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招商局置地有限公司
CHINA MERCHANTS LAND LIMITED

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(Incorporated with limited liability in the Cayman Islands)

(Stock Code: 978)

**UNAUDITED OPERATING STATISTICS
FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2017**

The board of directors (the “**Board**”) of China Merchants Land Limited (the “**Company**”) is pleased to announce certain unaudited operating statistics of the Company and its subsidiaries (the “**Group**”), together with its associated companies and joint venture companies. For the period from 1 July 2017 to 30 September 2017, the Group, together with its associated companies and joint venture companies, achieved aggregate contracted sales of approximately RMB3,995,214,000 (representing a year-on-year decrease of 13%), with an aggregate contracted sales area of approximately 262,533 square meters (representing a year-on-year decrease of 17%). The average selling price for the period from 1 July 2017 to 30 September 2017 amounted to approximately RMB15,218 per square meter.

For the nine months ended 30 September 2017, the Group, together with its associated companies and joint venture companies, achieved aggregate contracted sales of approximately RMB17,393,141,000 (representing a year-on-year increase of 33%), with an aggregate contracted sales area of approximately 1,035,597 square meters (representing a year-on-year increase of 12%). The average selling price for the nine months ended 30 September 2017 amounted to approximately RMB16,795 per square meter.

The above-mentioned sales data is unaudited and is based on preliminary internal information of the Group, which may differ from figures to be disclosed in the audited or unaudited consolidated financial statements to be published by the Company on an annual or interim basis due to various uncertainties during the process of collecting and collating such sales information. As such, the above data is provided for investors’ reference only. Investors are advised to exercise caution and not to place undue reliance on such information when dealing in the securities of the Company. When in doubt, investors are advised to seek professional advice from professionals or financial advisers.

By order of the Board
China Merchants Land Limited
XU Yongjun
Chairman

Hong Kong, 11 October 2017

As at the date of this announcement, the Board comprises Mr. XU Yongjun, Mr. HUANG Junlong, Dr. YAN Chengda and Ms. LIU Ning as non-executive Directors; Dr. SO Shu Fai, Mr. YU Zhiliang and Mr. WONG King Yuen as executive Directors and Dr. WONG Wing Kuen, Albert, Ms. CHEN Yanping, Dr. SHI Xinping and Mr. HE Qi as independent non-executive Directors.