

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 Projects For the Month Ended 30 November 2017

The board of directors (the “**Board**”) of China Vanke Co., Ltd. (the “**Company**”) is pleased to announce that for the month ended 30 November 2017, the Company achieved a sales area of 2,296,000 sq m, with a sales amount of RMB34.75 billion. From January to November of 2017, the Company achieved an accumulated sales area of 31,419,000 sq m and a sales amount of RMB467.65 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 19 new projects since the disclosure of the sales update for the month ended 31 October 2017. 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	Shenzhen	Shajing Shangxing Project	Baoan District	90%	12.2	5.3	64.1	42.9	2,706
2	Foshan	Lixixiaxiang Village Project, Dali County, Foshan City	Nanhai District	33%	0.8	3.0	2.3	0.8	34
3	Guangzhou	YH-A3-2 Project, South of Changling Road	Huangpu District	100%	8.6	1.1	9.2	9.2	932
4	Wuxi	Agile South Project, Taihuxincheng	Binhu District	100%	10.8	2.3	24.9	24.9	4,120
5	Jingjiang	Binjiang New Town Project	Binjiang New Town	60%	37.1	1.5	56.5	33.9	891
6	Taicang	19-2 Project	Hi-Tech Zone	100%	4.3	2.1	9.0	9.0	813

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)
7	Yangzhou	GZ059 North Greenery Project	Guangling District	100%	5.3	1.7	9.1	9.1	538
8	Wenzhou	Wending Road Project	Ruixiang New District	48.47%	6.7	2.3	15.3	7.5	671
9	Dalian	International Finance Centre Project	Shahekou Project	30%	0.7	10.5	7.2	2.2	83
10	Dalian	Hualu Project	Hi-Tech Zone	100%	1.1	2.4	2.6	2.6	242
11	Beijing	HD00-0303-6019、6020 Project, Cuihu Science and Technology Park	Haidian District	51%	5.5	1.9	10.4	5.3	921
12	Shenyang	No.39-1 Land Lot Project, Qianshan West Road	Yuhong District	100%	1.9	3.5	6.7	6.7	335
13	Shenyang	Baihua Group Project	Huanggu District	70%	1.6	7.0	11.3	7.9	570
14	Chengdu	61 mu Project, Fenghuang Road	Qingbaijiang District	100%	4.1	3.0	12.2	12.2	368
15	Chengdu	34 mu Project, Fenghuang Road	Qingbaijiang District	100%	2.3	3.0	6.8	6.8	207
16	Xi'an	Vanke Dijian Binhe Four Seasons Project	Fuping County	33.15%	16.1	2.0	32.2	10.7	64
17	Xi'an	Vanke Xingfu Zhenyuan Project	Weiyang District	100%	4.9	2.8	13.8	13.8	398
18	Kunming	Kunming Lake No.9 Land Lot Project	Panlong District	100%	6.5	4.7	30.2	30.2	2,210
19	Chongqing	CDL Asset Package Project	Yuzhong District	65%	4.4	3.6	15.7	10.3	986
Total					134.9	-	339.5	246.0	17,089

Besides, the Company acquired 4 new logistics property projects. 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)	Land Premium Attributable to the Company's Equity Holding (RMB million)
1	Xi'an	Fengdong Project	Fengdong District	60%	12.9	12.7	7.6	80
2	Tianjin	Binhai Tianjin Port Project	Binhai New District	100%	11.1	6.8	6.8	111
3	Wuxi	Huishan Project	Huishan District	100%	6.8	4.0	4.0	56
4	Wuxi	Xinwu Project	Xinwu District	100%	13.7	8.6	8.6	255
Total					44.5	32.1	27.0	502

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, 4 December 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*