Country Garden Holdings Company Limited

碧桂园控股有限公司

Stock Code:2007.HK

Newsletter June 2016

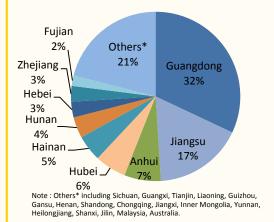


Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction, 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 and Hang Seng Mainland 100 on 10 September 2007.

Contracted Sales

■For the first 5 months of 2016, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB95.50 billion with contracted sales GFA of approximately 12.08 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB73.25 billion and 9.80 million sqm, respectively).

Geographical breakdown of contracted sales for the first 5 months of 2016 (By Value)

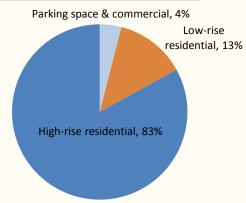


<u>City type breakdown of onshore contracted</u> sales for the first 5 months of 2016 (By Value)

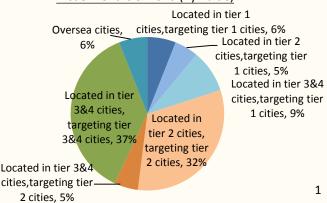


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Product type breakdown of contracted sales for the first 5 months of 2016 (By Value)



Tier cities breakdown of contracted sales for the first 5 months of 2016 (By Value)



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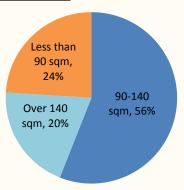
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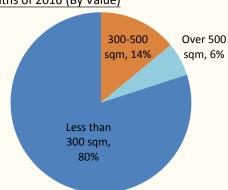


Contracted Sales (Cont'd)

<u>Unit size breakdown of contracted sales of high-rise residential products for the first 5 months</u> of 2016 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first 5 months 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 5 months of 2016 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB43.03 billion, accounting for approximately 45.1% 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)
Guangdong – Huizhou City	7.02	871	8,062
Jiangsu – Suzhou City	5.62	574	9,784
Guangdong – Guangzhou City	5.34	429	12,457
Guangdong – Dongguan City	5.01	332	15,102
Guangdong – Foshan City	4.68	526	8,898
Hainan – Lingshui City	3.62	232	15,608
Hubei – Wuhan City	3.58	469	7,632
Jiangsu – Zhenjiang City	3.29	508	6,477
Jiangsu – Nanjing City	2.80	225	12,467
Guangdong – Jiangmen City	2.07	304	6,818

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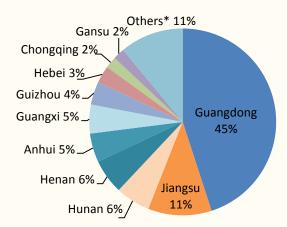
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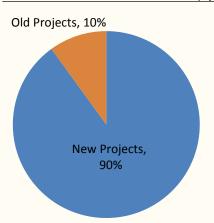
New Land Acquisitions

■The Group acquired RMB57.77 billion (including minority interests) new lands with an estimated GFA of 37.83 million sgm for the first 5 months of 2016. The estimated attributable GFA to the owners of the Company was approximately 27.38 million sqm, and the total land premium was approximately RMB40.04 billion, the average land price was approximately RMB1,462 per sqm. The breakdown of the estimated attributable GFA or value to the owners of the Company was as follows:

Provinces breakdown of newly acquired lands for the first 5 months of 2016 (By GFA)

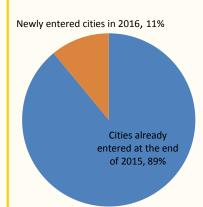


Project type breakdown of newly acquired lands for the first 5 months of 2016 (By GFA)



Note : Others* including Liaoning, Zhejiang, Hubei, Qinghai, Hainan, Sichuan, Tianjin, Fujian, Yunnan, Shandong, Shanxi, Shanghai, Inner Mongolia

City type breakdown of newly acquired lands for the first 5 months of 2016 (By Value)



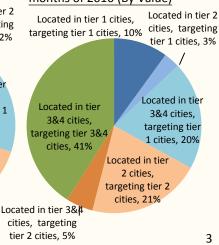
Tier cities breakdown of newly acquired lands for the first 5 months of 2016 (By GFA)



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2 cities, 6%

Tier cities breakdown of newly acquired lands for the first 5 months of 2016 (By Value)





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New Land Acquisition in 2016						
	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity
Province			(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 (Chengbei New Area)	113,933	136,720	137	43%
Hubei	Jingshan Country Garden*	Jingmen(Jingshan)	74,788	77,780	34	43%
Guangdong	Country Garden – Fortune Harbor*	Huizhou(Dayawan)	755,334	2,114,934	2,298	45%
Guangdong	Country Garden – Shen-hui-cheng*	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	Country Garden - Longyue Mansion*	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%
Shanghai	(To be confirmed)*	Shanghai(Pudong)	104,361	125,233	914	25%
Guangdong	Yingde Country Garden	Qingyuan(Yingde)	49,325	73,988	31	60%
Guangdong	Country Garden - Jiulong Bay*	Zhaoqing(Huaiji)	48,289	144,867	85	85%
Fujian	Country Garden - Cullinan Bay*	Quanzhou(Fengze)	129,333	388,000	870	46%
Jiangsu	Jiangyan Country Garden*	Taizhou(Jiangyan)	50,867	126,658	333	100%
Henan	Country Garden - Tianyu*	Luoyang(Luolong)	88,000	140,800	281	85%
Guangdong	Poly Country Garden Tianhui Garden*	Foshan(Chancheng)	136,354	522,237	1,959	50%
Hunan	Country Garden Park One*	Changsha(Tianxinqu)	92,000	214,360	83	51%
Guangdong	Dongshangu Country Garden*	Meizhou(Meijiang)	236,667	449,667	596	83%

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	New Land Acquisition in 2016 (Cont'd)						
			Site Area	Expected GFA	Land Cost	CG Equity	
Province	Project	City (District)	(sqm)	(sqm)	(RMB Million)	Ratio**	
Guangdong	Country Garden Grand Count*	Guangzhou(Zengcheng)	138,281	345,703	728	85%	
Hebei	Country Garden Guan-shan-yue*	Zhangjiakou (Xiahuayuanqu)	86,000	43,800	77	48%	
Guangdong	Country Garden - Ten Miles Coast	Huizhou(Huidong)	16,400	57,400	47	100%	
Guangdong	(To be confirmed)*	Shenzhen(Longgang)	21,533	91,947	1,288	100%	
Henan	Country Garden Nanyang Mansion*	Nanyang(Wolong)	88,393	290,814	371	43%	
Hunan	Wujiang - Country Garden City Plaza*	Loudi(Louxing)	120,667	539,380	272	51%	
Hunan	Huaihua Country Garden Phase Two	Huaihua(Hecheng)	289,333	624,960	282	43%	
Jiangsu	Country Garden - Xian-lin-dong-jun*	Zhenjiang(Jurong)	89,333	196,533	285	51%	
Henan	Tianhui Country Garden*	Anyang(Wenfeng)	50,000	175,000	125	51%	
Guangdong	Danzao Country Garden*	Foshan(Nanhai)	83,743	293,102	352	100%	
Guizhou	Country Garden Weng'an Mansion*	Qiannanzhou(Weng'an)	34,933	52,400	31	80%	
Chongqing	Country Garden - Jade Bay*	Chongqing(Yongchuan)	144,667	111,393	139	51%	
Guangdong	Pingyuan Country Garden*	Meizhou(Pingyuan)	106,000	243,800	120	93%	
Jiangsu	Country Garden - City Garden(Laian)	Chuzhou(Nanqiao)	119,153	256,180	133	100%	
Yunnan	Country Garden - Phoenix Bay*	Kunming(Panlong)	40,000	80,000	230	99%	
Guangxi	Country Garden - Phoenix Bay*	Liuzhou(Chengzhongqu)	235,863	467,008	2,270	93%	
Henan	Country Garden - Dragon City*	Zhengzhou(Rongyang)	70,667	212,000	198	51%	
Henan	Ruzhou Country Garden*	Pingdingshan(Ruzhou)	128,667	257,333	80	100%	
Zhejiang	Country Garden Jun-yue-hao-ting*	Wenzhou(Cangnan)	62,402	124,804	59	51%	
Guizhou	Country Garden - Zunyi One*	Zunyi(Nanbu New Area)	296,253	622,132	390	93%	
Jiangsu	Vanke Country Garden*	Suzhou(Wuzhong)	76,420	213,976	809	43%	
Guangdong	(To be confirmed)*	Guangzhou(Baiyun)	24,032	98,531	1,250	17%	
Guangdong	(To be confirmed)*	Guangzhou(Baiyun)	15,951	65,399	840	17%	
Guizhou	Jinsha Country Garden*	Bijie (Jinsha)	126,000	217,980	104	92%	
Heibei	Country Garden Guanting Lake	Zhangjiakou(Huailai)	78,873	69,408	83	51%	
Henan	Country Garden Phoenix Bay*	Luoyang(Xigong)	132,667	534,647	629	68%	
Anhui	Ningguo Country Garden*	Xuancheng(Ningguo)	56,667	102,000	93	85%	
Guangxi	Country Garden Jade Bay*	Liuzhou(Luzhai)	49,170	122,924	78	93%	
Guangdong	Country Garden Yufu*	Foshan(shunde)	74,667	221,013	484	100%	
Jiangsu	Country Garden Daxue Yinxiang*	Zhenjiang(Jurong)	205,293	410,587	550	75%	
Jiangsu	Country Garden Jade Mansion*	Zhenjiang(Jurong)	127,807	319,517	527	85%	
Jiangsu	Country Garden Mount Earl*	Zhenjiang(Jurong)	32,520	65,040	98	85%	
Anhui	Dongzhi Country Garden*	Chizhou(Dongzhi)	109,355	188,091	256	43%	
Hebei	Country Garden - Jade County*	Handan(Jinanxin)	165,551	188,728	139	74%	
Guangdong	Lianfeng Country Garden Tianhui Bay*	Foshan(Gaoming)	67,333	202,000	24	30%	



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New Land Acquisition in 2016 (Cont'd)						
Dundings	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity
Province			(sqm)	(sqm)	(RMB Million)	Ratio**
Hunan	Hanshou Country Garden*	Changde(Hanshou)	166,000	214,140	149	43%
Guangdong	(To be confirmed)*	Huizhou(Huiyang)	1,634,667	3,923,202	4,393	100%
Guangdong	Country Garden Huijing County*	Guangzhou(Zengcheng)	59,333	118,667	38	43%
Jiangsu	Country Garden Xianlinyunshu*	Zhenjiang(Jurong)	66,667	70,000	212	75%
Qinghai	Xining Country Garden*	Xining(Chengbei)	144,000	403,200	690	84%
Anhui	Linquan Country Garden*	Fuyang(Linquan)	98,830	217,425	268	60%
Guangdong	Country Garden Longwan County*	Foshan(Shunde)	67,333	181,800	519	100%
Hunan	Huayao Country Garden Phoenix Bay*	Hengyang(Shigu)	340,667	531,440	435	60%
Jiangsu	Liyang Country Garden	Changzhou(Liyang)	80,667	111,320	132	85%
Anhui	Country Garden Europe City	Chuzhou(Nanqiao)	98,020	147,030	95	100%
Hubei	Country Garden - Jade County*	Huanggang(Macheng)	71,333	88,453	66	51%
Gansu	Zhonghe Country Garden - Jade Bay*	Baiyin(Baiyin)	71,333	94,160	54	43%
Hunan	Changde Country Garden*	Changde(Wuning)	197,333	517,014	360	85%
Guangxi	Guigang Country Garden*	Guigang(Gangbei)	143,073	357,684	412	93%
Chongqing	Wuxi Country Garden*	Chongqing(Wuxi)	130,667	326,667	161	80%
Hunan	(To Be Confirmed)*	Shaoyang(Shaodong)	35,333	39,573	31	51%
Hebei	Country Garden-Jingshanling Greatwall Valley	Chengde(Luanping)	23,067	12,917	7	50%
Zhejiang	(To Be Confirmed)*	Hangzhou(Xiaoshan)	26,557	185,898	875	30%
Shanxi	Taiyuan Country Garden*	Taiyuan(Xiaodian)	63,607	95,410	232	51%
Guangdong	(To Be Confirmed)*	Huizhou(Huiyang)	1,486,667	1,486,667	2,624	55%
Guangdong	(To Be Confirmed)*	Guangzhou(Baiyun)	9,067	37,174	469	17%
Guangdong	Xuwen Country Garden*	Zhanjiang(Xuwen)	99,388	149,082	60	100%
Hebei	Country Garden - The Cullinan*	Handan(Congtai)	103,473	285,587	530	90%
Hebei	Kuancheng Country Garden*	Chengde(Kuancheng)	58,000	67,280	60	99%
Fujian	Country Garden - Cloud Space*	Xiamen(Xiang'an)	4,340	36,109	77	65%
Guangdong	Luoding Country Garden*	Yunfu(Luoding)	81,333	284,667	184	100%
Henan	(To Be Confirmed)*	Zhengzhou(Zhongmao)	48,920	122,300	217	60%
Anhui	Linquan Country Garden*	Fuyang(Linquan)	49,801	109,563	135	100%
Henan	Zhengzhou Country Garden Phase Two*	Zhengzhou(Xingyang)	224,667	292,067	337	43%
Hainan	Country Garden - Spring City*	Lingshui(Yingzhou)	276,333	151,983	190	55%
Hebei	Shijiazhuang Country Garden	Shijiazhuang(Yuanshi)	146,000	167,900	197	85%
Anhui	Yingzhou Country Garden*	Fuyang(Yingzhou)	214,313	627,938	1,688	100%
Hunan	Pingjiang Country Garden*	Yueyang(Pingjiang)	69,853	104,780	62	100%
Anhui	Liu'an Country Garden Phase Two*	Liu'an(Yu'an)	216,000	464,400	454	60%
Zhejiang	Country Garden - Mansion One*	Quzhou(Kecheng)	36,200	104,256	477	100%



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	New Land Acquisition in 2016 (Cont'd)						
			Site Area	Expected GFA	Land Cost	CG Equity	
Province	Project	City (District)	(sqm)	(sqm)	(RMB Million)	Ratio**	
Hubei	Xiangyang Country Garden*	Xiangyang(Xiangzhou)	55,810	68,327	151	44%	
Guangdong	Country Garden - Jiulong Bay Garden*	Dongguan(Changping)	57,647	115,293	231	46%	
Guangdong	Country Garden - Tianbao Mansion*	Dongguan(Guancheng)	42,667	151,467	460	90%	
Jiangsu	Dafeng Country Garden	Yancheng(Dafeng)	85,333	136,533	128	100%	
Guangdong	Country Garden - Tianhui*	Jiangmen(Heshan)	77,400	232,200	159	90%	
Zhejiang	Vanke - City of Light*	Wenzhou(Lucheng)	13,333	32,133	323	20%	
Hebei	Country Garden - The One*	Qinhuangdao(Haigang)	134,287	349,146	931	20%	
Guangdong	Country Garden Haojin Plaza*	Guangzhou(Zengcheng)	41,713	125,140	476	51%	
Guangdong	(To Be Confirmed)*	Guangzhou(Zengcheng)	69,980	209,940	269	43%	
Jiangsu	Jurong Industrial Park	Zhenjiang(Jurong)	20,400	51,000	21	100%	
Guangdong	(To Be Confirmed)*	Guangzhou(Panyu)	32,800	98,400	148	51%	
Jiangsu	Country Garden - Europe City	Chuzhou(Nanqiao)	120,547	198,902	118	100%	
Yunnan	Country Garden - Pin-tai-ming-ju*	Kunming(Wuhua)	9,847	34,562	12	21%	
Zhejiang	Wenjiang Country Garden Phase Two	Wenzhou(Longwan)	45,107	99,235	283	50%	
Jiangsu	(To Be Confirmed)*	Suzhou(Wujiang)	111,333	356,267	337	100%	
Jiangsu	Country Garden - Zhongbang Shanghai City*	Nantong(Qidong)	458,254	577,399	1,585	99%	
Jiangsu	Suqian Country Garden Phase Two	Suqian(Susu Park)	78,867	106,470	119	100%	
Inner Mongolia	Baotou Country Garden*	Baotou(Kundulun)	104,846	58,598	79	43%	
Guangdong	Country Garden - Grand Mansion Phase Two	Foshan(Shunde)	27,415	82,244	164	86%	
Guangxi	Country Garden - Jade Bay*	Baise(Longjing)	167,413	334,827	350	93%	
Guangxi	Hezhou Country Garden*	Hezhou(Babu)	59,913	149,783	82	92%	
Gansu	Zhangye Country Garden	Zhangye(Binhe New Area)	44,753	22,377	31	85%	
Jiangsu	Country Garden - Century City	Zhenjiang(Jurong)	93,953	241,281	226	100%	
Hainan	(To Be Confirmed)*	Haikou(Longhua)	54,553	136,383	245	100%	
Guizhou	Country Garden - Forest One	Qiannanzhou(Longli)	273,873	172,540	166	85%	
Guangdong	Chaozhou Country Garden*	Chouzhou(Xiangqiao)	136,113	541,731	510	100%	
Chongqing	Country Garden - Forest Bay*	Chongqing(Yunyang)	139,333	320,467	251	51%	
Gansu	Tianshui Country Garden*	Tianshui(Taizhou)	162,993	472,681	782	94%	
Liaoning	Country Garden - Haichang Bordeaux Manor*	Dalian(Jinpu New Area)	396,667	245,933	510	51%	
Liaoning	Country Garden - Haichang Red Flag Valley*	Dalian(Ganjingzi)	193,333	77,333	10	51%	
Liaoning	(To Be Confirmed)*	Dalian(Zhongshan)	17,333	121,333	160	51%	
Liaoning	Country Garden - Haichang Phoenix Bay*	Dalian(Zhongshan)	64,000	25,600	100	51%	
Tianjin	Country Garden - Haichang Tianlan*	Tianjin(Binhai New Area)	171,333	428,334	529	51%	
Tianjin	Country Garden - Haichang Mansion*	Tianjin(Binhai New Area)	12,667	95,000	30	51%	
Hubei	Country Garden - Haichang Star Phase Four*	Wuhan(Dongxihu Area)	279,333	410,620	155	51%	

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New Land Acquisition in 2016 (Cont'd)						
Province	Project	City (District)	Site Area	Expected GFA	Land Cost	CG Equity
			(sqm)	(sqm)	(RMB Million)	Ratio**
Sichuan	Country Garden - Haichang Tianlan*	Chendu(Shuangliu)	292,000	584,000	10	51%
Chongqing	(To Be Confirmed)*	Chongqing(Nan'an)	238,000	164,220	20	51%
Guangdong	(To Be Confirmed)*	Shenzhen (Guangming New Area)	3,667	20,167	285	100%
Guangdong	Lianjiang Country Garden	Zhanjiang(Lianjiang)	119,467	179,200	123	100%
Hainan	Country Garden - Jun-lin-hai*	Lingshui (Binhai New Area)	338,534	139,476	1,095	65%
Yunnan	Country Garden - Zitai Area*	Kunming(Xishan)	25,713	49,884	212	54%
Hebei	Country Garden - Jingshanling Great Wall Valley	Chengde(Luanping)	69,667	39,710	21	50%
Guangdong	Ke-tian-xia Country Garden*	Meizhou(Meijiang)	274,847	590,921	569	70%
Guangdong	(To Be Confirmed)*	Guangzhou(Baiyun)	7,806	15,612	175	100%
Total			19,981,180	37,829,512	57,766	
May sub-total			4,593,482	7,093,091	9,344	

^{*}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.