

Operational Highlights	<ul style="list-style-type: none"> <li>● The Group has already achieved its RMB62 billion full-year contracted sales target.</li> <li>● Approximately RMB64.7 billion contracted sales amount (approximately 9.66 million sq.m. contracted sales area) was recorded for the first nine months of 2013.</li> <li>● As of 30 September 2013, the Group had 148 projects in total.</li> </ul>
Financial Highlights	<ul style="list-style-type: none"> <li>● In September 2013, the Group successfully issued US\$750 million senior notes with 7.5-year tenor and 7.25% coupon rate. The issuance received oversubscription and once again demonstrated investors' recognition of the Group's financial strength and operation model.</li> </ul>

#### **Contracted Sales Performance Update**

- The Group achieved approximately RMB64.7 billion contracted sales and a contracted sales GFA of approximately 9.66 million sq.m. during the first nine months of 2013.
- The Group has launched more than 15 new projects in 2013, including Country Garden Danga Bay in the State of Johor in Malaysia, Country Garden - Golden Beach in Lingao of Hainan Province, Wuhua Country Garden in Meizhou City of Guangdong Province, Danyang Country Garden in Zhenjiang City, Yixing Country Garden and Jiangyin Country Garden in Wuxi City, Rudong Country Garden and Rugao Country Garden in Nantong City and Jingjiang Country Garden in Taizhou City (all in Jiangsu Province), Hangzhou Country Garden in Hangzhou City and Quzhou Country Garden in Quzhou City (both in Zhejiang Province), Country Garden – Riverside City in Huanggang City of Hubei Province, Country Garden – Ten Miles Golden Beach in Yantai City of Shandong Province, Dianjiang Country Garden in Chongqing Municipality and Country Garden – Seashore City in Tianjin Municipality, etc.

#### **Tentative Schedule for New Launch of Existing Projects in 4th Quarter**

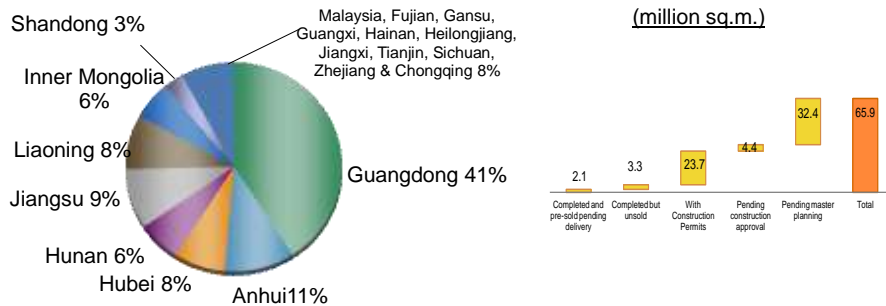
Region	Project Name (Location)	Tentative Launch Month
Guangdong	Country Garden – Grand Garden (Guangzhou Zengcheng)	October, November
	Country Garden – Jade Bay (Jiangmen Kaiping)	October, December
	Wuyi Country Garden (Jiangmen Pengjiang)	December
	Country Garden – Hill Lake Bay (Jiangmen Xinhui)	October, November, December
	Country Garden – Park Prime (Jiangmen Heshan)	October
	Taishan Country Garden (Jiangmen Taishan)	October, November, December
	Haifeng Country Garden (Shanwei Haifeng)	November
	Shanwei Country Garden (Shanwei)	December
	Huiyang Country Garden (Huizhou Huiyang)	October
	Country Garden – Dongjiang Phoenix City (Heyuan Yuancheng)	October, December
	Meijiang Country Garden (Meizhou Meijiang)	October, November, December
	Country Garden Forest Hill Garden (Dongguan Tangxia)	October

Region	Project Name (Location)	Tentative Launch Month
Guangdong	Shunde Country Garden (Foshan Shunde)	October, November
	Zhaoqing Country Garden (Zhaoqing Gaoyao)	October, November
	Yunfu Country Garden (Yunfu Jinshan)	October
	Shaoguan Country Garden (Shaoguan Zhenjiang)	October, November
	Shaoguan Country Garden – Sun Palace (Shaoguan Xilian)	October, November, December
	Yangshan Country Garden (Qingyuan Yangshan)	November
	Country Garden City Garden (Maoming Dianbai)	October
	Maoming Country Garden (Maoming Maonan)	October, November
	Huaiji Country Garden (Zhaoqing Huaiji)	October
	Country Garden – Ten Miles Beach (Huizhou Huidong)	October, November, December
Guangxi	Beiliu Country Garden (Yulin Beiliu)	October
Chongqing	Dianjiang Country Garden (Chongqing Dianjiang)	October
Hunan	Changsha Country Garden (Changsha)	December
	Country Garden - Hill Lake Palace (Changsha Ningxiang)	October
	Yiyang Country Garden (Yiyang)	December
	Xiangtan Country Garden (Xiangtan)	October
	Country Garden – Jade Hill (Chenzhou Suxian)	October
Hubei	Wuhan Country Garden (Wuhan Hannan)	October
	Suizhou Country Garden (Suizhou Chengnan)	October
	Jingmen Country Garden (Jingmen Duodao)	November
	Xianning Country Garden (Xianning Xian'an)	October, November
	Country Garden - Hot Spring City (Xianning Xian'an)	October, December
	Country Garden - Eco City (Wuhan Hongshan)	October, November
Anhui	Wuhu Country Garden (Wuhu Sanshanqu)	October, November
	Anqing Country Garden (Anqing Yingjiang)	November, December
	Country Garden Lakeside City (Hefei Chaohu)	October, November
	Chaohu Country Garden (Hefei Chaohu)	October
	Country Garden - Hill Lake City (Maanshan Hexian)	October, November
	Country Garden – City Garden (Chuzhou Laian)	October
	Country Garden – Europe City (Chuzhou Nanqiao)	October
Jiangsu	Country Garden Triumph Palace (Wuxi Xishan)	November
	Yixing Country Garden (Wuxi Yixing)	October, November
	Country Garden – Phoenix City (Zhenjiang Jurong)	October, November
	Rudong Country Garden (Nantong Rudong)	October, November, December
	Danyang Country Garden (Zhenjiang Danyang)	October

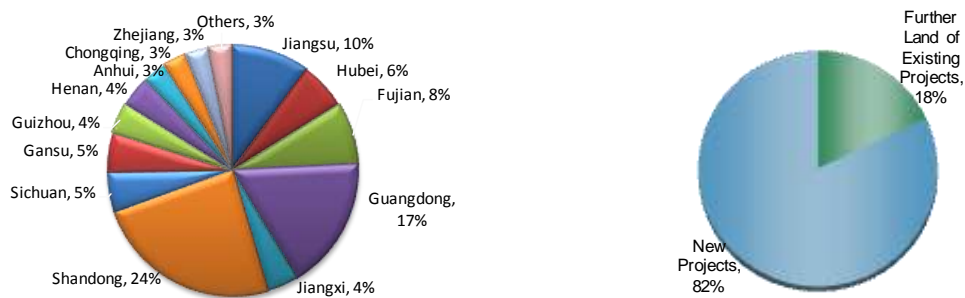
Region	Project Name (Location)	Tentative Launch Month
Liaoning	Shenyang Country Garden (Shenyang Huashan)	October
	Country Garden - Galaxy Palace (Shenyang Yuhong)	October
	Country Garden – Sun Palace (Shenyang Daoyi)	October
	Haicheng Country Garden (Anshan Haicheng)	October
Tianjin	Tianjin Country Garden (Tianjin Balitai)	December
	Country Garden - Seashore City (Tianjin Binhai New District)	October, November, December
Shandong	Country Garden - Phoenix City (Jinan Zhangqiu)	October
Zhejiang	Hangzhou Country Garden (Hangzhou Xiasha)	October, November

**Land Bank**

As of 30 September 2013, the Group's land bank with land use rights certificates, development or operation rights, or land titles amounted to an attributable GFA of approximately 65.90 million sq.m., the breakdown of which is as follows:-



During the first nine months of 2013, the Group acquired additional land with total estimated GFA of approximately 22.34 million sq.m. (including minority interests) at a total consideration of approximately RMB16.3 billion, the breakdown of which is as follows:-



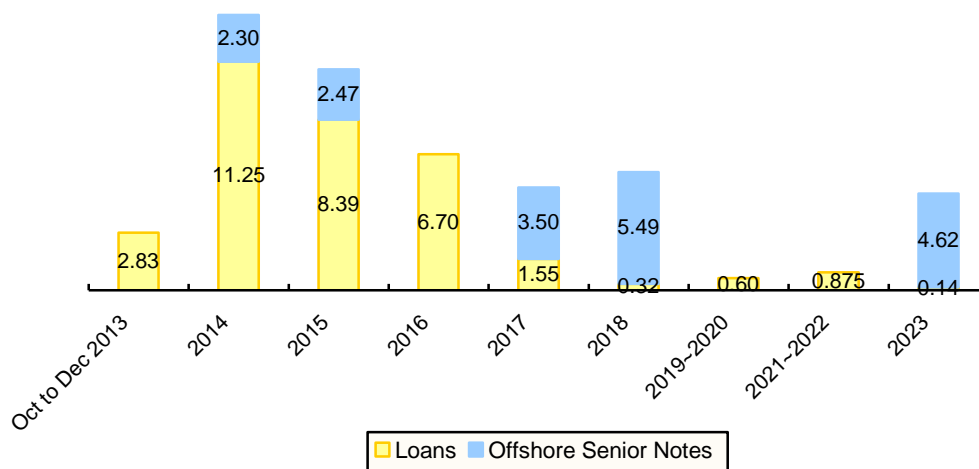
**Financial Highlights**

RMB' Bn	30 September 2013	30 June 2013
Total Debt	51.02*	45.64
<i>Of which : Onshore / Offshore</i>	<i>29.11 / 21.91*</i>	<i>25.46 / 20.18</i>
Weighted average funding cost	8.90%	9.24%
Undrawn banking facilities	21.58	17.70
Outstanding land premium**	6.54	5.68

\* settlement date of the newly issued USD750 million senior notes due 2021 is 4 October 2013, hence not yet booked as of 30 September 2013.

\*\* excluding Asian Games City

Debt Maturity Profile as of 30 September 2013 (in RMB' Bn) :-



**Share Price Movement**

Closing Price (31 October 2013)	HK\$5.30	Market Capitalization	HK\$97.825 Billion
P/E Ratio	9.22 times	52 week Hi/Lo	HK\$5.75 / HK\$3.07

