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CHINA MERCHANTS LAND LIMITED

招商局置地有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 978)

**UNAUDITED OPERATING STATISTICS
FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2019**

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 2019 to 30 September 2019, the Group, together with its associated companies and joint venture companies, achieved aggregate contracted sales of approximately RMB10,314,554,000 (representing a year-on-year increase of approximately 40%) with an aggregate contracted sales area of approximately 521,251 square meters (representing a year-on-year increase of approximately 49%). The average selling price for the period from 1 July 2019 to 30 September 2019 amounted to approximately RMB19,788 per square meter.

For the nine months ended 30 September 2019, the Group, together with its associated companies and joint venture companies, achieved aggregate contracted sales of approximately RMB26,144,597,000 (representing a year-on-year increase of approximately 19%) with an aggregate contracted sales area of approximately 1,444,977 square meters (representing a year-on-year increase of approximately 24%). The average selling price for the nine months ended 30 September 2019 amounted to approximately RMB18,903 per square meter.

The table below set out the details of the additional land development project of the Group during the period from 1 July 2019 to 30 September 2019 for reference purposes:

Month	City	Project Name	Equity Interest (%)	Approximate Total Gross Floor Area (sq.m)	Approximate Attributable Total Gross Floor Area (sq.m)
July	Guangzhou	Baiyun Huangshi West Road Project (白雲黃石西路項目)	50.10%	45,623	22,857
July	Guangzhou	Baiyun Zhongluotan Project (白雲鐘落潭項目)	25%	312,908	78,227
July	Nanjing	Pukou G35 Project (浦口G35項目)	40%	278,825	111,530
August	Foshan	China Merchants Tianpufu (招商天璞府)	100%	40,442	40,442
August	Xi'an	High-Tech Zone Project (高新區項目)	100%	165,480	165,480
September	Xi'an	Trade & Logistics Park Residential Project (港務區住宅項目)	51%	600,463	306,236
September	Xi'an	Trade & Logistics Park Commercial Project (港務區商業項目)	51%	111,579	56,905

The above-mentioned operating statistics 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 statistics. As such, the above statistics is provided for investors' reference only. Investors are advised to exercise caution and not to place undue reliance on such statistics when dealing in the securities of the Company. When in doubt, investors are advised to seek professional advice from professional or financial advisers.

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

Hong Kong, 14 October 2019

As at the date of this announcement, the Board comprises Mr. XU Yongjun, Mr. HUANG Junlong 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.