



## Newsletter of January 2013

### Share Information

**Stock Code:** 3900.HK

**Share Price:** HK15.56\*

**52-week share price:**

HK\$3.10 - HK\$16.50

**Shares Outstanding:** 2,143M

**Market Cap:** HK\$33.41B\*

**FYE:** 31 Dec

\* As at 11 January 2013

### Pre-sale Overview

In December 2012, Greentown Group launched a total of 7 new projects or phases of projects, with total saleable area of approximately 210,000 sqm.

Sales performance of major newly launched projects in December 2012 is set out below:

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Cixi Grace Garden	Apartment	38,502	14,263	177	12,428
Dongying Ideal City	French Mansion	24,325	14,531	251	17,257
Taizhou Ningjiang Mingyue	High-Rise Apartment	57,877	51,569	656	12,730
Taizhou Lagerstroemia Garden	Apartment	32,667	10,739	191	17,777
Hangzhou Wulin One	Apartment	16,806	8,474	641	75,600
Hangzhou Sincere Garden Shouchunyuan	Office	12,115	8,230	183	22,258
Nantong Qidong Rose Garden	Apartment	30,128	12,233	106	8,713
<b>Total</b>		<b>212,420</b>	<b>120,039</b>	<b>2,206</b>	<b>18,376</b>



In December 2012, Greentown Group recorded total sales of 1,968 units, with total saleable area of approximately 345,000 sqm. Monthly sales amounted to approximately RMB7.0 billion. For the 12 months ended 31 December 2012, Greentown Group achieved a YTD sales of approximately RMB54.6 billion (including RMB3.55 billion agreement sales), representing a YOY increase of 54.7% from RMB35.3 billion in 2011, of which approximately RMB28.9 billion was attributable to the Group. This had exceeded the Group's 2012 annual sales target of RMB40 billion by 136.5%.

*(All figures contained in this newsletter are unaudited)*

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