



October Contracted Sales of RMB 9.95B, YoY Growth of 91%, MoM Growth of 24%; First 10M Contracted Sales of RMB 78.87B, YoY Growth of 70% Completed 98.6% of the Full Year Sales Target

- ◆ In October 2017, the Group achieved contracted sales of RMB9.95 billion, representing a YoY increase of approximately 91% (compared to October 2016) and a MoM increase of approximately 24% (compare to September 2017), contracted GFA of approximately amounted to 624,400sq.m. Contracted ASP in October 2017 was approximately RMB15,900/sq.m.
- ◆ From January to October 2017, the Group achieved contracted sales of RMB78.87 billion, representing a YoY increasing of approximately 70%, contracted GFA of approximately amounted to 4,517,700 sq.m. Contracted ASP from January to October 2017 was approximately RMB17,500/sq.m.
- ◆ During the first 10M of 2017, contracted sales completed by the Group represented 98.6% of its revised full year target of RMB80.0 billion.

Land Acquisition

- ◆ In October 2017, 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.) |
|-----------|--|---------------------------------|------------------------|-------------------|---|--|-------------------------------|
| Ningbo | Jiangbei District, Tianshui Jiayuan, No. 2 Project | 50% | Residential | 51,600 | 103,200 | 522,455,000 | 10,122 |
| Jinan | Lixia District, Jinyulanshan Project | 50% | Residential | 34,100 | 102,800 | 308,920,000 | 6,008 |
| Hangzhou | Xiaoshan District, Haishang Mingyue West Project | 33% | Residential | 21,200 | 46,700 | 143,220,000 | 9,301 |
| Chongqing | Yuzhong District, Shidaitianje Project | 33% | Residential | 14,400 | 60,000 | 159,720,000 | 8,067 |
| Beijing | Shunyi District, Shayu Town Matouzhuan Project | 24.5% | Residential/Commercial | 65,600 | 120,200 | 1,212,750,000 | 41,181 |



(End)

Disclaimer:

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