

Country Garden Holdings Company Limited 碧桂园控股有限公司 Stock Code:2007.HK

Newsletter February 2016

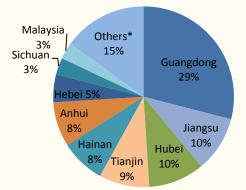


Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction, 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 month of 2016, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB12.50 billion with contracted sales GFA of approximately 1.57 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB8.95 billion and 1.18 million sqm, respectively).

Geographical breakdown of contracted sales for the first month of 2016 (By Value)

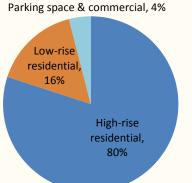


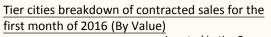
Note : Others\* including Guangxi, Hunan, Henan, Zhejiang, Guizhou, Gansu, Chongqing, Liaoning, Shandong, Fujian, Jiangxi, Inner Mongolia, Yunnan, Heilongjiang, Shaanxi, Jilin, Shanxi.

City type breakdown of onshore contracted

sales for the first month of 2016 (By Value)

Product type breakdown of contracted sales for the first month of 2016 (By Value)







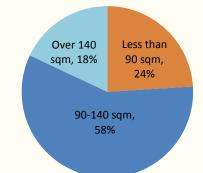


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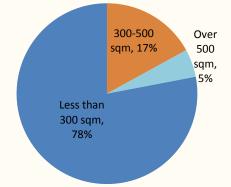
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Unit size breakdown of contracted sales of highrise residential products for the first month of 2016 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first month of 2016 (By Value)



■Top ten cities where the Group, together with its joint ventures and associates, achieved the highest contracted sales for the first month of 2016 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB6.95 billion, accounting for approximately 55.6% 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)	
Hubei – Wuhan City	1.09	142	7,657	
Tianjin – Tianjin City	1.08	110	9,835	
Guangdong – Huizhou City	1.01	121	8,351	
Guangdong – Foshan City	0.88	100	8,747	
Hainan – Lingshui City	0.84	54	15,516	
Guangdong – Dongguan City	0.50	47	10,664	
Jiangsu – Nanjing City	0.47	39	11,917	
Malaysia – Johor	0.39	22	17,858	
Guangdong – Guangzhou City	0.35	30	11,697	
Jiangsu – Zhenjiang City	0.34	53	6,403	

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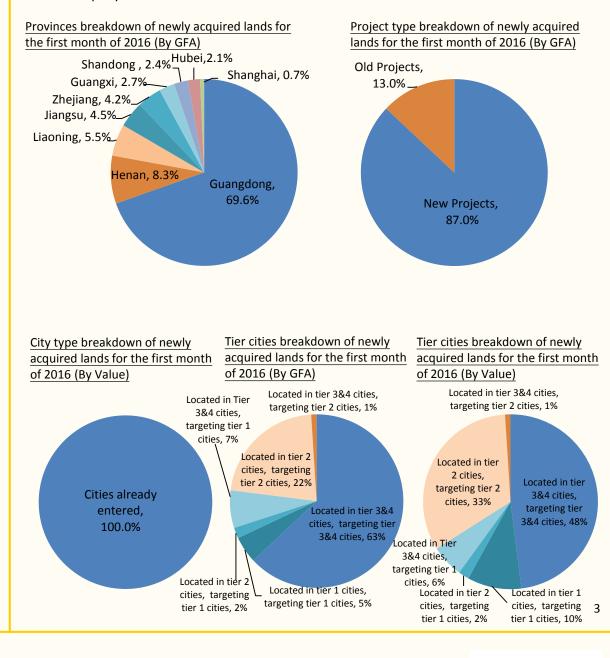


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## **New Land Acquisitions**

■The Group acquired RMB10.94 billion (including minority interests) new lands with an estimated GFA of 7.19 million sqm for the first months of 2016. The estimated attributable GFA to the owners of the Company was approximately 4.38 million sqm, and the total land premium was approximately RMB6.32 billion, the average land price was approximately RMB1,443 per sqm. The breakdown of the estimated attributable GFA or value to the owners of the Company was as follows:



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New Land Acquisition in 2016									
		City (District)	Site Area	Expected GFA	Land Cost	CG Equity			
Province	Project		(sqm)	(sqm)	(RMB Million)	Ratio**			
Guangdong	Maoming Country Garden Institution One *	Maoming(Maonan)	38,958	136,353	235	100%			
Shandong	Country Garden-Jade City*	Weifang(Zhucheng)	86,026	111,834	135	47%			
Henan	Country Garden-Phoenix Bay	Xinxiang(Pingyuan)	32,000	80,000	48	70%			
Henan	Country Garden Dragon City*	Zhengzhou(Xingyang)	34,667	100,533	105	51%			
Hubei	Enshi Country Garden*	Enshi(Chengbeixinqu)	113,933	136,720	137	43%			
Hubei	Jingshan Country Garden*	Jingmen(Jingshan)	74,788	77,780	34	43%			
Guangdong	(To be confirmed)*	Huizhou(Dayawan)	755,334	2,114,934	2,298	45%			
Guangdong	(To be confirmed)*	Huizhou(Huiyang)	227,879	546,910	520	81%			
Jiangsu	Muyang Country Garden*	Suqian(Muyang)	68,958	137,916	124	100%			
Guangxi	Liujiang Country Garden	Liuzhou(Liujiang)	44,596	127,544	53	93%			
Liaoning	Country Garden-Galaxy City	Shenyang(Yuhong)	119,396	238,791	136	100%			
Henan	Country Garden-The Cullinan*	Zhengzhou(Jingkaiqu)	19,447	77,787	380	51%			
Henan	Country Garden-Wanshan Lake One*	Zhengzhou(Xingyang)	99,553	179,196	161	51%			
Guangdong	(To be confirmed)*	Huizhou(Dayawan)	60,000	210,000	254	90%			
Guangdong	Country Garden Jiulong Bay*	Zhaoqing(Huaiji)	116,000	348,000	205	85%			
Guangdong	Country Garden Chashan Mansion*	Dongguan(Chashan)	26,000	78,000	120	56%			
Guangdong	(To be confirmed)*	Dongguan(Shijie)	96,667	212,667	241	94%			
Henan	Country Garden-The Cullinan*	Pingdingshan(Weidong)	71,136	241,861	484	51%			
Shandong	Wendeng Country Garden	Weihai(Wendeng)	26,665	50,664	27	100%			
Zhejiang	(To be confirmed)*	Wenzhou(Yongjia)	39,393	126,058	786	90%			
Guangdong	Country Garden-Xijiang Mansion Phase II*	Jiangmen(Pengjiang)	56,943	170,829	346	46%			
Guangdong	(To be confirmed)*	Huizhou(Huidong)	200,010	474,024	640	51%			
Guangdong	(To be confirmed)*	Huizhou(Huidong)	45,162	107,035	145	51%			
Zhejiang	Country Garden Shi-li-jiang-nan*	Suzhou(Wujiang)	971,598	194,320	233	37%			
Guangdong	Poly Country Garden Zhongbin Garden*	Foshan(Shunde)	144,962	353,706	1,250	50%			
Guangdong	(To be confirmed)*	Guangzhou(Tianhe)	43,619	114,282	624	60%			
Guangdong	(To be confirmed)*	Guangzhou(Panyu)	60,429	181,287	71	70%			
Shanghai	(To be confirmed)*	Shanghai(Pudong)	104,361	125,233	914	25%			
Jiangsu	Country Garden Cullinan Bay	Nantong(Tongzhou)	48,333	59,933	203	100%			
Guangdong	Yingde Country Garden	Qingyuan(Yingde)	49,325	73,988	31	60%			
Total			3,876,138	7,188,184	10,940	-			

\*New projects in 2016

\*\*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.



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