

Country Garden Holdings Company Limited

碧桂园控股有限公司

Stock Code:2007.HK

Newsletter August 2015

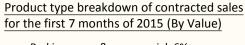


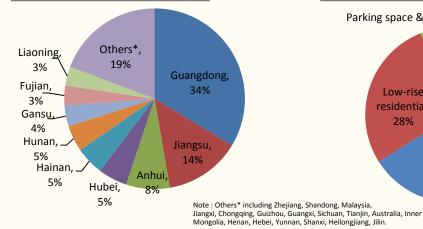
Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction,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

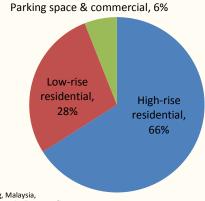
Contracted Sales

■For the first 7 months of 2015, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB61.55 billion with contracted sales GFA of approximately 9.50 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB56.86 billion and 8.95 million sqm, respectively).

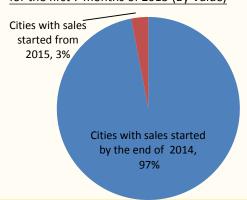
Geographical breakdown of contracted sales for the first 7 months of 2015 (By Value)



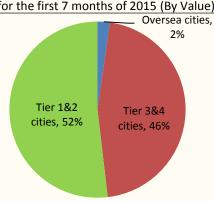




City type breakdown of onshore contracted sales for the first 7 months of 2015 (By Value)



<u>Target market type breakdown of contracted</u> sales for the first 7 months of 2015 (By Value)



Investor Relations Department – Country Garden Holdings Company Limited Email: ir@countrygarden.com.cn PR Consultant – iPR Ogilvy & Mather Callis Lau – Co-Managing Director D: (852) 2136 6952

F: (852) 3170 6606 E: callis.lau@iprogilvy.com **碧桂園** 给您一个五星级的家

1



Country Garden Holdings Company Limited

碧桂园控股有限公司

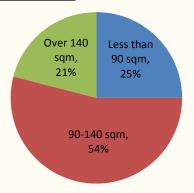
Stock Code:2007.HK

Newsletter August 2015

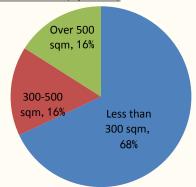


Contracted Sales (Cont'd)

<u>Unit size breakdown of contracted sales of high-rise residential products for the first 7 months</u> of 2015 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first 7 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 7 months of 2015 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB24.3 billion, accounting for 39% 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 – Guangzhou City	3.40	311	10,940
Guangdong – Dongguan City	3.06	423	7,227
Hainan – Lingshui City	2.90	185	15,686
Guangdong – Huizhou City	2.85	383	7,431
Gansu – Lanzhou City	2.29	287	7,970
Liaoning – Shenyang City	2.01	323	6,212
Jiangsu – Nantong City	1.99	294	6,776
Guangdong – Foshan City	1.98	241	8,200
Jiangsu – Zhengjiang City	1.94	330	5,882
Guangdong – Shaoguan City	1.87	367	5,097



Country Garden Holdings Company Limited 珀比目於吸去吸入司

碧桂园控股有限公司

Newsletter August 2015



New Land Acquisitions

Stock Code:2007.HK

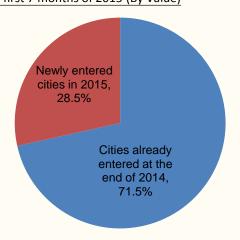
■The Group acquired RMB17.93 billion (including minority interests) new lands with an estimated GFA of 13.42 million sqm for the first 7 months of 2015. The estimated attributable GFA to the owners of the Company was approximately 11.39 million sqm, and the total land premium was approximately RMB14.92 billion, the average land price was approximately RMB1,310 per sqm. The breakdown of the estimated attributable GFA to the owners of the Company was as follows:

Provinces breakdown of newly acquired lands for the first 7 months of 2015 (By GFA)

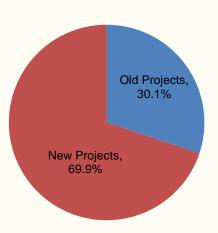


Note: Others* including Shaanxi, Hunan, Fujian, Anhui, Zhejiang, Sichuan, Shanghai and Hubei.

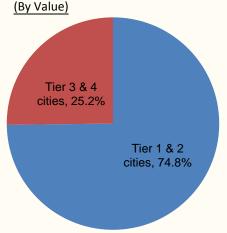
<u>City type breakdown of newly acquired lands for</u> the first 7 months of 2015 (By Value)



Project type breakdown of newly acquired lands for the first 7 months of 2015 (By GFA)



Target market type breakdown of newly acquired lands for the first 7 months of 2015



3



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

Stock Code:2007.HK

Newsletter August 2015



New Land Acquisition in 2015							
Province	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity	
			(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%	



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

Stock Code:2007.HK

Newsletter August 2015



New Land Acquisition in 2015(Cont'd)							
Province	Province Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity	
Trovince			(sqm)	(sqm)	(RMB Million)	Ratio**	
Guangdong	Houjie Country Garden*	Dongguan(Houjie)	11,196	39,186	104	100%	
Guangdong	Country Garden-Sanshui Huafu*	Foshan(Sanshui)	38,667	135,335	213	94%	
Hebei	Country Garden-Guangting Lake 1*	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-Xuefu 1*	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%	



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

Stock Code:2007.HK

Newsletter August 2015



	New Land Acquisition in 2015(Cont'd)							
Province	Destruct	City (District)	Site Area	Expected GFA	Land Cost	CG Equity		
Province	Project		(sqm)	(sqm)	(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%		
Total			7,531,873	13,422,126	17,927			
July sub-total			3,164,466	5,868,356	9,906			

^{*}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.