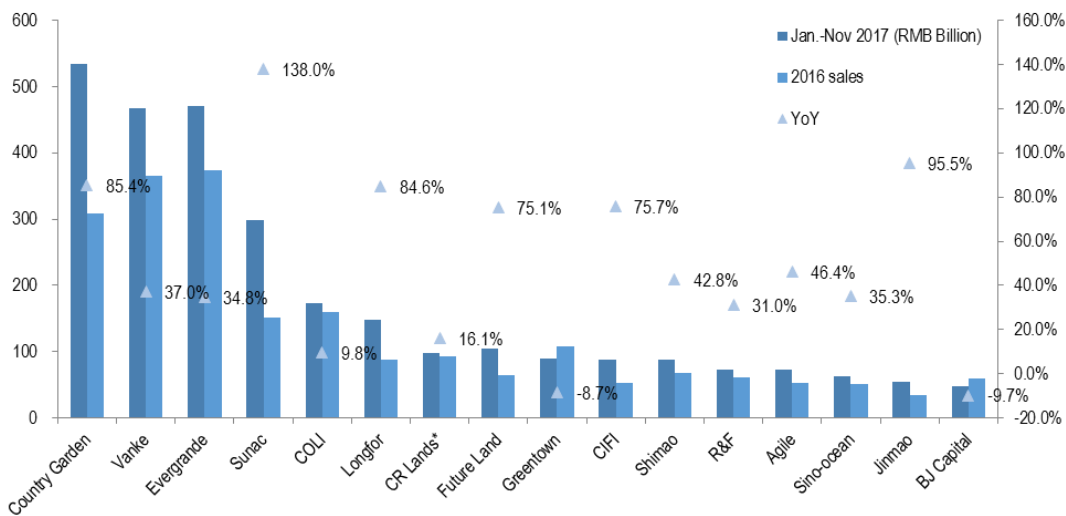


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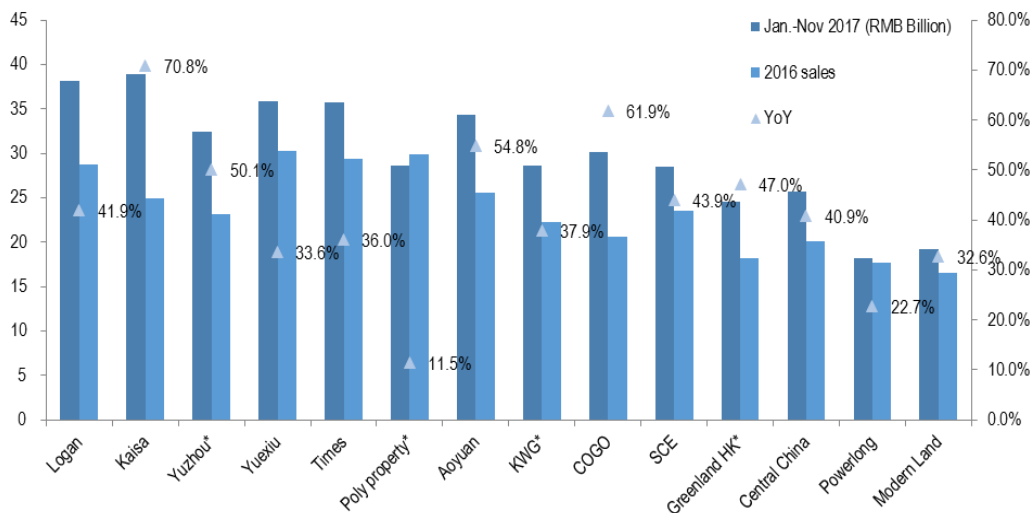
China Property News

Monthly Sales Tracker

Contracted sales above RMB 50Bn Companies



Contracted sales below RMB 50 Bn Companies



Note: the company with * means November's sales have not been announced and cumulative sales was up to October 2017;

Source: Company data, Bloomberg, AMTD Research

The above two figures summarize major China property companies contract sales from Jan-Nov 2017, comparing with 2016 sales. As well as Jan-Nov YoY growth. We have divided them into two groups, contract sales above RMB 50 bn and below RMB 50 bn (According to 2016 data).

Most of China property companies have released their sales results as end of November 2017. Many of the companies have recorded significant increase on contracted sales throughout the year. The majority of them have also fulfilled its sales target for the year as well.

Big giants delivered splendid results throughout the year

Country Garden [2007:HK] has achieved contracted sales of RMB 534.27 Bn from Jan-Nov 2017, which was the first place in China in the year of 2017. The contracted sales GFA was 58.44 sqm. The company would also like to expand its market share in China's rental housing market in the future.

Other giants such as **China Evergrande [3333:HK]** achieved contracted sales of RMB 48.06 Bn in November with an increase of 50% YoY. Cumulative sales from Jan-Nov was RMB 470.4 Bn, increasing by 35% YoY. **China Vanke [2202:HK]** achieved RMB 34.75 Bn contracted sales in November; cumulative contracted sales from Jan-Nov was RMB 467.65 Bn, increasing by 37% YoY. **Sunac China [1918:HK]** achieved contracted sales of 49.43 Bn RMB in November. Total contracted sales in 2017 had achieved RMB 29.79 Bn.

Other smaller companies highlights

Other companies such as **China Aoyuan [3883:HK]** property contract sales in November was 4.32b yuan. The company's Jan-Nov property contract sales achieved 34.4b yuan in 2017. **Logan Property [3380:HK]** contract sales was RMB 3.24 Bn in the month. Cumulative contracted sales in the year of 2017 achieved RMB 38.1 Bn, up 41.9% YoY.

Property Market and Policy Dynamics

1 More land sales in Wuhan

Following the successful transfer of 11 plots of land on 1st December, there were another 18 plots of land transferred on December 4th. The total area of transferred land was 1.26m sq.m, with a starting price of 20.66 bn RMB. 14 plots of land are for residential use and another 4 are for commercial.

Source: Guandian Property

Link: <http://www.quandian.cn/article/20171203/194519.html>

2 Hidden peril awaits China's banks as property binge fuels mortgage fraud frenzy

Gravity-defying property prices in China have spawned widespread home-loan fraud as buyers fear missing out on what seems like a sure bet. Real estate agents, valuation companies and banks themselves are party to the scam.

Source: Reuters investigates;

Link: https://www.reuters.com/investigates/special-report/china-risk-mortgages/?utm_source=Twitter&utm_medium=Social

3 China Pollution Curbs, Property Investment Seen Hindering Growth

China's pollution cleanup is weighing on economic growth this year while a cooling property market will damp investment into 2018, according to a Bloomberg survey last week. President Xi Jinping's curbs on pollution have closed some northern factories and curtailed production at others, boosting prices and shaking up industries. Such measures will reduce gross domestic product growth by less than 0.1 percentage point, according to nine of the 19 economists polled.

Source: Bloomberg

4 New home transaction area in Shanghai has decreased 14% WoW last week

According to Shanghai Centaline Property, from Nov 27 to Dec 3, newly built residential property's transaction area was 85,000 sq.m, down 14.2% WoW. Average transaction price slightly increased to 49.8K per sqm, up 0.3%.

Source:

http://www.etnet.com.hk/www/tc/news/special_news_detail.php?category=%E9%A7%90%E6%BB%AC%E5%B0%88%E9%9B%BB&newsid=ETN271206751

5 Land supply boost tipped to temper Beijing prices

Beijing's residential land supply is set to hit a four-year high in 2017, or nearly four times more than last year, dashing prospects for an upward momentum in home prices in the capital next year. According to Centaline Property, during the January-November period, Beijing put up 9.45 million square metres of residential land for sale, compared with 2.5 million square metres last year,

Source: Bloomberg, South China Morning Post

6 China Construction Bank will provide 20 Bn RMB to Country Garden to develop rental housing in Shanghai

China Construction Bank Shanghai Branch entered into a business cooperation agreement with Country Garden to fund 20 Bn RMB regarding rental housing development in Shanghai. Prior to this, Country Garden has successively reached cooperation with Bank of Jiangsu, CITIC Bank, CCB Shenzhen branch and CCB Guangdong branch to develop rental housing.

Source: Guandian Property

Link: <http://www.guandian.cn/article/20171205/194625.html>

Property Company News

1 Wanda Hotel Development Announces Stake Sale

Wanda Hotel Development [0169:HK] disclosed on December 4 2017 that its parent company, Wanda Overseas, has agreed to transfer its 65.04% stake, or 3bn shares, to chairman Wang Jianlin's wholly-owned company, Wanda Investment, for HKD1.2 per share, which amounts HKD3.6bn. The involved parties plan to sign a definitive share transfer agreement no later than January 31, 2018.

Source: Bloomberg, Guandian Property

Link: <http://www.guandian.cn/article/20171204/194543.html>

2 China Aoyuan [3883:HK] Announced Contract Sales Result

China Aoyuan [3883:HK] property contract sales in November was 4.32b yuan. The company's Jan-Nov property contract sales achieved 34.4b yuan in 2017

Source: Bloomberg

AMTD outlook: We expect Aoyuan's sales in Dec will be similar to this month and Aoyuan's sales in this year may exceed 3.8bn yuan.

3 **Country Garden [2007:HK] would like to IPO its property management service subsidiary in Shanghai**

The company would like to raise no more than 1.125 billion RMB through IPO of its property management subsidiary in Shanghai. 0.66 billion of the proceeds will be used for market expanding. Others can be used for information upgrading projects and smart community projects of the company.

Source: http://www.finet.hk/Newscenter/news_content/5a272e4ce4b0d1966a2b8206

4 **Logan Property [3380:HK] Contract sales in November**

The company announced its sales results as of end of November 2017. Contract sales was 3.24 bn RMB in the month. Cumulative contracted sales in the year of 2017 achieved 38.1 bn RMB, up 41.9% YoY.

Source: Bloomberg

AMTD outlook: Logan's sales momentum is weak in last two months and monthly sales recorded MoM decreased in Oct and Nov. We believe the company is comfortable for this target achievement and holds saleable resource for next year growth.

5 **Longfor announced November contract sales**

Longfor Property [960:HK] announced its contract sales in November, achieving 8.03 Bn RMB. Total contract sales from Jan-Nov achieved 148.4 Bn RMB, increasing by 85%

Source: Bloomberg

AMTD outlook: Longfor almost doubled its contracted sales in last 11 months. We expect the company will achieve 100% YoY growth in 2017.

6 **Shanghai Shimao Purchases RMB24bn Shenzhen Land For High Rise Project**

Shanghai-based developer **Shimao [600823:CH]** has acquired a land in Shenzhen through a subsidiary for RMB24bn, in order to build a 600-meter high landmark there, according to a company disclosure on December 6. The land covers an area of 321,900 square meters, with forty years of use rights. Over the past three quarters, Shimao's signed purchase deals worth a total of RMB15.4bn.

Source: Bloomberg; http://house.ifeng.com/detail/2017_12_07/51312586_0.shtml

7 **Yangguang Co. Ltd has terminated the M&A with Kingkey Group**

On December 7th, **Yangguang Co. Ltd [000608:CH]** decided to terminate its cash purchase of Shenzhen Kingkey Banner Commercial Management Co. Ltd, which is a subsidiary of Kingkey Group. The termination was mainly due to the divergence on valuation of the properties and some core transaction terms.

Source: Guandian Property

Link: <http://www.guandian.cn/article/20171207/194729.html>

8 **Country Garden [2007:HK] has achieved more than 500 Bn RMB contracted sales from Jan-Nov in 2017**

On December 7th, **Country Garden [2007:HK]** has achieved contracted sales of 534.27 Bn RMB from Jan-Nov 2017, which was the first place in China in the year of 2017. The contracted sales GFA was 58.44 sqm. The company would also like to expand its market share in China's rental housing market in the future.

Source: Guandian Property

Link: <http://www.guandian.cn/article/20171207/194709.html>

AMTD outlook: Country Garden is the first company hits 500b yuan sales in China. We believe the company has fully prepared for its further growth in next year. The company has aggressive land replenishment in 2017 and more land plots in 1st and 2nd tier cities. The company will have an enhancement in ASP in near future.

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IMPORTANT DISCLOSURES

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AMTD Asset Management Limited has investment banking relationship with China Aoyuan, Logan Property and/or its affiliate(s) within the past 12 months.

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