



Share Information Pre-sales Overview

Stock Code:
03900.HK

Share Price:
HK\$8.24*

52-week Share Price:
HK\$6.75 -
HK\$13.02

Shares Outstanding:
2,160M

Market Cap:
HK\$17.80B*

FYE: 31 Dec

* As at 5 Dec 2014

In November 2014, Greentown Group launched 14 new projects in whole or in phases, with a total saleable area of approximately 240,000 sqm.

The sales performance of major new projects in November 2014 is set out below:

Project	Project Type	Saleable	Area Sold sqm	Sales	
		Area Launched sqm		RMB million	ASP RMB/sqm
Xinchang Orchid Residence	High-rise apartment	50,819	27,200	253	9,313
Hangzhou Qiantang Mingyue	High-rise apartment	8,579	2,838	78	27,563
Fenghua Rose Garden	High-rise apartment	40,040	4,488	72	16,055
Hangzhou Xishan Taoyuan	High-rise apartment	64,405	8,451	63	7,503
Deqing Yingxi Taoyuan	High-rise apartment	12,818	6,308	61	9,669
Others		67,632	6,080	100	16,333
Total		244,293	55,365	627	



Greentown Group sold 3,091 units with a total saleable area of approximately 480,000 sqm in November 2014. Monthly sales reached approximately RMB9.8 billion, with an approximate average selling price of RMB20,427 per sqm.

For the 11 months ended 30 November 2014, Greentown Group recorded total contracted sales of approximately RMB66.7 billion involving a total saleable area of 3,310,000 sqm, of which approximately RMB32.9 billion was attributable to the Group. As at 30 November 2014, in addition to contracted sales, Greentown Group recorded subscription sales of RMB3.4 billion, of which approximately RMB1.7 billion was attributable to the Group. Greentown Group achieved 108% of the full-year target set at the beginning of 2014.



Newly Acquired Projects of the Month

On 7 November 2014, a joint venture company indirectly held by Shanghai Sunac Greentown Investment Holdings Limited (“Sunac Greentown Investment”) (in which Greentown has a 50% stake) acquired a 47% stake in Shanghai Fuyuan Binjiang Development Co., Ltd for RMB1.57 billion. The latter is engaged in the development of the Fuyuan Binjiang Project in Shanghai, giving the Group an 11.515% stake in the project. Located at Pudong near the heart of the Lujiazui Financial District, the Fuyuan Binjiang Project occupies a built-up area of 37,000 sqm designated for residential and commercial development. It will have a gross floor area of 114,000 sqm, translating to a floor price of about RMB29,475 per sqm.

Please refer to the HKEx announcement of Sunac China Holdings Limited (Stock code: 01918.HK) dated 7 November 2014 for more detail.

On 12 November 2014, Sunac Greentown Investment submitted a winning bid of approximately RMB1.28 billion for a land parcel in Shishan, Suzhou. The Group holds a 50% stake in the residential project to be developed on the site, with a built-up area of about 37,000 sqm and a gross floor area of 110,000 sqm. This would translate to a floor price of about RMB11,146 per sqm.

On 13 - 14 November 2014, the Group submitted another winning bid of approximately RMB6.55 billion for a project at the Tianjing National Games Village. The project will sit on a 320,000 sqm site and have a gross floor area of 710,000 sqm, translating to a floor price of about RMB9,263 per sqm.

(All figures in this newsletter are unaudited.)

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