



Contracted Sales: Contracted Sales of RMB10.10 billion in the First Month of 2018, YoY growth of 17%

- ◆ In January 2018, the Group achieved the contracted sales of RMB10.10 billion, representing a YoY increase of 17% (compared to January 2017), contracted GFA of approximately amounted to 693,300 sq.m.
- ◆ Contracted ASP in January 2018 was approximately RMB14,600/sq.m.

Land Acquisition

- ◆ In January 2018, 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.)
Hangzhou	Linan District, Tianmushan Project	100%	Commercial	1,195,200	49,900	159,830,000	3,201
Hangzhou	Linan District, Yuqian Project	100%	Commercial	755,400	35,900	68,620,000	1,913
Hangzhou	Linan District, Qingshanhu, Keji Cheng Project	50%	Residential	63,500	158,700	881,750,000	11,113
Taizhou	Jiaojiang District, Hongjia Street Project	100%	Residential / Commercial	28,200	57,400	346,200,000	6,027
Hefei	Luyang District, No.1704 Project	100%	Residential	92,200	174,200	1,784,700,000	10,247



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Zhangjiagang	Nanhu Road, No. 2013-B28-A Project	100%	Residential	69,800	73,300	609,770,000	8,317
Zhangjiagang	Jingang Avenue, No. 2013-B27 Project	100%	Residential	27,100	40,600	287,460,000	7,074
Shanghai	Yangpu District, Dinghai Community Project	50%	Office / Commercial	36,500	109,500	1,490,000,000	27,222
Beijing	Chaoyang District, Sunhe Project	50%	Residential	53,500	58,900	1,682,500,000	57,152
Qingdao	Jiaozhou District, Boguanjinan East Project	50%	Residential	13,800	21,600	47,810,000	4,427
Qingdao	Jiaozhou District, Boguanjinan West Project	50%	Residential	63,700	136,200	201,260,000	2,955
Qingdao	Huangdao District, Boguanxinghai First Phrase Project	50%	Residential	18,600	58,700	74,150,000	2,528
Qingdao	Huangdao District, Boguanxinghai Second Phrase Project	50%	Residential	24,100	34,900	80,810,000	4,629
Qingdao	Chengyang District, Boguan-yipin Project	50%	Residential / Commercial	32,000	34,700	77,370,000	4,455
Qingdao	Chengyang District, Dejun Fifth Phrase Project	50%	Residential	106,700	70,500	86,910,000	2,466
Qingdao	Chengyang District, Shuxiangjiayuan Project	50%	Residential	87,400	44,200	152,160,000	6,892



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Jinan	Shizhong District, Boguanshanyue Project	25.5%	Residential	24,900	60,300	47,360,000	3,078
Linyi	Beicheng District, Boguanxincheng East Project	35%	Residential	86,700	153,000	102,160,000	1,940
Linyi	Beicheng District, Boguanxincheng West Project	35%	Residential	59,900	221,100	105,830,000	1,391
Jiaxing	Jiashan County, No. 2012-42 Project	50%	Residential	25,100	45,200	200,930,000	8,889
Jiaxing	Jiashan County, No. 2016-7 Project	50%	Residential	14,500	29,000	116,040,000	8,000
Jiaxing	Jiashan County, Huimin Project	50%	Residential	58,900	106,000	394,630,000	7,444



Major Financing Activities

- ◆ In January 2018, the Group issued senior notes with a principal amount of US \$ 300 million due in 2023 with an annual coupon rate of 5.50%. The net proceeds will be used for the refinancing of existing debts.
- ◆ In January 2018, the Group announced issue of HK \$ 2.79 billion (equivalent to approximately US \$ 357 million) of zero-coupon convertible bonds due 2019 at the conversion price of HK \$ 9.30 per share, a premium of 30% over the closing price before the issue. The net proceeds will be used for working capital and / or refinancing existing debts.

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