



November Contracted Sales of RMB 9.15B, YoY Growth of 156% First 11M Contracted Sales of RMB 88.02B, YoY Growth of 76%

- ◆ In November 2017, the Group achieved contracted sales of RMB9.15 billion, representing a YoY increase of approximately 156% (compared to November 2016), contracted GFA of approximately amounted to 653,400sq.m. Contracted ASP in November 2017 was approximately RMB14,000/sq.m.
- ◆ From January to November 2017, the Group achieved contracted sales of RMB88.02 billion, representing a YoY increasing of approximately 76%, contracted GFA of approximately amounted to 5,171,100 sq.m. Contracted ASP from January to November 2017 was approximately RMB17,000/sq.m.
- ◆ During the first 11M of 2017, contracted sales surpassed the Group's revised full year target of RMB80.0 billion.

Land Acquisition

- ◆ In November 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.)
Xi'an	New Area District, Daming Palace Residential Project	70%	Residential	30,700	107,500	165,900,000	2,206
Wuhan	Wuchang District, Phoenix Building Project	51%	Office	12,400	49,200	500,390,000	19,926
Beijing	Chaoyang District, Dongba Project	26%	Residential	78,000	194,900	1,294,800,000	25,547

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