

Strong Sales Sustained

September 2016 - Contracted Sales of RMB 5.01B, YoY Growth of 66% and MoM Growth of 35% with Contracted ASP of RMB20,200/sq.m.

First 9M of 2016 – Contracted Sales of RMB 41.31B, YoY Growth of 139%; Achieved 94% of the Revised Full Year Target

- ◆ In September 2016, the Group achieved the contracted sales of RMB5.01 billion, representing a YoY increase of approximately 66% (compared to September 2015) and MoM increase of approximately 35% (compared to August 2016); contracted GFA amounted to 247,800 sq.m.
- ◆ Contracted ASP in September 2016 was approximately RMB20,200/sq.m., representing a YoY increase of approximately 40% (compared to September 2015).
- ◆ From January to September 2016, the Group achieved contracted sales of RMB41.31 billion, representing a YoY increase of approximately 139%; while contracted GFA amounted to 2,291,700 sq.m. During the first nine months of 2016, the Group completed 94% of the Group's revised full year contracted sales target of RMB43.8 billion.
- ◆ Contracted ASP from January to September 2016 was approximately RMB18,000/sq.m., representing a YoY increase of approximately 38%.
- ◆ Breakdowns of the Group's contracted sales during the first nine months of 2016 were as follow:

By City	RMB Billion	% of Total
Suzhou	9.27	22.4%
Shanghai	9.02	21.8%
Hefei	5.20	12.6%
Beijing	5.04	12.2%
Hangzhou	4.83	11.7%
Nanjing	2.11	5.1%
Tianjin	1.91	4.6%
Wuhan	0.96	2.3%
Shenyang	0.74	1.8%
Changsha	0.64	1.6%
Chongqing	0.64	1.6%
Langfang	0.47	1.1%
Zhenjiang	0.28	0.7%
Jiaying	0.20	0.5%

By Region	RMB Billion	% of Total
Yangtze River Delta	30.91	74.8%
Pan Bohan Rim	8.16	19.8%
Central Western Region	2.24	5.4%

(Cont'd)

Land Acquisition: Prudent and Highly Disciplined

◆ In September 2016, the Group 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.)
Suzhou	Riverside Park, Phase 2 (Blocks 24 & 30)	30%	Residential, Commercial	N/A	16,721	56,018,002	9,748
Suzhou	Riverside Park, Phase 3	30%	Residential, Commercial	N/A	98,397	313,458,526	10,468
Suzhou	Xiangcheng G3 Project (Blocks T1 & T2 Unsold Portions, and Blocks T3 & T4)	30%	Commercial	N/A	100,416	145,489,670	2,014
Yixing	Grand Lakeview (South Section Phases 2A, 2B and 3, North Section Phases 2 & 3)	50%	Residential, Commercial	N/A	485,665	452,959,635	1,737
Changsha	Arch of Triumph (Phases 3B & 3C)	30%	Residential, Commercial	N/A	230,222	69,425,888	763

◆ The above acquisitions were made by contractual joint venture agreements with Henderson China.

(The End)

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