



2017 Contracted Sales of RMB 104.0B with YoY Growth of 96%, 2018 Contracted Sales Target Increased to RMB 140.0B

- ◆ The Group's total contracted sales in the full year of 2017 represented a YoY increase of approximately 96% and exceeded the Group's 2017 full year contracted sales target of RMB80.0 billion by 30%.
- ◆ The Group has set an initial contracted sales target for the full year of 2018 at RMB140.0 billion, representing an increase of approximately 35% from the contracted sales in 2017.
- ◆ For the full year of 2017, the Group's total contracted sales achieved approximately RMB 104.0 billion, representing a YoY increase of 96%. Contracted GFA amounted to approximately 6,291,700 sq.m., representing a YoY increase of 116%. Contracted ASP in 2017 was approximately RMB 16,500/sq.m.
- ◆ For the full year of 2017, the Group's attributable contracted sales amounted to approximately RMB55.0 billion, representing a YoY increase of approximately 86%.
- ◆ In December 2017, the Group achieved the contracted sales of RMB15.97 billion with contracted GFA of approximately 1,120,600 sq.m. Contracted ASP in December 2017 was approximately RMB 14,300/sq.m.
- ◆ From January to December 2017, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Hangzhou	17.12	16.5%
Hefei	13.68	13.2%
Suzhou	12.83	12.3%
Shanghai	10.32	9.9%
Chongqing	8.49	8.2%
Tianjin	5.68	5.5%
Qingdao	5.62	5.4%
Beijing	5.05	4.9%
Ningbo	4.28	4.1%
Wuhan	3.58	3.4%
Shenyang	3.45	3.3%
Nanjing	3.38	3.2%
Jinan	2.89	2.8%



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By City	RMB (billion)	% of total
Changsha	1.71	1.6%
Foshan	1.41	1.4%
Yixing	0.94	0.9%
Jiaxing	0.90	0.9%
Wenzhou	0.73	0.7%
Wuxi	0.42	0.4%
Chengdu	0.41	0.4%
Langfang	0.36	0.3%
Xian	0.24	0.2%
Zhenjiang	0.18	0.2%
Zhengzhou	0.18	0.2%
Sanya	0.15	0.1%

By Region	RMB (billion)	% of total
Yangtze River Delta	64.78	62.3%
Pan Bohai Rim	23.06	22.2%
Central Western Region	14.61	14.0%
South China Region	1.55	1.5%

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Land Acquisition

◆ In December 2017, the Group completed 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.)
Nanjing	Jiangning District, G54 Project	100%	Residential	14,700	29,400	310,000,000	10,537
Xiamen	Xiangan District, 12 Mu Project	100%	Residential	8,100	19,400	246,000,000	12,680
Nanning	Liangqing District, GC2017-095 Project	100%	Residential	25,900	67,500	316,180,000	4,900
Dongguan	Shipai Village, No. 25 Project	100%	Residential	33,900	84,700	864,040,000	10,207
Shenyang	Yuhong District, Xihe Road, No 2 Project	100%	Residential/Commercial	85,600	188,300	1,110,800,000	5,900
Shenyang	Guhuang District, Baihua Group Project	20%	Residential/Commercial	16,200	113,700	164,470,000	7,235
Shijiazhuang	Yuhua District, Nanli Village Project	77%	Residential/Commercial	28,700	92,200	232,540,000	3,277
Wenzhou	Jingkai District, Jinhai Yuanqu Project	50%	Residential	74,800	149,700	338,500,000	4,524
Jinan	Licheng District, Hancanghe Project	43.5%	Residential/Commercial	126,600	278,600	943,950,000	7,789
Qingdao	Jiaozhou City, Taihu Road Project	37.5%	Residential/Commercial	156,400	299,200	276,870,000	2,468
Chengdu	Shuangliu District, 75 Mu Project	51%	Residential/Commercial	49,800	99,600	385,870,000	7,600
Zhongshan	Nantou Town, Suixi Village Project	100%	Residential	26,300	65,900	265,210,000	4,030
Linyi	Luozhuang, Guangfazhiye Project	25.5%	Residential/Commercial	203,100	408,700	151,640,000	1,455
Tianjin	Dongli District, Haishang International City Project	20%	Residential	362,500	561,000	609,140,000	5,428
Taicang	Liuhe Town, Yinhewan Project	16.7%	Residential	21,200	74,900	32,650,000	2,609

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