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vanke 万科  
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 Projects For the Month Ended 31 December 2017**

The board of directors (the “**Board**”) of China Vanke Co., Ltd. (the “**Company**”) is pleased to announce that for the month ended 31 December 2017, the Company achieved a sales area of 4,532,000 sq m, with a sales amount of RMB62.23 billion. From January to December of 2017, the Company achieved an accumulated sales area of 35,952,000 sq m and a sales amount of RMB529.88 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 26 new projects since the disclosure of the sales update for the month ended 30 November 2017. Details of the projects are as follows:

| No. | City     | Name of the Project                    | Location          | Percentage Interest Attributable to the Company | Land Area (Unit: '0000 sq m) | Plot Ratio | Plot Ratio-based Gross Floor Area (“GFA”) (Unit: '0000 sq m) | GFA Attributable to the Company’s Equity Holding (Unit: '0000 sq m) | Land Premium Attributable to the Company’s Equity Holding (RMB million) |
|-----|----------|--|-------------------|---|------------------------------|------------|--|---|---|
| 1   | Shenzhen | Shenzhen Bay Super Headquarter Project | Nanshan District  | 100%  | 1.9                          | 8.6        | 15.3   | 15.3  | 3,137   |
| 2   | Dongguan | Houjie Housha Road Project             | Houjie Town       | 70%   | 4.5                          | 1.2        | 5.4  | 3.8   | 174   |
| 3   | Dongguan | Dongjiang Avenue Project               | Wanjiang District | 100%  | 2.2                          | 3.0        | 6.5  | 6.5   | 168   |
| 4   | Quanzhou | Haishanghai Project                    | Fengze District   | 35%   | 21.2                         | 4.0        | 85.0   | 29.7  | 1,330   |
| 5   | Xiamen   | Xiang’an District X2017P05 Land Lot    | Xiang’an District | 49%   | 0.8                          | 2.4        | 1.9  | 0.9   | 256   |
| 6   | Suzhou   | Liwanyu Land Lot                       | Wujiang District  | 16.66%  | 1.7                          | 3.8        | 6.3  | 1.0   | 107   |

| No. | City      | Name of the Project                         | Location                        | Percentage Interest Attributable to the Company | Land Area (Unit: '0000 sq m) | Plot Ratio | Plot Ratio-based Gross Floor Area ("GFA") (Unit: '0000 sq m) | GFA Attributable to the Company's Equity Holding (Unit: '0000 sq m) | Land Premium Attributable to the Company's Equity Holding (RMB million) |
|-----|-----------|---|---------------------------------|---|------------------------------|------------|--|---|---|
| 7   | Taicang   | Yinhe Bay Project                           | Liuhe Town                      | 16.6%   | 2.1                          | 3.4        | 7.3  | 1.2   | 47  |
| 8   | Jiangyin  | Nanmen Project                              | Chengjiang residential district | 18.5%   | 6.8                          | 2.4        | 16.6   | 3.1   | 95  |
| 9   | Nantong   | Hushanyuanzhu Project                       | Tongzhou District               | 33.3%   | 8.4                          | 1.6        | 13.4   | 4.5   | 317   |
| 10  | Nantong   | Chouzhoufu Project                          | Development Zone                | 50.1%   | 4.9                          | 1.1        | 5.2  | 2.6   | 384   |
| 11  | Yangzhou  | GZ055 Huaisi                                | Hanjiang District               | 33.67%  | 6.9                          | 1.6        | 11.1   | 3.7   | 72  |
| 12  | Wenzhou   | Metro S1 Line Yaoxi North Station Project   | Longwan District                | 50%   | 13.7                         | 3.1        | 43.3   | 21.7  | 1,686   |
| 13  | Taiyuan   | Wanchangrun Project                         | Wanbolin District               | 52%   | 1.6                          | 3.5        | 5.7  | 3.0   | 173   |
| 14  | Qingdao   | Tailiu Road No. 312 Land Lot                | Shibei District                 | 60%   | 1.1                          | 3.5        | 3.9  | 2.4   | 153   |
| 15  | Yantai    | Tianyue Bay Project                         | High-Tech Development Zone      | 100%  | 14.5                         | 2.8        | 40.2   | 40.2  | 1,800   |
| 16  | Beijing   | Wulituo Erzutuan 053 Land Lot               | Shijingshan District            | 50%   | 20.3                         | 1.7        | 34.7   | 17.3  | 3,900   |
| 17  | Langfang  | Yongqing Project Phase One                  | Yongqing County                 | 94%   | 2.4                          | 1.8        | 4.3  | 4.1   | 247   |
| 18  | Tianjin   | Zhicheng Road Project                       | Beichen District                | 33.3%   | 1.9                          | 2.0        | 3.7  | 1.2   | 206   |
| 19  | Changchun | Bayi Park Xinda Longwan Project             | High-Tech Development Zonet     | 50%   | 9.7                          | 1.9        | 18.0   | 9.0   | 425   |
| 20  | Xi'an     | Jade World Follow-up 38 Mu Land Lot         | Qujiang New District            | 51%   | 2.5                          | 3.9        | 9.9  | 5.1   | 139   |
| 21  | Chengdu   | Tianfu International Finance Center Project | Tianfu District                 | 50%   | 10.6                         | 5.0        | 52.7   | 26.4  | 239   |

| No.          | City      | Name of the Project                            | Location                | Percentage Interest Attributable to the Company | Land Area<br>(Unit: '0000 sq m) | Plot Ratio | Plot Ratio-based Gross Floor Area ("GFA")<br>(Unit: '0000 sq m) | GFA Attributable to the Company's Equity Holding<br>(Unit: '0000 sq m) | Land Premium Attributable to the Company's Equity Holding<br>(RMB million) |
|--------------|-----------|--|-------------------------|---|---------------------------------|------------|---|--|--|
| 22           | Zhengzhou | Fangding Project                               | Shangjie District       | 50%   | 35.7                            | 1.5        | 53.5  | 26.8   | 535  |
| 23           | Chongqing | Yuanboyuan 260 Mu Project                      | Liangjiang New District | 70%   | 17.4                            | 1.8        | 31.2  | 21.9   | 1,639  |
| 24           | Yichang   | Guojiawan Project                              | Yiling District         | 45%   | 18.2                            | 2.4        | 43.7  | 19.7   | 322  |
| 25           | Kunming   | Baisha Runyuan Follow-up Consolidated Land Lot | Panlong District        | 100%  | 1.5                             | 1.2        | 1.8   | 1.8  | 48   |
| 26           | Urumqi    | Central Park Phase 3 Project                   | Shuimogou District      | 100%  | 1.2                             | 3.5        | 4.1   | 4.1  | 181  |
| <b>Total</b> |           |  |                         |   | <b>213.4</b>                    | -          | <b>524.7</b>  | <b>276.9</b>   | <b>17,780</b>  |

Besides, the Company acquired 4 new logistics property projects. Details of the projects are as follows:

| No.   | City      | Name of the Project        | Location            | Percentage Interest Attributable to the Company | Land Area<br>(Unit: '0000 sq m) | GFA<br>(Unit: '0000 sq m) | GFA Attributable to the Company's Equity Holding<br>(Unit: '0000 sq m) | Land Premium Attributable to the Company's Equity Holding<br>(RMB million) |
|-------|-----------|----------------------------|---------------------|---|---------------------------------|---------------------------|--|--|
| 1     | Guangzhou | Huadu Project              | Huadu District      | 70%   | 24.5                            | 22.7                      | 15.9   | 296  |
| 2     | Jiaxing   | Jiashan Project            | Jiashan County      | 100%  | 9.6                             | 8.1                       | 8.1  | 181  |
| 3     | Hangzhou  | Xiaoshan (Jinshan) Project | Xiaoshan District   | 100%  | 7.8                             | 14.0                      | 14.0   | 345  |
| 4     | Suzhou    | Wangting Project           | Xiangcheng District | 100%  | 3.9                             | 3.9                       | 3.9  | 56   |
| Total |           |                            |                     |   | <b>45.8</b>                     | <b>48.7</b>               | <b>41.9</b>  | <b>878</b>   |

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, 3 January 2018

*As at the date of this announcement, the Board comprises Mr. YU Liang, Mr. WANG Wenjin and Mr. ZHANG Xu as executive directors; Mr. LIN Maode, Mr. XIAO Min, Mr. CHEN Xianjun and Mr. SUN Shengdian as non-executive directors; and Mr. KANG Dian, Ms. LIU Shuwei, Mr. NG Kar Ling, Johnny and Mr. LI Qiang as independent non-executive directors.*

*\* for identification purpose only*