

**October 2016 - Contracted Sales of RMB 5.21B, YoY Growth of 30% and MoM Growth of 4% with Contracted ASP of RMB18,100/sq.m.**

**First 10M of 2016 – Contracted Sales of RMB 46.52B, YoY Growth of 118%; Exceeded the Full Year Target**

- ◆ In October 2016, the Group achieved the contracted sales of RMB5.21 billion, representing a YoY increase of approximately 30% (compared to October 2015) and MoM increase of approximately 4% (compared to September 2016); contracted GFA amounted to 287,600 sq.m.
- ◆ Contracted ASP in October 2016 was approximately RMB18,100/sq.m., representing a YoY increase of approximately 20% (compared to October 2015).
- ◆ From January to October 2016, the Group achieved contracted sales of RMB46.52 billion, representing a YoY increase of approximately 118%; while contracted GFA amounted to 2,579,300 sq.m. During the first ten months of 2016, the Group completed and exceeded of the Group's revised full year contracted sales target of RMB43.8 billion.
- ◆ Contracted ASP from January to October 2016 was approximately RMB18,000/sq.m., representing a YoY increase of approximately 35%.

## Land Acquisition:

In October 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.)
Foshan	Chancheng District, Haiwu Road North, Fenjianghe Road West Project	33.3%	Residential, Commercial	72,964	267,143	755,327,250	8,491
Suzhou	Wuzhong District, West Mountain Project	100%	Residential	161,766	32,353	420,592,120	13,000

(The End)

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