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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 30 September 2018**

The board of directors of China Vanke Co., Ltd.* (the “Company”) is pleased to announce that for the month ended 30 September 2018, the Company achieved a contract sales area of 3,025,000 sq m, with a contract sales amount of RMB43.42 billion. From January to September of 2018, the Company achieved an accumulated contract sales area of 29,021,000 sq m and a contract sales amount of RMB431.55 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 14 new projects since the disclosure of the sales update for the month ended 31 August 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	Shatian Avenue Project	Shatian Town	70%	8.5	1.8	15.2	10.6	962
2	Changsha	Dongfanghong Project	High-tech Zone	100%	15.2	3.4	51.7	51.7	2,017
3	Shanghai	Qiaogao Project	Xuhui District	33%	11.8	3.0	35.7	11.9	3,284
4		Mancheng Commodity Housing Land Lot	Baoshan District	33%	6.3	2.0	12.6	4.2	878
5	Hangzhou	LOFT 49 Industrial Unit, 2# Land Lot	Gongshu District	40%	1.6	2.3	3.7	1.5	33
6	Tianjin	Diecai Road Project	Hexi District	35%	2.4	2.0	4.8	1.7	402
7	Shenyang	Zhonglv International Town Project	Hunnan District	51%	106.3	0.9	96.0	49.0	840
8	Qingdao	Three Commercial and Residential Land Lots in Bashan	Huangdao District	51%	13.2	2.3	30.9	15.7	696

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9	Shijiazhuang	Nangaoying Village Project	Changan District	51%	16.9	2.5	42.2	21.5	1,292
10	Yantai	2# South E Land Lot of Siji Garden	Laishan District	86%	10.5	1.8	18.9	16.4	510
11	Chongqing	Central Park Project	Yubei District	100%	4.6	2.5	11.6	11.6	711
12	Yinchuan	72-Lake, 147 Mu Project	Jinfeng District	40%	9.8	2.0	19.6	7.9	118
13		85 Mu Project, North of Aiyi River		21%	5.7	1.5	8.5	1.8	39
14	Lanzhou	Shidai Zhi Guang Project	Yuzhong County	60%	12.7	2.7	33.9	20.3	219
Total					225.3	-	385.3	225.8	12,001

Besides, the Company acquired 6 new logistics property projects, with an aggregate land premium attributable to the Company's equity holding to be settled amounted to RMB1,519 million. 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)	GFA (Unit: '0000 sq m)	GFA Attributable to the Company's Equity Holding (Unit: '0000 sq m)
1	Ningbo	VX Ningbo Jiangbei Logistic Park	Jiangbei District	100%	7.96	18.56	18.56
2		VX Ningbo Cixi Economic Development Zone Logistic Park	Cixi City	100%	5.87	4.62	4.62
3	Shanghai	VX Qingpu Xianghuaqiao Logistic Park	Qingpu District	100%	14.07	12.80	12.80
4	Tianjin	VX Tianjin Jinghai Logistic Park	Jinghai District	100%	26.82	28.64	28.64
5		VX Tianjin Wuqing Logistic Park (Phase III)	Wuqing District	100%	16.87	17.88	17.88
6	Nanchang	VX Nanchang Airport Logistic Park (Phase II)	Airport Economic Zone	95%	9.33	9.26	8.80
Total					80.92	91.76	91.3

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, 9 October 2018

As at the date of this announcement, the board of directors of the Company 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*