



## Share Information Pre-sale Overview

Stock Code:  
**03900.HK**

Share Price:  
**HK\$11.96\***

52-week Share Price:  
**HK\$7.69 -**  
**HK\$17.00**

Shares Outstanding:  
**2,155M**

Market Cap:  
**HK\$25.77B\***

FYE: 31 Dec

\* As at 8 July 2013

In June 2013, Greentown Group launched a total of 7 new projects or phases of projects, with total saleable area of approximately 96,000 sqm.

Sales performance of major newly launched projects in June 2013 are set out below:

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Jinan National Games Project	Villa	31,157	6,273	256	40,748
Hangzhou Orchid Garden	Apartment	18,627	2,126	121	56,947
An'ji Taohuayuan	Villa	4,497	4,497	85	19,111
Hangzhou Hope Town	Apartment	7,026	5,509	80	14,576
Shandong Dongying Ideal City	Villa	17,884	5,625	72	12,737
Jinan Lily Garden	Apartment	7,413	4,171	39	9,361
Cixi Grace Garden	Apartment	8,983	983	13	13,225
<b>Total</b>		<b>95,587</b>	<b>29,184</b>	<b>666</b>	<b>22,842</b>



In June 2013, Greentown Group recorded total sales of 1,579 units, with total saleable area of approximately 260,000 sqm. Monthly sales amounted to approximately RMB5.6 billion, with ASP of RMB21,434/sqm.

For the 6 months ended 30 June 2013, Greentown Group recorded a total saleable area of 1,390,000 sqm, and achieved a total contracted sales of approximately RMB29.4 billion, representing a YoY increase of 65%, of which approximately RMB15.3 billion was attributable to the Group. As of 30 June 2013, in addition to contracted sales, Greentown Group recorded agreement sales of RMB3.1 billion, of which approximately RMB1.5 billion was attributable to the Group.

## **New Projects Acquired during the Month**

On 18 June 2013, the Group entered into an equity transfer agreement with an independent third party to acquire a 30% equity interest in Hangzhou Greentown Shuyuan Property Company Limited (杭州綠城墅園置業有限公司) with an aggregate consideration of approximately RMB60 million. Hangzhou Greentown Shuyuan Property Company Limited is mainly engaged in the operation and development of the Hangzhou Xinhua Garden (杭州新華園項目).