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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 YEAR ENDED 31 DECEMBER 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 year ended 31 December 2019, the Group, together with its associated companies and joint venture companies, achieved aggregate contracted sales of approximately RMB37,633,312,000 (representing a year-on-year increase of approximately 9%) with an aggregate contracted sales area of approximately 2,116,012 square meters (representing a year on-year increase of approximately 21%). The average selling price for the year ended 31 December 2019 amounted to approximately RMB17,785 per square meter.

For the period from 1 October 2019 to 31 December 2019, the Group, together with its associated companies and joint venture companies, achieved aggregate contracted sales of approximately RMB11,488,715,000 (representing a year-on-year decrease of approximately 8%) with an aggregate contracted sales area of approximately 671,035 square meters (representing a year-on-year increase of approximately 16%). The average selling price for the period from 1 October 2019 to 31 December 2019 amounted to approximately RMB17,121 per square meter.

The table below set out the details of the additional land development project of the Group during the period from 1 October 2019 to 31 December 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)
October	Nanjing	Qixia G67	55%	175,745	96,660

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, 10 January 2020

*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.*