

Shareholder communication policy

(Revised in August 2015)

I. Introduction

The purpose of the policy is to promote effective communication of the Company with its shareholders and to set out the channels the Company has in place to ensure provision of timely, equal and sufficient information to the shareholders.

II. General policy

Information shall be communicated to shareholders mainly through the Company's financial reports (interim and annual reports), annual general meetings and other general meetings that may be convened, as well as by making available all the disclosures submitted to The Stock Exchange of Hong Kong Limited and its corporate communications and other corporate publications on the Company's website.

Effective and timely dissemination of information to shareholders shall be ensured at all times.

The Board shall review this policy and make any changes it considers necessary to ensure its effectiveness.

III. Communication channels

1. General meetings

The Company holds Annual General Meetings and other general meetings in compliance with the Hong Kong Companies Ordinance and Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules"). Notice of meetings and accompanying explanatory materials are prepared and sent in accordance with the requirements of the Company's Articles of Association and the Listing Rules for the purpose of notifying shareholders well in advance the place and time for holding the general meetings and providing them with sufficient and relevant information for decision making.

III. Communication channels (cont'd)

General meetings are the primary forum for the Company to communicate with its shareholders. The Chairman of the Board and the external auditor as well as the chairmen of the Audit Committee, the Remuneration Committee and the Nomination Committee or their duly appointed delegates will be present at the meeting to answer questions from shareholders. The Chairman of the Board, the independent financial adviser (if any) and the chairman of the Independent Board Committee (if any) or his duly appointed delegate will be available at any general meeting to consider a connected transaction or any other transaction that requires independent shareholders' approval. Shareholders are encouraged to participate at the meetings. They can either attend the meetings in person or appoint proxies to attend and vote on their behalf.

2. Corporate communication

All corporate documents to shareholders are prepared in English and in Chinese to facilitate shareholders' understanding. The Company's Interim and Annual Reports are the primary documents for the Company communicating the performance and outlook of the Company and its subsidiaries (the "Group") during the relevant financial period to shareholders. These reports are published within the timeframe required under the Listing Rules. The Company timely informs shareholders on any notifiable transaction under the Listing Rules by posting the announcement on the Company's and the Stock Exchange's website as soon as the terms of the transaction have been finalised. A circular will be prepared and despatched to shareholders if the transaction is to be approved at a general meeting. Corporate documents are sent to shareholders by ordinary mail to their correspondence addresses maintained with the Hong Kong Share Registrars and Transfer Office (the "Share Registrar") or through electronic means. Shareholders are recommended to notify the Share Registrar as soon as practicable for any change of their address.

3. Corporate website

The Company's website (www.vankeoverseas.com) contains information about the Group and its businesses. The contents of the website are updated on a regular basis and contain information such as Interim Reports, Annual Reports, corporate announcements, circulars and notices to shareholders released by the Company from time to time. Shareholders and the public have free access to the website.

IV. Shareholders' enquiries

Shareholders should direct their questions about their shareholdings in the Company to the Share Registrar. The contact details are as below.

Computershare Hong Kong Investor Services Limited
17M Floor, Hopewell Centre,
183 Queen's Road East, Wanchai, Hong Kong
Telephone: (852) 2862 8555
Fax: (852) 2865 0990/2529 6087
Email: hkinfo@computershare.com.hk

Shareholders should direct their questions regarding this policy for the attention of the Company Secretary. The contact details are as below.

The Company Secretary
Vanke Property (Overseas) Limited
55th Floor, Bank of China Tower
1 Garden Road, Central, Hong Kong
Telephone: (852) 2309 8888
Fax: (852) 2328 8097
Email: vkoverseas.cs@vanke.com