

Country Garden Holdings Company Limited

碧桂园控股有限公司

Stock Code:2007.HK

Newsletter February 2017



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. The Group became a constituent stock of MSCI Global Standard Indices on 1 September 2007, Hang Seng Composite Index and Hang Seng Mainland 100 on 10 September 2007, and FTSE China 50 Index on 14 September 2016.

Contracted Sales

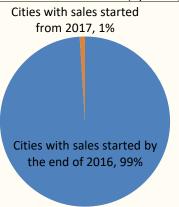
■For the first month of 2017, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB48.60 billion with contracted sales GFA of approximately 5.49 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB35.30 billion and 4.06 million sqm, respectively).

Geographical breakdown of contracted sales for the first month of 2017 (By Value)

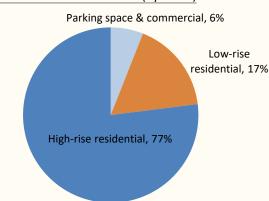


Note: Others* including Malaysia, Liaoning, Sichuan, Fujian, Hebei, Tianjin, Gansu, Shandong, Jiangxi, Shanghai, Shanxi, Chongqing, Inner Mogolia, Yunnan, Heilongjiang, Shaanxi, Qinghai, Austrilia, Jilin.

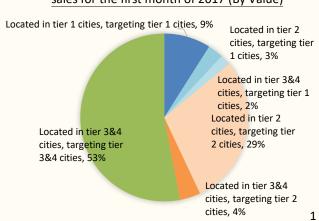
City type breakdown of onshore contracted sales for the first month of 2017 (By Value)



Product type breakdown of contracted sales for the first month of 2017 (By Value)



<u>Domestic tier of cities breakdown of contracted</u> sales for the first month of 2017 (By Value)



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碧桂園 给您一个五星级的家



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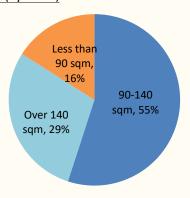
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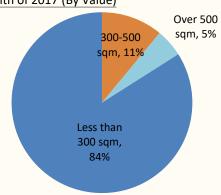


Contracted Sales (Cont'd)

Unit size breakdown of contracted sales of highrise residential products for the first month of 2017 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first month of 2017 (By Value)



■Top ten cities where the Group, together with its joint ventures and associates, achieved the highest contracted sales for the first month of 2017 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB17.74 billion, accounting for approximately 36.5% of the Group together with its joint ventures and associates' total contracted sales.

Cities (By Location)	Contracted Sales (RMB Billion)	Contracted Sales GFA ('000 Sqm)	Contracted Sales ASP (RMB per Sqm)
Guangdong – Guangzhou	2.97	201	14,746
Guangdong – Dongguan	2.88	172	16,728
Hainan – Lingshui	2.40	145	16,556
Anhui-Fuyang	1.68	162	10,327
Jiangsu – Zhenjiang	1.53	161	9,485
Guangdong – Foshan	1.36	113	12,018
Henan-Zhengzhou	1.30	153	8,453
Shanghai-Shanghai	1.28	42	30,677
Jiangsu – Suzhou	1.24	87	14,261
Guangdong – Zhongshan	1.10	66	16,810



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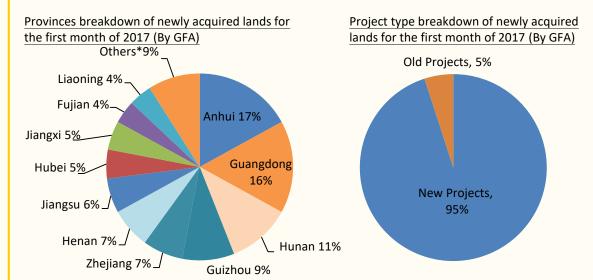
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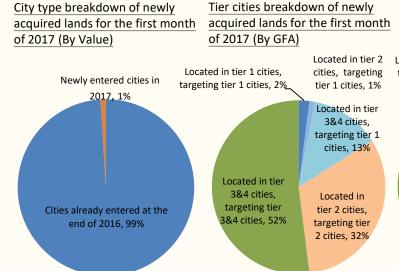


New Land Acquisitions in China

■The Group acquired RMB24.11 billion (including minority interests) new lands with an estimated GFA of 8.00 million sqm for the first month of 2017 in China. The estimated attributable GFA to the owners of the Company in China was approximately 6.33 million sqm, and the total land premium was approximately RMB20.44 billion, the average land price was approximately RMB3,227 per sqm. The breakdown of the estimated attributable GFA or value to the owners of the Company was as follows:



 ${\bf Note: Others*\ including\ Hebei, Shanghai, Tianjin, Guangxi, Shanxi}$



Tier cities breakdown of newly acquired lands for the first month of 2017 (By Value)



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New Land Acquisition in 2017								
Code Province		Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity	
				(sqm)	(sqm)	(RMB Million)	Ratio**	
1	Guangxi	Vanke Park*	Nanning(Liangqing)	75,940	227,820	759	40%	
2	Tianjin	(To Be Confirmed)*	Tianjin(Jixian)	145,607	115,029	328	80%	
3	Anhui	Xuancheng Country Garden Phase II*	Xuancheng(Xuanzhou)	41,549	83,098	144	51%	
4	Jiangxi	(To Be Confirmed)*	Nanchang(Nanchang)	51,667	129,167	234	30%	
5	Hebei	Country Garden-Guangting Lan*	Zhangjiakou(Huailai)	130,978	239,690	327	70%	
6	Hunan	(To Be Confirmed)*	Hengyang(Leiyang)	34,468	51,702	42	55%	
7	Anhui	Country Garden-Golden Time*	Fuyang(Yingzhou)	210,026	420,052	1,874	59%	
8	Anhui	Country Garden-Jade Bay South*	Fuyang(Jingkai)	238,136	523,899	936	30%	
9	Zhejiang	Lucheng Fengmen Country Garden*	Wenzhou(Lucheng)	27,729	55,459	282	100%	
10	Zhejiang	Lucheng Fengmen Country Garden*	Wenzhou(Lucheng)	23,785	47,570	220	100%	
11	Anhui	Country Garden-Jade Bay North*	Fuyang(Jingkai)	149,456	373,640	643	26%	
12	Guizhou	Country Garden-Coast one*	Qiandongnan (Kaili)	244,379	268,817	403	100%	
13	Henan	Country Garden-Moon Coast*	Zhumadian(Xincai)	120,800	302,001	289	100%	
14	Henan	Country Garden-Jade City	Zhengzhou(Xingyang)	184,267	294,827	456	51%	
15	Guangdong	(To Be Confirmed)	Huizhou(Huidong)	38,679	46,414	45	100%	
16	Guangdong	(To Be Confirmed)*	Jiangmen(Xinhui)	55,709	167,127	451	100%	
17	Guizhou	Country Garden-Institution One*	Guiyang(Huaxi)	82,309	164,618	121	100%	
18	Anhui	Country Garden-Dragon Mansion*	Chuzhou(Langya)	141,880	312,136	952	100%	
19	Guangdong	(To Be Confirmed)*	Zhongshan(Sanxiang)	54,634	136,584	820	100%	
20	Shanxi	Country Garden-Tianhui*	Taiyuan(Xiaodian)	12,757	51,030	101	30%	
21	Anhui	(To Be Confirmed)*	Wuhu(Wuhu)	59,080	129,976	107	51%	
22	Anhui	(To Be Confirmed)*	Hefei(Binhu)	67,340	168,350	2,682	100%	
23	Guangdong	(To Be Confirmed)*	Qingyuan(Qingcheng)	129,653	318,947	863	100%	
24	Guangdong	(To Be Confirmed)*	Qingyuan(Qingcheng)	104,253	272,101	696	100%	
25	Hubei	Jingzhou Country Garden*	Jingzhou(Shashi)	72,987	255,454	470	100%	
26	Liaoning	(To Be Confirmed)*	Shenyang(Heping)	38,127	141,069	421	100%	
27	Zhejiang	(To Be Confirmed)*	Hangzhou(Xiaoshan)	32,427	74,582	522	100%	
28	Zhejiang	(To Be Confirmed)*	Hangzhou(Xiaoshan)	48,320	120,800	882	100%	
29	Zhejiang	(To Be Confirmed)*	Hangzhou(Xiaoshan)	24,306	63,196	681	100%	
30	Zhejiang	(To Be Confirmed)*	Hangzhou(Xiaoshan)	39,617	99,043	1,068	100%	
31	Fujian	Country Garden-Gui'an Mansion*	Fuzhou(LianJiang)	184,407	210,224	470	80%	
32	Hebei	(To Be Confirmed)*	Langfang(Bazhou)	33,640	67,280	726	51%	
33	Hunan	Country Garden-Ten Mile Coast*	Huaihua(Hecheng)	275,140	605,308	389	100%	
34	Hunan	(To Be Confirmed)*	Changsha(Wangcheng)	44,180	66,270	114	100%	
35	Hubei	(To Be Confirmed)*	Wuhan(Caidian)	37,002	92,505	71	100%	



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Code	Province	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity
		. rojest		(sqm)	(sqm)	(RMB Million)	Ratio**
36	Guizhou	Country Garden-Guiyang One	Guiyang(Huaxi)	130,233	265,675	193	43%
37	Liaoning	(To Be Confirmed)*	Shenyang(Hunnan)	35,013	105,040	173	100%
38	Jiangsu	(To Be Confirmed)*	Yancheng(Tinghu)	111,764	189,999	502	100%
39	Jiangsu	(To Be Confirmed)*	Yancheng(Tinghu)	99,553	159,286	464	100%
40	Guangdong	Gaoming Country Garden*	Foshan(Gaoming)	41,109	90,441	92	100%
41	Jiangxi	(To Be Confirmed)*	Jiujiang(Balihu)	96,496	270,190	731	100%
42	Fujian	(To Be Confirmed)*	Zhangzhou(Zhao'an)	27,607	91,103	121	100%
43	Shanghai	(To Be Confirmed)*	Shanghai(Baoshan)	89,155	136,852	2,245	100%
Total -		3,886,167	8,004,372	24,110			
January sub-total -		3,886,167	8,004,372	24,110			

^{*}New projects in 2017

^{**}CG's project level equity stake may subject to change due to the implementation of the partnership scheme, under which CG's senior management teams from both HQ and project level are required to take no more than 15% of equity of all the projects acquired after October 2014.