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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 OCTOBER 2020

The board of directors of China Vanke Co., Ltd.* (the "**Company**") hereby announce that for the month ended 31 October 2020, the Company achieved a contract sales area of 3,660,000 sq. m., with a contract sales amount of RMB52.31 billion. From January to October of 2020, the Company achieved an accumulated contract sales area of 36,309,000 sq. m. and a contract sales amount of RMB545.07 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 13 new development projects since the disclosure of the sales update for the month ended 30 September 2020. Details of the projects are as follows:

No.	City	Name of the Project	Location	Percentage Interest Attributable to the Company	Land Area (Unit: '000 sq m)	Comprehensive Plot Ratio	Plot Ratio-based Gross Floor Area ("GFA") (Unit: '000 sq m)	GFA Attributable to the Company's Equity Holding (Unit: '000 sq m)	Land Premium Attributable to the Company's Equity Holding (RMB million)
1	Sanya	Land Lot South to Affordable Housing	Yazhou District	90%	33	2.5	81	73	159
2		Land Lot North to Affordable Housing	Yazhou District	90%	13	2.5	32	29	59
3	Nanjing	Yanziji Residential Land Lot (2020G54)	Qixia District	70%	62	2.8	172	121	2,667
4	Hangzhou	No.2 Land Lot of Athletes Village of Asian Games	Xiaoshan District	80%	69	2.7	187	150	3,043
5		Land Lot East to Chaoyang	Xiaoshan District	40%	50	2.6	130	52	767
6	Wuxi	Wanshan Lake Land Lot	Xishan District	49%	108	2.0	216	106	903
7	Xuzhou	2019-No. 63 Dagushan A-1 Land Lot	Gulou District	50%	20	2.5	51	26	84
8	Jiaxing	Land Lot North to Haishangchuanqi	Economic Development Zone	70%	40	2.0	81	57	556

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9	Tangshan	Zhanqian Road 113 Mu Land Lot	Lubei District	100%	76	2.0	152	152	1,042
10		Zhanqian Road 62 Mu Land Lot	Lubei District	100%	41	2.0	83	83	596
11		Phase III Land Lot of New Golden Mansion	Fengrun District	48%	76	2.0	153	73	204
12	Harbin	Shenzhen-Harbin Vanke Town Project	Songbei District	41%	167	2.2	362	148	405
13	Lanzhou	Xigu Distrit 112 Mu Project	Xigu District	51%	75	3.4	254	129	597
Total					830	-	1,954	1,199	11,082

Besides, the Company acquired 1 new logistics property project, with an aggregate land premium attributable to the Company's equity holding to be settled amounted to RMB325 million. Details of the projects are as follows:

No.	City	Name of Project	Location	Percentage Interest Attributable to the Company	Land Area (Unit: '000 sq m)	GFA (Unit: '000 sq m)	GFA Attributable to the Company's Equity Holding (Unit: '000 sq m)
1	Shanghai	VX Shanghai Pudong Airport Park	Pudong New District	80%	93.1	108.7	87.0

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 November 2020

As at the date of this announcement, the Board comprises Mr. YU Liang, Mr. ZHU Jiusheng and Mr. WANG Haiwu as executive directors; Mr. XIN Jie, Mr. HU Guobin, Mr. TANG Shaojie and Mr. LI Qiangqiang as non-executive directors; and Mr. KANG Dian, Ms. LIU Shuwei, Mr. NG Kar Ling, Johnny and Mr. ZHANG Yichen as independent non-executive directors.

** For identification purpose only*