


Apr
2013
NEWSLETTER

Newsletter of April 2013

Share Information

Stock Code: 03900.HK

Share Price: HK14.66*

52-week share price:

HK\$4.56 - HK\$17.00

Shares Outstanding: 2,153M

Market Cap: HK\$31.56B*

FYE: 31 Dec

* As at 10 April 2013

Pre-sale Overview

In March 2013, Greentown Group launched a total of 7 new projects or phases of projects, with total saleable area of approximately 126,000 sqm.

Sales performance of major newly launched projects in March 2013 is set out below:

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Jinan Lily Garden	Apartment	13,375	3,925	37	9,405
Haining Lily New Town	Apartment	27,686	16,588	238	14,328
Hangzhou Wulin No.1	Apartment	61,438	12,568	941	75,600
Hangzhou Sincere Garden Zhijingyuan	Apartment	9,266	2,909	100	34,503
Changsha Bamboo Garden	Apartment	9,000	2,075	23	10,913
Others	Villa	5,754	375	10	26,667
Total		125,519	38,440	1,349	35,086

In March 2013, Greentown Group recorded total sales of 1,525 units, with total saleable area of approximately 260,000 sqm. Monthly sales amounted to approximately RMB6 billion, which was doubled compared with last month. For the 3 months ended 31 March 2013, Greentown Group achieved a contracted sales of approximately RMB12.1 billion, representing a YoY increase of 162%, of which approximately RMB6.5 billion was attributable to the Group. As at 31 March 2013, Greentown Group recorded agreement sales of RMB4 billion, of which approximately RMB2.14 billion was attributable to the Group.



Apr

2013

NEWSLETTER

New Projects Acquired during the Month

On 16 March 2013, the Company and Sunac China (stock code: 01918.HK) entered into a framework agreement with China Gold Associates Limited in relation to the entire equity interest in three PRC project companies at an aggregate consideration of RMB9,019 million (subject to adjustment). The Company and Sunac China will acquire the aforesaid interest in the PRC project companies through a 50:50 offshore joint venture. The investment projects of these three PRC project companies are located in Huangpu District, Shanghai. The total aggregate site area is approximately 113,842 sqm. with a total GFA of approximately 724,439 sqm. The land will be developed for residential purpose.

Further Issuance of 5-Year Senior Notes

On 26 March 2013, the Company successfully entered into a Purchasing Agreement with Deutsche Bank, BOC International, Goldman Sachs (Asia) L.L.C., HSBC, Industrial and Commercial Bank of China (Asia) Limited, Standard Chartered Bank and UBS for a 5-Year Senior Notes (New Notes) in the aggregate principal amount of USD300,000,000 at a rate of 8.5% per annum. The New Notes shall constitute a further issuance of, and be consolidated and form a single series with, the Original Notes issued on 4 February 2013. The New Notes will have the same terms and conditions as those of the Original Notes, except the issue date and the offering price.

(All figures contained in this newsletter are unaudited)

IR Contact

Mr. Simon Fung

Chief Financial Officer
Tel: +86 571 8839 1288
Tel: +852 2530 0919
Fax: +86 571 8790 1717
Email: simonfung@chinagreentown.com

Ms. Dilys Li

Investor Relations
Tel: +852 2530 0996
Fax: +852 2523 6608
Email: dilys@chinagreentown.com

Ms. Sherry Xu

Investor Relations
Tel: + 86 571 8790 2207
Fax: + 86 571 8790 1717
Email: sherry@chinagreentown.com

Mr. Carl Ye

Investor Relations
Tel: + 86 571 8790 2676
Fax: + 86 571 8790 1717
Email: yekaer@chinagreentown.com