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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 2015

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**"). For the period from 1 July 2015 to 30 September 2015, the Group's aggregate contracted sales amounted to approximately RMB1,779.2 million with an aggregate contracted sales area of approximately 164,771 square meters. The average selling price for the period from 1 July 2015 to 30 September 2015 amounted to approximately RMB10,798 per square meter.

For the nine months ended 30 September 2015, the Group's aggregate contracted sales amounted to approximately RMB5,705.9 million (representing a year-on-year increase of 13%) with an aggregate contracted sales area of approximately 528,209 square meters (representing a year-on-year increase of 51%). The average selling price for the nine months ended 30 September 2015 amounted to approximately RMB10,802 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 professional or financial advisers.

> On behalf of the Board China Merchants Land Limited Ms. Wu Zhenqin Chairman

Hong Kong, 9 October 2015

As at the date of this announcement, the Board comprises Dr. So Shu Fai, Mr. Xian Yaoqiang and Mr. Yu Zhiliang as Executive Directors; Ms. Wu Zhenqin and Ms. Liu Ning as Nonexecutive Directors and Dr. Wong Wing Kuen, Albert, Ms. Chen Yanping, Dr. Shi Xinping and Mr. He Qi as Independent Non-executive Directors.