



CHINA MERCHANTS LAND EXPANDS TO REIT MANAGEMENT BUSINESS STEPS UP EFFORTS IN EXPANDING ASSET MANAGEMENT SCALE

3 September 2019 - China Merchants Land Limited (“China Merchants Land” or the “Company”, stock code: 00978) and its subsidiaries (the “Group”) announced the expansion of its business to real estate investment trust (“REIT”) management, taking a step forward in developing its “asset-light” property operation. The Group believes, through the new business, its asset management scale will increase and the Group can put more weight on asset management business, which is in line with the long-term interests of the Company and its shareholders.

On 2 September 2019, the Company’s wholly-owned subsidiary, Fair Winner Enterprises Limited (“Fair Winner”), applied to the Securities and Futures Commission of Hong Kong for the authorisation of China Merchants Commercial Real Estate Investment Trust (“CMC REIT”). Following the listing of the CMC REIT, Fair Winner will provide management service to CMC REIT. In order to provide asset management services to CMC REIT, China Merchants Land will hence revise the non-competition deed with its parent company, China Merchants Shekou Industrial Zone Holdings Co., Ltd. (“CMSK”), in accordance with the relevant provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

Based on the study and estimation of the market environment and needs, the Group has continued to advance its strategic transformation in the past two years. During the first half of this year, the Group has completed the amended and restated non-competition deed entered into with CMSK, thus removing the geographical restrictions originally imposed on the two platforms. Immediately after that, China Merchants Land entered the Zhejiang market through minority investment. In addition, in the first half of this year, China Merchants Land acquired from CMSK 20 per cent equity interests in a RMB5 billion value-added real estate fund, as well as office assets management business in Beijing and Shanghai.

The Group will implement its business plans effectively, by taking full advantage of CMSK’s capital resources and accelerating new business allocation, so that the Group could effectively grasp market opportunities arising from the shift from new supply to those existing in the market and be able to flexibly respond to changes in the market.

About China Merchants Land Limited

China Merchants Land is a Hong Kong-listed company with comprehensive capabilities in property development and asset management. The Company is actively building an asset management platform, namely the full-chain of property business platform with the integration of industrial and financial capability for value-added real estate fund and REITs' assets. Property development, value-added real estate fund, and asset management businesses span across Hong Kong as well as first and second tiers cities. China Merchants Shekou Industrial Zone Holdings Co., Ltd. indirectly owns a 74.35 per cent equity interest in the Company.

Disclaimer

This press release is for information purpose only and does not constitute or include any proposal or invitation to anyone to acquire, purchase or subscribe for any unit of CMC REIT, nor is it intended to be used for providing recommendation on the sale of CMC REIT, or any invitation to acquire, purchase or subscribe for such fund.

Investor enquiries:

China Merchants Land Limited

Jason Wong Email: jasonwong@cmland.hk

Media enquiries:

CorporateLink Limited

Christine Chan Tel: 2801 6090

Email: christine@corporatelink.com.hk

Kelly Laing Tel: 2801 6045

Email: kellyl@corporatelink.com.hk