



**Contracted Sales of RMB12.67B in July 2018, YoY growth of 48%**  
**Contracted Sales of RMB78.7B in First 7M 2018, YoY growth of 41%**  
**Completed 56% of Full Year Sales Target (RMB140.0B)**

- ◆ In July 2018, the Group achieved contracted sales of approximately RMB12.67 billion, representing a YoY increase of approximately 48% (compared to July 2017), contracted GFA amounted to approximately 715,800 sq.m. Contracted ASP in July 2018 was approximately RMB17,700/sq.m.
- ◆ From January to July 2018, the Group achieved contracted sales of approximately RMB78.7 billion, representing a YoY increase of approximately 41%, contracted GFA amounted to approximately 5,027,700 sq.m. Contracted ASP from January to July 2018 was approximately RMB15,700/sq.m.
- ◆ During the first 7 months of 2018, contracted sales completed by the Group represented approximately 56% of its full year target of RMB140.0 billion.

## Land Acquisition

- ◆ In July 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.)
Hangzhou	Xiaoshan District, Shushan Unit, Zengjiaqiao Project	100%	Residential	98,300	275,100	3,706,750,000	13,400
Foshan	Sanshui District, Yundonghai Street No. 009 Project	100%	Residential	27,900	69,800	494,600,000	7,087
Guiyang	Baiyun District, Yanshanhong Nanhu G(18)048 Project	100%	Residential / Commercial	64,300	199,200	579,960,000	2,911
Wenzhou	Yueqing City, Central District, E-b11-1 Project	33%	Residential	25,300	65,800	228,030,000	10,499



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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.)
Kunshan	Bacheng County No.12-8 Project	31.1%	Residential	128,200	248,800	451,290,000	5,832

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