



## Share Information Pre-sale Overview

Stock Code:  
**03900.HK**

Share Price:  
**HK\$15.32\***

52-week Share Price:  
**HK\$8.18 -**  
**HK\$17.00**

Shares Outstanding:  
**2,157M**

Market Cap:  
**HK\$33.05B\***

FYE: 31 Dec

\* As at 8 Oct 2013

In September 2013, Greentown Group launched a total of 14 new projects or phases of projects, with total saleable area of approximately 230,000 sqm.

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

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Shanghai Dynasty On the Bund	Apartment	45,839	8,449	618	73,192
Jiande Xinanjiang Project	Apartment	24,595	17,723	229	12,918
Shandong Xueye Lake Project	Villa	7,515	7,515	117	15,553
Shandong Dongying Ideal City	Villa	14,954	5,758	44	7,645
Nantong Qidong Rose Garden	Apartment	16,087	3,416	43	12,555
Jinan Lily Garden	Apartment	15,536	3,230	32	9,808
Changsha Bamboo Garden	Villa	5,375	1,560	18	11,749
Haining Lily New Town	Commercial	4,764	257	5	19,850
Shenyang National Games Project	Apartment	5,838	355	3	9,611
Others		89,667	35,145	388	11,036
<b>Total</b>		<b>230,170</b>	<b>83,407</b>	<b>1,498</b>	<b>17,954</b>



In September 2013, Greentown Group recorded total sales of 1,992 units, with total saleable area of approximately 310,000 sqm. Monthly sales amounted to approximately RMB6.5 billion, with ASP of RMB20,677/sqm.

For the 9 months ended 30 September 2013, Greentown Group recorded a total saleable area of 2,120,000 sqm, while its total contracted sales amounted to approximately RMB43.6 billion, representing a YoY increase of 34%, of which approximately RMB22.4 billion was attributable to the Group. As of 30 September 2013, in addition to contracted sales, Greentown Group recorded subscription sales of RMB4.3 billion, of which approximately RMB2 billion was attributable to the Group.

## Newly Acquired Projects of the Month

On 18 September 2013, by way of open auction, the Group partnered with an independent third party to acquire a piece of land located in Yuyao, Ningbo City, Zhejiang Province at a consideration of approximately RMB1.6 billion. The Group has 47% equity interest. The project will be developed for residential and commercial use. With an aggregate site area of approximately 186,000 sqm and a gross floor area of approximately 373,000 sqm, the average land cost of the project is approximately RMB4,252/sqm.

### 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](mailto:simonfung@chinagreentown.com)

**Ms. Dilys Li**

Investor Relations  
Tel: +852 2530 0996  
Fax: +852 2523 6608  
Email: [dilys@chinagreentown.com](mailto:dilys@chinagreentown.com)

**Ms. Sherry Xu**

Investor Relations  
Tel: +86 571 8790 2207  
Fax: +86 571 8790 1717  
Email: [sherry@chinagreentown.com](mailto:sherry@chinagreentown.com)

**Mr. Carl Ye**

Investor Relations  
Tel: +86 571 8790 2676  
Fax: +86 571 8790 1717  
Email: [yekaer@chinagreentown.com](mailto:yekaer@chinagreentown.com)