

Country Garden Holdings Company Limited

碧桂园控股有限公司

Stock Code:2007.HK

Newsletter October 2015

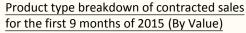


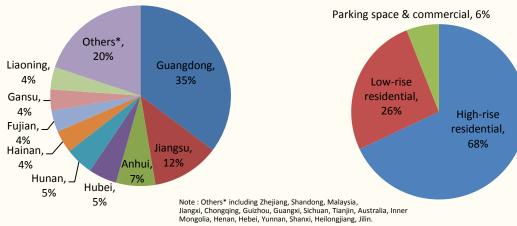
Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction, 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

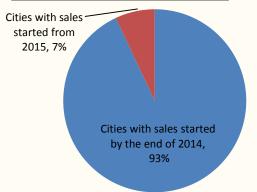
■For the first 9 months of 2015, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB84.58 billion with contracted sales GFA of approximately 13.10 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB77.14 billion and 12.16 million sqm, respectively).

Geographical breakdown of contracted sales for the first 9 months of 2015 (By Value)

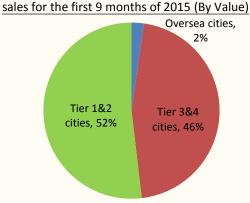




City type breakdown of onshore contracted sales for the first 9 months of 2015 (By Value)



Target market type breakdown of contracted sales for the first 9 months of 2015 (By Value)



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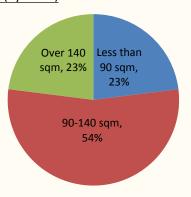
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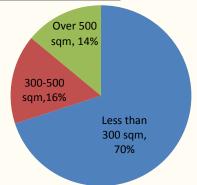


Contracted Sales (Cont'd)

Unit size breakdown of contracted sales of highrise residential products for the first 9months of 2015 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first 9 months of 2015 (By Value)



■Top ten cities where the Group ,together with its joint ventures and associates, achieved the highest contracted sales for the first 9 months of 2015 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB32.05 billion, accounting for approximately 38% of the Group together with its joint ventures and associates' total contracted sales.

Cities of the Contracted Sales	Contracted Sales (RMB Billion)	Contracted Sales GFA ('000 Sqm)	Contracted Sales ASP (RMB per Sqm)
Guangdong – Dongguan City	5.18	654	7,929
Guangdong – Guangzhou City	4.41	421	10,478
Guangdong – Huizhou City	3.95	536	7,380
Gansu – Lanzhou City	3.10	387	8,011
Hainan – Lingshui City	2.97	192	15,449
Liaoning – Shenyang City	2.86	449	6,376
Guangdong – Shanwei City	2.50	461	5,430
Jiangsu – Nantong City	2.38	355	6,720
Guangdong – Foshan City	2.37	289	8,188
Jiangsu – Zhenjiang City	2.33	391	5,968



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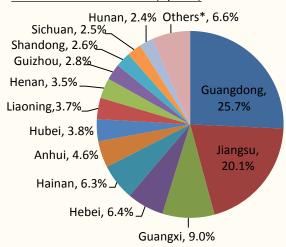
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New Land Acquisitions

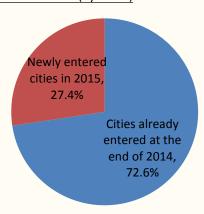
■The Group acquired RMB32.58 billion (including minority interests) new lands with an estimated GFA of 21.63 million sqm for the first 9 months of 2015. The estimated attributable GFA to the owners of the Company was approximately 16.70 million sqm, and the total land premium was approximately RMB25.55 billion, the average land price was approximately RMB1,530 per sqm. The breakdown of the estimated attributable GFA to the owners of the Company was as follows:

<u>Provinces breakdown of newly acquired lands for</u> the first 9 months of 2015 (By GFA)

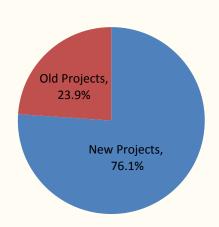


Note: Others* including Zhejiang, Fujian, Shaanxi, Yunnan, Shanghai.

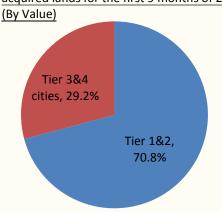
<u>City type breakdown of newly acquired lands for</u> the first 9 months of 2015 (By Value)



Project type breakdown of newly acquired lands for the first 9 months of 2015 (By GFA)



<u>Target market type breakdown of newly</u> <u>acquired lands for the first 9 months of 2015</u>



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	New Land Acquisition in 2015							
Province	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity		
		only (District)	(sqm)	(sqm)	(RMB Million)	Ratio**		
Anhui	Country Garden - Jade Bay Phase II	Wuhu (Wuwei)	68,667	123,601	160	85%		
Guizhou	Renhuai Country Garden Phase II	Zunyi (Renhuai)	100,000	57,000	88	100%		
Jiangsu	Tong'an Country Garden*	Suzhou	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	96,801	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	23,726	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%		
Guizhou	Zhijin Country Garden*	Bijie (Zhijin)	33,333	38,666	22	100%		
Hainan	Country Garden - Coral Palace Phase III (2)	Lingshui (Yingzhou)	118,000	224,200	233	55%		
Zhejiang	Quzhou Country Garden Phase II	Quzhou (Donggang)	76,683	97,387	66	100%		
Shandong	Country Garden – Ten Miles Golden Beach Phase II	Yantai (Haiyang)	67,333	14,140	38	90%		
Henan	Xuchang Country Garden*	Xuchang (Xuchang)	287,631	287,631	151	43%		
Jiangsu	Changshu Country Garden*	Suzhou (Changshu)	38,000	91,200	385	100%		
Hebei	Xingtai Country Garden*	Xingtai (Xingtai)	431,334	690,134	323	100%		
Hebei	Luanzhou Ancient City Country Garden*	Tangshan (Luanzhou)	72,000	129,600	63	99%		
Guangdong	Phoenix Courtyard*	Guangzhou (Zengcheng)	135,333	243,599	790	85%		
Hebei	Country Garden-Jingshanling Great Wall Valley*	Chengde (Luanping)	120,000	120,000	93	50%		
Guangxi	Beiliu Country Garden	Yulin(Beiliu)	136,802	273,604	129	100%		
Jiangsu	Lianyungang Country Garden*	Liangyungang (Haizhou)	77,484	139,471	151	100%		



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New Land Acquisition in 2015(Cont'd)							
Province			Site Area	Expected GFA	Land Cost	CG Equity	
Province	Project	City (District)	(sqm)	(sqm)	(RMB Million)	Ratio**	
Guangdong	Houjie Country Garden*	Dongguan(Houjie)	11,196	39,186	104	100%	
Guangdong	Country Garden-Sanshui Mansion*	Foshan(Sanshui)	38,667	135,335	213	94%	
Hebei	Country Garden-Guangting Lake One*	Zhangjiakou(Huailai)	66,667	46,000	65	51%	
Jiangsu	Taicang Country Garden*	Suzhou(Taicang)	78,667	173,067	461	100%	
Guizhou	Kaili Country Garden*	Kaili (Riverside new city)	165,333	181,866	155	92%	
Hunan	Huaihua Country Garden*	Huaihua(He City)	185,333	463,333	167	43%	
Guangdong	Country Garden-Yiquan Villa*	Huizhou(Huiyang)	70,000	90,300	70	46%	
Henan	Pingdingshan Country Garden*	Pingdingshan (Zhanhe)	61,333	214,666	162	43%	
Henan	Country Garden-Phoenix Bay*	Xinxiang(Pingyuan)	148,667	285,441	259	100%	
Guangdong	Holiday Islands-Twinkle Star Bay*	Qingyuan(Qingcheng)	30,000	60,000	54	100%	
Guangdong	Gaozhou Country Garden-Phoenix City Phase III	Maoming(Gaozhou)	137,908	248,234	134	90%	
Guangdong	Country Garden-Jade Bay	Jiangmen(Kaiping)	65,609	78,731	53	90%	
Sichuan	Country Garden-City Garden*	Chengdu(Jinniu)	70,667	180,201	385	51%	
Hainan	Country Garden-Meilang Bay*	Chengmai(Dafeng)	130,000	127,400	140	70%	
Liaoning	Country Garden-Institution One*	Shenyang(Huanggu)	62,667	144,134	201	60%	
Jiangsu	Country Garden - Europe City	Chuzhou(Nanqiao)	136,432	272,864	133	100%	
Jiangsu	Country Garden - Europe City	Chuzhou(Nanqiao)	78,813	78,813	36	100%	
Guangxi	Qinzhou Country Garden	Qinzhou(Qinbei)	92,096	120,645	114	93%	
Fujian	Fuzhou Country Garden Times City*	Fuzhou (Jinan)	17,049	54,216	473	66%	
Guizhou	Zhijin Country Garden*	Bijie(Zhijin)	18,178	21,632	12	100%	
Shandong	Country Garden - Ten Miles Golden Beach	Yantai(Haiyang)	35,333	70,667	23	90%	
Fujian	Nan'an Country Garden	Quanzhou(Nan'an)	83,811	98,897	114	94%	
Hubei	Lichuan Country Garden*	Enshi (Lichuan)	67,406	80,887	45	43%	
Guizhou	Renhuai Country Garden	Zunyi(Renhuai)	48,879	131,485	44	100%	
Guangdong	Country Garden Grand Mansion*	Foshan (Shunde)	90,806	272,418	545	77%	
Anhui	Hexian Country Garden Grand Garden*	Ma An Shan (Hexian)	34,410	61,939	62	100%	
Guangdong	Country Garden Phoenix Bay Garden*	Dongguan (Mayong)	131,333	274,487	419	94%	
Guangdong	Country Garden Xijiang Mansion*	Jiangmen (Pengjiang)	58,305	174,914	350	90%	
Hebei	Country Garden - Times City*	Langfang (Sanhe)	91,322	228,305	725	60%	
Guangxi	Country Garden - Cullinan Bay*	Nanning (Liangqing)	66,825	200,475	456	94%	



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New Land Acquisition in 2015(Cont'd)							
Duranina			Site Area	Expected GFA	Land Cost	CG Equity	
Province	Project	City (District)	(sqm) (sq		(RMB Million)	Ratio**	
Shandong	Country Garden - Ten Miles Golden Beach	Yantai(Haiyang)	265,333	398,000	176	90%	
Guangxi	Yulin Country Garden*	Yulin (Yuzhou)	270,392	675,980	535	93%	
Guangdong	Country Garden Guilan Hill Garden*	Foshan (Shunde)	76,667	191,667	317	100%	
Guangdong	Country Garden Kowloon Bay*	Huizhou (Huidong)	84,000	126,000	54	51%	
Guangdong	Yangchun Country Garden*	Yangjiang (Yangchun)	120,094	180,141	126	90%	
Guangdong	Shenzhen Longgang District Bantian Xuegang Project (to be confirmed)*	Shenzhen (Longgang)	26,000	97,500	1,103	72%	
Liaoning	Country Garden Park Court*	Shenyang(Dongling)	314,667	525,494	812	100%	
Jiangsu	Nanjing Country Garden*	Nanjing (Jiangning)	380,000	345,800	1,022	100%	
Jiangsu	Nanjing Country Garden Fairyland*	Nanjing (Jiangning)	219,333	199,593	590	100%	
Jiangsu	Country Garden - Phoenix City*	Shenyang(Sujiatun)	195,333	546,934	205	100%	
Guangdong	Dongguan Qingxi Town Qinghu Industrial Zone Project (to be confirmed)*	Dongguan (Qingxi)	44,667	89,333	269	94%	
Guangdong	Nansha Jingang Raod Project (to be confirmed)*	Guangzhou (Nansha)	62,667	175,467	1,105	100%	
Jiangsu	Jurong Industrial Park*	Zhenjiang (Jurong)	54,314	173,805	41	100%	
Yunnan	Chuxiong Country Garden(to be confirmed)*	Chuxiong (East South New Town)	66,000	132,000	79	93%	
Hunan	Shimen Country Garden*	Changde(Shimen)	52,000	104,000	51	85%	
Guangxi	Liujiang Country Garden*	Liuzhou(Liujiang)	45,046	135,138	53	93%	
Guangdong	Country Garden - Jade Bay	Jiangmen(Kaiping)	42,388	50,865	34	90%	
Guangdong	Songhu Country Garden*	Dongguan(Dalingshan)	108,667	354,254	496	48%	
Zhejiang	(To be confirmed)*	Hangzhou(Gongshu)	18,728	44,947	712	94%	
Fujian	Yongtai Country Garden*	Fuzhou(Yongtai)	119,789	160,517	60	9%	
Anhui	Tongcheng Country Garden*	Anqing(Tongcheng)	152,667	305,333	217	85%	
Fujian	(To be confirmed)*	Fuzhou(Minhou)	49,333	150,467	595	46%	
Hainan	Country Garden-East Coast*	Qionghai(Bo'ao)	760,667	813,914	1,272	51%	
Zhejiang	Country Garden-Jade Bay*	Taizhou(Wenling)	92,000	128,800	140	94%	
Guangdong	(To be confirmed)*	Zhuhai(Xiangzhou)	11,518	34,554	608	93%	
Guangxi	Liuzhou Country Garden*	Liuzhou(Chengzhong)	95,335	190,671	451	93%	
Jiangsu	Country Garden-Century City*	Jurong(Zhenjiang)	98,667	217,067	201	90%	
Zhejiang	(To be confirmed)*	Hangzhou(Xiaoshan)	66,622	119,920	1,144	95%	
Henan	(To be confirmed)*	Zhengzhou(Jingkai)	76,000	190,000	157	43%	
Hubei	Caidian Country Garden*	Wuhan(Caidian)	117,333	281,600	211	93%	



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Province	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity	
Frovince	riojecc		(sqm)	(sqm)	(RMB Million)	Ratio**	
Guangdong	Huiyang Country Garden	Huizhou(Huiyang)	100,000	110,000	87	90%	
Hunan	Country Garden South Mansion*	Changsha(Yuhua)	144,667	230,020	388	51%	
Hubei	Country Garden Royal Park*	Yichang(Dianjun)	56,800	113,600	125	100%	
Hubei	Country Garden Royal Park*	Yichang(Dianjun)	101,221	222,687	245	100%	
Guangdong	Qingxi Country Garden*	Dongguan(Qingxi)	15,333	30,667	55	94%	
Guangdong	Leliu Country Garden*	Foshan(Shunde)	31,496	110,236	203	100%	
Sichuan	Country Garden - Eco City*	Luzhou(Jiangyang)	666,667	1,666,668	2,500	20%	
Jiangsu	Country Garden - Grand Mansion*	Suzhou(Changshu)	59,333	130,533	275	100%	
Hainan	Country Garden - Coral Palace	Lingshui(Yingzhou)	208,000	395,200	358	47%	
Guangdong	Xinhui Country Garden - Phase Seven	Jiangmen(Xinhui)	67,557	202,671	423	100%	
Guangdong	Yingde Country Garden*	Qingyuan(Yingde)	82,667	57,867	56	70%	
Anhui	Lujiang Country Garden*	Hefei(Lujiang)	130,000	201,500	293	100%	
Guangdong	Country Garden - Jade Garden*	Dongguan(Qingxi)	40,000	100,000	456	94%	
Guangdong	Country Garden - Impression Garden*	Foshan(Shunde)	71,333	214,000	451	51%	
Guangdong	(To be confirmed)*	Foshan(Shunde)	84,000	311,640	1,271	100%	
Jiangsu	Country Garden - Shanghai Phoenix City*	Suzhou(Taicang)	200,667	351,167	624	51%	
Anhui	Bozhou Country Garden*	Bozhou(Qiaocheng)	162,545	209,683	257	100%	
Guizhou	Country Garden - Forest One*	Qiannanzhou(Longli)	102,000	66,300	76	85%	
Hebei	Country Garden - Guangting Lake One	Zhangjiakou(Huailai)	66,665	66,665	33	51%	
Total			11,895,586	21,627,278	32,583		
Sep sub-total			2,146,286	4,451,085	7,701		

^{*}New projects in 2015

^{**}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.