



## Share Information

Stock Code:  
**03900.HK**

Share Price:  
**HK\$14.34\***

52-week Share Price:  
**HK\$9.31 -  
HK\$17.00**

Shares Outstanding:  
**2,158M**

Market Cap:  
**HK\$30.95B\***

FYE: 31 Dec

\* As at 8 Nov 2013

## Pre-sale Overview

In October 2013, Greentown Group launched 16 new projects on a stand-alone or phase basis, with total saleable area of approximately 330,000 sqm.

The sales performance of major newly-launched projects in October 2013 are set out below:

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Dongying Ideal City	Apartment	15,718	5,080	33	6,561
Fuyang Harmony Garden	Commercial	2,058	862	29	33,213
Hangzhou Hope Town	Apartment	6,922	2,484	38	15,382
Qingdao Ideal City	Apartment	77,192	41,900	574	13,705
Zhuji Greentown Plaza	Apartment	9,115	5,281	68	12,952
Jinan National Games Project	Apartment	10,000	5,554	119	21,373
Hefei Jade Lake Rose Garden	Apartment	12,239	5,670	43	7,541
Deqing Yingxi Arcadia	Apartment	13,189	9,201	90	9,800
Others		187,841	76,015	2,612	34,362
<b>Total</b>		<b>334,274</b>	<b>152,047</b>	<b>3,606</b>	<b>23,719</b>



In October 2013, Greentown Group sold 2,674 units, comprising total saleable area of approximately 400,000 sqm. Monthly sales reached RMB9.3 billion, representing a MoM increase of 43%, with ASP of RMB23,458/sqm.

For the 10 months ended 31 October 2013, Greentown Group recorded a total saleable area of 2,680,000 sqm, while its total contracted sales reached RMB51.1 billion, representing a YoY increase of 33%, of which approximately RMB26 billion was attributable to the Group. As of 31 October 2013, in addition to contracted sales, Greentown Group recorded subscription sales of RMB5.4 billion, of which approximately RMB2.3 billion was attributable to the Group.

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