

## Contracted Sales: Overwhelming growth in both price and volume

- ◆ In March 2016, the Group achieved the contracted sales of RMB6.05 billion, representing a YoY increase of approximately 264% (compared to March 2015), contracted GFA of approximately amounted to 344,400 sq.m. Contracted sales in March 2016 reached a new record high that exceeded RMB6 billion.
- ◆ Contracted ASP in March 2016 was approximately RMB17,600/sq.m., representing a YoY increase of approximately 39% (compared to March 2015).
- ◆ From January to March 2016, the Group achieved contracted sales of RMB11.06 billion, representing a YoY increasing of approximately 199%, contracted GFA of approximately amounted to 619,200 sq.m. Contracted ASP from January to March 2016 was approximately RMB17,900/sq.m., representing a YoY increase of approximately 41%.
- ◆ During the first quarter of 2016, contracted sales of the Group achieved 30% of the Group's full year contracted sales target of RMB36.5 billion.
- ◆ From January to March 2016, breakdowns of the Group's contracted sales were as follow:

By city	RMB (billion)	% of total
Suzhou	3.23	29.2%
Shanghai	3.12	28.2%
Hangzhou	1.57	14.2%
Beijing	0.85	7.7%
Hefei	0.78	7.1%
Tianjin	0.35	3.2%
Wuhan	0.33	3.0%
Nanjing	0.19	1.7%
Langfang	0.19	1.7%
Chongqing	0.14	1.3%
Shenyang	0.10	0.9%
Zhenjiang	0.10	0.9%
Changsha	0.06	0.5%
Jiaying	0.05	0.4%

By Region	RMB (billion)	% of total
Yangtze River Delta	9.04	81.7%
Pan Bohai Rim	1.49	13.5%
Central Western Region	0.53	4.8%

## Land Acquisition

◆ In March 2016, has successfully conducted the following acquisitions:

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.)
Hangzhou	Yuhang District, Liangzhu New Town, No. 64 Project	35%	Residential	24,596	54,111	94,808,000	5,006
Shenyang	Shenhe District, Guangchang Road South Project	100%	Residential	5,340	15,487	62,680,000	4,047
Tianjin	Haihe Education Park No. 14 Project	25%	Residential	150,241	202,825	225,500,000	4,447

## Major Financing Transactions

- ◆ The Group signed club loan agreements for an unsecured US\$600 million 3-year US dollar/Hong Kong dollar dual currency loan facility with an interest rate of LIBOR/HIBOR +4% per annum.
- ◆ Proceeds of the club loan will primarily be used for the early redemption on 15 April 2016 of the US\$500 million offshore bonds due April 2018 with a coupon rate of 12.25%.

(The End)

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