



**恒大地產集團**<sup>®</sup>  
EVERGRANDE REAL ESTATE GROUP



**Evergrande Real Estate  
Group Limited**

*(Incorporated in the Cayman Islands  
with limited liability)*

**SEHK Stock Code: 3333**

**Newsletter  
(January 2010)**

## Highlights

- **In December 2009, the Group achieved contracted sales of approximately RMB4.03 billion and contracted sold GFA aggregating approximately 654,000 sq.m.**

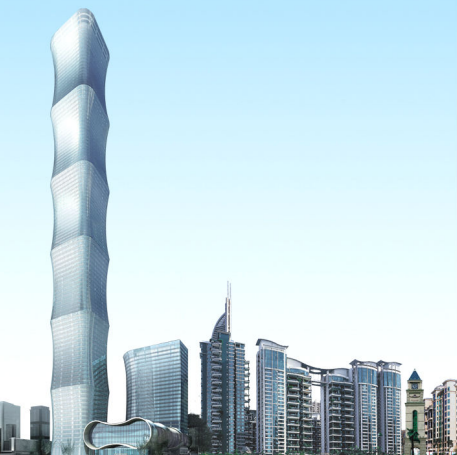
In December 2009, the Group achieved contracted sales of approximately RMB4.03 billion and contracted sold GFA aggregating approximately 654,000 sq.m., representing year-on-year increases of 800.9% and 568.9% respectively. For the fourth quarter of 2009, the Group achieved contracted sales of approximately RMB7.21 billion and contracted sold GFA aggregating approximately 1.135 million sq.m., representing an year-on-year increase of 411.0% and 291.7% respectively

- **For the year ended 31 December 2009, the Group achieved contracted sales totaled approximately RMB30.3 billion and contracted sold GFA aggregating approximately 5.637 million sq.m.**

For the year ended 31 December 2009, the Group achieved contracted sales totaled approximately RMB30.3 billion and contracted sold GFA totaled approximately 5.637 million sq.m., representing year-on-year increases of 402.3% and 396.5%, thus achieving our RMB30 billion sales target for the year

- **For the year ended 31 December 2009, the Group delivered completed units that were worth a total of approximately RMB5.06 billion that occupied GFA aggregating approximately 881,000 sq.m.**

For the whole year of 2009, the Group had delivered completed units that were worth approximately RMB5.06 billion that occupied GFA aggregating approximately 881,000 sq.m., representing year-on-year increases of 44.9% and 147.8% respectively



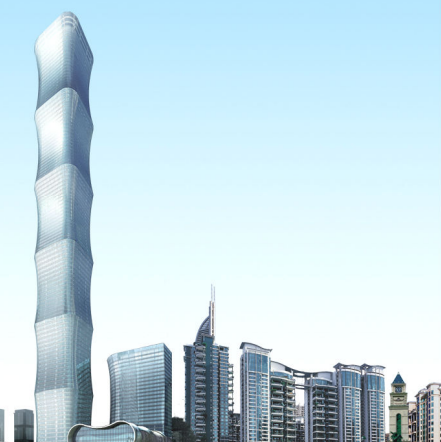


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➤ **Projects Development Progress as at 31 December 2009**

As at 31 December 2009, the Group's projects under construction with construction permits totaled 16.892 million sq.m. in GFA and 7.787 million sq.m. had obtained presale permits.







## **Others**

### **➤ Company News**

In December 2009, the Group achieved contracted sales amounting to approximately RMB4.03 billion and contracted sold GFA aggregating approximately 654,000 sq.m.

Changsha Evergrande City had been successfully launched for sale, with sales amounted to approximately RMB630 million

Changsha Evergrande Oasis had also been successfully launched for sale and achieved revenue amounting to approximately RMB480 million

### **➤ Details of construction development progress for various projects**

### **➤ Projects that completed construction but have not yet delivered and Projects under construction but ready to be launched for sale**



## Company News

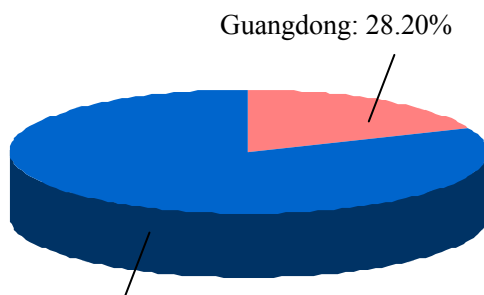
- During December 2009, the Group achieved contracted sales amounting to approximately RMB4.03 billion and contracted sold GFA aggregating approximately 654,000 million sq.m.

During December 2009, the Group achieved contracted sales amounting to approximately RMB4.03 billion and contracted sold GFA aggregating approximately 0.654 million sq.m., representing year-on-year increases of 800.9% and 568.9% respectively. The Group successfully accomplished the target of reaching RMB30 billion contract sales for the year.

Contracted sales in December recorded a month-on-month growth of 50.9% over November. Average selling price slightly declined to RMB6,157 per sq.m., mainly attributed to increase in sales generated outside Guangdong. Average selling price remained stable for sales generated outside Guangdong, with sold GFA and revenue increased dramatically. It proved that the product quality and brand image is recognized by buyers across the nation.

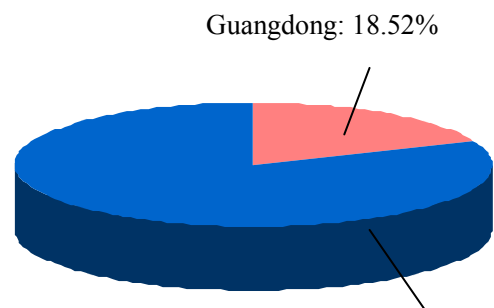
**Figure 1 Comparison of contracted sales generated from within and outside Guangdong**

**November 2009**



Outside Guangdong: 71.80

**December 2009**



Outside Guangdong: 81.48%







➤ **Changsha Evergrande Oasis successfully launched, with sales amounted to approximately RMB630 million**

The Group launched its large scale residential project Changsha Evergrande Oasis for sale on the New Year day. Contracted sales for first day amounted to approximately RMB630 million; 996 units, equivalent to GFA aggregating approximately 111,000 sq.m., were sold. More than 1,000 units, mainly from medium-high-rise blocks of 18 storeys and high-rise blocks of 32 storeys, were released for sale. Buyers were mainly middle to high income users from Changsha or surrounding areas, looking for upgrading opportunities.

The project was acquired on 11 July by way of equity stake transfer. We have already paid RMB269 million for the equity stake that we are entitled to and RMB108 million for construction and development cost. The project has been launched for sales on the New Year Holiday 2010 and recorded contracted sales aggregating RMB630 million. The project has generated cash inflow of RMB253 million to the Company within 6 months. Also, the project has obtained RMB450 million bank loan, which will further enhance its cash inflow.



**Strong sales performance for Changsha Evergrande Oasis and Changsha Evergrande City**



**Authentic garden scene of Changsha Evergrande Oasis and Changsha Evergrande City**







➤ **Changsha Evergrande City successfully kicked off its launched for sale, with sales amounted to approximately RMB480 million**

The Group launched its large scale residential project Changsha Evergrande City for sale on the New Year day. Contracted sales for first day amounted to approximately RMB480 million. 867 units, equivalent to GFA aggregating approximately 94,000 sq.m. , were sold. More than 1,000 units, mainly from medium-high-rise blocks of 18 storeys and high-rise blocks of 32 storeys, were released for sale. Buyers were mainly middle to high income users from Changsha or surrounding areas, looking for upgrading opportunities.

The project was acquired on July 5, 2009 by way of equity stake transfer. We have already paid RMB200 million for the equity stake that we are entitled to and RMB85 million for construction and development cost. The project has been launched for sales on the New Year Holiday 2010 and recorded contracted sales aggregating RMB480 million. The project has generated cash inflow of RMB205 million to the Company within 6 months.



**Crowded moments at Changsha Evergrande Oasis and Changsha Evergrande City**





## **Details of Projects Development Progress**

- As at 31 December 2009, the Group's projects under construction with construction permits totaled 16.892 million sq.m. in GFA and 7.787 million sq.m. had obtained presale permits.

## **Projects that completed construction but have not yet delivered and Projects under construction but ready to be launched for sale**

- As at 31 December 2009, the Group's projects completed but yet to deliver and saleable projects under construction occupied GFA totaled approximately 17.71 million sq.m., of which 5.569 million sq.m. had been sold while the remaining 12.141 million sq.m. have not been launched.

