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CHINA MERCHANTS LAND LIMITED

招商局置地有限公司

(Incorporated with limited liability in the Cayman Islands)

(Stock Code: 978)

POSITIVE PROFIT ALERT

This announcement is made by China Merchants Land Limited (the “**Company**”, together with its subsidiaries, the “**Group**”) pursuant to Rule 13.09 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and Inside Information Provisions (as defined under the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong).

The board of directors of the Company (the “**Board**”) wishes to inform the shareholders of the Company and potential investors that, based on the unaudited consolidated management accounts of the Group for the six months period ended 30 June 2018, which have not been reviewed by the Company’s auditors, the Group is expected to record a substantial increase in profits and an at least 30% jump in profit attributable to the owners of the Company for the six months period ended 30 June 2018 as compared to the last corresponding period, primarily due to the reasons as stated below:

- (i) a substantial increase in gross profit margin has been recorded attributable to a carry-over of a larger proportion of high gross profit products for the six months period ended 30 June 2018 as compared to the last corresponding period;
- (ii) a gain on investment has been recorded by Nanjing Zhaoyang Property Development Limited* (南京招陽房地產開發有限公司) and Nanjing Ao Jian Property Company Limited* (南京奧建置業有限公司), the joint-ventures of the Company for the six months period ended 30 June 2018, as compared to an investment loss recorded in the last corresponding period; and

- (iii) a foreseeable increase in the quantity of completed and delivered properties from the project companies in which the Group possesses relatively higher shareholdings for the six months period ended 30 June 2018 has resulted in an increase in profit attributable to the owners of the Company.

As the Company is still in the course of preparing its results for the six months period ended 30 June 2018, the information contained in this announcement is only a preliminary assessment by the Board based on the information currently available and the unaudited consolidated management accounts of the Group, which have not been reviewed by the Company's auditors or the Company's audit committee. Detailed results of the Group for the six months period ended 30 June 2018 will be published in due course pursuant to the requirements of the Listing Rules.

Shareholders of the Company and potential investors are advised to exercise caution when dealing in the shares of the Company.

On behalf of the Board
China Merchants Land Limited
XU Yongjun
Chairman

Hong Kong, 17 July 2018

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.

* *For identification purpose only*