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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 JULY 2018

The board of directors of China Vanke Co., Ltd.* (the "**Company**") is pleased to announce that for the month ended 31 July 2018, the Company achieved a contract sales area of 3,068,000 sq. m., with a contract sales amount of RMB45.14 billion. From January to July of 2018, the Company achieved an accumulated contract sales area of 23,422,000 sq. m. and a contract sales amount of RMB349.80 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 33 new projects since the disclosure of the sales update for the month ended 30 June 2018. 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	Dongguan	Wanzhang Road Construction in Process Project	Liaobu	20%	5.2	5	25.8	5.2	400
2		Jianshe Road Land Lot	Nancheng	33%	6.8	3.5	23.6	7.8	841
3		Fumin Road Project	Dalang	20%	5.7	2.2	12.7	2.5	385
4		Huanhu Road Project	Songshan Lake	30%	1.8	2.5	4.4	1.3	131
5	Zhongshan	Ma'an Village Land Lot	Cuiheng New District	80%	7.8	3	23.4	18.7	1,123
6	Quanzhou	Beifeng Area No. 2018-7 Land Lot	Fengze District	100%	4	1.8	7.2	7.2	485
7	Shanghai	33-01 Land Lot Project North of Songze Avenue in Xujing North Large Community	Qingpu District	100%	5	1.8	8.9	8.9	2,953
8	Changshu	2017A-015 Land Lot	Yushan Town	30%	9	1.9	17.1	5.1	362
9	Wuxi	West of Feicui East	Binhu District	100%	6.7	2.3	15.4	15.4	2,185

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)
10	Ningbo	Yaojiang New District Initiating Zone 1# & 2# Land Lot	Jiangbei District	51%	8.7	2.1	18.2	9.3	890
11		Jiangbei Core District Huaishu Road 6# Synthesis Land Lot	Jiangbei District	100%	3	2.8	8.3	8.3	1,715
12	Nanjing	Western Tianyin Avenue Project	Jiangning District	52%	15.3	2.6	39.2	20.4	2,891
13		Jinma Road Metro Station Upper Cover Property Project	Qixia District	30%	12	2	23.8	7.1	343
14		G27 Land Lot Project South of Yuhua South Road	Yuhuai District	30%	5.3	2.5	13.1	3.9	678
15	Jiaxing	Jiashan 2017-54 Land Lot	Jiashan Country	5%	4.8	2.5	12	0.6	44
16		Land Lot West of Erhuan East Road in Tongxiang Zhendong New District	Tongxiang Zhendong New District	100%	4.2	1.8	7.6	7.6	980
17	Hangzhou	Donghai Xianhucheng Project	Yuhang District	17%	41.1	1.2	48.1	8.7	493
18	Xuzhou	Maocun 2018-8# Land Lot	Tongshan District	50%	5.9	2.5	14.8	7.4	174
19		Maocun 2018-6# Land Lot	Tognshan District	50%	10.4	2.5	25.9	13	234
20		Laolongtan Land Lot	Yunlong District	33%	2	2.5	4.9	1.6	75
21		Beiyanwo Project	Gulou District	33%	18.1	1.6	28.5	9.4	423
22	Hefei	Headquarter Base Project	Economic & Technological Development Area	25%	16.4	2.6	41.9	10.5	446
23		S1706 Land Lot	Baohe District	25%	15.4	2.3	35.8	8.9	1,084
24	Wenzhou	Shangshatang 03-4 Land Lot	Rui'an City	8%	5.6	2.8	15.9	1.2	157
25	Yangzhou	Land Lot North of Tonghu Road	Gaoyou City	50%	20	2	40	20	525
26	Tangshan	Fengrun New Town	Fengrun District	40%	5.1	2.5	12.7	5.1	74
27	Jinan	Suncun Zhongyan Project	Innovation Zone	33%	21.5	1.7	35.8	11.8	818
28	Taiyuan	Jinyang Lake West Bank Project	Jinyuan District	50%	12.7	2	25.4	12.7	600
29	Meishan	Chongli 937 Mu	Dongpo District	100%	62.5	1.6	102.3	102.3	1,346
30	Urumqi	Cuiquan Jianquan Road Area Project	Tianshan District	50%	12.5	2.2	27.8	13.9	659
31		Kexi Road GH Land Lot	Saybag District	50%	3.8	2.4	9.3	4.6	242
32		Zhenxing Zhong Road 129 Mu Project	Midong District	100%	8.6	3.5	30.1	30.1	656
33	Guiyang	Jiangjunshan Project	Guanshanhu District	51%	35.4	2.5	88.5	45.1	1,026
Total					402.3	-	848.4	435.6	25,438

Besides, the Company acquired 8 new logistics property projects, with an aggregate land premium attributable to the Company's equity holding to be settled amounted to RMB1.998 billion. Details of the projects are as follows:

No.	City	Name of Project	Location	Percentage Interest Attributable to the Company	Land Area (Unit: '0000 sq m)	GFA (Unit: '0000 sq m)	GFA Attributable to the Company's Equity Holding (Unit: '0000 sq m)
1	Langfang	VX Langfang Anci Logisite Park	Anci District	100%	10	9.99	9.99
2	Shanghai	Swire Cold Chain Asset Package	Fengxian District	100%	4.33	3.08	3.08
3	Langfang		Economic & Technical Development Zone	100%	4	3.1	3.1
4	Ningbo		Beilun District	100%	6.8	4.44	4.44
5	Nanjing		Qixia District	100%	7.6	5.36	5.36
6	Chengdu		Xinjin County	100%	5.13	3.92	3.92
7	Xiamen		Haicang District	65%	5.67	3.71	2.41
8	Guangzhou		Huangpu District	60%	6.17	5.8	3.48
Total					49.70	39.40	35.78

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, 5 August 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*