

## Overwhelming 1H Contracted Sales of RMB 27.6 B with YoY Growth of 162% Raised Full Year Contracted Sales Target by 20% to RMB 43.8 B

- ◆ In June 2016, the Group achieved the contracted sales of RMB4.49 billion, representing a YoY increase of approximately 53% (compared to June 2015), contracted GFA of approximately amounted to 164,600 sq.m.
- ◆ Contracted ASP in June 2016 was approximately RMB27,300/sq.m., representing a YoY increase of approximately 107% (compared to June 2015).
- ◆ From January to June 2016, the Group achieved contracted sales of RMB27.59 billion, representing a YoY increasing of approximately 162%, contracted GFA of approximately amounted to 1,491,000 sq.m.
- ◆ Contracted ASP from January to June 2016 was approximately RMB18,500/sq.m., representing a YoY increase of approximately 48%.
- ◆ The Group revised its full year contracted sales target by 20%, from RMB3.65 billion to RMB43.8 billion. During the first half of 2016, contracted sales of the Group achieved 63% of the Group's full year contracted sales target of RMB43.8 billion.
- ◆ From January to June 2016, breakdowns of the Group's contracted sales were as follow:

By city	RMB (billion)	% of total
Shanghai	7.19	26.1%
Suzhou	7.10	25.7%
Hangzhou	3.55	12.9%
Beijing	2.97	10.8%
Nanjing	1.75	6.3%
Hefei	1.37	5.0%
Tianjin	1.35	4.9%
Wuhan	0.87	3.2%
Langfang	0.41	1.5%
Chongqing	0.34	1.2%
Shenyang	0.20	0.7%
Zhenjiang	0.19	0.7%
Jiaxing	0.18	0.6%
Changsha	0.12	0.4%

(Cont'd)

By Region	RMB (billion)	% of total
Yangtze River Delta	21.33	77.3%
Pan Bohai Rim	4.93	17.9%
Central Western Region	1.33	4.8%

## Land Acquisition

◆ In June 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.)
Tianjin	Jinnan District Jinnan No. 2015-07 Project	27%	Residential	67,726	121,908	116,100,000	3,527
Suzhou	Wujiang District Taihu Lake New City	100%	Residential	96,278	173,300	1,227,540,000	7,083

(The End)

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