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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 31 July 2017**

The board of directors (the “**Board**”) of China Vanke Co., Ltd. (the “**Company**”) is pleased to announce that for the month ended 31 July 2017, the Company achieved a sales area of 2,491,000 sq m, with a sales amount of RMB35.56 billion. From January to July of 2017, the Company achieved an accumulated sales area of 21,176,000 sq m and a sales amount of RMB312.74 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 30 June 2017. Details of the projects are as follows:

1. Guicheng C22 Street Area Project, Nanhai District, Foshan City. The land lot is located in Nanhai District, Foshan City; its lies at the north end of Nangang Road, south end of Nangang Avenue and east end of a road under planning. The net site area of the land lot is approximately 55,000 sq m, with a plot ratio of 3.0 and a plot ratio-based gross floor area (“**GFA**”) of approximately 165,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB2,531 million.
2. A Glamorous City Project, Foshan. The land lot is located in Sanshui District, Foshan City; it lies at the north end of Lubao Avenue. The net site area of the land lot is approximately 133,000 sq m, with a plot ratio of 2.5 and a plot ratio-based GFA of approximately 332,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,018 million.
3. Yuejiangnan Project, Nanning. The land lot is located in Jiangnan District, Nanning City; it lies at the north end of Zhihe Road and east end of Yongjin Road. The net site area of the land lot is 78,000 sq m, with a plot ratio of 3.0 and a plot ratio-based GFA of 235,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB825 million.

4. Qinian Project, Shenzhen. The land lot is located in Futian District, Shenzhen City; it lies at the north end of Shennan Avenue, south end of Jingtianan Seventh Road and east end of Xiangmei Road. The net site area of the land lot is approximately 3,000 sq m, with a plot ratio of 8.0 and a plot ratio-based GFA of approximately 21,000 sq m (completed property). The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,173 million.

5. Qingmeng Development Zone 2017-1 Project, Quanzhou. The land lot is located in Qingmeng Development Zone, Quanzhou City; it lies at the west end of Detai Road, east end of Jitai Road and north end of Fengchi Road. The net site area of the land lot is approximately 55,000 sq m, with a plot ratio of 3.7 and a plot ratio-based GFA of approximately 203,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB595 million.

6. West Commercial and Residential Complex Project of Nanjing South Railway Station. The land lot is located in the area of Nanjing South Railway Station, Nanjing City; it lies at the west end of Jiangnan Road, north end of Hongyun Avenue, east end of Ludou Avenue and south end of Jinyang West Street. The area of the land lot for sale is approximately 109,000 sq m, with a plot ratio of 3.7 and a plot ratio-based GFA of approximately 405,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of RMB4,910 million.

7. Nanchang Economic Development Zone Car City 86 mu Project. The land lot is located in the Economic Development Zone of Nanchang City; it lies at the east end of Fengsheng Expressway, west end of Lushan South Avenue and south end of Yuping East Avenue. The net site area of the land lot is approximately 57,000 sq m, with a plot ratio of 2.5 and a plot ratio-based GFA of approximately 145,000 sq m. The Company holds a 47.5 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB462 million.

8. Yangzhou Wenfeng 879 Project. The land lot lies at the east end of Lianyi Road and north end of Lianyun Road. The net site area of the land lot is approximately 95,000 sq m, with a plot ratio of 1.5 and a plot ratio-based GFA of approximately 143,000 sq m. The Company holds a 65 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB392 million.

9. City Lights HGZ-1723 Land Lot, Taiyuan. The land lot is located in Dongtaibao Village, Yingze District, Taiyuan City; it lies at the west end of Taibao Road, south end of a road under planning, north end of Dongtaibao community and east end of Shanxi Longding Real Estate Development Company Limited (山西龍鼎房地產開發股份有限公司). The net site area of the land lot is approximately 11,000 sq m, with a plot ratio of 3.8 and a plot ratio-based GFA of approximately 42,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB64 million.

10. City Lights HGZ-1724 Land Lot, Taiyuan. The land lot is located in Dongtaibao Village, Yingze District, Taiyuan City; it lies at the west end of Dongzhong Huan, south end of Changfeng Street, north end of a road under planning and east end of a

road under planning. The net site area of the land lot is approximately 26,000 sq m, with a plot ratio of 7.0 and a plot ratio-based GFA of approximately 181,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB210 million.

11. Shenyang Ideal New City Project. The land lot is located in the Hunnan District of Shenyang City; it lies to the west of the site's boundary, at the south end of Baita River Road, at the north end of Gaoshen Road and to the east of the site's boundary. The net site area of the land lot is approximately 198,000 sq m, with a plot ratio of 2.0 and a plot ratio-based GFA of approximately 396,000 sq m. The Company holds a 50 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB643 million.

12. Shenyang Wencui Road Project. The land lot is located in Shenhe District of Shenyang City; it lies to the west of the site's boundary, at the south end of an existing road, to the north of the site's boundary and at the east end of an existing road. The net site area of the land lot is approximately 12,000 sq m, with a plot ratio of 3.5 and a plot ratio-based GFA of approximately 42,000 sq m. The Company holds a 50 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB100 million.

13. Qingdao Union Road Project. The land lot is located in Huangdao District of Qingdao City; it lies at the west end of Union Road, south end of Huaihe East Road, north end of a road under planning and east end of Huaihai West Road. The net site area of the land lot is approximately 128,000 sq m, with a plot ratio of 2.1 and a plot ratio-based GFA of approximately 284,000 sq m. The Company holds a 65 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB319 million.

14. Changchun Dongwan Peninsula Project. The land lot is located in Nanguan District of Changchun City, within the second ring of the city; it lies at the west end of Yitong River, south end of Dongrong Avenue, north end of Dongda Bridge and east end of Donglai South Street. The net site area of the land lot is approximately 112,000 sq m, with a plot ratio of 4.7 and a plot ratio-based GFA of approximately 522,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB2,489 million for the equity transfer.

15. Chengdu Xipu Guoyun Project. The land lot is located in Pidu District of Chengdu City; it lies at the west end of Luxi Puxia Street, south end of a road under planning, north end of Tianhe Road and east end of a road under planning. The net site area of the land lot is approximately 76,000 sq m, with a plot ratio of 2.4 and a plot ratio-based GFA of approximately 183,000 sq m. The Company holds a 70 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB450 million.

16. Wuhan Jinyu International Project. The land lot is located in Hanyang District of Wuhan City; it lies at the west end of Wuxian Road, south end of Beijing-Guangzhou Railway Corridor, north end of Hanyang Avenue and east end of Jiangcheng Avenue. The net site area of the land lot is approximately 115,000 sq m, with a plot ratio of 5.2 and a plot ratio-based GFA of approximately 593,000 sq m. The Company holds a

100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB2,588 million.

17. Zhengzhou Economic Development Zone Maritime Road Project. The land lot is located in Zhengzhou Economic Development Zone; it lies at the west end of Jiuqu Road, north end of Anda Road and east end of Fenglou Road. The net site area of the land lot is approximately 60,000 sq m, with a plot ratio of 2.5 and a plot ratio-based GFA of approximately 151,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB1,089 million.

18. Yuxi Fuxian Lake Taiyang Mountain Project. The project is located on the east bank of Fuxian Lake in Chengjiang County, Yuxi City. The area of undeveloped land of the project is 2,520,000 sq m, with a total plot ratio of approximately 0.64 and a plot ratio-based GFA of approximately 1,620,000 sq m. The Company holds a 36 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB807 million.

19. Guiyang Datanguo Project. The land lot is located in Guiyang Economic Development Zone; it lies at the south end of Panjiang Road, east end of an existing road, north end of an existing road, and west side of existing buildings. The net site area of the land lot is approximately 58,000 sq m, with a plot ratio of 6.5 and a plot ratio-based GFA of approximately 374,000 sq m, including 64,000 sq m of resettlement estate. The Company holds a 95 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB664 million.

20. Guiyang Eight Horses Project. The land lot is located in Guanshan Lake District in Guiyang City; it lies at the west end of Jinyang North Road, north end of Guanshan West Road, east end of Chengnan Road. The net site area of the land lot is approximately 70,000 sq m, with a plot ratio of 5.9 and a plot ratio-based GFA of approximately 392,000 sq m. The Company holds a 40 per cent equity interest in the project and is obliged to pay a land premium attributable to equity holding of approximately RMB299 million.

Besides, the Company acquired 5 new logistics property projects. Details of the projects are as follows:

1. Wuhan Jiangxia Project. The project is located in Hejiahu Village, Daqiao New District of Jiangxia District, Wuhan City. The site area of the project is approximately 141,000 sq m, with a plot ratio of 0.65 and a plot ratio-based GFA of approximately 93,000 sq m. The Company holds a 95 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB84 million for such cooperation.

2. Tianjin Wuqing Project. The project is located in the E-Commerce Industrial Park, Wuqing District, Tianjin City. The site area of the project is approximately 135,000 sq m, with a plot ratio of 0.63 and a plot ratio-based GFA of approximately 86,000 sq m. The Company holds a 95 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB77 million for such cooperation.

3. Huzhou Deqing Project. The project is located in Deqing Port International Logistics Park, Qianyuan Town, Deqing County, Huzhou City. The site area of the project is approximately 85,000 sq m, with a plot ratio of 1.06 and a plot ratio-based GFA of approximately 89,000 sq m. The Company holds a 95 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB32 million for such cooperation.

4. Foshan Sanshui Baini Project. The project is located in Baini Town, Sanshui District, Foshan City. The site area of the project is approximately 168,000 sq m, with a plot ratio of 0.6 and a plot ratio-based GFA of approximately 101,000 sq m. The Company holds a 100 per cent equity interest in the project and is obliged to pay a land premium of approximately RMB176 million.

5. Shenyang Yuhong Project. The project is located in Yuhong Shaling Industrial Park, Shenyang City. The site area of the project is approximately 134,000 sq m, with a plot ratio of 1.20 and a plot ratio-based GFA of approximately 160,000 sq m. The Company holds a 90 per cent equity interest in the project and is obliged to pay a consideration of approximately RMB67 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, 2 August 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*