

碧桂園控股有限公司

Stock code: 2007.HK

#### Newsletter September 2008













#### **Market information**

Stock price : HK\$2.7\*

Market capitalization : HK\$44.17 billion\*

No. of shares issued : 16.36 billion\* \*as of 19 Sept 2008

Lowest pt of 52 wks : HK\$2.11 (18 Sept 2008)

Highest pt of 52 wks : HK\$14.18 (21 Sept 2007)

Date of listing: 20 April 2007

Country Garden Holdings Company Limited ("Country Garden" or the "Group", stock code: 2007) is one of China's leading integrated property developers. The Group runs a centralized and standardized management system. It has a centralized and standardized operation with business comprising construction, installation, fitting, project development, 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 Trademark" in the property sector. Country Garden was ranked the Top Tax Paying Private Enterprise in China by the State Administration of Taxation in 2006. The Company 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.

#### **LATEST NEWS**

- As of 31 August 2008, the attributable gross floor area (not site area, same as below) with land use right certificates is approximately 46.01 million sq. m. (excluding those GFA of which relevant sales contracts were signed but the land use right certificates are being obtained). Among which, the attributable GFA with construction permits is around 15.43 million sq. m. The Group has completed the master planning of projects with an attributable GFA of approximately 9.07 million sq. m., and has submitted the application for the construction permits to the related authorities. The Group is able to complete and deliver its projects within one to two years on average after construction begins.
- After the successful launch of Shenyang Country Garden (Huashan) on 15 June and Country Garden - Phoenix City (Sujiatun) on 19 July, the third Country Garden project in Shenyang City of Northern China, namely Country Garden – Sun Palace (Daoyi), was launched on 3 August, with contract sales amounting to RMB200 million on the first day of launch. As of 31 August 2008, the total contract sales revenue of the three projects in Shenyang exceeded RMB1.2 billion.
- Meanwhile, the sales momentum of projects in Guangdong Province continued. Among which, Country Garden Phoenix City in Guangdong Province was well received with contract sales of about RMB360 million in August.
- As of 31 August 2008, the Group has recorded contract sales of about RMB11.5 billion.



Investor Relations Contact – Country Garden Johnson Murr – Head of Investor Relations D: (86 757) 2660 0773

F: (86 757) 2660 9233 E: johnsonmurr@bgy.com.cn PR Consultant – iPR Ogilvy Callis Lau – Deputy Managing Director D: (852) 2136 6952

F: (852) 3170 6606 E: callis.lau@iprogilvy.com





# 碧桂園控股有限公司

Stock code : 2007.HK

#### Newsletter September 2008













# Breakdown by Development Status for Attributable GFA of Property Developments with Land Use Rights (as of 31 August 2008)

| Development Status Details  | GFA<br>('000 sq. m.) |
|---|----------------------|
| GFA completed but unsold (not site area)  - The total GFA of properties completed but unsold  | 630                  |
| Salable GFA under construction (not site area)  The total saleable GFA under construction  A proportion of these properties in which pre-sale conditions were met are for pre-sale and some of these pre-sales have already been achieved   | 15,430               |
| GFA under approval for construction permits (not site area)  - Land use right certificates obtained  - Master planning, construction design and tender for construction completed with relevant documents submitted to government departments pending on construction approval. Once approved, construction will commence immediately | 9,070                |
| GFA in the process of master planning (not site area)  - Land use right certificates obtained with master planning underway  - Upon completion of planning (e.g. master planning), relevant documents will be submitted to government departments for construction approval   | 20,880               |
| Total   | 46,010               |







碧桂園控股有限公司

Stock code : 2007.HK

### Newsletter September 2008













### **Properties Under Development (as of 31 August 2008)**

| Project  | City<br>(District)       | Aggregate GFA for the entire project (sq. m.) | Interest<br>attribu-<br>table to<br>the | GFA under<br>developme<br>nt<br>(sq. m.) | Total<br>attributable<br>saleable GFA<br>under | Actual<br>construction<br>commence-<br>ment date | Total<br>saleable<br>GFA<br>presold | *Estimated pre-sale commence- | Estimate<br>completio<br>date |
|--|--------------------------|---|---|--|--|--|-------------------------------------|-------------------------------|-------------------------------|
|  |                          |   | Group<br>(%)                            |  | development<br>(sq. m.)                        |  | (sq. m.)                            | ment date                     |                               |
| Shawan<br>Country<br>Garden                                      | Guangzhou<br>(Panyu)     | 276,551                                       | 100                                     | 222,304                                  | 217,275  | 25/7/2007  | 135,121                             | 17/1/2008                     | 2Q2009                        |
| Huanan<br>Country<br>Garden (Phase<br>1-5 and 7)                 | Guangzhou<br>(Panyu)     | 1,010,504                                     | 100                                     | 149,528                                  | 113,068  | 25/2/2005  | 80,034                              | 26/4/2006                     | 4Q2009                        |
| Country Garden<br>Phoenix City                                   | Guangzhou<br>(Zengcheng) | 3,800,923                                     | 100                                     | 892,902                                  | 883,495  | 29/4/2007  | 398,662                             | 30/11/2007                    | 3Q2009                        |
| Huanan Country<br>Garden (Phase<br>6)                            | Guangzhou<br>(Panyu)     | 423,477                                       | 50                                      | 1,076                                    | 0  | 15/10/2004                                       | 0                                   |                               | 4Q2008                        |
| Licheng Country<br>Garden  | Guangzhou<br>(Panyu)     | 524,765                                       | 100                                     | 71,902                                   | 71,424   | 12/10/2007                                       | 36,039                              | 23/4/2008                     | 4Q2008                        |
| Nansha Country<br>Garden   | Guangzhou<br>(Nansha)    | 508,756                                       | 100                                     | 401,245                                  | 380,384  | 29/1/2007  | 193,547                             | 28/9/2007                     | 4Q2009                        |
| Holiday Islands<br>(Huadu)                                       | Guangzhou<br>(Huadu)     | 576,909                                       | 100                                     | 381,148                                  | 373,387  | 11/5/2006  | 6,065                               | 25/7/2008                     | 4Q2009                        |
| Shunde Country<br>Garden (incl.<br>Country Garden<br>West Court) | Foshan<br>(Shunde)       | 2,426,415                                     | 100                                     | 374,568                                  | 212,723  | 13/4/2006  | 31,639                              | 29/11/2006                    | 4Q2009                        |
| Jun'an Country<br>Garden   | Foshan<br>(Shunde)       | 260,628                                       | 90                                      | 62,861                                   | 62,610   | 23/12/2005                                       | 41,873                              | 29/9/2007                     | 4Q200                         |
| Gaoming<br>Country<br>Garden                                     | Foshan<br>(Gaoming)      | 1,034,540                                     | 100                                     | 752,425                                  | 745,375  | 31/5/2006  | 158,710                             | 29/9/2007                     | 2Q200                         |
| Nanhai Country<br>Garden   | Foshan<br>(Nanhai)       | 571,898                                       | 100                                     | 143,624                                  | 137,204  | 8/3/2006   | 1,419                               | 29/12/2007                    | 4Q2009                        |
| Heshan Country<br>Garden   | Jiangmen<br>(Heshan)     | 2,067, 830                                    | 100                                     | 544,232                                  | 493,260  | 22/3/2007  | 77,891                              | 13/9/2007                     | 2Q200                         |
| Wuyi<br>Country Garden   | Jiangmen<br>(Pengjiang)  | 692,616                                       | 100                                     | 157,042                                  | 153,232  | 15/12/2006                                       | 60,370                              | 19/9/2007                     | 4Q200                         |
| Kinhui Country<br>Garden   | Jiangmen<br>(Xinhui)     | 581,616                                       | 100                                     | 173,157                                  | 172,725  | 19/4/2007  | 61,092                              | 16/1/2008                     | 4Q200                         |
| Taishan Country<br>Garden  | Jiangmen<br>(Taishan)    | 2,673,759                                     | 100                                     | 693,755                                  | 672, 223                                       | 31/3/2006  | 17,544                              | 9/2/2007                      | 2Q200                         |
| Yangdong<br>Country Garden                                       | Yangjiang<br>(Yangdong)  | 392,264                                       | 100                                     | 148,575                                  | 141,656  | 29/4/2005  | 59,802                              | 1/12/2005                     | 4Q200                         |
| Zhaoqing<br>Lanling<br>Residence                                 | Zhaoqing<br>(Gaoxin)     | 186,145                                       | 100                                     | 99,740                                   | 10,310   | 30/12/2006                                       | 0                                   | 4Q2008*                       | 4Q2008                        |
| Zhaoqing<br>Country Garden                                       | Zhaoqing<br>(Gaoyao)     | 366,545                                       | 51                                      | 222,752                                  | 211,518  | 19/9/2006  | 47,289                              | 2/2/2007                      | 4Q200                         |
| Shaoguan<br>Country<br>Garden                                    | Shaoguan<br>(Zhenjiang)  | 2,809,540                                     | 100                                     | 979,204                                  | 965,783  | 17/1/2007  | 161,907                             | 31/8/2007                     | 4Q2010                        |
| Huiyang<br>Country Garden  | Huizhou<br>(Huiyang)     | 915,233                                       | 90                                      | 797,850                                  | 789,570  | 22/8/2007  | 0                                   | 4Q2008*                       | 4Q2009                        |
| Lechang<br>Country Garden  | Shaoguan<br>(Lechang)    | 456,670                                       | 100                                     | 291,032                                  | 235,032  | 23/10/2007                                       | 0                                   | 4Q2008*                       | 3Q200                         |
| Shaoguan<br>Country<br>Garden – Sun<br>Palace                    | Shaoguan<br>(Xilian)     | 3,831,295                                     | 100                                     | 96,204                                   | 91,486   | 10/3/2008  | 0                                   | 1Q2009*                       | 3Q2009                        |
| Enping Country<br>Garden   | Jiangmen<br>(Enping)     | 372,913                                       | 100                                     | 298,536                                  | 291,673  | 1/11/2007  | 24,332                              | 23/4/2008                     | 1Q2010                        |







碧桂園控股有限公司

Stock code : 2007.HK

### Newsletter September 2008













| <b>Properties</b> | Under I | Development | (as of 31 | <b>August 2008)</b> |
|-------------------|---------|-------------|-----------|---------------------|
|                   |         |             |           |                     |

| Project                                 | City<br>(District)           | Aggregate<br>GFA for the<br>entire<br>project<br>(sq. m.) | Interest<br>attribu-<br>table to<br>the Group<br>(%) | GFA under<br>development<br>(sq. m.) | Total<br>attributable<br>saleable GFA<br>under<br>development<br>(sq. m.) | Actual construction commencement date | Total<br>saleable<br>GFA<br>presold<br>(sq. m.) | Actual/ *Estimated pre-sale commence- ment date | Estimated completion date |
|---|------------------------------|---|--|--------------------------------------|---|---------------------------------------|---|---|---------------------------|
| Changsha<br>Country<br>Garden           | Changsha<br>(Changsha)       | 1,290,908   | 100  | 169,731                              | 169,531   | 18/12/2006                            | 0   | 15/8/2008                                       | 4Q2008                    |
| Country<br>Garden – Hill<br>Lake Palace | Changsha<br>(Ningxiang)      | 480,755   | 100  | 184,514                              | 159,118   | 12/11/2007                            | 0   | 4Q2008*   | 2Q2009                    |
| Taizhou<br>Country<br>Garden            | Taizhou<br>(Haining)         | 978,986   | 100  | 450,070                              | 447,200   | 27/6/2007                             | 109,574   | 28/12/2007                                      | 3Q2010                    |
| Manzhouli<br>Country<br>Garden          | Hulunbeier<br>(Manzhouli)    | 3,387,190   | 100  | 378,937                              | 374,082   | 23/7/2007                             | 0   | 3Q2008  | 4Q2009                    |
| Xing'anmeng<br>Country<br>Garden        | Xing'anmeng<br>(Keyouqianqi) | 960,505   | 100  | 501,264                              | 424,895   | 20/9/2007                             | 1,846   | 23/8/2008                                       | 3Q2010                    |
| Tongliao<br>Country<br>Garden           | Tongliao<br>(Keerqin)        | 2,105,531   | 100  | 587,237                              | 562,048   | 3/11/2007                             | 0   | 20/8/2008                                       | 4Q2010                    |
| Changshou<br>Country<br>Garden          | Chongqing<br>(Changshou)     | 425,151   | 100  | 386,697                              | 367,112   | 5/11/2007                             | 52,039  | 25/4/2008                                       | 4Q2009                    |
| Wuhan<br>Country<br>Garden              | Wuhan<br>(Hannan)            | 488,845   | 100  | 337,621                              | 337,621   | 29/12/2007                            | 65,995  | 4/6/2008  | 4Q2009                    |
| Xianning<br>Country<br>Garden           | Xianning<br>(Xianan)         | 1,222,418   | 100  | 237,782                              | 214,993   | 15/1/2008                             | 39,040  | 24/6/2008                                       | 2Q2010                    |
| Suizhou<br>Country<br>Garden            | Suizhou<br>(Chengnan)        | 1,353,072   | 100  | 291,470                              | 288,191   | 21/5/2008                             | 24,226  | 12/7/2007                                       | 3Q2009                    |
| Country<br>Garden –<br>Sun Palace       | Shenyang<br>(Daoyi)          | 928,486   | 100  | 601,917                              | 599,019   | 21/7/2007                             | 49,760  | 30/7/2008                                       | 4Q2010                    |
| Shenyang<br>Country<br>Garden           | Shenyang<br>(Huashan)        | 563,825   | 100  | 291,866                              | 288,962   | 21/7/2007                             | 99,553  | 3/6/2008  | 4Q2009                    |
| Country<br>Garden –<br>Phoenix City     | Shenyang<br>(Sujiatun)       | 1,320,842   | 100  | 1,294,400                            | 1,189,102   | 24/9/2007                             | 100,859   | 19/7/2008                                       | 4Q2010                    |
| Country<br>Garden –<br>Galaxy Palace    | Shenyang<br>(Yuhong)         | 2,218,047   | 100  | 618,719                              | 614,324   | 19/3/2008                             | 0   | 18/7/2008                                       | 4Q2010                    |
| Haicheng<br>Country<br>Garden           | Liaoning<br>(Haicheng)       | 586,473   | 100  | 586,473                              | 582,374   | 25/10/2007                            | 0   | 3Q2009*   | 4Q2011                    |
| Country<br>Garden –<br>Lakeside City    | Chaohu<br>(Zhongmiao)        | 1,032,400   | 100  | 332,953                              | 315,308   | 13/12/2007                            | 100,511   | 10/7/2008                                       | 3Q2009                    |
| Huangshan<br>Country<br>Garden          | Huangshan<br>(Huangshan)     | 395,060   | 100  | 198,623                              | 191,672   | 6/1/2008                              | 0   | 29/8/2008                                       | 3Q2009                    |
| Chizhou<br>Country<br>Garden            | Chizhou<br>(Chizhou)         | 516,772   | 100  | 207,878                              | 206,974   | 27/1/2008                             | 0   | 4Q2008*   | 2Q2009                    |
| Chaohu<br>Country<br>Garden             | Chaohu<br>(Nan'an)           | 619,505   | 100  | 119,770                              | 116,288   | 23/4/2008                             | 0   | 4Q2008*   | 2Q2009                    |
| Country<br>Garden – Hill<br>Lake City   | Chaohu<br>(Hexian)           | 1,748,453   | 100  | 322,904                              | 318,852   | 9/5/2008                              | 0   | 4Q2008*   | 2Q2009                    |
| Wuhu Country<br>Garden                  | Wuhu<br>(Sanshanqu)          | 2,792,940   | 100  | 341,174                              | 339,043   | 6/6/2008                              | 0   | 3Q2008  | 4Q2008                    |
| Anqing<br>Country<br>Garden             | Anqing<br>(Anqing)           | 1,595,055   | 100  | 88,600                               | 85,623  | 19/6/2008                             | 0   | 4Q2008*   | 1Q2009                    |
| Total (with co                          | nstruction permi             | its)  |  | 16,290,505                           | 15,428,883  |                                       | 2,209,380                                       |   |                           |







碧桂園控股有限公司

Stock code : 2007.HK

#### Newsletter September 2008













# Details of the 8 Hotels in Operation and 11 Hotel Projects under Construction (as of 31 August 2008)

| Hotel Name  | Location   | Actual/Estimated* Opening Date | No. of<br>Rooms | Star-rating (1)                             |
|---|--|--------------------------------|-----------------|---|
| Shunda Country Cardon                             | Shunde Country Garden,                               | Feb 2000                       | 152             | 4-Star                                      |
| Shunde Country Garden<br>Holiday Resort           | Foshan   | 1 GD 2000                      | 132             | (in operation)                              |
| Guangzhou Country<br>Garden Phoenix City<br>Hotel | Country Garden Phoenix<br>City, Guangzhou            | Nov 2003                       | 573             | 5-Star<br>(in operation)                    |
| Qingyuan Country Garden<br>Holiday Islands Hotel  | Qingyuan Holiday Islands<br>Country Garden, Qingyuan | Dec 2004                       | 201             | 5-Star<br>(in operation)                    |
| Heshan Country Garden<br>Phoenix City Hotel       | Heshan Country Garden,<br>Jiangmen                   | July 2005                      | 280             | 5-star rating standard (in operation)       |
| Wuyi Country Garden<br>Phoenix Hotel              | Wuyi Country Garden,<br>Jiangmen                     | Dec 2005                       | 95              | 5-star rating standard (in operation)       |
| Yangjiang Country<br>Garden Phoenix Hotel         | Yangjiang Country Garden,<br>Yangjiang               | May 2007                       | 342             | 5-star rating standard (in operation)       |
| Changsha Venice Palace<br>Hotel                   | Venice Palace, Changsha                              | Oct 2007                       | 343             | 5-star rating standard (in operation)       |
| Taishan Country Garden<br>Phoenix Hotel           | Taishan Country Garden,<br>Jiangmen                  | Dec 2007                       | 337             | 5-star rating standard (in operation)       |
| Xinhui Country Garden<br>Phoenix Hotel            | Xinhui Country Garden,<br>Jiangmen                   | Oct 2008*                      | 374             | 5-star rating standard (under construction) |
| Gaoming Country Garden<br>Phoenix Hotel           | Gaoming Country Garden,<br>Foshan                    | Early 2009*                    | 337             | 5-star rating standard (under construction) |
| Gaoyao Country Garden<br>Phoenix Hotel            | Gaoyao Country Garden,<br>Zhaoqing                   | Dec 2008*                      | 282             | 5-star rating standard (under construction) |
| Chongqing Country<br>Garden Phoenix Hotel         | Changshou Country Garden,<br>Chongqing               | 2009*                          | 336             | 5-star rating standard (under construction) |
| Wuhan Country Garden<br>Phoenix Hotel             | Wuhan Country Garden                                 | 2009*                          | 334             | 5-star rating standard (under construction) |
| Xing'anmeng Country<br>Garden Phoenix Hotel       | Xing'anmeng Country<br>Garden                        | TBC                            | 336             | 5-star rating standard (under construction) |
| Tongliao Country Garden<br>Hotel                  | Tongliao Country Garden                              | TBC                            | 336             | 5-star rating standard (under construction) |
| Chaohu Country Garden<br>La Phoenix Hotel         | Country Garden – Lakeside<br>City, Chaohu            | 2010*                          | 337             | 5-star rating standard (under construction) |
| Chaohu Country Garden<br>Le Phoenix Hotel         | Chaohu Country Garden                                | 2010*                          | 336             | 5-star rating standard (under construction) |
| Huangshan Country<br>Garden Phoenix Hotel         | Huangshan Country Garden                             | 2010*                          | 376             | 5-star rating standard (under construction) |
| Suizhou Country Garden<br>Phoenix Hotel           | Suizhou Country Garden                               | June 2009*                     | 378             | 5-star rating standard (under construction) |

Notes:

. Hotels are only allowed to apply for star rating after one year of operation.







碧桂園控股有限公司

Stock code : 2007.HK

### Newsletter September 2008













### Details of the 13 Hotels under Development (as of 31 August 2008)

| Locations of Hotel                        | Projects the Hotel<br>Belongs to        | Status of Application for Land Use Right Certificates | Star-rating                                 |
|---|---|---|---|
| Shaoguan (Xilian)                         | Shaoguan Country Garden –<br>Sun Palace | Obtained  | 5-star rating standard (to be developed)    |
| Shaoguan (Zhenjiang)                      | Shaoguan Country Garden                 | Obtained  | 5-star rating standard (to be developed)    |
| Chizhou (Chizhou)                         | Chizhou Country Garden                  | Obtained  | 5-star rating standard (to be developed)    |
| Xianning (Yuzuo Village)                  | Country Garden –<br>Fountain Village    | Obtained  | 5-star rating standard (to be developed)    |
| Zhangjiajie (Yongding)                    | Independent hotel                       | Obtained  | 5-star rating standard (to be developed)    |
| Taizhou (Haining)                         | Taizhou Country Garden                  | Obtained  | 5-star rating standard (to be developed)    |
| Chaohu, Anhui Province<br>(Hexian)        | Country Garden –<br>Hill Lake City      | Obtained  | 5-star rating standard (to be developed)    |
| Wuhu, Anhui Province<br>(Longwohu)        | Wuhu Country Garden                     | Obtained  | 5-star rating standard (to be developed)    |
| Changsha, Hunan Province (Ningxiang)      | Country Garden –<br>Hill Lake Palace    | Obtained  | 5-star rating standard (to be developed)    |
| Anqing, Anhui Province<br>(Anqing)        | Anqing Country Garden                   | Obtained  | 5-star rating standard (to be developed)    |
| Shenyang, Liaoning<br>Province (Sujiatun) | Country Garden –<br>Phoenix City        | Obtained  | 5-star rating standard (to be developed)    |
| Tianjin (Tanggu)                          | Independent hotel                       | Obtained  | 5-star rating standard (to be developed)    |
| Hulunbeier, Inner Mongolia<br>(Manzhouli) | Manzhouli Country Garden                | Obtained  | 5-star rating standard<br>(to be developed) |

