

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.

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 Project For the Month Ended 30 September 2017

The board of directors (the “**Board**”) of China Vanke Co., Ltd. (the “**Company**”) is pleased to announce that for the month ended 30 September 2017, the Company achieved a sales area of 2,729,000 sq m, with a sales amount of RMB46.32 billion. From January to September of 2017, the Company achieved an accumulated sales area of 26,645,000 sq m and a sales amount of RMB396.1 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 23 new projects since the disclosure of the sales update for the month ended 31 August 2017. Details of the projects are as follows:

1. Jianxin South Road Project, Cangshan District, Fuzhou. The land lot is located in Cangshan District, Fuzhou City; it lies at the north end of Jianxin South Road, and west end of the Second Ring Expressway. The net site area of the land lot is approximately 34,000 sq m, with a plot ratio of 2.3 and a plot ratio-based gross floor area (“GFA”) of approximately 78,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB844 million.

2. Shuianjunshan North Project, Mawei District, Fuzhou. The land lot is located in Mawei District, Fuzhou City; it lies at the south end of Junzhu Hill, north end of Shuianjunshan, and west end of the cluster of Sanmugongyuanli. The net site area of the land lot is approximately 114,000 sq m, with a plot ratio of 1.4 and a plot ratio-based GFA of approximately 159,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,167 million.

3. Uni City Project, Foshan. The land lot is located in Beijiao Town, Shunde District, Foshan City; it lies to the south of Exhibition Centre Avenue, west of Exhibition Centre Central Road and atop of Foshan Metro Line 3 Exhibition Centre Station. The net site area of the land lot is approximately 87,000 sq m, with a plot ratio of 4.5 and a plot ratio-based GFA of approximately 391,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,358 million.

4. X2017P03 Land Lot, Xiang'an District, Xiamen. The land lot is located in Xiatanwei South Area, Xiang'an District, Xiamen City; it lies at the northwestern end of the interchange between Xiang'an Avenue and Tingyang Road and north end of Hengwu Road. The net site area of the land lot is approximately 11,000 sq m, with a plot ratio of 2.4 and a plot ratio-based GFA of approximately 26,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB720 million.

5. X2017P04 Land Lot, Xiang'an District, Xiamen. The land lot is located in Xiatanwei South Area, Xiang'an District, Xiamen City; it lies at the northwestern end of the interchange between Xiang'an Avenue and Tingyang Road and south end of Hengwu Road. The net site area of the land lot is approximately 8,000 sq m, with a plot ratio of 2.0 and a plot ratio-based GFA of approximately 16,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB378 million.

6. 18-03 Land Lot of Qibao Eco-Commercial District, Minhang District, Shanghai. The land lot is located in Minhang District, Shanghai City; it lies at the west end of Hangxi Road, south end of the central green belt, north end of Xinlong Road and east end of Hangxin Road. The net site area of the land lot is approximately 30,000 sq m, with a plot ratio of 2.9 and a plot ratio-based GFA of approximately 88,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,698 million.

7. 17-04 Land Lot of Qibao Eco-Commercial District, Minhang District, Shanghai. The land lot is located in Minhang District, Shanghai City; it lies at the west end of Hangxin Road, south end of the central green belt, north end of Xinlong Road and east end of Hengjing River. The net site area of the land lot is approximately 23,000 sq m, with a plot ratio of 3.5 and a plot ratio-based GFA of approximately 80,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,495 million.

8. Shanghai International Automobile City Core District 21B-13 Land Lot, Anting Town, Jiading District, Shanghai. The land lot is located in Jiading District, Shanghai City; it lies at the west end of Fifth Road under planning, north end of Eighth Road under planning, east end of Boyuan Road, and south end of Sixth Road under planning. The net site area of the land lot is approximately 85,000 sq m, with a plot ratio of 2.3 and a plot ratio-based GFA of approximately 195,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB4,886 million.

9. Huaqiaozhongyu Project, Kushan. The land lot is located in Huaqiao Commercial City, Kunshan City, Suzhou; it lies at the west end of Zhaofeng Road, south end of Cao'an Highway, north end of Chenfeng Road and east end of Huanchen Road. The net site area of the land lot is approximately 18,000 sq m, with a plot ratio of 6.5 and a plot ratio-based GFA of approximately 118,000 sq m. The Company holds a 20 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB187 million.

10. No. CF201707 Project, Hefei City. The land lot is located in Zhangfeng County, Hefei City; it lies at the west end of Xiangtan Road, south end of Qingying Road, north end of a road under planning and east end of Fuyang Road. The net site area of the land lot is approximately 122,000 sq m, with a plot ratio of 2.2 and a plot ratio-based GFA of approximately 256,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB2,106 million.

11. Haining Outlets East Land Lot, Jiaxing. This land lot is located in Gaoxin District, Haining City, Jiaxing; it lies at the west end of Anlan Road, south end of Chunshi Road and east end of Outlets. The net site area of the land lot is approximately 29,000 sq m, with a plot ratio of 2.5 and a plot ratio-based GFA of approximately 73,000 sq m. The Company holds a 60 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB288 million.

12. Jiaxing Gaoxin District Land Lot. This land lot is located in Gaoxin District, Haining City, Jiaxing; it lies at the west end of Dongliang Road, south end of Xiangsheng Project and east end of Qichao Road. The net site area of the land lot is approximately 63,000 sq m, with a plot ratio of 2.2 and a plot ratio-based GFA of approximately 138,000 sq m. The Company holds a 49 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB516 million.

13. Project south of Jinke, Sutong Technology Industrial Park, Nantong. This land lot is located in Sutong Technology Industrial Park, Nantong City; it lies at the west end of Jinying West Road, south end of Haina Road, north end of Tonger River and east end of Sutong Road. The net site area of the land lot is approximately 181,000 sq m, with a plot ratio of 1.8 and a plot ratio-based GFA of approximately 321,000 sq m. The Company holds a 20 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB210 million.

14. Bailujun West Project, Nantong. This land lot is located in Gangzha District, Nantong City; it lies at the west end of Kerun Road, south end of Xinxishi Road, north end of Xinhua Road and east end of Changtai Road. The net site area of the land lot is approximately 98,000 sq m, with a plot ratio of 1.6 and a plot ratio-based GFA of approximately 159,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,617 million.

15. Jibao Lanamingjun Project, Nantong. This land lot is located in Nantong Development Zone, Nantong City; it lies at the north end of Shanghai Road, south end of Xinghu Avenue, west end of Yucai Road and east end of Central Road. The remaining area not yet developed of the land lot is approximately 85,000 sq m, with a plot ratio of 1.8 and a GFA of approximately 149,000 sq m of the remaining area not yet developed. The Company holds a 100 per cent equity interest in the project and is obliged to pay an equity transfer price of RMB1,430 million.

16. Fangshan District Zhoukoudian Project, Beijing. This land lot is located in Zhoukoudian Town, Fangshan District, Beijing City; it lies at the west end of East Second Road under planning, south end of Huangshan Road under planning, north end of Yanshan Road under planning and east end of Class II Residential Land under planning. The net site area of the land lot is approximately 89,000 sq m, with a plot ratio of 1.5 and a plot ratio-based GFA of approximately 134,000 sq m. The Company holds a 51 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB877 million.

17. New World Meiyu Project, Tangshan. This land lot is located in Lubei District, Tangshan City; it lies at the west end of South Park Apartment Community, south end of Nanxin Road and east end of Nanyuan West Road. The net site area of the land lot is approximately 120,000 sq m, with a plot ratio of 2.2 and a plot ratio-based GFA of approximately 280,000 sq m. The Company holds a 16.83 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB141 million.

18. Water Factory Project, Fengman District, Jilin. This land lot is located in Fengman District, Jilin City; it lies at the west end of Land Lot No. 13 of Dream Town, south end of Land Lot No. 13 of Dream Town, north end of Binjiang South Road and east end of Water Factory Vocational School. The net site area of the land lot is approximately 36,000 sq m, with a plot ratio of 3.0 and a plot ratio-based GFA of approximately 107,000 sq m. The Company holds a 30 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB26 million.

19. Huiji Maozhuang Project, Zhengzhou. The land lot is located in Huiji District, Zhengzhou City; it lies at the west end of Jinhe Road and south end of Xinhua Street. The net site area of the land lot is approximately 52,000 sq m, with a plot ratio of 3.0 and a plot ratio-based GFA of approximately 155,000 sq m. The Company holds a 50 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB467 million.

20. Qionghai 892 mu Project, Xichang. The land lot is located in Xichang City; it lies to the south of the east line extension of Hangtian Avenue; the land lot borders Hangtian Avenue to the north, resettlement area and wet land park to the west, and wet land park and Qionghai to the south. The net site area of the land lot is approximately 595,000 sq m, with a plot ratio of 1.05 and a plot ratio-based GFA of approximately 622,000 sq m. The Company holds a 30 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB451 million.

21. Qinhan New City Project, Xi'an. This land lot is located in the core district of Qinhan New City in Xixian New District of Xi'an city and Xianyang city; it lies at the north end of Lanchi Avenue. The net site area of the land lot is approximately 451,800 sq m, with a plot ratio of 1.96 and a plot ratio-based GFA of approximately 881,600 sq m. The Company holds a 90 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB1,260 million.

22. Taiciqiao Project, Nanming District, Guiyang. This land lot is located in Nanming District, Guiyang City; it lies at the juncture of the southern section of Zhonghuan Road and Huaxi Avenue and is close to Xiaoche River and Nanming River. The net site area of the land lot is approximately 44,900 sq m, with a plot ratio of 4.84 and a plot ratio-based GFA of approximately 217,000 sq m. The Company holds a 42 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB353 million.

23. Feicui Park Project, Taiyuan. This land lot is located in Jinyuan District, Taiyuan City; it lies at the west end of Binhe West Road, south end of Xizhai North Street and east end of Jiankang East Road. The net site area of the land lot is approximately 75,800 sq m, with a plot ratio of 3.4 and a plot ratio-based GFA of approximately 257,800 sq m. The Company holds a 45 per cent equity interest in the project and is obliged to pay a land premium attributable to its equity holding of approximately RMB397 million.

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

1. Tianjin Binhai Dongfang Xinghua Project. The project is located in Tianjin Economic-Technological Development Area, Binhai New District, Tianjin City. The site area of the project is approximately 40,000 sq m, with a GFA of approximately 26,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB77 million.

2. Kunshan Weisu Project. The project is located in Qiandeng Town, Kunshan City. The site area of the project is approximately 36,000 sq m, with a GFA of approximately 20,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB40 million.

3. Changsha Yuhua Project. The project is located in Yuhua District, Changsha City. The site area of the project is approximately 115,000 sq m, with a GFA of approximately 145,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB112 million.

4. Xi'an Bafuluo Project. The project is located in Airport New City, Xi'an city. The site area of the project is approximately 122,000 sq m, with a GFA of approximately 73,000 sq m. The Company holds a 95 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB57 million for such cooperation.

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, 10 October 2017

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*