

# **Country Garden Holdings Company Limited**

碧 桂 园 控 股 有 限 公 司

Stock Code: 2007.HK

**Newsletter** March 2015



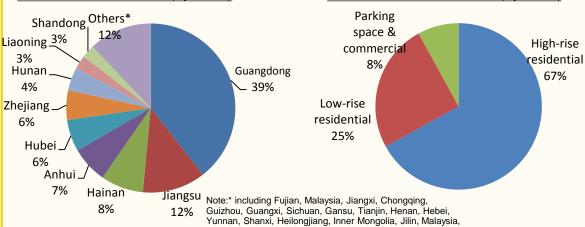
Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction,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

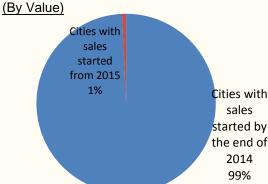
■For the first 2 months of 2015, the Group achieved contracted sales of approximately RMB 11.46 billion with contracted sales GFA of approximately 1.78 million square

Geographical breakdown of contracted sales for the first 2 months of 2015 (By Value)

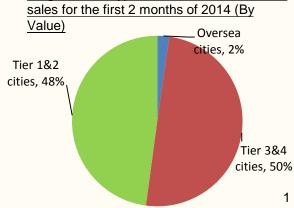
Product types breakdown of contracted sales for the first 2 months of 2015 (By Value)



City type breakdown of onshore contracted sales for the first 2 months of 2015



Target market type breakdown of contracted sales for the first 2 months of 2014 (By



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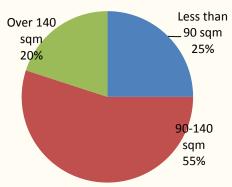
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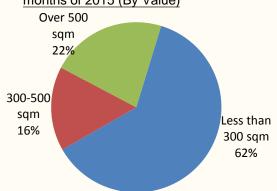


### **Contracted Sales (Cont'd)**

Unit size breakdown of contracted sales of high-rise residential products for the first 2 months of 2015 (By Value)



<u>Unit size breakdown of contracted sales of low-rise residential products for the first 2 months of 2015 (By Value)</u>



■Top ten cities where the Group recorded the highest contracted sales for the first 2 months of 2015 are as follows; the Group's aggregated contracted sales amount in these 10 cities is approximately RMB5.45 billion, accounting for 48% of the Group's total contracted sales.

| Cities of the Contracted<br>Sales | Contracted Sales<br>(RMB Billion) | Contracted Sales<br>GFA<br>(Sqm) | Contracted Sales<br>ASP<br>(RMB/Sqm) |
|-----------------------------------|-----------------------------------|----------------------------------|--------------------------------------|
| Hainan – Lingshui City            | 0.86                              | 58,000                           | 14,888                               |
| Guangdong – Guangzhou City        | 0.84                              | 55,000                           | 15,295                               |
| Guangdong – Dongguan City         | 0.73                              | 111,000                          | 6,509                                |
| Guangdong – Meizhou City          | 0.60                              | 132,000                          | 4,535                                |
| Jiangsu – Nantong City            | 0.49                              | 67,000                           | 7,268                                |
| Guangdong – Huizhou City          | 0.43                              | 61,000                           | 7,077                                |
| Guangdong – Foshan City           | 0.41                              | 35,000                           | 11,717                               |
| Guangdong – Jiangmen City         | 0.41                              | 78,000                           | 5,252                                |
| Guangdong – Shaoguan City         | 0.38                              | 72,000                           | 5,254                                |
| Zhejiang – Huzhou City            | 0.31                              | 56,000                           | 5,488                                |



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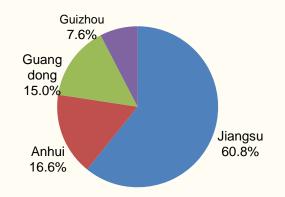
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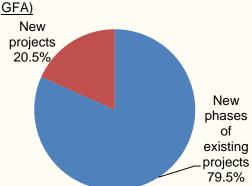
### **New Land Acquisitions**

■The Group acquired RMB1.047 billion (including minority interests) new lands with estimated GFA of 0.75 million sqm for the first 2 months of 2015. The estimated attributable GFA to the owners of the Company is approximately 0.746 million sqm, and the total land premium is approximately RMB1.038 billion, the average land price is approximately RMB1,392/sqm. The breakdown of the estimated attributable GFA to the owners of the Company is as follows:

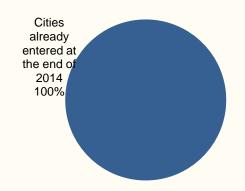
<u>Provinces breakdown of newly acquired lands for the first 2 months of 2015 (By GFA)</u>



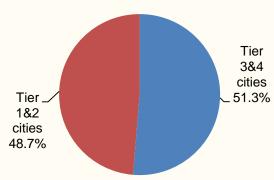
Project type breakdown of newly acquired lands for the first 2 months of 2015 (By



City type breakdown of newly acquired lands for the first 2 months of 2015 (By GFA)



Target market type breakdown of newly acquired lands for the first 2 months of 2015 (By GFA)



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