


**Sep**
**2011**
**NEWSLETTER**

## Newsletter of September 2011

### Share Information

**Stock Code:** 3900.HK

**Share Price:** HK\$ 5.80\*

**52-week share price:**

HK\$5.39 - HK\$10.16

**Shares Outstanding:** 1,640M

**Market Cap:** HK\$ 9,512M\*

**FYE:** 31 Dec

\* As at 12 September 2011

### Pre-sale Overview

In August 2011, the Greentown Group launched a total of 11 new projects or phases of projects, with total saleable area of approximately 150,000 sqm.

Sales performance of major newly launched projects in August 2011 is set out below:

Project	Project Type	Saleable Area Launched	Area Sold	Sales	ASP
		sqm.	sqm.	RMB million	RMB/sqm.
Zhoushan Changqidao Project	Villa	15,684	12,166	328	26,958
Xinjiang Lily Apartment	Low-rise apartment	30,765	17,115	308	18,013
Jinan National Games Project	Apartment	18,208	11,095	176	15,843
Haining Lily New Town	Low-rise apartment	4,997	2,513	76	30,318
Beijing Majestic Mansion	Retail space	1,627	318	25	78,925
Xintai Yulan Garden	High-rise apartment	20,622	2,636	18	6,824
Hefei Jade Lake Rose Garden	High-rise apartment	21,556	1,818	18	9,837
Kunshan Rose Garden	Villa	5,971	443	15	33,935
Others		28,549	845	10	11,918
<b>Total</b>		<b>147,979</b>	<b>48,948</b>	<b>974</b>	<b>19,905</b>



In August 2011, the Greentown Group recorded a total contracted sales of 647 units, with total saleable area of approximately 130,000 sqm. while total contracted sales proceeds were RMB2.3 billion. For the 8 months ended 30 August 2011, the Greentown Group achieved a YTD sales of RMB24.8 billion (including RMB2.5 billion agreement sales), of which approximately RMB16.0 billion was attributable to the Group.

## Trust Fund

The Citic Qianjing Green Star-City Investment Trust Fund Plan (the “Fund”) was jointly established by Greentown Real Estate Group Co., Ltd (“Greentown”, a subsidiary of the Group) and CITIC Trust Company Limited (“CITIC Trust”) on 15 August 2011. The initial fund size is RMB1.2 billion, of which RMB204 million has been subscribed by Greentown, and the remaining RMB996 million has been subscribed by the public.

The Fund adopts a multi-layered investment approach and multi-level investment structure in accordance with investment risk profiles of different investors. The fund manager levies a performance fee based on the performance of the Fund.

The Fund mainly invests in real estate projects (including land and property) in major cities or cities with unique features in the PRC, as well as other assets marked by high liquidity and low risk premium. Leveraging CITIC Trust’s expertise in financial and risk management, coupled with the close monitoring of Investment Strategy Review Committee jointly established by Greentown and CITIC Trust, the Fund has put in place strict risk control policies in various investment aspects such as pledge of assets and risk isolation, thereby creating safe and stable returns for investors.

(All figures contained in this newsletter are unaudited)

### IR Contact

**Mr. Simon Fung**

Chief Financial Officer

Tel: +86 571 8839 1288

Fax: +86 571 8790 1717

Email: [simonfung@chinagreentown.com](mailto:simonfung@chinagreentown.com)**Ms. Tiffany Cheung**

Head of Investor Relations

Tel: +852 2523 3138

Fax: +852 2523 3137

Email: [tiffany@chinagreentown.com](mailto:tiffany@chinagreentown.com)**Ms. Dilys Li**

Investor Relations

Tel: +852 2530 0996

Fax: +852 2523 3137

Email: [dilys@chinagreentown.com](mailto:dilys@chinagreentown.com)