


**Jun**
**2012**
**NEWSLETTER**

## Newsletter of June 2012

### Share Information

**Stock Code:** 3900.HK

**Share Price:** HK\$ 7.03\*

**52-week share price:**

HK\$3.02 - HK\$7.73

**Shares Outstanding:** 1,640M

**Market Cap:** HK\$ 11,531M\*

**FYE:** 31 Dec

\* As at 12 June 2012

### Pre-sale Overview

In May 2012, Greentown Group launched a total of 6 new projects or phases of projects, with total saleable area of approximately 105,000 sqm.

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

Project	Project Type	Saleable Area Launched sqm.	Area Sold sqm.	Sales RMB million	ASP RMB/sqm.
Xinjiang Lily Apartment	Flat mansion	29,362	11,701	211	18,018
Suzhou Majestic Mansion	Villa	62,773	3,796	164	43,188
Nantong Yulan Apartment	Retail space	3,943	2,520	50	19,982
Xintai Yulan Garden	Retail space	3,942	3,505	49	14,004
Lin'an Mantuo Garden	Villa	4,054	2,868	43	15,056
Hefei Jade Lake Rose Garden	Retail space	848	848	12	14,380
<b>Total</b>		<b>104,922</b>	<b>25,238</b>	<b>529</b>	<b>20,984</b>

In May 2012, Greentown Group recorded total sales of 929 units, with total saleable area of approximately 170,000 sqm. Monthly sales amounted to approximately RMB3.4 billion (including RMB0.4 billion agreement sales). For the 5 months ended 31 May 2012, Greentown Group achieved a YTD sales of approximately RMB13.8 billion (including RMB2.9 billion agreement sales), of which approximately RMB8.6 billion was attributable to the Group.



## **Strategic Alliance Agreement with Wharf**

On 8th June 2012, Greentown announced the signing of a Subscription Agreement and an Investment Agreement with The Wharf (Holdings) Limited (“Wharf” (stock code: 00004)), at an aggregate amount of approximately HK\$5.10 billion (RMB4.18 billion).

According to the agreement, stage one of the transaction involves the share placement of 327 million Greentown shares to Wharf (approximately 19.99% of the entire issued share capital of the Company) at the subscription price of HK\$5.2 per share, at a total aggregate amount of HK\$1.70 billion; stage two involves a share placement of 162 million Greentown shares to Wharf (approximately 9.88% of the entire issued share capital of the Company) at the subscription price of HK\$5.2 per share, at a total aggregate amount of HK\$843 million, plus the issuance of perpetual subordinated convertible callable securities to further raise HK\$2.55 billion. The convertible securities are convertible any time after the expiry of three years from the issue date, at the conversion price of HK\$7.4 per share. The rate of distribution of the convertible securities for the first 5 years will be 9% per annum, with an increment of 2% for each 5-year term afterwards. The redemption premium will be raised by 3.5% each year, with a maximum of 17.5%. The alliance with Wharf will strengthen the Group’s financial stability, and improve our capital structure and corporate governance.

## **Project Transfer**

On 24 May 2012, the Group entered into an equity transfer agreement in relation to the sale of Taizhou Greentown Nengyuan Real Estate Co., Ltd. (“Taizhou Greentown Nengyuan”), pursuant to which the Group agreed to sell its 39% equity interest in Taizhou Greentown Nengyuan to an independent third party at RMB39 million, being the cost of registered capital. The Group still owns 10% equity interest in Taizhou Greentown Nengyuan after the completion of the transfer. Taizhou Greentown Nengyuan principally owns and develops the Taizhou Lagerstroemia Garden.

On 24 May 2012, the Group entered into an equity transfer agreement in relation to the sale of Taizhou Greentown Real Estate Co., Ltd. (“Taizhou Greentown”) pursuant to which the Group agreed to sell its 35% equity interest in Taizhou Greentown to an independent third party at RMB35 million, being the cost of registered capital. The Group still owns 10% equity interest in Taizhou Greentown after the completion of the transfer. Taizhou Greentown principally owns and develops the Taizhou Begonia Garden.

## **Convertible Bond**

The Company has redeemed the RMB 180 million USD convertible bond, which was due on 18 May 2012.

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

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