



Contracted Sales of RMB15.37B in September 2018, YoY growth of 92% Contracted Sales of RMB107.06B in First 9M 2018, YoY growth of 55% Completed 76% of Full Year Sales Target (RMB140.0B)

- ◆ In September 2018, the Group achieved contracted sales of approximately RMB15.37 billion, representing a YoY increase of approximately 92% (compared to September 2017), contracted GFA amounted to approximately 937,600 sq.m. Contracted ASP in September 2018 was approximately RMB16,400/sq.m.
- ◆ From January to September 2018, the Group achieved contracted sales of approximately RMB107.06 billion, representing a YoY increase of approximately 55%, contracted GFA amounted to approximately 6,748,000 sq.m. Contracted ASP from January to September 2018 was approximately RMB15,900/sq.m.
- ◆ During the first 9 months of 2018, contracted sales completed by the Group represented approximately 76% of its full year target of RMB140.0 billion.
- ◆ From January to September 2018, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Hefei	13.63	12.7%
Chongqing	13.42	12.5%
Wenzhou	8.63	8.1%
Suzhou	6.90	6.4%
Beijing	6.52	6.1%
Ningbo	5.95	5.6%
Hangzhou	5.75	5.4%
Qingdao	5.63	5.3%
Tianjin	4.75	4.4%
Shenyang	4.27	4.0%
Foshan	4.14	3.9%
Wuhan	3.84	3.6%



(Cont'd)

By City	RMB (billion)	% of total
Wuxi	3.79	3.5%
Jiaxing	3.60	3.4%
Shanghai	3.52	3.3%
Chengdu	2.15	2.0%
Xi'an	1.81	1.7%
Linyi	1.48	1.4%
Changsha	1.40	1.3%
Nanjing	1.32	1.2%
Zhengzhou	1.20	1.1%
Xuzhou	0.76	0.7%
Jinan	0.75	0.7%
Guangzhou	0.53	0.5%
Nanning	0.47	0.4%
Nanchang	0.43	0.4%
Sanya	0.26	0.2%
Zibo	0.11	0.1%
Zhenjiang	0.05	*

* Less than 0.1%

By Region	RMB (billion)	% of total
Yangtze River Delta	54.33	50.8%
Central Western Region	23.82	22.2%
Pan Bohai Rim	23.51	22.0%
South China Region	5.40	5.0%



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Land Acquisition

◆ In September 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.)
Wuxi	Binhu District, Heliekou Project	50%	Residential	21,600	43,200	315,000,000	14,590
Changzhou	Zhonglou District, Huanhua Project	40%	Residential	51,600	113,500	340,000,000	7,492

Major Financing Activities

Offshore

- ◆ In September 2018, issued RMB1 billion principal amount offshore bonds with coupon and issue yield of 7.75% per annum and a tenure of 2 years.
- ◆ In September 2018, issued additional re-tap of US\$300 million principal amount, 5.5% coupon offshore bonds due January 2022, at issue yield of 8.625%.

Onshore

- ◆ In September 2018, issued the second tranche issue of 2018 public domestic corporate bonds with principal amount of RMB875 million, with coupon and issue yield of 6.39% per annum and tenure of 4 years (with investors' option to require the issuer to repurchase the bonds at the end of year 3).

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