



June Contracted Sales of RMB 9.02B, 1H Contracted Sales of RMB 47.20B with YoY Growth of 71%, Revised Up Full Year Contracted Sales Target to RMB 80.0B

- ◆ In June 2017, the Group achieved the contracted sales of RMB9.02 billion, representing a YoY increase of approximately 101% (compared to June 2016), and contracted GFA amounted to approximately 526,100 sq.m. Contracted ASP in June 2017 was approximately RMB17,100/sq.m.
- ◆ From January to June 2017, the Group achieved contracted sales of RMB47.15 billion, representing a YoY increasing of approximately 71%, and contracted GFA amounted to approximately 2,559,900 sq.m.. Contracted ASP from January to June 2017 was approximately RMB18,400/sq.m..
- ◆ During the first 6M of 2017, contracted sales completed by the Group represented 72.5% of its full year target of RMB65.0 billion.
- ◆ Due to its overwhelming contracted sales achieved in the first half, the Group revised up its full year contracted sales target by 23% to RMB 80.0 billion.
- ◆ From January to June 2017, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Shanghai	8.84	18.8%
Suzhou	7.73	16.4%
Hangzhou	6.94	14.7%
Beijing	4.77	10.1%
Chongqing	3.40	7.2%
Hefei	3.35	7.1%
Nanjing	2.70	5.7%
Tianjin	2.31	4.9%
Ningbo	1.83	3.9%
Shenyang	1.71	3.6%
Changsha	1.26	2.7%
Wuhan	1.08	2.3%
Jiaxing	0.73	1.6%
Langfang	0.34	0.7%
Zhenjiang	0.16	0.3%



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By Region	RMB (billion)	% of total
Yangtze River Delta	32.28	68.5%
Pan Bohai Rim	9.13	19.4%
Central Western Region	5.74	12.1%

Land Acquisition

◆ In the first 6M of 2017, the Group committed to the following land 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.)
New Land Acquisitions in June 2017							
Hangzhou	Lin'an County, Shizishan No.23 Project	100%	Residential	42,914	90,119	777,080,000	8,623
Hangzhou	Lin'an County, Shizishan No.24 Project	100%	Residential	50,422	110,928	890,010,000	8,023
Hangzhou	Xiaoshan District Beigandanyuan Project	100%	Residential/Commercial	11,417	37,676	723,380,000	19,200
Jiaxing	Jiashan County Yaozhuang 2016-5-1 Project	100%	Residential	64,861	142,694	1,037,780,000	7,273
Shanghai	Huangpu District, Madang Road Project	100%	Office	8,594	25,782	1,330,000,000	51,550
Suzhou	Wuzhong District, Luzhi Project	51%	Residential	28,576	42,864	278,309,000	12,731
Suzhou	Wuzhong District, Xukou Project	49%	Residential	48,512	121,280	706,738,000	11,893
Chongqing	Banan District, Masangxi No.67 Project	50%	Residential	179,607	419,754	1,055,000,000	5,027
Hong Kong	Yau Tong Sze Shan Street Project	50%	Residential	3,816 sq.m. (41,080 sq.ft.)	Net saleable area: 21,368 sq.m. (230,000 sq.ft.)	HK\$ 1,156,000,000	HK\$ 8,500/sq.ft.



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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.)
Ningbo	Dongbuxincheng Project	33%	Residential	157,068	350,107	1,348,990,000	11,676
Chengdu	Chenghua District, Jinxihuacheng Project	30%	Residential	84,903	169,806	236,370,000	4,640
Chengdu	Chenghua District, Beichengzhongyang Project	30%	Residential/Commercial	42,392	202,296	76,440,000	1,260
Chengdu	Wuhou District, Hongpailou Project	22.5%	Residential	10,651	20,237	78,318,000	17,200
Hefei	Gaoxin District, TF5 Project	20%	Residential	139,729	297,623	360,600,000	6,058
Hefei	Binhu District, No. 14 Project	17%	Residential	111,380	245,035	306,850,000	7,366
Land Acquisitions in 5M 2017							
Hefei	Luyang District, No.N1614 Project	100%	Residential	22,553	56,382	550,000,000	9,755
Jiaxing	Jiashan County, 2011-028 Project	100%	Residential	18,084	36,168	245,960,000	6,800
Beijing	Chaoyang District, Sunhe Town, Xidian Village, 2902-86 Project	25%	Residential	59,511	89,267	1,143,750,000	51,251
Chongqing	Jiulongpo District, Yinchaoshe Project	50%	Residential	127,982	473,594	1,960,000,000	8,277
Shanghai	Changning District, Huashanliyuan Project	100%	Residential	N/A	10,537	788,240,000	74,807
Sanya	Xin'aoliyang Project	51%	Residential	200,000	50,000	504,900,000	19,800
Changsha	Tianxin District, Aoyuan South Project	100%	Residential/Commercial	30,076	90,227	502,880,000	5,573
Wuxi	Huishan District, Qianqiao Street, Yangxirenjia North Project	60%	Residential	90,531	271,592	640,800,000	3,932
Wuxi	Huishan District, Qianqiao Street, Shangwei Road North Project	60%	Residential	47,404	142,211	354,600,000	4,156
Chongqing	Dadukou District Project	100%	Residential	26,430	105,600	374,000,000	3,542
Beijing	Fangshan District, Fangshan Street No.2 Project	50%	Residential	53,579	101,510	905,000,000	17,830



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Zhengzhou	Erqi District No.225 Project	21%	Residential	69,439	173,598	207,664,800	5,696
Hefei	Gaoxin District TF4 Project	15.2%	Residential	104,760	225,234	209,760,000	6,127
Beijing	Fengtai District, Zhuangwei B10 Project	100%	Commercial	5,151	15,454	620,130,000	40,128
Tianjin	Jinghai District, Tuanboyishan County Project	40%	Residential	55,839	139,399	251,200,000	4,505
Tianjin	Dongli District, Xiaowangzhuang Project	25%	Residential	72,359	144,718	190,000,000	5,252
Hong Kong	Nos. 44, 46, 48 & 50, Chung Hom Kok Road, No.1 Horizon Drive	100%	Residential	N/A	Net saleable area: 2,450 sq.m. (26,369 sq.ft.)	HK\$ 1,588,000,000	HK\$ 60,222/sq.ft.
	1H2017 in total				4,425,510	21,069,469,800	RMB 8,573/sq.m. (Excl. HK Projects)

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