



## Share Information Pre-sale Overview

Stock Code:  
**03900.HK**

Share Price:  
**HK\$15.30\***

52-week Share Price:  
**HK\$7.95 -  
HK\$17.00**

Shares Outstanding:  
**2,157M**

Market Cap:  
**HK\$33.00B\***

FYE: 31 Dec

\*As at 10 September 2013

In August 2013, Greentown Group launched a total of 12 new projects or phases of projects, with total saleable area of approximately 220,000 sqm.

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

Project	Project Type	Saleable Area Launched sqm	Area Sold sqm	Sales RMB million	ASP RMB/sqm
Shangdong Dongying Ideal City	Apartment	21,947	13,919	105	7,515
Fuyang Harmony Garden	Apartment	29,599	8,192	108	13,135
Hangzhou Orchid Garden	Apartment	3,357	1,947	135	69,093
Jinan Lily Garden	Apartment	7,662	1,681	16	9,617
Taizhou Begonia Garden	Apartment	14,012	4,684	77	16,516
Xintai Yulan Garden	Apartment	11,003	7,168	44	6,102
Jinan National Games Project	Apartment	17,224	7,894	162	20,527
Lin'an Qingshan Lake Hongfengyuan	Villa	2,565	1,069	18	16,570
Others		109,187	27,805	917	32,994
<b>Total</b>		<b>216,557</b>	<b>74,359</b>	<b>1,581</b>	<b>21,263</b>



In August 2013, Greentown Group recorded total sales of 1,539 units, with total saleable area of approximately 260,000 sqm. Monthly sales amounted to approximately RMB5.4 billion, with ASP of RMB20,980/sqm.

For the 8 months ended 31 August 2013, Greentown Group recorded a total saleable area of 1,860,000 sqm, and achieved total contracted sales of approximately RMB38.3 billion, representing a YoY increase of 41%, of which approximately RMB19.6 billion was attributable to the Group. As of 31 August 2013, in addition to contracted sales, Greentown Group recorded agreement sales of RMB3.8 billion, of which approximately RMB1.6 billion was attributable to the Group.

## New Project Acquired during the Month

On 31 August 2013, Shanghai Sunac Greentown Real Estate Development Co., Ltd. (Greentown owns 50% equity interest) acquired 49% equity interest in Shanghai Haochuan Property Co., Ltd (“Shanghai Haochuan”) from Zhejiang Kangheng Real Estate Development Co., Ltd. for a consideration of approximately RMB510 million. Shanghai Haochuan owns “Xiang Yi Flower Town”, a commercial and residential project located next to an inner ring overpass. It occupies a site area of approximately 211,000 sqm and gross floor area of approximately 468,000 sqm.

### IR Contact

**Mr. Simon Fung**

Chief Financial Officer  
Tel: +86 571 8839 1288  
Tel: +852 2530 0919  
Fax: +86 571 8790 1717  
Email: [simoncfung@chinagreentown.com](mailto:simoncfung@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: [yekeer@chinagreentown.com](mailto:yekeer@chinagreentown.com)