## Country Garden Holdings Company Limited

## 碧桂园控股有限公司

Stock Code:2007.HK

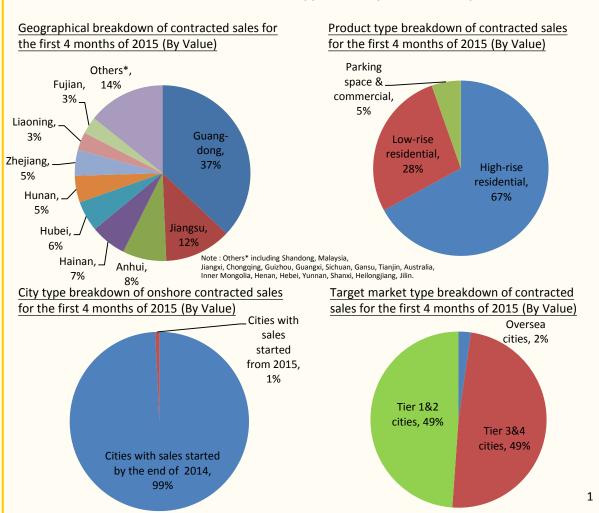
Newsletter May 2015



Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction, installation, fitting, property management, as well as hotel development and management. In addition, "Country Garden" has been named by the PRC State Administration for Industry and Commerce as "China's Well-Known Trademarks" in the property sector in 2006. The Group became a constituent stock of MSCI Global Standard Indices on 1 September 2007. It also became a constituent stock of Hang Seng Composite Index 200 and Hang Seng Mainland Composite Index on 10 September 2007.

#### **Contracted Sales**

■For the first 4 months of 2015, the Group achieved contracted sales of approximately RMB24.29 billion with contracted sales GFA of approximately 3.84 million square meters.



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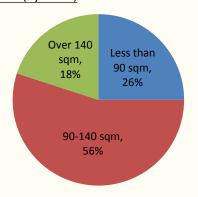
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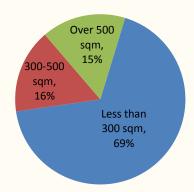


#### Contracted Sales (Cont'd)

Unit size breakdown of contracted sales of highrise residential products for the first 4 months of 2015 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first 4 months of 2015 (By Value)



■Top ten cities where the Group achieved the highest contracted sales for the first 4 months of 2015 were as follows; the Group's aggregated contracted sales amount in these 10 cities was approximately RMB10.38 billion, accounting for 43% of the Group's total contracted sales.

Cities of the Contracted Sales	Contracted Sales (RMB Billion)	Contracted Sales GFA	Contracted Sales ASP (RMB per Sqm)	
	(******2	('000 Sqm)		
Hainan – Lingshui City	1.45	86	16,950	
Guangdong – Dongguan City	1.38	201	6,894	
Guangdong – Guangzhou City	1.36	105	12,922	
Guangdong – Huizhou City	1.18	161	7,356	
Guangdong – Shaoguan City	0.89	176	5,076	
Guangdong – Jiangmen City	0.87	165	5,277	
Guangdong – Meizhou City	0.87	192	4,507	
Jiangsu – Nantong City	0.82	118	6,950	
Liaoning – Shenyang City	0.78	145	5,401	
Guangdong – Foshan City	0.77	83	9,212	



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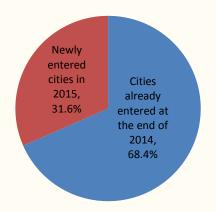
#### **New Land Acquisitions**

■The Group acquired RMB2.954 billion (including minority interests) new lands with an estimated GFA of 2.736 million sqm for the first 4 months of 2015. The estimated attributable GFA to the owners of the Company was approximately 2.464 million sqm, and the total land premium was approximately RMB2.658 billion, the average land price was approximately RMB1,078 per sqm. The breakdown of the estimated attributable GFA to the owners of the Company was as follows:

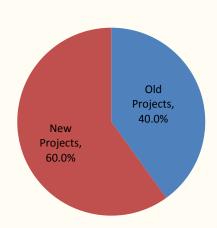
Provinces breakdown of newly acquired lands for the first 4 months of 2015 (By GFA)



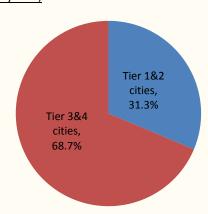
City type breakdown of newly acquired lands for the first 4 months of 2015 (By GFA)



<u>Project type breakdown of newly acquired</u> lands for the first 4 months of 2015 (By GFA)



Target market type breakdown of newly acquired lands for the first 4 months of 2015 (By GFA)



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New Land Acquisition in 2015								
Province	Project	City (District)	Site Area (sqm)	Expected GFA (sqm)	Land Cost (RMB Million)	Equity Ratio		
Anhui	Country Garden - Jade Bay Phase II	Wuhu (Wuwei)	68,667	123,601	160	100%		
Guizhou	Renhuai Country Garden Phase II	Zunyi (Renhuai)	100,000	57,000	88	100%		
Jiangsu	Tong'an Country Garden*	Suzhou (Hi-tech District)	24,996	44,993	89	90%		
Jiangsu	Baoying Country Garden Phase II	Yangzhou (Baoying)	120,000	201,600	381	100%		
Guangdong	Tianhui Country Garden*	Dongguan (Dalang)	56,000	112,000	250	100%		
Jiangsu	Country Garden - Phoenix City (new land replenishment)	Zhenjaing (Jurong)	75,333	210,932	79	100%		
Jiangsu	Country Garden - Europe City (new land replenishment)	Chuzhou (Nanqiao)	76,667	98,900	75	100%		
Jiangsu	Jintan Country Garden*	Changzhou (Jintan)	86,886	217,215	262	100%		
Hainan	Country Garden - Coral Palace Phase II (2)	Lingshui (Yingzhou)	58,667	96,800	113	55%		
Hainan	Country Garden - Coral Palace Phase II (3)	Lingshui (Yingzhou)	79,333	105,513	151	55%		
Fujian	Fu'an Country Garden*	Ningde (Fu'an)	15,817	23,725	33	30%		
Fujian	Jian'ou Country Garden*	Nanping (Jian'ou)	51,374	102,748	62	43%		
Guangdong	Lufeng Country Garden*	Shanwei (Lufeng)	247,975	495,950	134	100%		
Shanghai	Jiading Country Garden*	Shanghai (Jiading)	62,443	74,932	608	100%		
Hainan	Country Garden - Coral Palace Phase III (1)	Lingshui (Yingzhou)	125,280	224,251	244	55%		
Guangdong	Leizhou Country Garden*	Zhanjiang (Leizhou)	97,213	243,033	118	100%		
Guangdong	Wuhua Country Garden Phase II	Meizhou (Wuhua)	23,195	60,307	34	100%		
Shaanxi	Hancheng Country Garden*	Weinan (Hancheng)	80,914	242,742	73	100%		
Total			1,450,760	2,736,242	2,954			
Apr sub- total			704,211	1,467,688	1,306			

<sup>\*</sup> New projects in 2015