



Share Information Pre-sale Overview

Stock Code:
03900.HK

Share Price:
HK\$10.76*

52-week Share Price:
HK\$9.99 -
HK\$17.00

Shares Outstanding:
2,158M

Market Cap:
HK\$23.23B*

FYE: 31 Dec

* As at 7 Jan 2014

In December 2013, Greentown Group launched 10 new projects in whole or in phases, with total saleable area of approximately 200,000 sqm.

The sales performance of major new projects in December 2013 are set out below:

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Hangzhou Jiande Project	Apartment	9,373	1,056	23	21,345
Lishui Beautiful Spring River	Apartment	27,779	15,724	210	13,350
Lin'an Mantuo Garden	Villa	1,364	829	16	19,565
Lin'an Qingshan Lake Hongfengyuan	Villa	1,537	418	7	16,506
Nantong Qidong Rose Garden	Apartment	13,252	4,126	34	8,282
Qingdao Deep Blue Square	Apartment	82,268	4,417	260	58,934
Xinchang Rose Garden	Villa	6,512	496	8	15,251
Xinjiang Lily Apartment	Apartment	10,406	972	17	17,228
Zhuji Greentown Plaza	Apartment	28,843	5,916	82	13,937
Hainan Clear Water Bay	Apartment	21,420	12,131	243	20,061
Total		202,754	46,085	900	



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Greentown Group sold 1,665 units in December 2013, with total saleable area of approximately 270,000 sqm. Monthly sales reached approximately RMB5.9 billion, with an average selling price of RMB22,254 per sqm.

For the 12 months ended 31 December 2013, Greentown Group recorded a total saleable area of 3,090,000 sqm, while its total contracted sales reached approximately RMB62.1 billion, representing a year-to-year increase of 22%, of which approximately RMB32.3 billion was attributable to the Group. As of 31 December 2013, in addition to contracted sales, Greentown Group recorded subscription sales of RMB3.0 billion, of which approximately RMB1.3 billion was attributable to the Group.

Newly Acquired Projects of the Month

On 18 December 2013, a subsidiary of The Wharf (Holdings) Limited (“Wharf”) (stock code: 00004.HK) won a land parcel at Jinhui Road, Xiaoshan District of Hangzhou, through a land tender, auction and listing for a consideration of approximately RMB2.58 billion. The project has a site area of approximately 70,000 sqm and planned floor area of approximately 190,000 sqm zoned for residential use. The Group and Wharf entered into a framework agreement on 18 December 2013 pursuant to which the Group will make a 50% equity investment in that project to jointly develop the land. For details, please refer to the announcement of the Company dated 18 December 2013.

On 30 December 2013, the Group won a land parcel at Qixing District, Xinchang County of Zhejiang Province, through a land tender, auction and listing for a consideration of RMB500 million. The Group will have an 80% stake in the residential and commercial project, which comprises 70,000 sqm of land and 170,000 sqm of gross floor area. Land price of floor area was RMB2,887 per sqm.

(All figures in this newsletter are unaudited)

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