



## First 11M of 2016 - Contracted Sales Exceeded RMB 50B, YoY Growth of 98%

### November 2016 - Contracted Sales of RMB 3.58B, Contracted ASP of RMB18,100/sq.m.

- ◆ From January to November 2016, the Group achieved contracted sales of RMB50.10 billion, representing a YoY increase of approximately 98%; while contracted GFA amounted to 2,776,600 sq.m., representing a YoY increase of approximately 52%.
- ◆ Contracted ASP from January to November 2016 was approximately RMB18,000/sq.m., representing a YoY increase of approximately 30%.
- ◆ In November 2016, the Group achieved the contracted sales of RMB3.58 billion with contracted GFA amounted to 197,300 sq.m.
- ◆ Contracted ASP in November 2016 was approximately RMB18,100/sq.m., representing a YoY increase of approximately 1% (compared to November 2015).

## Land Acquisition

- ◆ In November 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.)
Beijing	Fangshan District, Gongchen Street, No. 0007 Project	100%	Commercial	10,384	25,960	513,000,000	19,760
Sanya	Yalong Bay Project	50%	Commercial	46,930	18,772	261,495,000	27,860
Shenyang	Dadong District, Vocational and Technical College South Project	50%	Residential	89,354	196,580	218,500,000	2,233
Tianjin	Binhai New District, Sino-Singapore Tianjin Eco-city Project	35.7%	Residential	20,305	49,735	93,551,850	5,269
Chongqing	Nanan District, Danzishi Project	33.3%	Residential, Commercial	150,519	443,781	389,610,000	2,636
Hangzhou	Xihu District, Sandun North Project	20%	Residential	34,172	95,682	137,600,000	7,190



(The End)

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