

Contracted Sales – Record High Monthly Contracted Sales, Strong YoY and MoM Growth

- In September 2015, the Group achieved contracted sales of approximately RMB3.01 billion, being a new record high for the Group’s monthly contracted sales. This represents a YoY increase of approximately 98% compared to September 2014 and a MoM increase of approximately 25% compared to August 2015.
- Contracted GFA and ASP in September 2015 was approximately 209,700 sq.m. and RMB14,400/ sq.m., respectively.
- From January to September 2015, the Group achieved contracted sales and contracted GFA of approximately RMB17.29 billion and 1,334,600 sq.m., respectively. Contracted ASP from January to September 2015 was approximately RMB13,000/ sq.m.
- During the first nine months of 2015, the Group completed approximately 70% of its full year 2015 contracted sales target of RMB25 billion.
- From January to September 2015, breakdowns of the Group’s contracted sales were as follow:

By City	RMB’billion	% of total
Shanghai	4.25	25%
Beijing	2.48	14%
Suzhou	2.27	13%
Hangzhou	2.33	14%
Tianjin	1.41	8%
Hefei	1.39	8%
Nanjing	0.34	2%
Changsha	1.07	6%
Wuhan	0.50	3%
Zhenjiang	0.33	2%
Jiaxing	0.29	2%
Chongqing	0.25	1%
Shenyang	0.24	1%
Langfang	0.14	1%



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By Region	RMB' billion	% of total
Yangtze River Delta	11.20	65%
Pan Bohai Rim	4.27	25%
Central Western Region	1.82	10%

Land Acquisition

- In September 2015, the Group successfully purchased the following new projects:

City	Project	Group's Current Equity Interest	Intended Primary Use	Site Area (sq.m.)	Total Planned GFA Excluding Carpark (sq.m.)	Group's Attributable Consideration (RMB)	Average Land Cost (RMB/sq.m.)
Tianjin	Jinnan District No. 2013-26 Project	20%	Residential	82,164	147,895	86,310,000	2,918
Wuhan	Hanyang District Hanqiao Cun Project	55%	Residential/Commercial	129,941	289,030	500,000,000 ⁽¹⁾	3,145
Hangzhou	Yuhang District Chongxian Xin Cheng B-4 Project	100%	Residential/Commercial	54,075	129,780	337,430,000	2,600
Hangzhou	Xiaoshan District Baolong Project	33%	Residential/Commercial	57,571	143,928	242,720,000	5,110
Nanjing	Jianye District North Yingtian Street No.26 Project	49%	Residential	25,266	70,744	735,000,000	21,203

Note:

(1) Consideration of equity and shareholders' loan



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