



Contracted Sales of RMB10.80B in October 2018, YoY growth of 9% Contracted Sales of RMB117.86B in First 10M 2018, YoY growth of 49% Completed 84% of Full Year Sales Target (RMB140.0B)

- ◆ In October 2018, the Group achieved contracted sales of approximately RMB10.80 billion, representing a YoY increase of approximately 9% (compared to October 2017), contracted GFA amounted to approximately 671,300 sq.m. Contracted ASP in October 2018 was approximately RMB16,100/sq.m.
- ◆ From January to October 2018, the Group achieved contracted sales of approximately RMB117.86 billion, representing a YoY increase of approximately 49%, contracted GFA amounted to approximately 7,419,200 sq.m. Contracted ASP from January to October 2018 was approximately RMB15,900/sq.m.
- ◆ During the first 10 months of 2018, contracted sales completed by the Group represented approximately 84% of its full year target of RMB140.0 billion.

Land Acquisition

- ◆ In October 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.)
Hefei	Xinzhan District, No. XZQTD238 Project	100%	Residential	86,000	154,800	838,620,000	5,417
Yinchuan	Jinfeng District, No. G2018-19 Project	40%	Residential	101,400	152,100	183,930,000	3,023

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