



## Contracted Sales of RMB27.12 billion in 1Q 2018, YoY growth of 17%

- ◆ In March 2018, the Group achieved the contracted sales of RMB10.20 billion, representing a YoY increase of 12% (compared to March 2017), contracted GFA of approximately amounted to 654,900 sq.m. Contracted ASP in March 2018 was approximately RMB15,600/sq.m.
- ◆ From January to March 2018, the Group achieved contracted sales of RMB27.12 billion, representing a YoY increasing of 17%, contracted GFA of approximately amounted to 1,807,200 sq.m. Contracted ASP from January to March 2018 was RMB15,000/sq.m.
- ◆ From January to March 2018, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Hefei	4.65	17.2%
Chongqing	3.53	13.1%
Suzhou	2.27	8.4%
Qingdao	1.79	6.6%
Wenzhou	1.75	6.5%
Shanghai	1.74	6.4%
Hangzhou	1.54	5.7%
Tianjin	1.49	5.5%
Foshan	1.38	5.1%
Wuhan	1.29	4.7%
Ningbo	1.06	3.9%
Shenyang	0.90	3.3%
Chengdu	0.82	3.0%
Changsha	0.64	2.4%
Wuxi	0.52	1.9%
Zhengzhou	0.34	1.2%



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By City	RMB (billion)	% of total
Linyi	0.29	1.1%
Nanjing	0.24	0.9%
Jinan	0.23	0.8%
Xi'an	0.20	0.7%
Jiaxing	0.17	0.6%
Sanya	0.17	0.6%
Beijing	0.08	0.3%
Zhenjiang	0.03	0.1%

By Region	RMB (billion)	% of total
Yangtze River Delta	13.97	51.5%
Pan Bohai Rim	4.78	17.6%
Central Western Region	6.82	25.2%
South China Region	1.55	5.7%



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## Land Acquisition

◆ In March 2018, 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.)
Wenzhou	Leqing City, Jingkai District Project	100%	Residential	65,100	130,200	702,000,000	5,395
Wuxi	Jiangyin City Project	100%	Residential	126,300	220,000	1,565,580,000	7,117
Zhengzhou	Zhengdong New Area, Baisha 5A Project	70%	Residential	46,800	154,000	387,980,000	3,600
Ningbo	Yuyao City, No.24 Project	50%	Residential	73,800	96,000	337,690,000	7,038
Ningbo	Yuyao City, No.25 Project	50%	Residential	65,800	105,300	381,440,000	7,247
Ningbo	Yuyao City, No.26 Project	50%	Residential	30,800	76,900	266,140,000	6,924
Ningbo	Yuyao City, No.27 Project	50%	Residential	13,800	22,100	67,180,000	6,084
Zhongshan	Nantou Town, Suixi Village No.162-163 Project	33%	Residential	39,800	99,400	174,570,000	5,322
Qingdao	Huangdao District, Shuxiang bancheng F2 Project	27.5%	Residential	31,600	47,400	35,970,000	2,762



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## Major Financing Activities

- ◆ In March 2018, the Group completed the onshore issue of the non-public domestic corporate bonds with a principal amount of RMB 3.5 billion, including the following two parts:
  - I. Principal amount of RMB800,000,000 at coupon rate of 6.50% per annum, and tenure of 4 years (at the end of 2nd year, with the Issuer's right to adjust the coupon rate and investors' option to require the Issuer to repurchase the bonds); and
  - II. Principal amount of RMB2,700,000,000 at coupon rate of 6.80% per annum, and tenure of 5 years (at the end of 3rd year, with the Issuer's right to adjust the coupon rate and investors' option to require the Issuer to repurchase the bonds).

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