410,201
<b>Total transactions with owners</b> . . . . .	<u>6,118</u>	<u>(2,521,480)</u>	<u>944,891</u>	<u>(1,296,350)</u>	<u>(2,866,821)</u>	<u>1,245,472</u>	<u>(1,621,349)</u>
<b>Balance as at 31 December 2012</b> . . . . .	<u>1,043,317</u>	<u>2,901,986</u>	<u>6,546,500</u>	<u>27,771,925</u>	<u>38,263,728</u>	<u>3,427,597</u>	<u>41,691,325</u>

The notes on pages 97 to 166 are an integral part of these consolidated financial statements.



## CONSOLIDATED STATEMENT OF CASH FLOWS

		Year ended 31 December	
		2012	2011
Note		RMB'000	RMB'000
<b>Cash flows of operating activities</b>			
	Net Cash generated from operations . . . . .	6,952,184	4,233,345
	PRC corporate income tax paid . . . . .	(4,665,364)	(3,245,377)
	PRC land appreciation tax paid . . . . .	(2,231,642)	(1,147,000)
	Interest paid . . . . .	(5,628,799)	(3,576,579)
	<b>Net cash used in operating activities . . . . .</b>	<b>(5,573,621)</b>	<b>(3,735,611)</b>
<b>Cash flows of investing activities</b>			
	Addition of property, equipment and investment properties . . . . .	(6,866,816)	(9,076,103)
	Purchase of land use rights . . . . .	(751,192)	(145,577)
	Purchase of intangible assets . . . . .	(350,833)	(319,425)
	Proceeds from disposal of financial assets held for trading . . . . .	—	96,592
	Acquisition of a subsidiary, net of cash acquired . . . . .	—	(1,330,639)
	Interest received . . . . .	108,444	103,151
	Proceeds from disposal of investment properties . . . . .	49,498	454,032
	Movement of amounts due from related parties . . . . .	530	(530)
	<b>Net cash used in investing activities . . . . .</b>	<b>(7,810,369)</b>	<b>(10,218,499)</b>
<b>Cash flows of financing activities</b>			
	Proceeds from senior notes . . . . .	—	9,031,098
	Proceeds from borrowings . . . . .	26,807,986	27,138,923
	Repayments of borrowings . . . . .	(17,721,336)	(15,914,201)
	Issuance of ordinary shares according to share option scheme . . . . .	206,154	11,588
	Advances from non-controlling interests . . . . .	4,842,151	—
	Repurchase of shares of the Company . . . . .	—	(546,024)
	Restricted cash pledged for bank borrowings . . . . .	300,708	355,381
	Proceeds from partial disposal of a subsidiary . . . . .	—	3,241,849
	Contribution from non-controlling interests . . . . .	416,104	336,070
	Changes in ownership interests in subsidiaries without change of control . . . . .	(955,456)	—
	Dividends paid . . . . .	(2,800,554)	(1,902,000)
	Advances from related parties . . . . .	(371)	371
	<b>Net cash generated from financing activities . . . . .</b>	<b>11,095,386</b>	<b>21,753,055</b>
	<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>(2,288,604)</b>	<b>7,798,945</b>
	Cash and cash equivalents at beginning of year . . . . .	20,081,945	12,356,263
	Exchange losses on cash and cash equivalents . . . . .	(3,021)	(73,263)
	<b>Cash and cash equivalents at end of year . . . . .</b>	<b>17,790,320</b>	<b>20,081,945</b>

The notes on pages 97 to 166 are an integral part of these consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### 1 General Information

Evergrande Real Estate Group Limited (the “Company”) was incorporated in the Cayman Islands on 26 June 2006 as an exempted company with limited liability under the Companies Law, Cap. 22 (2009 Revision as consolidated and revised from time to time) of the Cayman Islands and is engaged in investment holding. The Company and its subsidiaries (the “Group”) are principally engaged in the property development, property investment, property management, property construction, hotel and other property development related services in the People’s Republic of China (the “PRC”). The address of its registered office is P.O. Box 1586, Royal Bank House, Grand Cayman, KY1-1110, Cayman Islands.

The Company has its primary listing on the Main Board of The Stock Exchange of Hong Kong Limited (the “Stock Exchange”) on 5 November 2009.

These consolidated financial statements are presented in Renminbi Yuan (“RMB”) thousands, unless otherwise stated. These consolidated financial statements have been approved for issue by the Board of Directors of the Company on 26 March 2013.

### 2 Summary of Significant Accounting Policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### (a) *Basis of preparation*

The consolidated financial statements of the Group have been prepared in accordance with Hong Kong Financial Reporting Standards (the “HKFRS”). The consolidated financial statements have been prepared under the historical cost convention, as modified by the investment properties which are carried at fair value.

The preparation of financial statements in conformity with the HKFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in note 4.

#### (i) *Changes in accounting policy and disclosures*

The Hong Kong Institute of Certified Public Accountants (“HKICPA”) has amended HKAS 12, “Income taxes”, to introduce an exception to the principle for the measurement of deferred tax assets or liabilities arising on an investment property measured at fair value. HKAS 12 requires an entity to measure the deferred tax relating to an asset depending on whether the entity expects to recover the carrying amount of the asset through use or sale. The amendment introduces a rebuttable presumption that an investment property measured at fair value is recovered entirely by sale. The amendment is applicable retrospectively to annual periods beginning on or after 1 January 2012.

The Group has adopted this amendment retrospectively for the financial year ended 31 December 2012 and the effects of adoption are disclosed as follows.

As disclosed in note 8, the Group has investment properties measured at their fair values totaling RMB18,918,630,000 as of 1 January 2012 (1 January 2011: RMB10,116,643,000). As required by the amendment, the Group has re-measured the deferred tax relating to certain investment properties amounting to RMB4,519,274,000 as of 1 January 2012 (1 January 2011: RMB4,079,640,000) according to the tax consequence on the presumption that they are recovered entirely by sale retrospectively. The comparative figures for 2011 have been restated to reflect the change in accounting policy, as summarized below.

	<u>31 December 2012</u>	<u>31 December 2011</u>	<u>1 January 2011</u>
	RMB'000	RMB'000	RMB'000
<b>Effect on consolidated balance sheet</b>			
Increase in deferred tax liabilities . . . . .	1,089,837	726,852	668,818
Decrease in retained earnings . .	<u>1,089,837</u>	<u>726,852</u>	<u>668,818</u>
	<b>Year ended 31 December</b>		
	<u>2012</u>	<u>2011</u>	
	RMB'000	RMB'000	
<b>Effect on consolidated income statement</b>			
Increase in income tax expense . . . . .		362,985	58,034
Decrease in net profit attributable to owners of the Company . . . . .		362,985	58,034
Decrease in basic EPS . . . . .		RMB2.4 cents	RMB0.4 cents
Decrease in diluted EPS . . . . .		<u>RMB2.4 cents</u>	<u>RMB0.3 cents</u>

For the other investment properties amounting to RMB14,399,356,000 as of 1 January 2012 (1 January 2011: RMB6,037,003,000), they are held by certain subsidiaries with a business model to consume substantially all of the economic benefits embodied in the investment property over time, rather than through sale. For these investment properties, the presumption is rebutted and related deferred tax is not remeasured.

Save as above, there are no HKFRSs or HK (IFRIC) interpretations that are effective for the first time for the financial year beginning on or after 1 January 2012 that would be expected to have a material impact on the Group.

- (ii) New and amended standards and interpretations have been issued but are not effective for the financial year beginning 1 January 2012 and have not been early adopted by the Group:

		<b>Effective for annual periods beginning on or after</b>
HKFRS 1 (Amendment)	First time adoption: on government loans	1 January 2013
HKFRS 7 (Amendment)	Financial instruments: Disclosures — Offsetting financial assets and financial liabilities	1 January 2013
HKFRS 9	Financial instruments	1 January 2015
HKFRS 10	Consolidated financial statements	1 January 2013
HKFRS 11	Joint arrangements	1 January 2013
HKFRS 12	Disclosures of interests in other entities	1 January 2013
HKFRS 10, HKFRS 11 and HKFRS 12 (Amendment)	Transition guidance in HKFRS 10,11 and 12	1 January 2013
HKFRS 13	Fair value measurements	1 January 2013
HKFRS 7 and HKFRS 9 (Amendment)	Mandatory effective date and transition disclosures	1 January 2015
HKAS 1 (Amendment)	Presentation of financial statements	1 July 2012
HKAS 19 (Amendment)	Employee benefits	1 January 2013
HKAS 27 (Revised 2011)	Separate financial statements	1 January 2013
HKAS 28 (Revised 2011)	Associate and joint ventures	1 January 2013
HKAS 32 (Amendment)	Financial instruments: Disclosures — Offsetting financial assets and financial liabilities	1 January 2014
HK(IFRIC)-Int 20	Stripping costs in the production phase of a surface mine	1 January 2013
HKFRS (Amendments)	Annual Improvements 2009–2011 Cycle	1 January 2013

The management is in the process of making an assessment on the impact of these new standards and amendments to existing standards and is not yet in a position to state whether any substantial changes to the Group's significant accounting policies and presentation of the financial information will be resulted.

**(b) Consolidation**

*(i) Subsidiaries*

Subsidiaries are all entities (including special purpose entities) over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The Group uses the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognises any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets.

If the business combination is achieved in stages, the acquirer's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date through profit or loss.

Any contingent consideration to be transferred by the Group is recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability is recognised in accordance with HKAS 39 either in profit or loss or as a change to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity.

Investments in subsidiaries are accounted for at cost less impairment. Cost includes direct attributable costs of investment. The results of subsidiaries are accounted for by the company on the basis of dividend and receivable.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If this is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the profit or loss.

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

(ii) *Transaction with non — controlling interests*

The Group treats transactions with non-controlling interests as transactions with equity owners of the Group. For purchases from non-controlling interests, the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

When the Group ceases to have control or significant influence, any retained interest in the entity is remeasured to its fair value, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognised in other comprehensive income are reclassified to profit or loss where appropriate.

(c) *Segment reporting*

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker (“CODM”). The CODM who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the steering committee that makes strategic decisions.

(d) *Foreign currency translation*

(i) *Functional and presentation currency*

Items included in the financial statements of each group entities are measured using the currency of the primary economic environment in which the entities operate (the “functional currency”). The consolidated financial statements are presented in RMB, which is the functional and presentation currency of the Company.

(ii) *Transactions and balances*

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are remeasured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated income statement, except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges.

Foreign exchange gain and losses that relate to borrowings denominated in foreign currencies are presented in the consolidated statement of comprehensive income within “finance income/(costs), net”. All other foreign exchange gain and losses are presented in the consolidated statement of comprehensive income within “Administrative expenses”.

(iii) *Group entities*

The results and financial positions of the group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- assets and liabilities for each balance sheet of the group entities are translated at the closing rate at the date of that balance sheet;
- income and expenses for each income statement of the group entities are translated at average exchange rates; and
- all resulting exchange differences are recognised as a separate component of equity.

On consolidation, exchange differences arising from the translation of the net investment in foreign operations are taken into equity holders' equity. When a foreign operation is partially disposed of or sold, exchange differences that were recorded in equity are recognised in the income statement as part of the gain or loss on sale.

(e) *Property and equipment*

Property and equipment are stated at historical cost less depreciation and any impairment loss. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are recognised in profit or loss during the period in which they are incurred.

Depreciation on property and equipment is calculated using the straight-line method to allocate their cost to their residual values over their estimated useful lives, as follows:

Buildings	20–30 years
Machinery	5–10 years
Transportation equipment	4–10 years
Furniture, fitting and equipment	3–8 years

The assets' residual values and useful lives are reviewed and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within other (losses)/gains, in the statement of comprehensive income.

Assets under construction are stated at historical cost less impairment losses. Historical cost includes expenditure that is directly attributable to the development of the assets which comprises construction costs, amortisation of land use rights, borrowing costs and professional fees incurred during the development period. On completion, the assets are transferred to buildings within property and equipment.

No depreciation is provided for assets under construction. The carrying amount of an asset under construction is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

**(f) *Investment properties***

Property that is held for long-term rental yields or for capital appreciation or both, and that is not occupied by the Group, is classified as investment property. Property relevant and land use right that are currently being constructed or developed for future use as investment property is classified as investment property.

Investment property is measured initially at its cost, including related transaction costs.

After initial recognition, investment property is carried at fair value. Where fair value of investment property under construction is not reliably measurable, the property is measured at cost until the earlier of the date construction is completed or the date at which fair value becomes reliably measurable. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. If this information is not available, the Group uses alternative valuation methods such as recent prices on less active markets or discounted cash flow projections.

Subsequent expenditure is charged to the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance costs are recognised in profit or loss during the financial period in which they are incurred.

Changes in fair values of investment property are recognised in profit or loss.

If an investment property becomes owner-occupied or commences to be further developed for sale, it is reclassified as property and equipment and land use right or properties under development, and its fair value at the date of change in use becomes its cost for accounting purposes.

If an item of property and equipment becomes an investment property because its use has changed, any difference resulting between the carrying amount and the fair value of this item at the date of transfer is recognised in equity as a revaluation of property and equipment under HKAS 16. However, if a fair value gain reverses a previous impairment loss, the gain is recognised in profit or loss to the extent the impairment provision previous made.



**(g) Intangible asset**

The Group operates certain sport clubs. The costs of acquiring sport players' registrations or extending their contracts, including agents' fees, are capitalised and amortised, on the straight line basis, over the period of the respective contracts.

**(h) Impairment of investment in subsidiaries and non-financial assets**

Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows ("cash-generating unit"). Non-financial assets that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

Impairment testing of the investments in subsidiaries is required upon receiving dividends from these investments if the dividend exceeds the total comprehensive income of the subsidiary in the period the dividend is declared or if the carrying amount of the investment in the separate financial statements exceeds the carrying amount in the consolidated financial statements of the investee's net assets including goodwill.

**(i) Financial assets**

*Classification*

The Group classifies its financial assets as loans and receivables. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for those with maturities greater than 12 months after the balance sheet date which are classified as non-current assets. Loans and receivables are classified as 'trade and other receivables' and 'cash and cash equivalents' in the balance sheet.

*Recognition and measurement*

Regular way purchases and sales of financial assets are recognised on the trade-date — the date on which the Group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Loans and receivables are subsequently carried at amortised cost using the effective interest method.

*Offsetting financial instruments*

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously.

(j) *Impairment of financial assets*

(i) *Assets carried at amortised cost*

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a “loss event”) and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

The criteria that the Group uses to determine that there is objective evidence of an impairment loss include:

- Significant financial difficulty of the issuer or obligor;
- A breach of contract, such as a default or delinquency in interest or principal payments;
- The Group, for economic or legal reasons relating to the borrower’s financial difficulty, granting to the borrower a concession that the lender would not otherwise consider;
- It becomes probable that the borrower will enter bankruptcy or other financial reorganisation;
- The disappearance of an active market for that financial asset because of financial difficulties; or
- Observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the portfolio, including:
  - (i) adverse changes in the payment status of borrowers in the portfolio;
  - (ii) national or local economic conditions that correlate with defaults on the assets in the portfolio.

The Group first assesses whether objective evidence of impairment exists.

For loans and receivables category, the amount of the loss is measured as the difference between the asset’s carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset’s original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in the consolidated income statement. If a loan or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. As a practical expedient, the Group may measure impairment on the basis of an instrument’s fair value using an observable market price.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor’s credit rating), the reversal of the previously recognised impairment loss is recognised in profit or loss.

**(k) *Properties under development***

Properties under development are stated at the lower of cost and net realisable value. Net realisable value takes into account the price ultimately expected to be realised, less applicable variable selling expenses and anticipated cost to completion.

Development cost of property comprises construction costs, cost of land use rights, borrowing costs, and professional fees incurred during the development period. On completion, the properties are transferred to completed properties held for sale.

Properties under development are classified as current assets unless those will not be realised in one normal operating cycle.

**(l) *Completed properties held for sale***

Completed properties remaining unsold at the end of each relevant year are stated at the lower of cost and net realisable value.

Cost comprises development costs attributable to the unsold properties.

Net realisable value is determined by reference to the estimated selling price in the ordinary course of business, less applicable estimated selling expenses to make the sale.

**(m) *Trade and other receivables***

Trade receivables are amounts due from customers for properties sold or services performed in the ordinary course of business. If collection of trade and other receivables is expected in one year or less (or in the normal operating cycle of the business if longer), they are classified as current assets. If not, they are presented as non-current assets.

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment.

**(n) *Cash and cash equivalents***

Cash and cash equivalent includes cash in hand and at banks and deposits held at call with banks, other short-term high liquidity investment with original maturities of three months or less.

Bank deposits which are restricted to use are included in “restricted cash”. Restricted cash are excluded from cash and cash equivalents included in the cash flow statements.

**(o) *Share capital***

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new share or options are shown in equity as a deduction, net of tax, from the proceeds.

Where any group company purchases the company's equity share capital (treasury shares), the consideration paid, including any directly attributable incremental costs (net of income taxes) is deducted from equity attributable to the company's equity holders until the shares are cancelled or reissued. Where such ordinary shares are subsequently reissued, any consideration received, net of any directly attributable incremental transaction costs and the related income tax effects, is included in equity attributable to the company's equity holders.

**(p) *Trade and other payables***

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using effective interest method.

**(q) *Borrowings***

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in profit or loss over the period of the borrowings using the effective interest method.

Fees paid to the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that part or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a pre-payment for liquidity services and amortised over the period of the facility to which it relates.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the respective balance sheet date.

**(r) *Borrowing costs***

General and specific borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation. Other borrowing costs are recognised as an expense in the period in which they are incurred.

**(s) *Current and deferred income tax***

The tax expense for the period comprises current and deferred tax. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the Group entities operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary difference can be controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

**(t) *Employee benefits***

**(i) *Employee leave entitlements***

Employee entitlements to annual leave and long service leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave and long service leave as a result of services rendered by employees up to the balance sheet date.

Employee entitlements to sick leave and maternity leave are not recognised until the time of leave.

**(ii) *Retirement benefits***

In accordance with the rules and regulations in the PRC, the PRC based employees of the Group participate in various defined contribution retirement benefit plans organised by the relevant municipal and provincial governments in the PRC under which the Group and the PRC based employees are required to make monthly contributions to these plans calculated at a percentage of the employees' salaries.

The municipal and provincial governments undertake to assume the retirement benefit obligations of all existing and future retired PRC based employees' payable under the plans described above. Other than the monthly contributions, the Group has no further obligation for the payment of retirement and other post retirement benefits of its employees. The assets of these plans are held separately from those of the Group in independently administrated funds managed by the PRC government.

The Group also participates in a pension scheme under the rules and regulations of the Mandatory Provident Fund Scheme Ordinance ("MPF Scheme") for all employees in Hong Kong, which is a defined contribution retirement scheme. The contributions to the MPF Scheme are based on minimum statutory contribution requirement of 5% of eligible employees' relevant aggregate income. The assets of this pension scheme are held separately from those of the Group in independently administered funds.

The Group's contributions to the defined contribution retirement schemes are expensed as incurred.

(iii) *Termination benefits*

Termination benefits are payable when employment is terminated before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits when it is demonstrably committed to either: terminating the employment of current employees according to a detailed formal plan without possibility of withdrawal; or providing termination benefits as a result of an offer made to encourage voluntary redundancy. Benefits falling due more than 12 months after balance sheet date are discounted to present value.

(u) *Share-based payments*

The Group operates a number of equity-settled share-based compensation plans, under which the entity receives services from employees as consideration for equity instruments ("options") of the Group. The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed is determined by reference to the fair value of the options granted:

- (i) including any market performance conditions (for example, an entity's share price);
- (ii) excluding the impact of any service and non-market performance vesting conditions (for example, profitability, sales growth targets and remaining an employee of the entity over a specified time period); and
- (iii) including the impact of any non-vesting conditions (for example, the requirement for employees to save).

Non-market performance and service conditions are included in assumptions about the number of options that are expected to vest. The total expense is recognised over the vesting period, which is the period over which all of the specified vesting conditions are to be satisfied. At the end of each reporting period, the Group revises its estimates of the number of options that are expected to vest based on the non-marketing performance and service conditions. It recognises the impact of the revision to original estimates, if any, in profit or loss, with a corresponding adjustment to equity.

The cash subscribed for the shares issued when the options are exercised is credited to share capital (nominal value) and share premium, net of any directly attributable transaction costs.

The options granted by the Company over its equity instruments to the employees of subsidiary undertakings in the Group are treated as a capital contribution. The fair value of employee services received, measured by reference to the grant date fair value, is recognised over the vesting period as an increase to investment in subsidiary undertakings, with a corresponding credit to equity.

**(v) *Provisions and contingent liabilities***

Provisions are recognised when: the Group has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group. It can also be a present obligation arising from past events that is not recognised because it is not probable that outflow of economic resources will be required or the amount of obligation cannot be measured reliably.

A contingent liability is not recognised but is disclosed in the notes to the financial statements. When a change in the probability of an outflow occurs so that outflow is probable, it will then be recognised as a provision.

**(w) *Revenue recognition***

Revenue comprises the fair value of the consideration received or receivable for the sales of properties and services in the ordinary course of the Group's activities. Revenue is shown, net of discount and after eliminated sales with the group entities.

The Group recognises revenue when the amount of revenue can be reliably measured, it is probably that future economic benefits will flow to the entity and specific criteria have been met for each of the Group's activities as described below. The amount of revenue is not considered to be reliably measurable until all contingencies relating to the sale have been resolved. The Group bases its estimates on historical results, taking into consideration the type of customer, and type of transaction and the specifics of each arrangement.

(i) *Sales of properties*

Revenue from sales of properties is recognised when the risks and rewards of properties are transferred to the purchasers, which is when the construction of relevant properties has been completed and the properties have been delivered to the purchasers and collectability of related receivables is reasonably assured. To the extent that the Group has to perform further work on the properties already delivered to the purchasers, the relevant expenses shall be recognised simultaneously. Deposits and installments received on properties sold prior to the date of revenue recognition are included in the balance sheets under current liabilities.

As disclosed in note 32, the Group provided guarantees in respect of mortgage facilities granted by certain banks relating to the mortgage loans arranged for certain purchasers of the Group's properties. These guarantees will normally be discharged upon issuance of the real estate ownership certificate. In order to obtain mortgages, the purchasers would have settled no less than 30% of the total contract amount in accordance with related PRC regulations upon signing the sales contract. The directors of the Company are of the opinion that such settlements provide sufficient evidence of the purchasers' commitment to honour contractual obligation of the bank loans. In addition, based on the past experiences, defaults of mortgage facilities by the purchasers which resulted in the bank guarantees were called upon were rare and the financial impact was immaterial. Further, as disclosed in note 3(a)(iii), the credit risk of the Group under the circumstance that a purchaser defaults on the payment of its mortgage during the term of the guarantee is very low. Accordingly, the directors believe that significant risks and rewards associated to the ownership of the properties have been transferred to the purchasers.

(ii) *Property management*

Revenue arising from property management is recognised in the accounting period in which the services are rendered, using a straight-line basis over the term of the contract.

(iii) *Construction and decoration services*

Revenue arising from construction and decoration service is recognised in the accounting period in which the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

(iv) *Hotel operations*

Hotel revenue from room rentals, food and beverage sales and other ancillary services are recognised when the goods are delivered or services are rendered.

(v) *Interest income*

Interest income is recognised on a time-proportion basis using the effective interest method. When a receivable impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cashflow discounted at original effective interest rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired loans is recognised using the original effective interest rate.



(vi) *Rental income*

Rental income of property leasing under operating leases is recognised on a straight-line basis over the lease terms.

(vii) *Advertising revenue*

Advertising revenue is recognised when the related advertisement appears before the public.

**(x) *Leases***

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

(i) *The Group is the lessee other than operating lease of land use rights*

Payments made under operating leases (net of any incentives received from the lessor), are charged to the consolidated income statement on a straight-line basis over the period of the lease.

(ii) *The Group is the lessee under operating lease of land use rights*

Land use rights under operating lease, which mainly comprised land use rights to be developed for hotel properties and self-use buildings, are stated at cost and subsequently amortised in the consolidated income statement on a straight-line basis over the operating lease periods.

(iii) *The Group is the lessor*

Assets leased out under operating leases are included in investment properties in the balance sheets.

**(y) *Dividend distribution***

Dividend distribution to the equity holders of the Company is recognised as a liability in the Group's and the Company's financial statements in the period in which the dividends are approved by the equity holders or the board of directors, where applicable.

**(z) *Financial guarantee liabilities***

Financial guarantee liabilities are recognised in respect of the financial guarantee provided by the Group to the banks for property purchasers for the Company's holding company.

Financial guarantee liabilities are recognised initially at fair value plus transaction costs that are directly attributable to the issue of the financial guarantee liabilities. After initial recognition, such liabilities are measured at the higher of the present value of the best estimate of the expenditure required to settle the present obligation and the amount initially recognised less cumulative amortization of fees recognised.

Financial guarantee liabilities are derecognised from the balance sheet when, and only when, the obligation specified in the contract is discharged or cancelled or expired.

### 3 Financial Risk Management

#### (a) *Financial risk factor*

The Group's major financial instruments include cash and bank deposits, trade and other receivables, trade and other payables and borrowings. Details of these financial instruments are disclosed in the respective notes. The risks associated with these financial instruments and the policies on how to mitigate these risks are set out below. The Company manages and monitors these exposures to ensure appropriate measures are implemented on a timely and effective manner.

##### (i) *Foreign exchange risk*

The Group's businesses are principally conducted in RMB, except that certain receipts of sales proceeds and borrowings are denominated in other foreign currencies. As at 31 December 2012, the non-RMB assets and liabilities of the Group are mainly cash proceeds from borrowings deposited in US\$ bank accounts and senior notes denominated in US\$. The Group has not entered into any significant forward exchange contract to hedge its exposure to foreign exchange risk.

As at 31 December 2012 and 2011, if RMB had strengthened/weakened by 5% against US\$, with all other variables held constant, post-tax profit for the years ended 31 December 2012 and 2011 would have been approximately RMB300 million and RMB338 million higher/lower.

##### (ii) *Interest rate risk*

The Group has no significant interest-bearing assets except for restricted cash and cash and cash equivalents. The Group's exposure to changes in interest rates is mainly attributable to its long term borrowings. Borrowings at variable rates expose the Group to cash flow interest-rate risk. Borrowings issued at fixed rates expose the Group to fair value interest-rate risk.

As at 31 December 2012 and 2011, if interest rate on borrowings had been 100 basis point higher/lower with all variables held constant, post-tax profit for the years ended 31 December 2012 and 2011 would have been approximately RMB76 million and RMB36 million lower/higher, respectively, mainly as a result of more/less interest expense on borrowings at variable rates.

The Group has not used any interest rate swaps to hedge its exposure to interest rate risk.

##### (iii) *Credit risk*

Cash transactions are limited to high-credit-quality institutions. The extent of the Group's credit exposure is represented by the aggregate balance of cash in bank, restricted cash, trade and other receivables.

Deposits are only placed with reputable banks. For credit exposures to customers, generally, the Group requires full payment from customers before delivery of properties. Credit terms are granted to customers upon obtaining approval from the Company's senior management after assessing the credit history of those customers. The Group has set up policies to ensure follow-up action is taken to recover overdue debts and the Group reviews regularly the recoverable amount of each individual trade and other receivable to ensure that adequate impairment losses are made for irrecoverable amounts.

The Group typically provides guarantees to banks in connection with the customers' borrowing of mortgage loans to finance their purchase of properties for an amount up to 70% of the total purchase price of the property. Detailed disclosure of these guarantees is made in note 32. If a purchaser defaults on the payment of its mortgage loan during the guarantee period, the bank holding the guarantee may demand the Group to repay the outstanding amount under the loan and any interest accrued thereon. Under such circumstances, the Group is able to retain the customer's deposit and resell the property to recover any amounts paid by the Group to the bank. In this regard, the directors of the Company consider that the Group's credit risk is significantly reduced.

(iv) *Liquidity risk*

Management of the Group aims to maintain sufficient cash and cash equivalents or have available funding through an adequate amount of available financing, including short-term and long-term bank loans and increase in capital to meet its construction commitments. Due to the dynamic nature of the underlying businesses, the Group's finance department maintains flexibility in funding by maintaining adequate amount of cash and cash equivalents and flexibility in funding through available sources of financing.

The table below analyses the Group's financial liabilities that will be settled on a net basis into relevant maturity grouping based on the remaining period at the balance sheet to the contractual maturity date.

	<b>Less than 1 year</b>	<b>Between 1 and 2 years</b>	<b>Between 2 and 5 years</b>	<b>Over 5 years</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
At 31 December 2012					
Borrowings . . . . .	24,818,348	23,123,605	21,733,784	756,628	70,432,834
Trade and other payables* . . . . .	<u>76,485,539</u>	<u>738,516</u>	<u>—</u>	<u>—</u>	<u>77,224,055</u>
Total . . . . .	<u>101,303,887</u>	<u>23,862,121</u>	<u>21,733,784</u>	<u>756,628</u>	<u>147,656,889</u>
At 31 December 2011					
Borrowings . . . . .	14,884,781	16,633,272	30,261,395	1,086,976	62,866,424
Trade and other payables* . . . . .	<u>47,660,716</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>47,660,716</u>
Total . . . . .	<u>62,545,497</u>	<u>16,633,272</u>	<u>30,261,395</u>	<u>1,086,976</u>	<u>110,527,140</u>

\* Excluding other taxes payable and salaries payables.

**(b) Capital risk management**

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for equity owners and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to equity owners, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the Group monitors capital on the basis of the gearing ratio. This ratio is calculated as total borrowings divided by total assets, as shown in the consolidated balance sheets.

During the year, the Group's strategy was to maintain a gearing ratio within 20% to 50%. The gearing ratios were as follows:

	31 December	
	2012	2011
	RMB'000	RMB'000
Total borrowings . . . . .	60,273,855	51,726,710
Total assets . . . . .	238,990,551	179,023,408
Gearing ratio . . . . .	25%	29%

**(c) Fair value estimation**

The nominal value less impairment provisions of trade and other receivables and the nominal value of trade and other payables approximate their fair value due to their short maturities. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.

#### **4 Critical Accounting Estimates and Judgements**

Estimates and judgements used in preparing the financial statements are evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that may have a significant effect on the carrying amounts of assets and liabilities within the next financial year are discussed below:

##### **(a) *PRC corporate income taxes and deferred taxation***

The Group's subsidiaries that operate in the PRC are subject to income tax in the PRC. Significant judgement is required in determining the provision for income tax and withholding tax on unremitted earnings of PRC subsidiaries. There are many transactions and calculations for which the ultimate determination is uncertain during the ordinary course of business. Where the final tax outcome of these matters (including the effect of change in the dividend policies of PRC subsidiaries) is different from the amounts that were initially recorded, such difference will impact the income tax and deferred tax provision in the period in which such determination is made.

Deferred tax assets relating to certain temporary differences and tax losses are recognised when management considers to be probable that future taxable profit will be available against which the temporary differences or tax losses can be utilised. The outcome of their actual utilisation may be different.

##### **(b) *PRC land appreciation taxes***

The Group is subject to land appreciation taxes in the PRC. However, the implementation and settlement of these taxes varies among various tax jurisdictions in cities of the PRC, and the Group has not finalised its land appreciation taxes calculation and payments with any local tax authorities in the PRC. Accordingly, significant judgement is required in determining the amount of the land appreciation taxes. The Group recognised these land appreciation taxes based on management's best estimates according to the interpretation of the tax rules. The final tax outcome could be different from the amounts that were initially recorded, and these differences will impact the income tax expense and tax provisions in the periods in which such taxes have been finalised with local tax authorities.

##### **(c) *Estimated fair value of investment properties***

The best evidence of fair value is current prices in an active market for the properties with similar lease and other contracts. In the absence of such information, the Group determines the amount within a range of reasonable fair value estimates. In making its judgement, the Group considers information from a variety of sources including:

- (i) current prices in an active market for properties of different nature, condition or location (or subject to different lease or other contracts), adjusted to reflect those differences;
- (ii) recent prices of similar properties in less active markets, with adjustments to reflect any changes in economic conditions since the date of the transactions that occurred at those prices; and
- (iii) discounted cash flow projections based on reliable estimates of future cash flows, derived from the terms of any existing lease and other contracts and (where possible) from external evidence such as current market rents for similar properties in the same location and condition, and using discount rates that reflect current market assessments of the uncertainty in the amount and timing of the cash flows.

The Group assesses the fair value of its investment properties based on valuations determined by independent and professional qualified valuers.

## 5 Segment Information

The chief operating decision-maker (“CODM”) of the Group has been identified as the executive directors of the Company who are responsible for reviewing the Group’s internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports. The Group is organised into four business segments: property development, property investment, property management and other businesses which mainly include property construction, hotel and other property development related services. As CODM of the Group considers most of the revenue and results of the Group are attributable to the market in the PRC, and only an immaterial part (less than 10%) of the Group’s assets are located outside the PRC, no geographical segment information is presented.

The directors of the Company assess the performance of the operating segments based on a measure of segment results. Finance costs or income are not included in the result for each operating segment.

Revenue for the year ended 31 December 2012 consists of sales of properties, rental income of investment properties, property management services and income from other businesses, which are set out below:

	Year ended 31 December	
	2012	2011
	RMB’000	RMB’000
Sales of properties . . . . .	63,507,271	60,474,361
Rental income of investment properties . . . . .	99,000	83,920
Property management services . . . . .	506,693	463,322
Other businesses . . . . .	1,147,874	896,582
	<u>65,260,838</u>	<u>61,918,185</u>

The segment results and other segment items included in the consolidated statement of comprehensive income for the year ended 31 December 2012 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Gross segment revenue . . . . .	63,507,271	119,837	945,452	8,035,349	72,607,909
Inter-segment revenue . . . . .	—	(20,837)	(438,759)	(6,887,475)	(7,347,071)
Revenue . . . . .	<u>63,507,271</u>	<u>99,000</u>	<u>506,693</u>	<u>1,147,874</u>	<u>65,260,838</u>
Segment results . . . . .	12,823,094	4,553,556	68,426	(922,219)	16,522,857
Finance costs . . . . .					(33,056)
Profit before income tax . . . . .					16,489,801
Income tax expenses . . . . .					(7,307,880)
Profit for the year . . . . .					<u>9,181,921</u>
Depreciation and amortisation . .	142,843	—	5,250	439,853	587,946
Fair value gains on investment properties . . . . .	—	4,459,506	—	—	<u>4,459,506</u>

The segment results and other segment items included in the consolidated statement of comprehensive income for the year ended 31 December 2011 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Gross segment revenue . . . . .	60,474,361	114,009	598,815	7,230,673	68,417,858
Inter-segment revenue . . . . .	—	(30,089)	(135,493)	(6,334,091)	(6,499,673)
Revenue . . . . .	<u>60,474,361</u>	<u>83,920</u>	<u>463,322</u>	<u>896,582</u>	<u>61,918,185</u>
Segment results . . . . .	16,232,117	4,344,262	9,180	(659,309)	19,926,250
Finance income . . . . .					<u>448,598</u>
Profit before income tax . . . . .					20,374,848
Income tax expenses (restated) . . . . .					<u>(8,648,255)</u>
Profit for the year (restated) . . . . .					<u>11,726,593</u>
Depreciation and amortisation . . . . .	90,849	—	5,203	252,183	348,235
Fair value gains on investment properties . . . . .	<u>—</u>	<u>4,235,953</u>	<u>—</u>	<u>—</u>	<u>4,235,953</u>



Segment assets and liabilities as at 31 December 2012 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	198,486,629	24,941,627	406,478	12,870,711	236,705,445
Unallocated . . . . .					<u>2,285,106</u>
Total assets . . . . .					<u>238,990,551</u>
Segment liabilities . . . . .	118,273,035	—	297,700	4,789,695	123,360,430
Unallocated . . . . .					<u>73,938,796</u>
Total liabilities . . . . .					<u>197,299,226</u>
Capital expenditure . . . . .	<u>781,154</u>	<u>3,298,482</u>	<u>2,823</u>	<u>3,882,848</u>	<u>7,965,307</u>

Segment assets and liabilities as at 31 December 2011 are as follows:

	<b>Property development</b>	<b>Property investment</b>	<b>Property management services</b>	<b>Other businesses</b>	<b>Group</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	149,722,594	18,918,630	712,518	8,581,615	177,935,357
Unallocated . . . . .					<u>1,088,051</u>
Total assets . . . . .					<u>179,023,408</u>
Segment liabilities . . . . .	77,476,348	—	192,038	3,141,716	80,810,102
Unallocated (restated) . . . . .					<u>64,082,553</u>
Total liabilities(restated) . . . . .					<u>144,892,655</u>
Capital expenditure . . . . .	<u>427,985</u>	<u>5,278,428</u>	<u>25,395</u>	<u>3,809,297</u>	<u>9,541,105</u>

Sales between segments are carried out at agreed terms amongst relevant parties. The revenue from external parties reported to the management is measured in a manner consistent with that in the consolidated statement of comprehensive income.

Segment assets consist primarily of property and equipment, investment properties, land use rights, properties under development, completed properties held for sale, receivables, prepayments and cash balances. They exclude deferred tax assets and income tax recoverable.

Segment liabilities consist of operating liabilities.

Capital expenditure comprises additions to property and equipment, investment properties and intangible assets.

Reportable segments' assets are reconciled to total assets as follows:

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Segment assets . . . . .	236,705,445	177,935,357
Unallocated:		
Income tax recoverable . . . . .	1,245,324	439,492
Deferred income tax assets . . . . .	<u>1,039,782</u>	<u>648,559</u>
Total assets per consolidated balance sheets . . . . .	<u><u>238,990,551</u></u>	<u><u>179,023,408</u></u>

Reportable segments liabilities are reconciled to total liabilities as follows:

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Segment liabilities . . . . .	123,360,430	80,810,102
Unallocated:		
Current income tax liabilities . . . . .	8,725,180	8,764,852
Deferred income tax liabilities (restated). . . . .	4,939,761	3,590,991
Borrowings. . . . .	<u>60,273,855</u>	<u>51,726,710</u>
Total liabilities per consolidated balance sheets (restated) . .	<u><u>197,299,226</u></u>	<u><u>144,892,655</u></u>

## 6 Property and Equipment

### Group

	<b>Buildings</b>	<b>Machinery</b>	<b>Transportation equipment</b>	<b>Furniture, fitting and equipment</b>	<b>Construction in progress</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Year ended 31 December 2011						
Opening net book amount . . .	451,933	17,531	373,645	108,768	325,420	1,277,297
Additions . . . . .	856,885	24,459	73,335	833,420	2,009,576	3,797,675
Acquisition of a subsidiary . . .	52,495	—	3,018	657	—	56,170
Disposals . . . . .	(4,477)	(42)	(176)	(453)	—	(5,148)
Depreciation . . . . .	(52,994)	(6,571)	(69,287)	(132,700)	—	(261,552)
Closing net book amount . . . .	<u>1,303,842</u>	<u>35,377</u>	<u>380,535</u>	<u>809,692</u>	<u>2,334,996</u>	<u>4,864,442</u>
At 31 December 2011						
Cost . . . . .	1,390,145	57,239	564,931	1,027,334	2,334,996	5,374,645
Accumulated depreciation . . . .	(86,303)	(21,862)	(184,396)	(217,642)	—	(510,203)
Net book amount . . . . .	<u>1,303,842</u>	<u>35,377</u>	<u>380,535</u>	<u>809,692</u>	<u>2,334,996</u>	<u>4,864,442</u>
Year ended 31 December 2012						
Opening net book amount . . .	1,303,842	35,377	380,535	809,692	2,334,996	4,864,442
Additions . . . . .	—	5,510	64,893	148,938	3,348,993	3,568,334
Transfers from investment properties . . . . .	—	—	—	—	532,119	532,119
Transfers . . . . .	1,647,433	15,723	530,195	704,001	(2,897,352)	—
Disposals . . . . .	(3,533)	(30)	(845)	(452)	—	(4,860)
Depreciation . . . . .	(100,609)	(7,700)	(96,703)	(195,856)	—	(400,868)
Closing net book amount . . . .	<u>2,847,133</u>	<u>48,880</u>	<u>878,075</u>	<u>1,466,323</u>	<u>3,318,756</u>	<u>8,559,167</u>
At 31 December 2012						
Cost . . . . .	3,034,045	78,099	1,155,991	1,879,107	3,318,756	9,465,998
Accumulated depreciation . . . .	(186,912)	(29,219)	(277,916)	(412,784)	—	(906,831)
Net book amount . . . . .	<u>2,847,133</u>	<u>48,880</u>	<u>878,075</u>	<u>1,466,323</u>	<u>3,318,756</u>	<u>8,559,167</u>

Depreciation charge of the Group was included in the following categories in the consolidated statement of comprehensive income:

	<b>Year ended 31 December</b>	
	<b>2012</b>	<b>2011</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Cost of sales . . . . .	122,880	147,857
Selling and marketing costs . . . . .	61,363	35,984
Administrative expenses . . . . .	<u>216,625</u>	<u>77,711</u>
	<u><u>400,868</u></u>	<u><u>261,552</u></u>

During the year, the Group has capitalised borrowing costs amounting to RMB435,262,000 (2011: RMB278,015,000) on the qualifying assets. Borrowing costs were capitalised at the weighted average rate of its general borrowings of 10.05%.

As at 31 December 2012, property and equipment of RMB2,275,585,000 were pledged as collateral for the Group's bank borrowings (2011: RMB1,847,499,000) (note 17).

**Company**

	<u>Transportation equipment</u>	<u>Furniture, fitting and equipment</u>	<u>Total</u>
	RMB'000	RMB'000	RMB'000
Year ended 31 December 2011:			
Opening net book amount . . . . .	6,927	2,352	9,279
Additions . . . . .	—	190	190
Depreciation . . . . .	<u>(1,834)</u>	<u>(691)</u>	<u>(2,525)</u>
Closing net book amount . . . . .	<u><u>5,093</u></u>	<u><u>1,851</u></u>	<u><u>6,944</u></u>
At 31 December 2011			
Cost . . . . .	9,059	2,915	11,974
Accumulated depreciation . . . . .	<u>(3,966)</u>	<u>(1,064)</u>	<u>(5,030)</u>
Net book amount . . . . .	<u><u>5,093</u></u>	<u><u>1,851</u></u>	<u><u>6,944</u></u>
Year ended 31 December 2012:			
Opening net book amount . . . . .	5,093	1,851	6,944
Additions . . . . .	—	12	12
Depreciation . . . . .	<u>(1,834)</u>	<u>(695)</u>	<u>(2,529)</u>
Closing net book amount . . . . .	<u><u>3,259</u></u>	<u><u>1,168</u></u>	<u><u>4,427</u></u>
At 31 December 2012			
Cost . . . . .	9,059	2,927	11,986
Accumulated depreciation . . . . .	<u>(5,800)</u>	<u>(1,759)</u>	<u>(7,559)</u>
Net book amount . . . . .	<u><u>3,259</u></u>	<u><u>1,168</u></u>	<u><u>4,427</u></u>

## 7 Land Use Rights — Group

Land use rights relating to property, plant and equipment outside Hong Kong, held on leases of over 40 years:

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Opening net book amount. . . . .	445,758	306,058
Additions . . . . .	751,192	145,577
Transfer from investment properties . . . . .	1,157,884	—
Amortisation. . . . .	(7,717)	(5,877)
Closing net book amount . . . . .	<u>2,347,117</u>	<u>445,758</u>

Land use rights comprise cost of acquiring rights to use certain land, which are located in various areas of the PRC other than Hong Kong, for hotel buildings and self-use buildings over fixed periods.

As at 31 December 2012, land use rights of RMB1,292,834,000 were pledged as collateral for the Group's bank borrowings (2011: RMB66,036,000) (note 17).

## 8 Investment Properties — Group

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Opening net book amount. . . . .	18,918,630	10,116,643
Acquired from acquisition of a subsidiary . . . . .	—	471,776
Additions . . . . .	3,298,482	5,278,428
Transfer to property and equipment ( <i>note 6</i> ) . . . . .	(532,119)	—
Transfer to land use rights ( <i>note 7</i> ) . . . . .	(1,157,884)	—
Disposals . . . . .	(44,988)	(405,805)
Reclassification of investment properties to properties under development . . . . .	—	(778,365)
Fair value gains on investment properties . . . . .	<u>4,459,506</u>	<u>4,235,953</u>
Closing net book amount . . . . .	<u>24,941,627</u>	<u>18,918,630</u>
Comprise of:		
Completed . . . . .	20,543,142	16,213,230
Under construction . . . . .	<u>4,398,485</u>	<u>2,705,400</u>

The Group obtains independent valuation from CB Richard Ellis Limited, for its investment properties at least annually. Valuations were based on either:

- (i) capitalisation of net rental income derived from the existing tenancies with allowance for the reversionary income potential of the properties, using discount rates that reflect current market assessments of the uncertainty in the amount and timing of the cash flows;
- (ii) on direct comparison approach assuming sale of each of these properties in its existing state with the benefit of vacant possession by making reference to comparable sales transactions as available in the relevant market;
- (iii) residual method of valuation which is common in valuing development sites by establishing the market value of the properties on an “as-if” completed basis with appropriate deduction on construction costs, professional fees and interest payments to be incurred as well as anticipated developer’s profits. The resultant figures are adjusted back to present values to reflect the existing state of the properties on balance sheet date.

As at 31 December 2012, the key assumptions adopted in the valuation in determining fair value were in the following ranges for the Group’s portfolio of properties:

	<b>Year ended 31 December</b>	
	<b>2012</b>	<b>2011</b>
	<b>RMB’000</b>	<b>RMB’000</b>
Terminal yield . . . . .	4%–5.5%	4%–5.5%
Reversionary yield. . . . .	4.5%–5.5%	4.5%–5.5%
Capitalisation rate . . . . .	4.5%–8%	4.5%–8%
Expected vacancy rate . . . . .	0%–10%	0%–5%
Monthly rental (RMB/sqm/month) . . . . .	30–636	30–600
Budgeted cost (RMB/sqm) . . . . .	2,180–4,709	1,889–4,950
Anticipated developer’s profit margin. . . . .	3%–20%	3%–25%

All of the above key assumptions have been taken from the last independent valuation report for the assets in the portfolio.

The following amounts have been recognised in the consolidated statement of comprehensive income:

	<u>Year ended 31 December</u>	
	<u>2012</u>	<u>2011</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Rental income . . . . .	99,000	83,920
Direct operating expenses arising from investment properties that generate rental income . . . . .	<u>(8,451)</u>	<u>(4,783)</u>
Direct operating expenses that did not generate rental income . . .	<u>(4,950)</u>	<u>(4,241)</u>

As at 31 December 2012, investment properties of RMB3,783,213,000 were pledged as collateral for the Group's bank and other borrowings (2011: RMB4,756,888,000) (note 17).

The future aggregate minimum rental receivables under non-cancellable operating leases are as follows:

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<b>RMB'000</b>	<b>RMB'000</b>
Not later than one year . . . . .	71,201	74,628
Later than one year and not later than five years . . . . .	142,149	151,962
Later than five years . . . . .	<u>54,696</u>	<u>33,239</u>
	<u>268,046</u>	<u>259,829</u>

The Group owned 100% interests in the investment properties, which are all in the PRC and have lease periods of between 10 years to 50 years.



## 9 Properties Under Development — Group

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Properties under development expected to be completed:		
— Within one operating cycle included under current assets . .	<u>133,293,609</u>	<u>91,380,381</u>
Properties under development comprise:		
— Construction costs and capitalised expenditures . . . . .	59,616,030	40,493,391
— Interests capitalised . . . . .	7,818,635	4,622,546
— Land use rights . . . . .	<u>65,858,944</u>	<u>46,264,444</u>
	<u>133,293,609</u>	<u>91,380,381</u>

The properties under development include costs of acquiring rights to use certain lands, which are located in various areas of the PRC other than Hong Kong, for property development over fixed periods. Land use rights are held on leases of between 40 to 70 years.

As at 31 December 2012, properties under development of approximately RMB30,929,172,000 were pledged as collateral for the Group's bank and other borrowings (2011: RMB18,774,533,000) (note 17).

As at 31 December 2012, land use rights included in properties under development of RMB256,632,000 were pledged as collateral for the bank borrowings of the lands' previous owners (2011: RMB811,062,000), which will be released upon the Group's settlement of the remaining considerations for acquisition of the related land use rights amounting to RMB132,000,000.

The capitalisation rate of borrowings for the year ended 31 December 2012 is 10.05% (2011: 8.81%).

## 10 Completed Properties Held For Sale — Group

All completed properties held for sale are located in the PRC.

As at 31 December 2012, completed properties held for sale of approximately RMB3,415,813,000 were pledged as collateral for the Group's bank borrowings (2011: RMB1,518,326,000) (note 17).

## 11 Trade and Other Receivables

	Group		Company	
	31 December		31 December	
	2012	2011	2012	2011
	RMB'000	RMB'000	RMB'000	RMB'000
Trade receivables ( <i>note (a)</i> ):				
— third parties . . . . .	3,600,288	2,753,483	—	—
Other receivables: . . . . .	3,296,984	3,362,055	18,254,711	11,700,608
— a related party ( <i>note 34 (d)</i> ) . . . . .	—	530	—	530
— subsidiaries . . . . .	—	—	18,246,932	11,679,470
— third parties . . . . .	3,296,984	3,361,525	7,779	20,608
	<u>6,897,272</u>	<u>6,115,538</u>	<u>18,254,711</u>	<u>11,700,608</u>
Less: non-current portion . . . . .	(1,112,242)	(349,314)	—	—
Trade receivables ( <i>note (a)</i> )				
— third parties . . . . .	(742,972)	—	—	—
Other receivables — third parties . . . . .	(369,270)	(349,314)	—	—
Current portion . . . . .	<u>5,785,030</u>	<u>5,766,224</u>	<u>18,254,711</u>	<u>11,700,608</u>

As at 31 December 2012 and 2011, the fair value of trade and other receivables approximated their carrying amounts.

- (a) Trade receivables mainly arose from sales of properties. Proceeds in respect of sales of properties are to be received in accordance with the terms of the related sales and purchase agreements.

The ageing analysis of trade receivables as at the respective balance sheet dates is as follows:

	31 December	
	2012	2011
	RMB'000	RMB'000
Within 90 days . . . . .	2,809,586	2,082,645
Over 90 days and within 180 days . . . . .	136,922	156,763
Over 180 days and within 365 days . . . . .	440,929	271,991
Over 365 days . . . . .	212,851	242,084
	<u>3,600,288</u>	<u>2,753,483</u>

As of 31 December 2012, trade receivables of RMB212,851,000 (31 December 2011: RMB242,084,000) were past due but not impaired. These accounts are mainly related to a number of customers who did not have a recent history of default. The ageing analysis of these trade receivables is as follows:

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Over 365 days . . . . .	<u>212,851</u>	<u>242,084</u>

The maximum exposure to credit risk at each balance sheet date is the carrying value of each class of receivables mentioned above. The Group has retained the legal titles of the properties sold to these customers at each balance sheet date.

The carrying amounts of the Group's trade and other receivables are denominated in RMB.

## 12 Prepayments — Group

### *Group*

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Prepaid business taxes and other taxes . . . . .	<u>1,448,815</u>	<u>807,593</u>
Prepayments and advances to third parties: . . . . .	<u>18,422,407</u>	<u>18,488,644</u>
— for acquisition of land use rights . . . . .	<u>17,907,958</u>	<u>18,072,002</u>
— others . . . . .	<u>514,449</u>	<u>416,642</u>
	<u>19,871,222</u>	<u>19,296,237</u>

### 13 Restricted Cash — Group

	31 December	
	2012	2011
	RMB'000	RMB'000
Guarantee deposit for construction of projects ( <i>note (a)</i> ) . . . . .	4,660,258	4,204,426
Guarantee deposit for bank acceptance notes and loans ( <i>note (b)</i> ) . . . . .	1,887,894	2,188,602
Guarantee deposit for land acquisitions. . . . .	394,253	1,320,791
Others . . . . .	456,874	408,586
	<u>7,399,279</u>	<u>8,122,405</u>

- (a) In accordance with relevant documents issued by the PRC local State-Owned Land and Resource Bureau, certain property development companies of the Group are required to place the proceeds received from pre-sale of properties as guarantee deposits for construction of properties. The deposits can only be used to pay for construction fees and purchase of construction materials of the relevant projects when approvals are obtained from the PRC local State-Owned Land and Resource Bureau. The restriction will be released upon the construction is completed or real estate ownership certificate of the pre-sold properties is issued, whichever is earlier.
- (b) The Group placed certain cash deposits with designated banks as security for bank acceptance notes and bank loans.

Restricted cash as at 31 December 2012 and 2011 are denominated in RMB. The conversion of RMB denominated balances into foreign currencies and the remittance of such foreign currencies denominated bank balances and cash out of the PRC are subject to relevant rules and regulation of foreign exchange control promulgated by the PRC government.

Restricted cash earns interest at floating daily bank deposit rates.

## 14 Cash and Cash Equivalents

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
Cash at bank and in hand:				
— Denominated in RMB . . . . .	16,944,290	18,282,922	—	—
— Denominated in other currencies . .	846,030	1,799,023	555,479	802,135
	<u>17,790,320</u>	<u>20,081,945</u>	<u>555,479</u>	<u>802,135</u>

The conversion of RMB denominated balances into foreign currencies and the remittance of such foreign currencies denominated bank balances and cash out of the PRC are subject to relevant rules and regulation of foreign exchange control promulgated by the PRC government.

Cash at banks earns interest at floating daily bank deposit rates.

## 15 Share Capital and Premium

			<u>Number of ordinary shares</u>	<u>Nominal value of ordinary shares</u> US\$
	<u>Number of ordinary shares</u>	<u>Nominal value of ordinary shares</u> US\$	<u>Equivalent nominal value of ordinary share</u> RMB'000	<u>Share premium</u> RMB'000
Authorised:				
As at 1 January 2011, 31 December 2011 and 2012 . . . . .			<u>100,000,000,000</u>	<u>1,000,000,000</u>
Issued and fully paid:				
As at 1 January 2011 . . . . .	<u>15,000,000,000</u>	<u>150,000,000</u>	<u>1,044,079</u>	<u>7,853,022</u>
Repurchase of shares of the Company . .	(110,626,000)	(1,106,260)	(7,155)	(538,869)
Issue of shares pursuant to the option scheme . . . . .	4,254,000	42,540	275	11,313
Dividends . . . . .	—	—	—	(1,902,000)
As at 31 December 2011 . . . . .	<u>14,893,628,000</u>	<u>148,936,280</u>	<u>1,037,199</u>	<u>5,423,466</u>
Issue of shares pursuant to the option scheme . . . . .	97,054,000	970,540	6,118	279,074
Dividends ( <i>note 29</i> ) . . . . .	—	—	—	(2,800,554)
As at 31 December 2012 . . . . .	<u>14,990,682,000</u>	<u>149,906,820</u>	<u>1,043,317</u>	<u>2,901,986</u>

## 16 Reserves

### Group

	<u>Merger reserve</u>	<u>Other reserves</u>	<u>Statutory reserves</u>	<u>Employee share option reserve</u>	<u>Capital redemption reserve</u>	<u>Total</u>
	RMB'000 (note (a))	RMB'000	RMB'000 (note (b))	RMB'000 (note (c))	RMB'000	RMB'000
Balance at 1 January 2011 . . .	(986,474)	1,908,914	318,539	303,597	—	1,544,576
Retained earnings appropriated to statutory reserves. . . . .	—	—	943,601	—	—	943,601
Partial disposal of interest in a subsidiary . . . . .	—	2,920,203	—	—	—	2,920,203
Repurchase of shares of the Company (note 15). . . . .	—	—	—	—	7,155	7,155
Employee share option scheme (note (c)). . . . .	—	—	—	189,173	—	189,173
Issue of shares pursuant to the option scheme . . . . .	—	—	—	(3,099)	—	(3,099)
Balance at 31 December 2011	<u>(986,474)</u>	<u>4,829,117</u>	<u>1,262,140</u>	<u>489,671</u>	<u>7,155</u>	<u>5,601,609</u>
Retained earnings appropriated to statutory reserves. . . . .	—	—	1,296,350	—	—	1,296,350
Changes in ownership interests in subsidiaries without change of control (note 35) . . . . .	—	(393,303)	—	—	—	(393,303)
Employee share option scheme (note (c)). . . . .	—	—	—	120,882	—	120,882
Issue of shares pursuant to the option scheme . . . . .	—	—	—	(79,038)	—	(79,038)
Balance at 31 December 2012	<u>(986,474)</u>	<u>4,435,814</u>	<u>2,558,490</u>	<u>531,515</u>	<u>7,155</u>	<u>6,546,500</u>

**(a) *Merger reserve***

The merger reserve represents the aggregate nominal value of the share capital/paid-in capital of the subsidiaries acquired by the Company less considerations paid and payable to the then shareholders of the Group during the Reorganisation undertaken in 2006 for preparing listing of the Company on the Stock Exchange (note 1).

**(b) *Statutory reserves***

In accordance with the relevant rules and regulations in the PRC and the provision of the articles of association of the group entities established in the PRC, these group entities were required to appropriate 10% of the profit for the year after setting off the accumulated losses brought forward (based on the figures reported in the statutory financial statements) to the statutory surplus reserve.

The subsidiaries which are foreign investment enterprises are required to appropriate 10% of the profit for the year after setting off the accumulated losses brought forward (based on the figures reported in the statutory financial statements) to the statutory reserve fund.

The statutory surplus reserve and statutory reserve fund can only be used to make good of losses of previous years or to increase the capital of respective companies upon the approval of relevant authority.

**(c) *Employee share option reserve***

Share options are granted to directors and other selected employees. Options are conditional on the employee completing certain time's service (the vesting period). The Group has no legal or constructive obligation to repurchase or settle the options in cash.

On 14 October 2009, 208,000,000 share options (the "Pre-IPO Options") were granted to directors and employees with an exercise price of HK\$3.5 per share. All the options granted will be exercisable within 3 years after vesting.

On 18 May 2010, 713,000,000 share options (the "2010 Options") were granted to directors and employees with an exercise price of HK\$2.4 per share. All the options granted will be exercisable within 5 years after vesting.

Movements of share options are as follows:

	<u>Number of share options</u>
<b>Year ended 31 December 2011</b>	
Balance at 1 January 2011 . . . . .	904,000,000
Exercised during the year . . . . .	(4,254,000)
Lapsed during the year . . . . .	<u>(15,400,000)</u>
Balance at 31 December 2011 . . . . .	<u><u>884,346,000</u></u>
<b>Year ended 31 December 2012</b>	
Balance at 1 January 2012 . . . . .	884,346,000
Exercised during the year . . . . .	(97,054,000)
Lapsed during the year . . . . .	<u>(40,800,000)</u>
Balance at 31 December 2012 . . . . .	<u><u>746,492,000</u></u>



Particulars of share options as at 31 December 2012 and 2011 are as follows:

<u>Date of grant</u>	<u>Vesting period</u>	<u>Exercise period</u>	<u>Exercise price</u>	<u>Number of outstanding shares as at 31 December</u>	
				<u>2012</u>	<u>2011</u>
<b>Pre-IPO Options:</b>					
14 October 2009	1 year	5 November 2010 – 5 November 2013	HK\$3.5	39,719,000	59,599,000
14 October 2009	2 years	5 November 2011 – 5 November 2014	HK\$3.5	58,640,000	59,600,000
14 October 2009	3 years	5 November 2012 – 5 November 2015	HK\$3.5	79,520,000	80,800,000
<b>2010 Options:</b>					
18 May 2010	7 Months	31 December 2010 – 31 December 2015	HK\$2.4	47,813,000	133,467,000
18 May 2010	19 Months	31 December 2011 – 31 December 2016	HK\$2.4	130,200,000	137,720,000
18 May 2010	31 Months	31 December 2012 – 31 December 2017	HK\$2.4	130,200,000	137,720,000
18 May 2010	43 Months	31 December 2013 – 31 December 2018	HK\$2.4	130,200,000	137,720,000
18 May 2010	55 Months	31 December 2014 – 13 October 2019	HK\$2.4	130,200,000	137,720,000
				<u>746,492,000</u>	<u>884,346,000</u>

The weighted average fair value of both options granted was determined by reference to valuation prepared by an independent valuer, Real Actuarial Consulting Limited, using the Binomial Model. The significant inputs into the model were share price at the date of grant, annual risk free rate, expected volatility, life of the option and expected dividend yield, which are based on the best estimate of the Company's directors. The value of an option varies with different variables of certain subjective assumption.

*Company*

	<u>Other reserve</u>	<u>Share option</u> <u>reserve</u>	<u>Capital</u> <u>redemption</u> <u>reserve</u>	<u>Total</u>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
Balance at 1 January 2011 . . . . .	1,014,536	303,597	—	1,318,133
Repurchase of shares of the Company (note 15) . . . . .	—	—	7,155	7,155
Employee share option schemes . . . . .	—	189,173	—	189,173
Issue of shares pursuant to the option scheme . . . . .	—	(3,099)	—	(3,099)
Balance at 31 December 2011 . . . . .	<u>1,014,536</u>	<u>489,671</u>	<u>7,155</u>	<u>1,511,362</u>
Employee share option schemes . . . . .	—	120,882	—	120,882
Issue of shares pursuant to the option scheme . . . . .	—	(79,038)	—	(79,038)
Balance at 31 December 2012 . . . . .	<u>1,014,536</u>	<u>531,515</u>	<u>7,155</u>	<u>1,553,206</u>

## 17 Borrowings

	Group		Company	
	31 December		31 December	
	2012	2011	2012	2011
	RMB'000	RMB'000	RMB'000	RMB'000
Borrowings included in non-current liabilities:				
Bank borrowings — secured . . . . .	30,008,266	26,395,529	502,840	—
Senior notes . . . . .	17,514,602	17,432,108	17,514,602	17,432,108
— Senior notes issued in 2010 (“2010 Senior Notes”) ( <i>note (a)</i> ) . . . . .	8,372,268	8,348,988	8,372,268	8,348,988
— Senior notes issued in 2011 (“2011 Senior Notes”) ( <i>note (b)</i> ) . . . . .	9,142,334	9,083,120	9,142,334	9,083,120
Other borrowings — secured ( <i>note (c)</i> ) . . . . .	9,575,341	6,681,561	—	—
	57,098,209	50,509,198	18,017,442	17,432,108
Less: current portion of non-current borrowings . . . . .	(15,855,060)	(9,010,478)	—	—
	41,243,149	41,498,720	18,017,442	17,432,108
Borrowings included in current liabilities:				
Bank borrowings — secured . . . . .	1,813,500	817,000	—	—
Current portion of non-current borrowings . . . . .	15,855,060	9,010,478	—	—
Other borrowings — secured ( <i>note (c)</i> ) . . . . .	1,362,146	400,512	—	—
	19,030,706	10,227,990	—	—
Total borrowings . . . . .	60,273,855	51,726,710	18,017,442	17,432,108
The total borrowings are denominated in the following currencies:				
RMB . . . . .	51,398,747	43,377,722	9,142,334	9,083,120
US dollar . . . . .	8,875,108	8,348,988	8,875,108	8,348,988
	60,273,855	51,726,710	18,017,442	17,432,108

### (a) 2010 Senior Notes

On 27 January 2010, the Company issued 13%, five-year senior notes with an aggregated principal amount of US\$750,000,000 (equivalent to approximately RMB5,120,400,000) at 100% of the face value. On 13 April 2010, the Company further issued additional senior notes with an aggregated principal amount of US\$600,000,000 (equivalent to approximately RMB4,095,600,000) at 100% of the face value.

**(b) 2011 Senior Notes**

On 13 January 2011, the Company issued 7.50%, three-year senior notes with an aggregated principal amount of RMB5,550,000,000 and 9.25%, five-year senior notes with an aggregated principal amount of RMB3,700,000,000 at 100% of the face value.

The above senior notes are jointly guaranteed by certain subsidiaries and secured by pledges of the shares of the subsidiaries. The net assets of these subsidiaries as at 31 December 2012 were approximately RMB9,610,030,000 (2011: RMB10,000,016,000).

**(c) Other borrowings**

Certain group companies in the PRC which are engaged in development of real estate projects have entered into fund arrangements with certain financial institutions (the “Trustees”), respectively, pursuant to which Trustees raised trust funds and injected the funds to the group company. All the funds bear fixed interest rates, have fixed repayment terms, and are secured by the properties under development of the group companies or the shares of certain group companies. The net assets of these shares as at 31 December 2012 were approximately RMB5,407,680,000 (2011: RMB7,507,026,000).

As at 31 December 2012, the Group’s bank and other borrowings of RMB42,759,253,000 (2011: RMB34,294,602,000) were secured by its investment properties, properties under development, completed properties held for sale and cash in bank.

The exposure of the bank and other borrowings to interest-rate changes and the contractual repricing dates or maturity date whichever is earlier are as follows:

	<u>6 months or less</u>	<u>6–12 months</u>	<u>1–5 years</u>	<u>Total</u>
	<b>RMB’000</b>	<b>RMB’000</b>	<b>RMB’000</b>	<b>RMB’000</b>
<b>Group</b>				
At 31 December 2012 . . . . .	18,158,567	8,537,816	16,062,870	42,759,253
At 31 December 2011 . . . . .	<u>19,493,133</u>	<u>7,170,632</u>	<u>7,630,837</u>	<u>34,294,602</u>

The maturity of the borrowings included in non-current liabilities is as follows:

	<b>31 December</b>	
	<b>2012</b>	<b>2011</b>
	<b>RMB'000</b>	<b>RMB'000</b>
<b>Group</b>		
Bank and other borrowings and senior notes:		
1–2 years . . . . .	20,131,120	13,407,560
2–5 years . . . . .	20,410,811	27,245,058
Over 5 years . . . . .	<u>701,218</u>	<u>846,102</u>
Total . . . . .	<u><u>41,243,149</u></u>	<u><u>41,498,720</u></u>
<b>Company</b>		
Bank borrowings and senior notes:		
1–2 years . . . . .	6,003,393	—
2–5 years . . . . .	<u>12,014,049</u>	<u>17,432,108</u>
Total . . . . .	<u><u>18,017,442</u></u>	<u><u>17,432,108</u></u>

The effective interest rates were as follows:

	<b>2012</b>		<b>2011</b>	
	<b>RMB'000</b>	<b>Effective interest rate</b>	<b>RMB'000</b>	<b>Effective interest rate</b>
<b>Group</b>				
Bank and other borrowings . . . . .	42,759,253	8.75%	34,294,602	8.38%
Senior notes . . . . .	<u>17,514,602</u>	<u>11.27%</u>	<u>17,432,108</u>	<u>11.27%</u>
<b>Company</b>				
Bank borrowings . . . . .	502,840	4.61%	—	—
Senior notes . . . . .	<u>17,514,602</u>	<u>11.27%</u>	<u>17,432,108</u>	<u>11.27%</u>

The carrying amounts and fair value of the non-current borrowings are as follows:

Group	2012		2011	
	Carrying amount	Fair value	Carrying amount	Fair value
	RMB'000	RMB'000	RMB'000	RMB'000
Bank and other borrowings . . . . .	23,728,547	23,728,547	24,066,612	24,066,612
Senior notes . . . . .	17,514,602	18,492,052	17,432,108	13,685,075

The fair value of the Group's current and non-current bank and other borrowings approximates their carrying amounts at each of the balance sheet dates for the reason that the impact of discounting is not significant or the borrowings carry floating rate interests.

The fair values of senior notes as at 31 December 2012 are determined directly by references to the price quotations published by the Singapore Exchange Limited on 28 December 2012, the last dealing date of 2012.

### 18 Deferred Income Tax — Group

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority. The offset amounts of deferred tax assets and liabilities of the Group are as follows:

	31 December	
	2012	2011
	RMB'000	RMB'000 (Restated)
Deferred income tax assets to be recovered within 12 months . . .	(616,731)	(220,297)
Deferred income tax assets to be recovered after more than 12 months . . . . .	(423,051)	(428,262)
Deferred income tax assets . . . . .	(1,039,782)	(648,559)
Deferred income tax liabilities to be settled within 12 months . . .	280,293	111,726
Deferred income tax liabilities to be settled after more than 12 months . . . . .	4,659,468	3,479,265
Deferred income tax liabilities. . . . .	4,939,761	3,590,991
	3,899,979	2,942,432

The net movements on the deferred taxation are as follows:

	<b>Year ended 31 December</b>	
	<b>2012</b>	<b>2011</b>
	<b>RMB'000</b>	<b>RMB'000</b> <b>(Restated)</b>
Beginning of the year . . . . .	2,942,432	1,824,903
Acquisition of a subsidiary . . . . .	—	491,205
Recognised in income tax expenses ( <i>note 26</i> ) . . . . .	<u>957,547</u>	<u>626,324</u>
End of the year . . . . .	<u><u>3,899,979</u></u>	<u><u>2,942,432</u></u>

Movements in gross deferred tax assets and liabilities are as follows:

*Deferred income tax assets*

	<b>Temporary difference on unrealised profit of inter- company transactions</b>	<b>Tax losses</b>	<b>Temporary difference on recognition of the cost of sales</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
	As at 1 January 2011 . . . . .	(186,367)	(162,108)	—
Acquisition of a subsidiary . . . . .	—	(13,007)	—	(13,007)
Charged/(credited) to the income tax expenses . . . . .	<u>58,956</u>	<u>(105,984)</u>	<u>(245,384)</u>	<u>(292,412)</u>
As at 31 December 2011 . . . . .	(127,411)	(281,099)	(245,384)	(653,894)
Credited to the income tax expenses . . . . .	<u>(38,587)</u>	<u>(342,463)</u>	<u>(10,333)</u>	<u>(391,383)</u>
As at 31 December 2012 . . . . .	<u><u>(165,998)</u></u>	<u><u>(623,562)</u></u>	<u><u>(255,717)</u></u>	<u><u>(1,045,277)</u></u>

Deferred income tax assets are recognised for tax losses carried forward to the extent that the realisation of the related benefit through future taxable profits is probable. The Group did not recognise deferred tax assets of RMB496,613,000 (2011: RMB278,919,000) in respect of tax losses amounting to RMB1,986,452,000 (2011: RMB1,115,677,000) in certain subsidiaries, which will expire in the following years:

Year	RMB'000
2013 . . . . .	49,664
2014 . . . . .	199,304
2015 . . . . .	263,172
2016 . . . . .	568,492
2017 . . . . .	905,820
	1,986,452

*Deferred income tax liabilities*

	Excess of carrying amount of land use right over the tax bases	Temporary difference on recognition of fair value gain of investment properties	Withholding tax on profit to be distributed in future	Land appreciation tax of investment properties	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
As at 1 January 2011,					
as restated . . . . .	40,989	1,387,425	76,146	668,818	2,173,378
Acquisition of a subsidiary .	421,879	82,333	—	—	504,212
(Credited)/charged to the income tax expenses . . .	(8,320)	945,168	(76,146)	58,034	918,736
As at 31 December 2011,					
as restated . . . . .	454,548	2,414,926	—	726,852	3,596,326
(Credited)/charged to the income tax expenses . . .	(120,115)	1,106,060	—	362,985	1,348,930
As at 31 December 2012 . .	334,433	3,520,986	—	1,089,837	4,945,256



## 19 Trade and Other Payables

	<u>Group</u>		<u>Company</u>	
	<u>31 December</u>		<u>31 December</u>	
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>	<u>RMB'000</u>
Trade payables				
— third parties . . . . .	53,963,729	32,289,884	—	—
Other payables: . . . . .	22,483,445	14,743,793	151,816	122,730
— subsidiaries . . . . .	—	—	98,269	92,479
— related parties . . . . .	—	371	—	—
— third parties . . . . .	6,595,191	4,490,418	53,547	30,251
— payables for acquisition of land use rights . . . . .	11,046,103	10,253,004	—	—
— amounts owing to non-controlling interests ( <i>note (i)</i> ) . . . . .	4,842,151	—	—	—
Accrued expenses . . . . .	1,479,990	1,139,754	822,470	823,640
Other taxes payable . . . . .	599,783	1,022,692	—	—
	<u>78,526,947</u>	<u>49,196,123</u>	<u>974,286</u>	<u>946,370</u>
Less: non-current portion				
Other payables: . . . . .	(738,516)	—	—	—
— third parties . . . . .	(268,250)	—	—	—
— amounts owing to non-controlling interests ( <i>note (i)</i> ) . . . . .	(470,266)	—	—	—
Current portion . . . . .	<u>77,788,431</u>	<u>49,196,123</u>	<u>974,286</u>	<u>946,370</u>

(i) Amounts owing to non-controlling interests are unsecured and interest free.

The ageing analysis of trade payables of the Group as follows:

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Within one year . . . . .	49,661,436	30,081,198
Over one year . . . . .	4,302,293	2,208,686
	<u>53,963,729</u>	<u>32,289,884</u>

The carrying amounts of the Group's and the Company's trade and other payables were denominated in RMB.

## 20 Current Income Tax Liabilities — Group

The current income tax liabilities are analysed as follows:

	31 December	
	2012	2011
	RMB'000	RMB'000
Income tax payables		
— PRC corporate income tax . . . . .	2,396,611	3,064,068
— PRC land appreciation tax . . . . .	6,328,569	5,700,784
	<u>8,725,180</u>	<u>8,764,852</u>

## 21 Other Income

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Interest income from bank deposits . . . . .	108,444	103,151
Interest income from non-current receivables. . . . .	5,963	13,181
Forfeited customer deposits. . . . .	89,787	61,418
Advertising revenue ( <i>note (a)</i> ). . . . .	294,901	392,724
Penalty income . . . . .	—	100,000
Others . . . . .	136,430	85,332
	<u>635,525</u>	<u>755,806</u>

(a) Amount represented the advertising revenue generated from operation of football and volleyball clubs.

## 22 Expenses By Nature

Major expenses included in cost of sales, selling and marketing costs, administration expenses and other operating expenses are analysed as follows:

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Cost of properties sold . . . . .	41,531,607	35,271,843
Business tax and other levies ( <i>note (a)</i> ) . . . . .	3,750,383	3,548,862
Staff costs — including directors' emoluments ( <i>note 23</i> ). . . . .	4,717,674	3,385,961
Advertising costs. . . . .	1,768,959	1,675,475
Sales commissions. . . . .	336,951	338,616
Consultancy fee ( <i>note (b)</i> ) . . . . .	98,103	160,565
Depreciation . . . . .	400,868	261,552
Amortisation. . . . .	187,078	86,683
Auditors' remuneration. . . . .	17,902	15,573
Donations to governmental charity. . . . .	169,936	201,985

### (a) Business tax

The group entities with business operation in the PRC are subject to business taxes on their revenue at the following rates:

Category	Rate
Sales of properties. . . . .	5%
Property construction and decoration . . . . .	3%
Property management. . . . .	5%
Hotel operations . . . . .	5%
Advertising revenue. . . . .	5%

### (b) Consultancy fee

The consultancy fee for the years ended 31 December 2012 and 2011 are mainly related to market promotion, planning and consultancy services provided by real estate consulting firms.

## 23 Staff Costs — Including Directors' Emoluments

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Wages and salaries . . . . .	3,779,652	2,753,210
Pension costs — statutory pension ( <i>note 31</i> ) . . . . .	293,261	128,977
Staff welfare. . . . .	138,058	71,345
Medical benefits . . . . .	124,186	60,410
Employee share option schemes. . . . .	120,882	189,173
Other allowances and benefits. . . . .	261,635	182,846
	4,717,674	3,385,961

## 24 Emoluments for Directors and Five Highest Paid Individuals

### (a) Directors' and chief executive's emoluments

The remuneration of directors of the Company for the year ended 31 December 2012 is set out below:

	Fees	Salary	Contribution to pension scheme	Employees share option scheme	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Dr. Hui . . . . .	240	—	—	—	240
Mr. Xia Haijun ( <i>Chief executive</i> ) . . . . .	240	54,423	11	16,193	70,867
Mr. Li Gang . . . . .	240	30,104	46	6,976	37,366
Mr. Xu Wen . . . . .	240	6,771	35	2,753	9,799
Mr. Lai Lixin . . . . .	240	4,197	46	2,429	6,912
Mr. Tse Wai Wah . . . . .	240	5,008	11	2,429	7,688
Mr. Xu Xiangwu ( <i>note (a)</i> ) . . . . .	115	2,054	35	—	2,204
Ms. He Miaoling ( <i>note (a)</i> ) . . . . .	115	5,872	35	2,753	8,775
Mr. Chau Shing Yim David . . . . .	300	—	—	—	300
Mr. He Qi . . . . .	300	—	—	—	300
Ms. Xie Hongxi ( <i>note (b)</i> ) . . . . .	157	—	—	—	157
Mr. Yu Kam Kee Lawrence ( <i>note (a)</i> ) . . . . .	143	—	—	—	143
	<u>2,570</u>	<u>111,799</u>	<u>230</u>	<u>35,962</u>	<u>150,561</u>

The remuneration of directors of the Company for the year ended 31 December 2011 is set out below:

	Fees	Salary	Contribution to pension scheme	Employees share option scheme	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Dr. Hui . . . . .	240	—	—	—	240
Mr. Xia Haijun ( <i>Chief executive</i> ) . . . . .	240	18,982	10	20,865	40,097
Mr. Li Gang . . . . .	240	18,982	10	14,606	33,838
Mr. Xu Wen . . . . .	240	5,785	31	3,547	9,603
Mr. Lai Lixin . . . . .	240	4,052	10	3,130	7,432
Mr. Tse Wai Wah . . . . .	240	4,770	10	3,130	8,150
Mr. Xu Xiangwu ( <i>note (a)</i> ) . . . . .	240	5,342	30	3,130	8,742
Ms. He Miaoling ( <i>note (a)</i> ) . . . . .	240	5,315	30	3,547	9,132
Mr. Chau Shing Yim David . . . . .	300	—	—	—	300
Mr. He Qi . . . . .	300	—	—	—	300
Mr. Yu Kam Kee Lawrence ( <i>note (a)</i> ) . . . . .	300	—	—	—	300
	<u>2,820</u>	<u>63,228</u>	<u>131</u>	<u>51,955</u>	<u>118,134</u>

Notes:

- (a) Resigned on 23 June 2012.
- (b) Appointed on 23 June 2012.

**(b) Five highest paid individuals**

During the year ended 31 December 2012, the five highest paid individuals include 2 directors (2011: 2). The aggregate amounts of emoluments of the five highest paid individuals for the year ended 31 December 2012 are set out below:

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Salaries and other benefits . . . . .	281,692	147,301
Retirement scheme contributions . . . . .	90	102
	<u>281,782</u>	<u>147,403</u>

The emoluments fell within the following bands:

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
RMB20,000,000 to RMB40,000,000 . . . . .	2	4
RMB40,000,000 to RMB60,000,000 . . . . .	—	1
RMB60,000,000 to RMB80,000,000 . . . . .	2	—
RMB80,000,000 to RMB100,000,000 . . . . .	1	—

(c) During the year ended 31 December 2012, no emolument was paid by the group entities to any of the above directors or the highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office (2011: nil).

**25 Finance (Costs)/Income**

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Exchange gain . . . . .	20,611	448,598
Interest expenses from borrowings . . . . .	(5,785,121)	(3,988,187)
Less: interest capitalised . . . . .	5,731,454	3,988,187
	<u>(53,667)</u>	<u>—</u>
	<u>(33,056)</u>	<u>448,598</u>

## 26 Income Tax Expenses

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000 (Restated)
Current income tax		
— Hong Kong profits tax . . . . .	—	—
— PRC corporate income tax . . . . .	3,701,366	4,027,447
— PRC land appreciation tax . . . . .	2,648,967	3,994,484
Deferred income tax ( <i>note 18</i> )		
— PRC corporate income tax . . . . .	594,562	568,290
— PRC land appreciation tax . . . . .	362,985	58,034
	<u>7,307,880</u>	<u>8,648,255</u>

The income tax on the Group's profit before income tax differs from the theoretical amount that would arise using the enacted tax rate of the home country of the group entities as follows:

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000 (Restated)
Profit before income tax . . . . .	16,489,801	20,374,848
Calculated at PRC corporate income tax rate . . . . .	4,122,450	5,093,712
PRC land appreciation tax deductible for PRC corporate income tax purposes . . . . .	(752,988)	(998,621)
Income not subject to tax ( <i>note (a)</i> ) . . . . .	(16,279)	(140,445)
Expenses not deductible for tax purposes ( <i>note (b)</i> ) . . . . .	596,619	470,029
Tax losses for which no deferred income tax asset was recognised	<u>226,445</u>	<u>142,123</u>
PRC corporate income tax . . . . .	4,176,247	4,566,798
Withholding tax on profit to be distributed from PRC subsidiaries	119,681	28,939
PRC land appreciation tax . . . . .	<u>3,011,952</u>	<u>4,052,518</u>
	<u>7,307,880</u>	<u>8,648,255</u>

- (a) Income not subject to tax for the year ended 31 December 2012 mainly comprised the exchange gain recognised for the senior notes in the Company and income recognised in the oversea companies.
- (b) Expenses not deductible for tax purpose for the year ended 31 December 2012 mainly comprised: (i) the cost of land premium without official invoices resulting from the land acquisitions through acquisitions of companies; and (ii) interests incurred by offshore group companies.

The weighted average applicable tax rate for the year ended 31 December 2012 is 25% (2011: 25%).

### *Overseas income tax*

The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law, Cap. 22 (2009 Revision as consolidated and revised from time to time) of the Cayman Islands and accordingly, is exempted from Cayman Islands income tax. The group companies in the British Virgin Islands were incorporated under the International Business Companies Act of the British Virgin Islands and, accordingly, exempted from British Virgin Islands income tax.

### *Hong Kong profits tax*

No Hong Kong profits tax has been provided for as there is no business operation that is subject to Hong Kong profits tax during the year ended 31 December 2012 (2011: nil).

### *PRC corporate income tax*

The income tax provision of the Group in respect of operations in Mainland China has been calculated at the applicable tax rate of 25% (2011: 25%) on the estimated assessable profits for the year, based on the existing legislation, interpretations and practices in respect thereof.

### *PRC withholding income tax*

According to the new Enterprise Income Tax Law of the PRC, starting from 1 January 2008, a withholding tax of 10% will be levied on the immediate holding companies outside the PRC when their PRC subsidiaries declare dividend out of profits earned after 1 January 2008. A lower 5% withholding tax rate may be applied when the immediate holding companies of the PRC subsidiaries are established in Hong Kong according to the tax treaty arrangements between the PRC and Hong Kong.

### *PRC land appreciation tax*

PRC land appreciation tax is levied at progressive rates ranging from 30% to 60% on the appreciation of land value, being the proceeds of sales of properties less deductible expenditures including land use rights and all property development expenditures.

## **27 Accumulated Losses — Company**

	<b>Year ended 31 December</b>	
	<b>2012</b>	<b>2011</b>
	<b>RMB'000</b>	<b>RMB'000</b>
Opening balance . . . . .	(3,787,449)	(2,163,967)
Profit/(Loss) for the year . . . . .	23,309	(1,616,327)
Transfer to capital redemption reserve . . . . .	—	(7,155)
Closing balance. . . . .	<u>(3,764,140)</u>	<u>(3,787,449)</u>

## 28 Earnings Per Share

### (a) Basic

Basic earnings per share are calculated by dividing the profits attributable to shareholders of the Company by the weighted average number of ordinary shares in issue during the year.

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000 (Restated)
Profit attributable to shareholders of the Company (RMB'000) . . . . .	9,170,837	11,323,663
Weighted average number of ordinary shares in issue (thousands) . . . . .	14,951,754	14,951,708
Basic earnings per share (RMB) . . . . .	<u>0.613</u>	<u>0.757</u>

### (b) Diluted

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company's dilutive potential ordinary shares consist of share options. For the share options, a calculation is done to determine the number of shares that could have been acquired at fair value (determined as the average annual market share price of the Company's shares) based on the monetary value of the subscription rights attached to outstanding share options. The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the share options.

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000 (Restated)
Profit attributable to equity holders of the Company (RMB'000) . . . . .	9,170,837	11,323,663
Weighted average number of ordinary shares in issue (thousands) . . . . .	14,951,754	14,951,708
Adjustments for share options (thousands) . . . . .	<u>222,606</u>	<u>339,465</u>
Weighted average number of ordinary shares for diluted earnings per share (thousands) . . . . .	15,174,360	15,291,173
Diluted earnings per share (RMB) . . . . .	<u>0.604</u>	<u>0.741</u>

## 29 Dividends

The Company did not distribute an interim dividend in the current year (2011: nil).

A final dividend in respect of 2011 of RMB0.19 per share totaling RMB2,800,554,000 was paid on 19 July 2012.

The Board does not recommend the payment of final dividend for 2012.



### 30 Net Cash Generated from Operations

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Profit for the year, as restated . . . . .	9,181,921	11,726,593
Adjustments for:		
Income tax expense, as restated . . . . .	7,307,880	8,648,255
Interest income from bank deposits ( <i>note 21</i> ) . . . . .	(108,444)	(103,151)
Interest income from non-current receivables ( <i>note 21</i> ) . . . . .	(5,963)	(13,181)
Interest expense ( <i>note 25</i> ) . . . . .	53,667	—
Exchange gain ( <i>note 25</i> ) . . . . .	(20,611)	(448,598)
Depreciation ( <i>note 6</i> ) . . . . .	400,868	261,552
Amortisation . . . . .	187,078	86,683
Employee share option schemes . . . . .	120,882	189,173
Fair value gains on investment properties . . . . .	(4,459,506)	(4,235,953)
Gain on disposal of financial assets held for trading . . . . .	—	(5,992)
Gain on disposal of investment properties . . . . .	(4,510)	(48,227)
Loss on disposal of property and equipment . . . . .	4,860	5,148
Changes in working capital:		
Properties under development and completed properties held for sale . . . . .	(41,764,297)	(36,262,191)
Restricted cash as guarantee for construction of projects and other operating activities . . . . .	422,418	(882,090)
Trade and other receivables and prepayments . . . . .	(1,140,122)	(8,045,259)
Trade and other payables and receipt in advance from customers . . . . .	<u>36,776,063</u>	<u>33,360,583</u>
Net cash generated from operations . . . . .	<u><u>6,952,184</u></u>	<u><u>4,233,345</u></u>

### 31 Pensions — Defined Contribution Plans

Employees in the Group's PRC subsidiaries are required to participate in a defined contribution retirement scheme administrated and operated by the local municipal government. The Group's PRC subsidiaries contribute funds which are calculated on certain percentage of the average employee salary as agreed by local municipal government to the scheme to fund the retirement benefits of the employees.

The Group also participates in a pension scheme under the rules and regulations of the MPF Scheme for all employees in Hong Kong. The contributions to the MPF Scheme are based on minimum statutory contribution requirement of 5% of eligible employees' relevant aggregate income.

Details of the retirement scheme contributions for the employees, which have been dealt with in the consolidated income statements of the Group, are as follows:

	<u>Year ended 31 December</u>	
	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Gross scheme contributions. . . . .	<u>293,261</u>	<u>128,977</u>

### 32 Financial Guarantees

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Guarantees in respect of mortgage facilities for certain purchasers of the Group's property units . . . . .	<u>56,272,505</u>	<u>40,149,361</u>

The Group has arranged bank financing for certain purchasers of the Group's property units and provided guarantees to secure obligations of such purchasers for repayments. Such guarantees terminate upon the earlier of (i) issuance of the real estate ownership certificate which will generally be available within an average period of two to three years upon the completion of guarantee registration; or (ii) the satisfaction of mortgaged loan by the purchasers of properties.

Pursuant to the terms of the guarantees, upon default in mortgage payments by these purchasers, the Group is responsible to repay the outstanding mortgage principals together with accrued interest and penalty owed by the defaulted purchasers to the banks and the Group is entitled to take over the legal title and possession of the related properties. The Group's guarantee period starts from the dates of grant of the mortgages. The directors consider that the likelihood of default in payments by purchasers is minimal and therefore the financial guarantees measured at fair value is immaterial.

### 33 Commitments

#### (a) *Operating leases commitments*

The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

	<u>31 December</u>	
	<u>2012</u>	<u>2011</u>
	<u>RMB'000</u>	<u>RMB'000</u>
Property and equipment:		
Not later than one year. . . . .	105,863	122,893
Later than one year and not later than five years . . . . .	105,073	141,246
Later than five years . . . . .	<u>53,919</u>	<u>105,272</u>
	<u>264,855</u>	<u>369,411</u>

(b) *Commitments for property development expenditure*

	31 December	
	2012	2011
	RMB'000	RMB'000
Contracted but not provided for		
— Property development activities . . . . .	55,404,349	58,419,016
— Acquisition of land use rights . . . . .	23,342,110	21,051,857
	<u>78,746,459</u>	<u>79,470,873</u>

34 **Related party transactions**

(a) *Name and relationship with related parties*

<u>Name</u>	<u>Relationship</u>
許家印博士 Dr. Hui Ka Yan . . . . .	The ultimate controlling shareholder and also the director of the Company
廣州恒大實業集團有限公司 Guangzhou Hengda Industrial Group Company Limited . . . . .	Controlled by Dr. Hui and his associates
Xin Xin (BVI) Limited . . . . .	The controlling shareholder of the Company

(b) *Transactions with related parties*

During the year ended 31 December 2012, no significant transactions with related parties (2011: Nil).

(c) *Key management compensation*

Key management includes directors and heads of major operational departments. The compensation paid or payable to key management for employee services is shown below:

	Year ended 31 December	
	2012	2011
	RMB'000	RMB'000
Salaries and other employee benefits . . . . .	239,210	201,358
Retirement scheme contributions . . . . .	789	563
	<u>239,999</u>	<u>201,921</u>

**(d) Balances with related parties**

The Group had the following significant non-trade balances with related parties:

	31 December	
	2012	2011
	RMB'000	RMB'000
Amounts due from a related party		
Included in other receivables:		
Xin Xin (BVI) Limited . . . . .	—	530
Included in other payables:		
Guangzhou Hengda Industrial Group Company Limited . . . . .	—	371

The balances are cash in advance in nature, which are unsecured, interest-free and repayable on demand.

**35 Change in Ownership Interests in Subsidiaries Without Change of Control**

During the year ended 31 December 2012, the Group purchased 40% of interest in Success Will Group Limited and 29% of interest in Shenzhen Construction (Group) Co., Ltd. from non-controlling shareholders and became the wholly-owner of these subsidiaries at total considerations of RMB1,412,296,000. After deduction of the non-controlling interests of these subsidiaries from the total considerations, the Group recognised a decrease in equity attributable to owners of the Company of RMB393,303,000.

**36 Acquisition of Subsidiaries**

For the year ended 31 December 2012, the Group acquired controlling equity interests of several subsidiaries at a total consideration of approximately RMB7,718,931,000. These companies did not operate any business prior to the acquisition and only held parcels of lands. The considerations of all these acquisitions were based on the fair value of the lands and properties under development. Therefore, the Group considered this would be an acquisition of assets in substance and the related consideration would be attributable to the carrying value of the lands (included in properties under development). The above acquisitions resulted in a total increase in the non-controlling interests by RMB2,410,201,000.

**37 Subsequent Events**

In January 2013, 1,000,000,000 shares of the Company were placed to certain investors at a price of HK\$4.35 per share.

### 38 Investments in Subsidiaries — Company

	31 December	
	2012	2011
	RMB'000	RMB'000
Investment in subsidiaries — unlisted shares . . . . .	2	2
Employee share option schemes ( <i>note 16(c)</i> ) . . . . .	613,562	492,770
Amounts due from subsidiaries ( <i>note (i)</i> ) . . . . .	1,297,916	9,560,597
	<u>1,911,480</u>	<u>10,053,369</u>

- (i) The amounts due from subsidiaries are interest-free, unsecured and are intended to provide the subsidiaries with long term sources of additional capital.

Particulars of principal subsidiaries are set out below:

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
<i>Incorporated in the BVI with limited liability and operating in the PRC</i>					
ANJI (BVI) Limited	26 June 2006	US\$100	100%	—	Investment holding
ShengJian (BVI) Limited	29 January 2007	US\$100	—	100%	Investment holding
Ever Grace Group Limited	18 September 2008	US\$100	—	100%	Investment holding
<i>Incorporated in Hong Kong with limited liability and operating in the PRC</i>					
Success Will Group Limited	5 July 2007	HK\$1,000	—	100%	Investment holding
Shui Wah Investment Limited	18 June 1992	HK\$4	—	100%	Property development
Wisdom Gain Group Limited	13 June 2003	US\$10,000	—	100%	Property development
Full Hill Limited	3 January 2002	US\$1	—	100%	Investment holding
Grandday Group Limited	16 January 2008	US\$100	—	51%	Investment holding
<i>Incorporated in the PRC with limited liability and operating in the PRC</i>					
恒大地產集團有限公司 Hengda Real Estate Group Company Limited	24 June 1996	RMB2,500,000,000	—	100%	Property development
廣州市俊匯房地產開發有限公司 Guangzhou Junhui Real Estate Development Company Limited	23 February 1994	RMB34,000,000	—	100%	Property development
廣州通瑞達房地產實業有限公司 Guangzhou Tongruida Real Estate Industrial Company Limited	31 December 1996	RMB475,950,000	—	100%	Property development
佛山市南海新中建房地產發展 有限公司 Foshan Nanhai Xinzhongjian Real Estate Development Company Limited	11 September 2001	RMB677,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
廣州市俊鴻房地產開發有限公司 Guangzhou Junhong Real Estate Development Company Limited	12 April 1993	RMB362,550,000	—	100%	Property development
廣州恒大(增城)房地產開發有限公司 Guangzhou Hengda (Zengcheng) Real Estate Development Company Limited	18 July 2005	RMB68,560,000	—	100%	Property development
恒大地產集團重慶有限公司 Hengda Real Estate Group (Chongqing) Company Limited	17 July 2006	RMB841,000,000	—	100%	Property development
恒大鑫源(昆明)置業有限公司 Hengda Xinyuan (Kunming) Property Company Limited	26 April 2007	RMB1,014,816,300	—	100%	Property development
恒大地產集團天津薊縣有限公司 Hengda (Tianjin) Jixian Real Estate Group Company Limited	22 August 2006	RMB437,000,000	—	100%	Property development
恒大地產集團江津有限公司 Hengda (Jiangjin) Real Estate Group Company Limited	27 July 2006	RMB260,000,000	—	100%	Property development
鄂州恒大房地產開發有限公司 E'zhou Hengda Real Estate Development Company Limited	25 July 2006	RMB390,000,000	—	100%	Property development
成都恒大銀河新城置業有限公司 ChengduHengda Galaxy New City Property Company Limited	30 November 2006	RMB296,000,000	—	100%	Property development
武漢東湖恒大房地產開發有限公司 Wuhan Donghu Hengda Real Estate Development Company Limited	22 December 2006	RMB1,064,000,000	—	100%	Property development
恒大鑫隆(瀋陽)置業有限公司 Hengda Xinlong (Shenyang) Real Estate Company Limited	28 December 2006	US\$5,000,000	—	100%	Property development
恒大長基(瀋陽)置業有限公司 Hengda Changji (Shenyang) Property Company Limited	1 December 2006	US\$229,900,000	—	100%	Property development
恒大鑫源(瀋陽)置業有限公司 Hengda Xinyuan (Shenyang) Property Company Limited	1 December 2006	RMB1,345,116,000	—	100%	Property development
成都市溫江區鑫金康置業有限責任公司 Chengdu Wenjiang Xinjinkang Property Company Limited	1 August 2006	RMB495,500,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
恒大鑫豐(彭山)置業有限公司 Hengda Xinfeng (Pengshan) Property Company Limited	13 March 2007	RMB821,520,000	—	100%	Property development
恒大盛宇(清新)置業有限公司 Hengda Shengyu (Qingxin) Company Limited	25 March 2007	US\$169,000,000	—	100%	Property development
武漢市金碧綠洲房地產開發有限公司 Wuhan Evergrande Oasis Real Estate Development Company Limited	21 March 2007	US\$128,900,000	—	100%	Property development
重慶恒大基宇置業有限公司 Hengda Chongqing Jiyu Property Company Limited	14 May 2007	US\$178,900,000	—	100%	Property development
湖北怡清雅築房地產開發有限公司 Hubei Yiqingyazhu Real Estate Development Company Limited	20 March 2007	RMB320,000,000	—	100%	Property development
金碧物業有限公司 Jinbi Property Management Company Limited	10 September 1997	RMB177,600,000	—	100%	Property management and related consulting services
恒大地產集團太原有限公司 Hengda (Taiyuan) Real Estate Group Company Limited	11 September 2007	RMB891,000,000	—	100%	Property development
西安曲江投資建設有限公司 Xi'an Qujiang Investment Construction Company Limited	9 September 2002	RMB453,462,000	—	100%	Property development
西安祺雲置業有限公司 Xi'an Qiyun Land Company Limited	28 August 2007	RMB315,000,000	—	100%	Property development
合肥祺嘉置業有限公司 Hefei Qijia Property Company Limited	6 November 2007	US\$126,000,000	—	100%	Property development
恒大地產集團貴陽置業有限公司 Hengda Real Estate Group Guiyang Property Company Limited	13 November 2007	RMB437,100,000	—	100%	Property development
南京漢典房地產開發有限公司 Nanjing Handian Property Development Company Limited	10 July 2002	RMB371,000,000	—	100%	Property development
廣州市越秀住宅建設有限公司 Guangzhou Yuexiu Property Construction Company Limited	20 May 2005	RMB53,280,000	—	100%	Construction
湖南盛基置業有限公司 Hunan Shengji Property Company Limited	26 March 2008	US\$60,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
遼陽恒盛置業有限公司 Liaoyang Hengsheng Property Corporation Limited	6 May 2010	RMB300,000,000	—	100%	Property development
瀋陽悅通置業有限公司 Shenyang Yuetong Property Corporation Limited	5 February 2010	US\$236,000,000	—	100%	Property development
瀋陽嘉祺置業有限公司 Shenyang Jiaqi Property Corporation Limited	8 April 2010	US\$142,500,000	—	100%	Property development
成都市安恒置業有限公司 Chengdu Anheng Property Company Limited	22 January 2010	RMB258,000,000	—	100%	Property development
成都天府水城房地產開發有限公司 Chengdu Tianfushuicheng Real Estate Development Corporation Limited	3 January 2008	US\$238,000,000	—	100%	Property development
重慶恒大君鑫房地產開發有限公司 Chongqing Hengda Junxin Real Estate Development Corporation Limited	6 April 2010	RMB1,020,408,200	—	100%	Property development
重慶恒大涪城房地產開發有限公司 Chongqing Hengda Fucheng Real Estate Development Company Limited	28 October 2010	RMB150,000,000	—	100%	Property development
恒大地產集團自貢有限公司 Hengda Zigong Real Estate Group Company Limited	26 November 2010	RMB20,000,000	—	100%	Property development
長沙寶瑞房地產開發有限公司 Changsha Baorui Real Estate Development Company Limited	13 July 2004	RMB470,000,000	—	100%	Property development
瀏陽金碧置業有限公司 Liuyang Jinbi Property Corporation Limited	25 May 2010	RMB280,000,000	—	100%	Property development
太原名都房地產開發有限公司 Taiyuan Mingdu Real Estate Development Company Limited	4 August 2009	RMB461,100,000	—	100%	Property development
宜昌梅子婭市場建設開發有限公司 Yichang Meiziya Market Construction Development Corporation Limited	25 March 2004	RMB200,000,000	—	100%	Property development
濟南恒大綠洲置業有限公司 Jinan Hengdalvzhou Property Corporation Limited	18 January 2010	RMB870,000,000	—	100%	Property development



Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
濟南名都置業有限公司 Jinan Mingdu Property Corporation Limited	27 January 2010	US\$87,000,000	—	100%	Property development
恒大地產集團石家莊有限公司 Hengda (Shijiazhuang) Real Estate Group Property Company Limited	18 August 2009	RMB600,000,000	—	100%	Property development
石家莊盛宇房地產開發有限公司 Shijiazhuang Shengyu Real Estate Development Company Limited	24 May 2010	RMB300,000,000	—	100%	Property development
河北高傑士房地產開發有限公司 Hebei Gaojieshi Real Estate Development Company Limited	23 April 2003	RMB300,000,000	—	100%	Property development
貴州廣聚源房地產開發有限公司 Guizhou Guangjuyuan Real Estate Development Corporation Limited	7 August 2007	RMB378,000,000	—	100%	Property development
儋州恒大濱海投資有限公司 Zhanzhou Hengda Binhai Investment Corporation Limited	10 June 2010	RMB424,310,000	—	100%	Property development
天津濱僑投資有限公司 Tianjin Binqiao Investment Company Limited	28 November 2007	RMB1,000,000,000	—	100%	Property development
河南興科置業有限公司 Henan Xingke Property Corporation Limited	26 August 2009	RMB390,010,000	—	100%	Property development
曲靖中熙置業有限公司 Qujing Zhongxi Property Company Limited	20 October 2010	RMB210,000,000	—	100%	Property development
河南大有房地產開發有限公司 Henan Dayou Real Estate Group Company Limited	23 May 2008	RMB100,000,000	—	100%	Property development
郴州金碧置業有限公司 Chenzhou Jinbi Property Company Limited	21 October 2010	RMB230,000,000	—	100%	Property development
丹陽明元房地產開發有限公司 Danyang Mingyuan Real Estate Development Company Limited	25 June 2011	US\$44,800,000	—	100%	Property development
淮北粵通置業有限公司 Huabei Yuetong Property Company Limited	19 October 2010	RMB310,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
濟南恒大金碧房地產開發有限公司 Jinan Hengda Jinbi Real Estate Development Corporation Limited	18 May 2010	RMB740,000,000	—	100%	Property development
恒大地產集團景德鎮置業有限公司 Hengda Real Estate Group Jingdezhen Property Corporation Limited	29 June 2010	RMB441,000,000	—	100%	Property development
萊蕪恒大金碧天下置業有限公司 Laiwu Hengda Jinbitianxia Property Company Limited	27 August 2010	RMB250,000,000	—	100%	Property development
恒大地產集團南充有限公司 Hengda (Nanchong) Real Estate Group Company Limited	8 September 2010	RMB200,000,000	—	100%	Property development
恒大地產集團鹿泉有限公司 Hengda Real Estate Group Luquan Corporation Limited	8 June 2010	RMB100,000,000	—	100%	Property development
天津山水城投資有限公司 Tianjin Shanshuicheng Investment Company Limited	10 December 2010	RMB300,000,000	—	100%	Property development
恒大地產集團雲浮有限公司 Evergrande Real Estate Group Yunfu company Limited	11 November 2010	RMB200,000,000	—	100%	Property development
恒大地產集團(中山)有限公司 Hengda Real Estate (Zhongshan) Corporation Limited	13 May 2010	RMB400,000,000	—	100%	Property development
遵義市新廣房地產開發有限公司 Zunyi Xinguang Real Estate Development Corporation Limited	12 December 2007	RMB8,000,000	—	100%	Property development
東莞市鴻景房地產有限公司 Dongguan Hongjing Real Estate Development Company Limited	2 September 2004	RMB10,000,000	—	100%	Property development
合肥繁華投資發展有限公司 Hefei Fanhua Investment Development Company Limited	30 July 2002	RMB20,000,000	—	100%	Property development
深圳市建設集團有限公司 Shenzhen Construction Group Corporation Limited	25 December 2003	RMB300,000,000	—	100%	Property development
廣州恒大足球俱樂部有限公司 Guangzhou Hengda Football Club Corporation Limited	24 February 2006	RMB100,000,000	—	100%	Football Club

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
佛山市恒和木業有限公司 Jiangxi Cuilin Manor Company Limited	23 July 2009	RMB5,000,000	—	60%	Wood Industry
淮南恒大天恒置業有限公司 Huainan Hengda Tianheng Property Company Limited	14 April 2011	RMB50,000,000	—	60%	Property development
太原俊景房地產開發有限公司 Taiyuan Junjing Real Estate Development Corporation Limited	2 April 2010	RMB782,200,000	—	65.58%	Property development
衡陽寶瑞置業有限公司 Hengyang Baorui Property Company Limited	16 June 2011	RMB100,000,000	—	70%	Property development
恒大地產集團(深圳)有限公司 Hengda (Shenzhen) Real Estate Group Property Company Limited	16 October 2011	RMB50,000,000	—	83%	Property development
內蒙古昌盛泰房地產開發有限公司 Changshengtai (Inner Mongolia) Real Estate Company Limited	11 July 2001	RMB30,000,000	—	74%	Property development
恒大地產集團包頭有限公司 Hengda (Baotou) Real Estate Group Company Limited	9 August 2008	RMB525,000,000	—	100%	Property development
長春隆基房地產開發有限公司 Longji (Changchun) Real Estate Company Limited	5 May 2010	RMB500,000,000	—	100%	Property development
瀋陽嘉凱置業有限公司 Shenyang Jiakai Property Company Limited	9 June 2010	RMB1,110,640,100	—	100%	Property development
新餘中辰置業發展有限公司 Xinyu Zhongchen Property Company Limited	24 May 2007	RMB270,000,000	—	100%	Property development
鞍山嘉瑞置業有限公司 Anshan Jiarui Property Company Limited	2 August 2010	RMB1,109,505,000	—	100%	Property development
盤錦嘉鼎置業有限公司 Panjin Jiading Property Company Limited	9 August 2010	RMB960,993,138	—	100%	Property development
營口嘉隆置業有限公司 Yingkou Jialong Property Company Limited	25 August 2010	RMB300,000,000	—	100%	Property development
運城市金恒房地產開發有限公司 Jinheng (Yuncheng) Real Estate Company Limited	30 September 2010	RMB135,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
銅陵恒大置業有限公司 Tongling Hengda Property Company Limited	21 October 2010	RMB250,000,000	—	100%	Property development
安陽通瑞達房地產開發有限公司 Tongruida (Anyang) Real Estate Company Limited	8 October 2010	RMB200,000,000	—	100%	Property development
成都廣聚源投資有限公司 Guangjuyuan (Chengdu) Investment Company Limited	9 June 2010	RMB210,000,000	—	100%	Property development
舞鋼恒大置業有限公司 Wugang Hengda Property Company Limited	18 November 2010	RMB120,000,000	—	100%	Property development
恒大地產集團銀川有限公司 Hengda (Yinchuan) Real Estate Group Company Limited	16 December 2010	RMB418,660,000	—	100%	Property development
恒大地產集團秦皇島恒大城房地產開發有限公司 Hengdacheng (Qinhuangdao) Real Estate Company Limited	17 December 2010	RMB430,000,000	—	100%	Property development
長春泰基房地產開發有限公司 Taiji (Changchun) Real Estate Company Limited	24 December 2010	RMB600,000,000	—	100%	Property development
恒大地產鷹潭有限公司 Hengda (Yingtian) Real Estate Group Company Limited	21 February 2011	RMB382,789,200	—	100%	Property development
清遠市銀湖城投資有限公司 Yinhucheng (Qingyuan) Investment Company Limited	28 September 2009	RMB45,000,000	—	100%	Property development
岳陽金碧置業有限公司 Yueyang Jinbi Property Company Limited	23 February 2011	RMB100,000,000	—	100%	Property development
蕪湖恒大置業有限公司 Wuhu Hengda Property Company Limited	24 February 2011	RMB300,000,000	—	100%	Property development
株洲金碧置業有限公司 Zhuzhou Jinbi Property Corporation Limited	11 April 2011	RMB210,000,000	—	100%	Property development
新余市興旺房地產開發有限公司 Xingwang (Xinyu) Real Estate Company Limited	25 December 2009	RMB243,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
欽州欽廉恒大置業投資有限公司 Qinzhou Qinlian Hengda Property Investment Company Limited	13 September 2010	RMB430,000,000	—	100%	Property development
北海南國天堂房地產開發有限公司 Beihai Nanguo Tiantang Real Estate Company Limited	19 January 1993	RMB38,686,000	—	100%	Property development
呂梁市俊匯房地產開發有限公司 Junhui (Lvliang) Real Estate Company Limited	5 May 2011	RMB10,000,000	—	100%	Property development
嘉興恒大置業有限公司 Jiaxing Hengda Property Company Limited	2 June 2011	RMB263,000,000	—	100%	Property development
貴陽海明投資建設開發有限公司 Guiyang Haiming Investment Construction Company Limited	6 March 2001	RMB191,600,000	—	100%	Property development
南昌中電投高新置業有限公司 Nanchang Zhongdiantou High-new Property Company Limited	10 May 2011	RMB20,000,000	—	100%	Property development
南京恒大富豐置業有限公司 Nanjing Hengda Fufeng Property Company Limited	10 April 2007	RMB599,475,540	—	100%	Property development
啓東通譽置業有限公司 Tongyu (Qidong) Property Company Limited	1 January 2007	RMB512,608,680	—	100%	Property development
恒大地產集團洛陽有限公司 Hengda (Luoyang) Real Estate Group Property Company Limited	5 September 2007	RMB457,000,000	—	100%	Property development
江西省翠林山莊有限公司 Cuilin (Jiangxi) Company Limited	7 July 2003	RMB699,365,785	—	100%	Property development
安徽三林置業有限公司 Sanlin (Qidong) Property Company Limited	2 November 2001	RMB300,000,000	—	100%	Property development
太原得一房地產開發有限公司 Taiyuan Deiyi Real Estate Company Limited	14 December 2009	RMB20,000,000	—	100%	Property development
恒大地產集團大邑有限公司 Hengda (Dayi) Real Estate Group Company Limited	16 March 2010	RMB500,000,000	—	100%	Property development
淮安恒大富豐房地產開發有限公司 Huai'an Hengda Fufeng Real Estate Company Limited	2 April 2010	RMB500,000,000	—	100%	Property development

Name	Date of incorporation/ Establishment	Nominal value of issued and fully paid share capital/ paid-in capital	Percentage of attributable equity interest		Principal activities
			Directly	Indirectly	
廣州市佳穗置業有限公司 Guangzhou Jiasui Property Company Limited	31 May 2006	RMB10,000,000	—	100%	Property development
武漢華力置業有限公司 Wuhan Huali Property Company Limited	28 October 2003	RMB350,000,000	—	100%	Property development
石家莊地益嘉房地產開發有限公司 Shijiazhuang Diyijia Real Estate Company Limited	8 November 2006	RMB5,000,000	—	100%	Property development
宿遷恒大華府置業有限公司 Suqian Hengda Huafu Property Company Limited	6 January 2011	RMB310,000,000	—	100%	Property development
東營恒大華府置業有限公司 Dongying Hengda Huafu Property Company Limited	7 January 2011	RMB400,000,000	—	100%	Property development
哈爾濱市恒大偉業房地產開發有限公司 Haerbin Hengda Weiye Real Estate Company Limited	28 January 2011	RMB450,000,000	—	100%	Property development
漢中華聯置業有限公司 Hanzhong Hualian Property Company Limited	5 August 2010	RMB75,000,000	—	100%	Property development
五家渠卓越房地產開發有限公司 Wujiaqu Zhuoyue Real Estate Company Limited	14 April 2011	RMB246,000,000	—	100%	Property development
恒大地產集團鹽城有限公司 Hengda (Yancheng) Real Estate Group Company Limited	20 April 2011	RMB332,184,000	—	100%	Property development
亳州恒大置業有限公司 Bozhou Hengda Property Company Limited	11 May 2011	RMB30,000,000	—	100%	Property development
句容天工置業有限公司 Jurong Tiangong Property Company Limited	6 November 2009	RMB327,333,800	—	100%	Property development
陝西耀澤四海房地產開發有限公司 Shanxi Yaoze Sihai Real Estate Company Limited	13 April 2011	RMB150,000,000	—	100%	Property development
六安粵通置業有限公司 Lu'an Yuetong Property Company Limited	13 July 2011	RMB250,000,000	—	100%	Property development
臨沂正盛置業有限公司 Linyi Zhengsheng Property Company Limited	20 July 2011	RMB150,000,000	—	51%	Property development

<u>Name</u>	<u>Date of incorporation/ Establishment</u>	<u>Nominal value of issued and fully paid share capital/ paid-in capital</u>	<u>Percentage of attributable equity interest</u>		<u>Principal activities</u>
			<u>Directly</u>	<u>Indirectly</u>	
臨沂綠洲置業有限公司 Linyi Lvzhou Property Company Limited	22 September 2011	RMB10,000,000	—	51%	Property development
邢台雙達房地產開發有限公司 Xingtai Shuangda Real Estate Company Limited	7 March 2012	RMB21,340,000	—	72%	Property development
邢台誠嘉房地產開發有限公司 Xingtai Chengjia Real Estate Company Limited	7 March 2012	RMB17,860,000	—	72%	Property development
寧波御城置業有限公司 Ningbo Yucheng Property Company Limited	30 May 2012	US\$22,559,165	—	51%	Property development
衡水盛宇房地產開發有限公司 Hengshui Shengyu Real Estate Company Limited	13 September 2012	RMB10,000,000	—	70%	Property development
牡丹江市恒大昌健房地產開發有限公司 Mudanjiang Hengda Changjian Real Estate Company Limited	9 July 2012	RMB20,000,000	—	52%	Property development
新疆鑫保盈房地產開發有限公司 Xinjiang Xinbaoying Real Estate Company Limited	23 May 2012	RMB39,526,000	—	75%	Property development
桂林桂加房地產有限公司 Guilin Guijia Real Estate Company Limited	21 July 1992	RMB40,000,000	—	51%	Property development
常州瀚嘉置業有限公司 Changzhou Hanjia Property Company Limited	3 December 2010	RMB337,100,000	—	65%	Property development
吉林市恒大福源房地產開發有限公司 Jilin Hengda Fuyuan Real Estate Company Limited	10 May 2012	RMB10,000,000	—	72.5%	Property development

The names of certain of the companies referred to in these consolidated financial statements represent management's best effort in translation of the Chinese names of these companies as no English names have been registered or available.

## REGISTERED OFFICES

*Registered Office*

*Place of Business in Hong Kong*

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## TRUSTEE

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Central, Hong Kong

## PAYING AGENT AND TRANSFER AGENT AND REGISTRAR

### **Citibank, N.A., London Branch**

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## LEGAL ADVISORS TO THE COMPANY

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*As to Cayman Islands Law and  
British Virgin Islands Law*

*As to PRC Law*

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*As to PRC Law*

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### **King & Wood Mallesons**

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EVERGRANDE REAL ESTATE GROUP