

Country Garden Holdings Company Limited 碧桂园控股有限公司

Stock Code:2007.HK

Newsletter March 2017

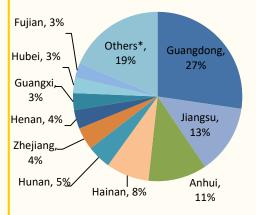


Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. The Group became a constituent stock of MSCI Global Standard Indices on 1 September 2007, Hang Seng Composite Index and Hang Seng Mainland 100 on 10 September 2007, and FTSE China 50 Index on 14 September 2016.

Contracted Sales

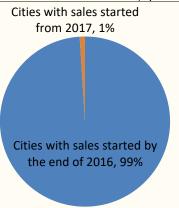
■For the first 2 month of 2017, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB87.26 billion with contracted sales GFA of approximately 9.99 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB63.81 billion and 7.45 million sqm, respectively).

Geographical breakdown of contracted sales for the first 2 month of 2017 (By Value)

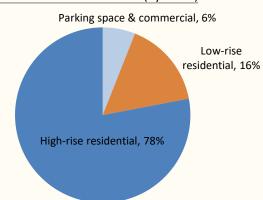


Note : Others* including Malaysia, Liaoning, Sichuan, Guizhou, Hebei, Tianjin, Gansu, Shandong, Jiangxi, Shanghai, Shanxi, Chongqing, Inner Mogolia, Yunnan, Heilongjiang, Shaanxi, Qinghai, Australia, Jilin.

City type breakdown of onshore contracted sales for the first 2 month of 2017 (By Value)



Product type breakdown of contracted sales for the first 2 month of 2017 (By Value)



<u>Domestic tier of cities breakdown of contracted</u> sales for the first 2 month of 2017 (By Value)



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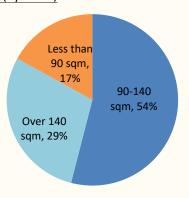
Stock Code:2007.HK

Newsletter March 2017

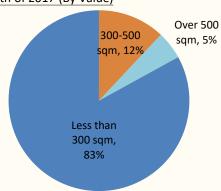


Contracted Sales (Cont'd)

Unit size breakdown of contracted sales of highrise residential products for the first 2 month of 2017 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first 2 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 2 month of 2017 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB 31.2 billion, accounting for approximately 35.7% 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)
Hainan – Lingshui	5.10	292	17,473
Guangdong – Guangzhou	4.69	305	15,365
Guangdong – Dongguan	3.93	237	16,566
Jiangsu – Suzhou	3.35	239	13,995
Jiangsu – Zhenjiang	3.06	322	9,502
Guangdong – Huizhou	2.73	219	12,482
Anhui – Fuyang	2.38	231	10,313
Guangdong – Foshan	2.37	192	12,353
Henan – Zhengzhou	1.99	235	8,438
Shaanxi – Xi'an	1.61	220	7,291



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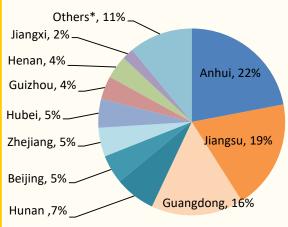
Newsletter March 2017



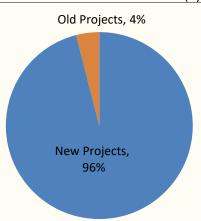
New Land Acquisitions in China

■The Group acquired RMB49.03 billion (including minority interests) new lands with an estimated GFA of 15.87 million sqm for the first 2 month of 2017 in China. The estimated attributable GFA to the owners of the Company in China was approximately 12.48 million sqm, and the total land premium was approximately RMB 42.46 billion, the average land price was approximately RMB3,401 per sqm. The breakdown of the estimated attributable GFA or value to the owners of the Company was as follows:

Provinces breakdown of newly acquired lands for the first 2 month of 2017 (By GFA)



Project type breakdown of newly acquired lands for the first 2 month of 2017 (By GFA)



Note : Others* including Fujian, Tianjin, Hebei, Liaoning, Guangxi, Shanghai,

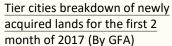


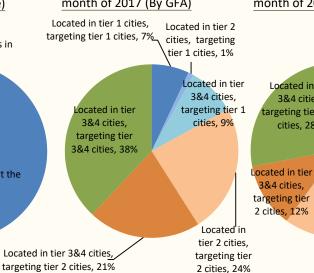
Newly entered cities in

2017, 1%

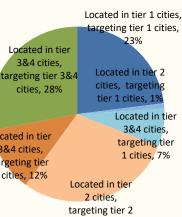
Cities already entered at the

end of 2016, 99%





Tier cities breakdown of newly acquired lands for the first 2 month of 2017 (By Value)



cities, 29%

3



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Newsletter March 2017



	New Land Acquisition in 2017							
Code P	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	1,894	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	47%	
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	85%	
19	Guangdong	(To Be Confirmed)*	Zhongshan(Sanxiang)	54,634	136,584	820	85%	
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	75%	
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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		Troject	city (District)	(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%	
44	Hunan	Country Garden - Star Mansion*	Changsha(Changsha)	30,573	123,517	165	100%	
45	Guangdong	(To Be Confirmed)*	Guangzhou(Conghua)	18,813	56,440	249	90%	
46	Jiangsu	Country Garden - Boyuebinjiang*	Taizhou(Jingjiang)	86,554	155,798	562	100%	
47	Guangxi	Country Garden - City Center One*	Liuzhou(Yufeng)	46,873	117,183	511	94%	
48	Jiangsu	Country Garden - Jiangnanshijia*	Zhenjiang(Jurong)	221,554	620,352	1,595	100%	
49	Jiangsu	Country Garden - Central Park*	Zhenjiang(Jurong)	285,921	834,889	2,059	100%	
50	Anhui	Country Garden - Aoneng Flourish Rome*	Chuzhou(Quanjiao)	224,940	562,351	341	43%	
50	Anhui	Country Garden - Aoneng Flourish Rome*	Chuzhou(Quanjiao)	295,951	739,878	801	43%	
50	Anhui	Country Garden - Aoneng Flourish Rome*	Chuzhou(Quanjiao)	330,198	670,301	248	43%	
51	Hubei	Country Garden - Bund View*	Wuhan(Huangpo)	19,513	52,685	71	100%	
52	Jiangsu	Baoying Country Garden	Yangzhou(Baoying)	19,625	52,006	89	100%	
53	Hebei	Country Garden - Tianhui*	Shijiazhuang(Qiaoxi)	30,407	95,477	412	51%	
54	Jiangsu	Country Garden - Phoenix Mansion*	Wuxi(Jiangyin)	93,307	149,291	143	100%	
55	Zhejiang	Jiazhi Country Garden*	Taizhou(Jiaojiang)	60,354	150,885	1,006	100%	
56	Jiangsu	Suqian Country Garden	Suqian(Susuyuan District)	106,444	146,893	161	100%	
57	Guangdong	Leping Country Garden*	Foshan(Sanshui)	46,987	117,467	300	100%	
58	Jiangsu	Country Garden - Sunac Lingyu*	Yangzhou(Jiangdu)	53,956	107,912	380	51%	
59	Fujian	Country Garden - Yue Fu*	Ningde(Gutian)	20,747	58,092	135	100%	
60	Anhui	Country Garden - Wantingyinxiang*	Chuzhou(Nanqiao)	72,123	144,246	292	100%	



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				(sqm)	(sqm)	(RMB Million)	Ratio**		
61	Guangdong	(To Be Confirmed)*	Zhongshan(Nanqu)	19,566	48,915	82	85%		
62	Beijing	(To Be Confirmed)*	Beijing(Changping)	644,410	612,189	7,000	100%		
63	Guangdong	(To Be Confirmed)*	Shenzhen(Longgang)	38,259	153,038	428	50%		
64	Guangdong	(To Be Confirmed)*	Zhongshan(Nantou)	36,414	109,241	500	100%		
65	Anhui	Country Garden - Jinlingtianxia*	Chuzhou(Nanqiao)	104,407	208,814	535	100%		
66	Anhui	Country Garden - Shifugongguan*	Chuzhou(Chengnan)	98,553	194,149	730	100%		
67	Guangdong	(To Be Confirmed)*	Zhongshan(Guzhen)	21,423	59,985	360	100%		
68	Guangdong	(To Be Confirmed)*	Zhongshan(Guzhen)	16,701	41,753	251	100%		
69	Guangdong	(To Be Confirmed)*	Zhongshan(Henglan)	14,688	29,377	103	100%		
70	Hubei	Country Garden - The Cullinan*	Xiaogan(Yingcheng)	116,207	209,173	141	85%		
71	Guangdong	(To Be Confirmed)*	Huizhou(Huidong)	69,993	153,984	679	100%		
72	Guangdong	(To Be Confirmed)*	Huizhou(Huidong)	38,015	83,634	299	100%		
73	Guangdong	(To Be Confirmed)*	Huizhou(Huicheng)	74,516	108,049	551	100%		
74	Guangdong	(To Be Confirmed)*	Huizhou(Huicheng)	88,962	133,443	604	100%		
75	Guangdong	(To Be Confirmed)*	Huizhou(Huicheng)	25,754	54,598	184	100%		
76	Anhui	Country Garden - City of Light*	Liuan(Jin'an)	165,984	365,165	1,603	51%		
77	Anhui	Country Garden - Diamond City*	Hefei(Lujiang)	95,480	143,220	620	85%		
78	Tianjin	(To Be Confirmed)*	Tianjin(Jizhou)	415,015	166,006	542	100%		
79	Guangdong	(To Be Confirmed)*	Guangzhou(Panyu)	13,187	32,968	168	100%		
	Total -			8,048,544	15,867,737	49,030			
February sub-total -			4,162,378	7,863,365	24,900				

^{*}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.