



Country Garden Introduces Ping An as Strategic Investor The Cooperation Creates Win-win Situation

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(1 April 2015 – Hong Kong) Country Garden Holdings Company Limited ("Company", SEHK stock code: 2007), and its subsidiaries (which are collectively referred to as "Country Garden" or the "Group"), one of the leading integrated property developers in China, announces that it will introduce Ping An Life Insurance Company of China Limited ("Ping An Life", a subsidiary of Ping An Insurance (Group) Company of China Limited, "Ping An", SEHK stock code: 2318, SSE stock code: 601318) as a strategic investor. The Company will sell Ping An Life 2,236,200,000 new shares, which account for 9.9% of its enlarged share capital, at HK\$2.816 per share. These shares will be subject to a lock-up period of 1 year. The proceeds from the sales of the shares will amount to approximately HK\$6.295 billion, and will be used for the company's further development and working capital. With the close strategic cooperation, Country Garden and Ping An will develop an integrated business platform covering all stages of people's lives, targeting communities' needs and demands brought by China's ongoing urbanization.

The partnership between Country Garden and Ping An reflects both parties' shared confidence on the outlook of China's property industry and its ongoing urbanization. This cross-sector cooperation between leading corporations is in line with the development trend of the property industry. Country Garden is convinced that partnering with Ping An will strengthen the Group's competitiveness in the property industry, facilitate the development of the market and consolidation of the industry, enable the partners to complement each other and allow them to expand market share. In addition, the strategic partnership will help Country Garden to optimize its shareholder structure and further expand its financing channels.

In the future, Country Garden will enhance cooperation with Ping An on property investment, in search of new deals and business models. And Ping An will engage Country Garden as its core partner in property development, and will offer support on market, capital and property management to Country Garden.

Furthermore, Country Garden will provide Ping An with access to its community business. The two companies will join forces to explore further opportunities in Country Garden's more than 200 existing projects which accommodate over 350,000 households. Both parties expect strategic synergy from this cooperation which will strengthen the value chain of the community business, and will enable them to develop an integrated business platform covering all stages of people's lives.

In terms of financial cooperation, Ping An will continue to provide support to Country Garden on the basis of this strategic cooperation, which will help facilitate the Group's financing. Both parties might further their ties on investment, financial, funds and asset management business.

In addition, Ping An's comprehensive insurance sales network will also be able to boost Country Garden's property sales, both sides will continue to explore and innovate new forms of the real estate sales and marketing.

Under the "new normal" of Chinese economic development, Country Garden believes that urbanization will become the growth driver of real estate industry and generate opportunities for market consolidation. The strategic alliance with Ping An will strengthen the Group's competitiveness under such new circumstances, while providing the market and customers with more comprehensive products and services. Country Garden expects the combined scale and competitiveness of both parties will help create greater value and development for each other and for their investors and customers as well.

The details of the strategic cooperation between Country Garden and Ping An are still under discussion and will be implemented progressively.

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About Country Garden

Country Garden is one of China's leading integrated property developers. It has standardized operations with business comprising property development construction, installation, fitting, property management, property investment, 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.

Forward-looking Information

This press release contains forward-looking statements. These forward-looking statements are based on current expectations. These statements are not guarantees of future events or results. Future events and results involve some risks, uncertainties and assumptions that are difficult to predict. Actual events and results could vary materially from the description contained herein due to many factors including changes in the business and financial condition of the Company and its subsidiaries, changes in the condition of the PRC economy and property market, and changes in the capital markets in general.

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