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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 28 February 2018

The board of directors (the “**Board**”) of China Vanke Co., Ltd. (the “**Company**”) is pleased to announce that for the month ended 28 February 2018, the Company achieved a sales area of 2,402,000 sq m, with a sales amount of RMB35.60 billion. From January to February of 2018, the Company achieved an accumulated sales area of 6,845,000 sq m and a sales amount of RMB103.58 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 22 new projects since the disclosure of the sales update for the month ended 31 January 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	Nanning	Longgang Zhongtie Mingzhu Project	Yongning District	35%	6.9	2.5	17.3	6.0	187
2	Foshan	Xieli Jidian Project	Shunde District	100%	2.3	5.2	12.1	12.1	362
3	Dongguan	Xinji Road Project	Nancheng District	60%	1.4	4.4	6.2	3.7	259
4	Hangzhou	Land Lot 1 and Land Lot 2, Yunhe Vanke Centre	Gongshu District	24.5%	3.7	3.5	12.8	3.1	225
5	Jiaxing	Land Lot 17241, Xucun Town, Haining City	Xucun Town, Haining City	100%	3.8	2.2	8.4	8.4	748
6		Land Lot 17242, Xucun Town, Haining City		100%	6.4	2.3	14.7	14.7	1,105

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	Ningbo	Land Lot 1, South of E-commerce Area TOD	Jiangbei District	100%	14.9	1.5	22.4	22.4	970
8		Land Lot 2, South of E-commerce Area TOD		100%	6.1	2.8	16.7	16.7	524
9	Nanjing	Dagang Longwan Project	Zhenjiang New District	50%	7.6	1.5	11.3	5.7	170
10	Nantong	CR17027 Huizhi Road South land lot, Haimen City	Haimen City	51.2%	9.3	2.0	18.6	9.5	717
11	Tianjin	Land Lot C, Minhe alley	Dongli District	100%	7.7	1.9	14.9	14.9	609
12	Taiyuan	Hengtong Energy Project	Wanbailin District	51%	24.0	2.4	57.1	29.1	612
13	Shenyang	Chengjiannanjuan Project	Hunnan District	25%	6.4	2.2	14.0	3.5	147
14	Jinan	Luneng Project	Zhangqiu District	100%	20.1	2.0	40.2	40.2	1,971
15	Yantai	Land Lot A, Donglin	Zhifu District	51%	6.2	2.0	12.0	6.1	74
16		,Kongjitan renovation Land Lot A and Land Lot B Project	Laishan District	30%	18.9	2.4	46.0	13.8	150
17	Zhengzhou	Second batch of land lot, Yanming Lake	Zhongmu County	51%	6.9	1.3	8.8	4.5	114
18	Urumqi	92 Acre Project, Carp Hill	High-tech District	70%	6.1	2.8	17.1	12.0	674
19		54 Acre Project, Exhibition Area	Shuimogou District	100%	3.6	4.5	16.2	16.2	651
20	Wuhan	Project 082, Baoshan Village	Jiangxia District	50%	6.5	2.8	18.1	9.1	580
21		Project 083, Baoshan Village		20%	6.6	2.9	19.0	3.8	247
22	Kunming	Jinjia Project	Guandu District	38.3%	16.1	3.3	53.9	20.6	736

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Total					191.5	-	457.8	276.1	11,832

Besides, the Company acquired 3 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	Nanning	Wuxiang Logistic Park	Wuxiang new District	100%	6.9	4.5	4.5	39
2	Nanning	High-tech District Logistic Park	High-tech District	100%	10.7	12.9	12.9	240
3	Hangzhou	Dajiang east linjiang District Logistic Park	Dajiang east linjiang District	100%	4.6	3.8	3.8	46
Total					22.2	21.2	21.2	325

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 March 2018

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*