

# vanke

## CHINA VANKE CO., LTD.\*

### 萬科企業股份有限公司

(A joint stock company incorporated in the People's Republic of China with limited liability)  
(Stock code: 2202)

#### PROXY FORM FOR THE ANNUAL GENERAL MEETING OF 2017 TO BE HELD ON FRIDAY, 29 JUNE 2018

Number of shares to which this proxy form relates <sup>1</sup>	
Type of shares (A shares or H shares) to which this proxy form relates <sup>1</sup>	

I/We<sup>2</sup> \_\_\_\_\_  
of \_\_\_\_\_  
(address as shown in the register of members) being shareholder(s) of CHINA VANKE CO., LTD.\* (the “Company”) hereby appoint the chairman of the Meeting or<sup>3</sup> \_\_\_\_\_  
of \_\_\_\_\_  
as my/our proxy to attend, act and vote for me/us and on my/our behalf at the annual general meeting of 2017 of the Company (the “AGM” or the “Meeting”) to be held at Vanke Center, No. 33 Huanmei Road, Dameisha, Yantian District, Shenzhen, the PRC at 3:00 p.m. on Friday, 29 June 2018 and at any adjournment thereof as hereunder indicated in respect of the resolutions set out in the notice of the AGM, and, if no such indication is given, as my/our proxy thinks fit.

ORDINARY RESOLUTIONS		FOR <sup>4</sup>	AGAINST <sup>4</sup>	ABSTAIN <sup>4</sup>
1	To consider and approve the report of the board of directors of the Company for the year 2017			
2	To consider and approve the report of the supervisory committee of the Company for the year 2017			
3	To consider and approve the annual report for the year 2017			
4	To consider and approve the dividend distribution plan for the year 2017			
5	To consider and approve the re-appointment of certified public accountants for the year 2018			
6	To consider and approve the authorisation on the Company and its majority-owned subsidiaries providing financial assistance to third parties			
SPECIAL RESOLUTION				
7	To consider and approve a general mandate to issue additional H shares of the Company			

Date: \_\_\_\_\_ 2018 Signature(s)<sup>5</sup>: \_\_\_\_\_

#### Notes:

- Please insert the number of shares registered in your name(s) to which this proxy form relates. If no number is inserted, this proxy form will be deemed to relate to all the shares in the Company registered in your name(s). Please also insert the type of shares (A shares or H shares) to which this proxy form relates.
- Please insert the full name and address(es) (as shown in the register of members) in block letters.
- If any proxy other than the chairman of the AGM is preferred, delete the words “the chairman of the Meeting or” and insert the name and address of the proxy desired in the space provided. A shareholder may appoint one or more proxies to attend and vote in his/her stead. A proxy need not be a shareholder of the Company. **ANY ALTERATION MADE TO THIS PROXY FORM MUST BE DULY INITIALED BY THE PERSON WHO SIGNS IT.**
- IMPORTANT: IF YOU WISH TO VOTE FOR ANY RESOLUTION, PLEASE TICK IN THE BOX MARKED “FOR”. IF YOU WISH TO VOTE AGAINST ANY RESOLUTION, PLEASE TICK IN THE BOX MARKED “AGAINST”. IF YOU WISH TO ABSTAIN FROM VOTING ON ANY RESOLUTION, PLEASE TICK IN THE BOX MARKED “ABSTAIN”.** The shares abstained from voting will be counted in the calculation of the required majority. Where there are ballots on which the words are not filled in, wrongly filled in or unintelligible or the ballots that are not voted, the voters shall be regarded as having relinquished their voting rights and the voting results of their shares shall be regarded as “abstain”. If you do not indicate how you wish your proxy to vote, your proxy will be entitled to exercise his/her discretion. Unless you have indicated otherwise in this proxy form, your proxy will also be entitled to vote at his/her discretion on any resolution properly put to the AGM.
- This proxy form must be signed by you or your attorney duly authorised in writing or, in the case of a legal person, must either be executed under seal or under the hand of a director or an attorney duly authorised to sign the same. If this proxy form is signed by an attorney of the appointor, the power of attorney authorising that attorney to sign, or other document of authorisation, must be notarised.
- Where there are joint holders of any shares, any one of such persons may vote at the AGM, either personally or by proxy, in respect of such shares as if he/she was solely entitled thereto. However, if more than one of such joint holders is present at the AGM, either personally or by proxy, then one of the said persons so present whose name stands first in the register of members in respect of such shares shall alone be entitled to vote in respect thereof.
- To be valid, for holders of A shares, this proxy form, together with the notarised power of attorney or other document of authorisation (if any), must be delivered to the office of the board of directors of the Company at Vanke Center, No. 33 Huanmei Road, Dameisha, Yantian District, Shenzhen, the PRC (post code: 518083) not less than 24 hours before the time appointed for the AGM. In order to be valid, for holders of H shares, the above documents must be delivered to the H share registrar of the Company at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong not less than 24 hours before the time appointed for the AGM or any resumed session.

\* For identification purpose only