

*Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.*



**CHINA VANKE CO., LTD. \***

**萬科企業股份有限公司**

*(a joint stock company incorporated in the People's Republic of China with limited liability)*  
**(Stock code: 2202)**

## **Update Regarding Sales and Newly Added Development Project For the Month Ended 31 January 2017**

The board of directors (the “**Board**”) of China Vanke Co., Ltd. (the “**Company**”) is pleased to announce that for the month ended 31 January 2017, the Company achieved a sales area of 35,290,000 sq m, with a sales amount of RMB48.12 billion. Due to existence of various uncertainties in the sales process, the abovementioned sales figures may differ from the figures to be disclosed in regular reports. Therefore, the relevant figures are periodical data for investors’ reference only.

The Company has acquired 19 new projects since the disclosure of the sales update for the month ended 31 December 2016. Details of the projects are as follows:

1. Xijiangyue Project, Foshan. The land lot is located in Gaoming District, Foshan City; it lies at the west end of Wenchang Road, north end of Mingguo Road, south end of Xijiang Avenue and east end of Hexiang Road. The net site area of the land lot is approximately 97,000 sq m with a plot ratio of 3.0 and a plot ratio-based gross floor area (“**GFA**”) of approximately 291,000 sq m. The Company holds a 55 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB342 million.
2. Yueduohui Project, Foshan. The land lot is located in Chancheng District, Foshan City; it lies at the west end of Fenjiang South Road and south end of Yingyin Road. The net site area of the land lot is approximately 10,000 sq m with a plot ratio of 5.9 and a plot ratio-based GFA of approximately 59,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB404 million.
3. Xiajing New Town Project, Fuzhou. The land lot is located in Cangshan District, Fuzhou City; it lies at the east end of Jinzhou South Road, north end of Shiziting Road and south end of Jinhong Road. The net site area of the land lot is approximately 31,000 sq m with a plot ratio of 1.77 and a plot ratio-based GFA of approximately 55,000 sq m. The Company holds a 50 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB434 million.

4. Baihuazhou Project, Fuzhou. The land lot is located in Cangshan District, Fuzhou City; it lies at the east end of Jinrong South Road, north end of Baihuazhou Road and south end of Jianpingxinju. The net site area of the land lot is approximately 36,000 sq m with a plot ratio of 1.7 and a plot ratio-based GFA of approximately 61,000 sq m. The Company holds a 50 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB481 million.

5. Haizhou Project, Gu Town, Zhongshan. The land lot is located in Gu Town, Zhongshan City; it lies at the west end of Zhongxing Avenue and south end of Dongan West Road. The net site area of the land lot is approximately 140,000 sq m with a plot ratio of 3.0 and a plot ratio-based GFA of approximately 420,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB944 million.

6. Xianfeng Temple Project, Huoju, Zhongshan. The land lot is located in Huoju Development Zone, Zhongshan City; it lies at the north end of Keji East Road and west end of Zhongshangang Avenue. The net site area of the land lot is approximately 5,000 sq m with a plot ratio of 3.0 and a plot ratio-based GFA of approximately 15,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB62 million.

7. Guangzhou South Station Project. The project is located in Panyu District, Guangzhou City; it is in the Guangzhou South Station East Square, and is situated in the core area of the South Station. The net site area of the land lot is approximately 82,000 sq m with a plot ratio of 5.5 and a plot ratio-based GFA of approximately 452,000 sq m. The Company holds a 51 per cent equity interest in the project's Village 1 land lot and 66.7 per cent equity interest in the project's Village 4 land lot, and is obliged to pay a land premium of approximately RMB2,318 million.

8. Phase 2 Yujiashan Project, Suzhou. The land lot is located in the New & High-tech Industrial Development Zone, Suzhou City; it lies at the west end of Luojiawan Road and north end of Wangjiafu Street. The net site area of the land lot is approximately 139,000 sq m with a plot ratio of 1.4 and a plot ratio-based GFA of approximately 194,000 sq m. The Company holds a 55 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB2,261 million.

9. Guoxin Guanhuwan Project, Wuxi. The land lot is located in Xinwu District, Wuxi City; it lies at the west end of Guoxin Branch Road, south end of Juqu Road, north end of Gancheng Road and east end of a road under planning. The net site area of the land lot is approximately 182,000 sq m with a plot ratio of 1.2 and a plot ratio-based GFA of approximately 224,000 sq m. The Company holds a 40 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB354 million.

10. Changshui Road Project, Jiaxing. The land lot is located in Jiaxing International Business Park; it lies at the west end of Business Avenue and south end of Changshui Road. The net site area of the land lot is approximately 89,000 sq m, with a plot ratio of 2.5 and a plot ratio-based GFA of approximately 222,000 sq m. The Company holds a 60 per cent equity

interest in the project and is obliged to pay a land premium of approximately RMB675 million.

11. 203 Gong Nong Road Project, Shenyang. The land lot is located in Dadong District, Shenyang City; it lies at the east end of the boundary of the land lot, west end of a road under planning, south end of Gong Nong Road and north end of Ruyi Fifth Road. The net site area of the land lot is approximately 31,000 sq m, with a plot ratio of 3.0 and a plot ratio-based GFA of approximately 92,000 sq m. The Company holds a 80 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB418 million.

12. Ruiyang Road Houtian Phase Two Project, Qingdao. The land lot is located in Chengyang District, Qingdao City; it lies to the east of Jiagsan Road under planning, at the west end of Tianwang Road, to the south of Weiyi Road under planning and north end of Ruiyang Road. The net site area of the land lot is approximately 64,000 sq m, with a plot ratio of 2.0 and a plot ratio-based GFA of approximately 128,000 sq m. The Company holds a 70 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB147 million.

13. Youjia Village Land Lot C Project, Dalian. The land lot is located on the Xinzhaizi Street in Ganjingzi District, Dalian City; it lies at the east end of Hezhou Road. The net site area of the land lot is approximately 74,000 sq m, with a plot ratio of 1.76 and a plot ratio-based GFA of approximately 129,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB318 million.

14. Wujiabao Phase Two Project, Taiyuan. The land lot is located in Jinyuan District, Taiyuan City; it lies at the east end of West Main Canal, west end of Jinci Road, south end of Wujiabao Road and north end of Yeyu North Street. The net site area of the land lot is approximately 26,000 sq m, with a plot ratio of 4.0 and a plot ratio-based GFA of approximately 106,000 sq m. The Company holds a 60 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB155 million.

15. Wujiabao Phase Three Project, Taiyuan. The land lot is located in Jinyuan District, Taiyuan City; it lies at the east end of a road under planning, west end of Tianyi City, south end of a road under planning and north end of Huanhu North Road. The net site area of the land lot is approximately 35,000 sq m, with a plot ratio of 4.0 and a plot ratio-based GFA of approximately 141,000 sq m. The Company holds a 60 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB223 million.

16. Hong Lingjin Bridge Project, Beijing. The land lot is located in Chaoyang District, Beijing City; it lies at the intersection of East Fourth Ring Road and Chaoyang Road, and to the southeast of Hong Lingjin Bridge. The net site area of the land lot is 16,000 sq m, with a plot ratio of 5.8 and a plot ratio-based GFA of approximately 90,000 sq m. The Company holds a 60 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,215 million.

17. Military Village Project, Beijing. The land lot is located in Mentougou District, Beijing City; roads connecting the various sides of the project are under planning. The net site area of the land lot is 75,000 sq m, with a plot ratio of 0.6 and a plot ratio-based GFA of

approximately 44,000 sq m. The Company holds a 50 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB120 million.

18. Gold Silver Lake Project, Wuhan. The land lot is located in East West Lake District, Wuhan City; it lies at the east end of Huanhu Road, south end of Lianhu Homeland, north end of Machi Road and east end of Gold Silver Lake. The net site area of the land lot is 35,000 sq m, with a plot ratio of 2.8 and a plot ratio-based GFA of approximately 98,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB490 million.

19. Park South Road Project, Xi'an. The land lot is located in Yanta District, Xi'an City; it lies at the west end of Changming Road, north end of Beilu Road and east end of Park South Road. The net site area of the land lot is approximately 122,000 sq m, with a plot ratio of 2.8 and a plot ratio-based GFA of approximately 341,000 sq m. The Company holds a 90 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB547 million.

The Company's equity interests in the abovementioned projects may change as a result of introduction of cooperation parties for joint development of certain of these projects. The percentages of shareholdings disclosed above are for investors' reference only at current stage.

By order of the Board  
**China Vanke Co., Ltd.** \*  
**Zhu Xu**  
*Company Secretary*

Shenzhen, the PRC, 7 February 2017

*As at the date of this announcement, the Board comprises Mr. WANG Shi, Mr. YU Liang and Mr. WANG Wenjin as executive Directors; Mr. QIAO Shibo, Mr. SUN Jianyi, Mr. WEI Bin and Mr. CHEN Ying as non-executive Directors; and Mr. ZHANG Liping, Mr. HUA Sheng, Ms. LAW Elizabeth and Mr. HAI Wen as independent non-executive Directors.*

*\* for identification purpose only*