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vanke
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 AUGUST 2018

The board of directors of China Vanke Co., Ltd.* (the "Company") is pleased to announce that for the month ended 31 August 2018, the Company achieved a contract sales area of 2,574,000 sq. m., with a contract sales amount of RMB38.34 billion. From January to August of 2018, the Company achieved an accumulated contract sales area of 25,996,000 sq. m. and a contract sales amount of RMB388.14 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 20 new projects since the disclosure of the sales update for the month ended 31 July 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	Yongsheng Avenue Project	Fenggang Town	40%	5	2	10.1	4	683
2	Nanning	Wuxiang Logistic Park Project	Liangqing District	80%	15.6	3.3	50.6	40.5	1,218
3	Shanghai	Wujing Town MHP0-1004 Unit Land Lot	Minhang District	100%	7.2	1.8	12.9	12.9	2,734
4	Hangzhou	Xialongxu Urban Renewal Project	Xihu District	10%	0.9	3.9	3.5	0.3	25
5	Ningbo	ZH06-01-33-01 Land Lot	Zhenhai District	100%	6.5	2	13.1	13.1	1,322
6	Taizhou	Dabanqiao Land Lot Project	Jiaojiang District	100%	20.5	2.3	46.7	46.7	2,237
7	Jiaxing	No.2018-12 Land Lot	Economic and Technological Development Zone	100%	5.7	2.1	11.9	11.9	939
8		No.2018 South - 016 Land Lot	Nanhu District	100%	8.8	2	17.7	17.7	1,208
9	Tianjin	Yutai Village 04 Land Lot Project	Xiqing District	33%	4.1	1.8	7.3	2.4	249
10		Xiaowangzhuang Land Lot	Dongli District	51%	3.5	2	6.4	3.3	500
11	Tangshan	Xinchengzi Urban Village Renewal Project Land Lot A-02-01	Hi-tech Industrial Development Zone	60%	6.8	2.5	17	10.2	226
12	Shenyang	Baihe Bay East	Hunnan District	100%	8.2	1.7	14	14	798

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13	Dalian	Sports New Town AB Land Lot	Ganjingzi District	100%	9	2.4	21.4	21.4	1,724
14		Sports New Town C Land Lot	Ganjingzi District	100%	3.5	2.8	9.7	9.7	826
15	Ji'nan	Zhangmatun Area C-06 / C-08 Land Lot	Licheng District	20%	10.3	2.5	26	5.2	389
16	Taiyuan	Dongtaipu Project follow-up Land Lot (including replacement building)	Yingze District	100%	4.5	2.8	12.9	12.9	316
17		Yangdi 2018-G-25 & Yangdi 2018-G-26 Land Lot	Yangqu County	60%	8.4	2.5	21.1	12.7	46
18	Shijiazhuang	012 Land Lot	Recycling Chemical Industry Zone	51%	8.1	2.7	21.7	11.1	337
19	Chengdu	Dream City E Land Lot	Pidu District	100%	0.8	3	2.3	2.3	179
20	Kunming	Zhongzha Project	Guandu District	30%	9.3	3.2	29.8	8.9	485
Total					146.7		356.1	261.2	16,441

Besides, the Company acquired 5 new logistics property projects, with an aggregate land premium attributable to the Company's equity holding to be settled amounted to RMB374 million. 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	Shenyang	VX Shenyang Hunnan Logisitic Park	Hunnan District	100%	10.87	6.66	6.66
2	Nanning	Singapore Industrial Park (Bonded)	Wuxiang New District	100%	6.76	6.15	6.15
3		Singapore Industrial Park (Non-bonded)	Wuxiang New District	100%	9.31	5.24	5.24
4	Changshu	VX Changshu Hunnan Logisitic Park	New&Hi-tech Industrial Development Zone	100%	7.45	4.26	4.26
5	Xiamen	VX Xiamen Hunnan Logisitic Park	Tong'an District	70%	6	3.77	2.64
Total					40.39	26.08	24.95

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 September 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*