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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)
(於中華人民共和國註冊成立的股份有限公司)
(Stock Code 股份代號：2202)

SCRIP DIVIDEND SCHEME FOR H SHARES IN DIVIDEND DISTRIBUTION FOR THE YEAR 2021

2021年度利潤分配在H股實行以股代息方案

ELECTION FORM

選擇表格

IF YOU WISH TO RECEIVE ONLY CASH FOR THE FINAL DIVIDEND, DO NOT COMPLETE THIS FORM.

閣下如欲只以收取現金方式收取末期股息，則請勿填寫本選擇表格。

IF YOU WISH TO RECEIVE SCRIP SHARES (AS DEFINED IN THE ACCOMPANYING CIRCULAR OF CHINA VANKE CO., LTD.* (THE "COMPANY")) DATED 25 JULY 2022 (THE "CIRCULAR")) FOR THE FINAL DIVIDEND EITHER IN WHOLE OR IN PART, YOU MUST COMPLETE AND SIGN THIS ELECTION FORM AND RETURN IT TO THE COMPANY'S H SHARE REGISTRAR, COMPUTERSHARE HONG KONG INVESTOR SERVICES LIMITED, AT 17M FLOOR, HOPEWELL CENTRE, 183 QUEEN'S ROAD EAST, WANCHAI, HONG KONG NOT LATER THAN 4:30 P.M. ON TUESDAY, 9 AUGUST 2022. IF THIS ELECTION FORM IS NOT COMPLETED CORRECTLY AND RETURNED BY SUCH TIME AND DATE, ALL OF YOUR FINAL DIVIDEND WILL BE PAID WHOLLY IN CASH. THE DECISION OF THE COMPANY IN ANY DISPUTE RELATING TO THE SCRIP DIVIDEND SCHEME (AS DEFINED IN THE CIRCULAR) SHALL BE CONCLUSIVE AND BINDING.

閣下如欲以收取代息股份(定義見萬科企業股份有限公司(「本公司」)日期為二零二二年七月二十五日之隨附通函(「通函」))方式收取全部或部份末期股息，則閣下務必填妥及簽署本選擇表格，並最遲須於二零二二年八月九日(星期二)下午四時三十分前將本選擇表格交回本公司之H股股份過戶登記處香港中央證券登記有限公司，地址為香港灣仔皇后大道東183號合和中心17M樓。倘未有正確填寫及於上述日期及時間前交回本選擇表格，則閣下全部之末期股息將以現金悉數派付。本公司就任何與以股代息計劃(定義見通函)有關之爭議所作出之決定將不可推翻及具有約束力。

PART 1第一部分- YOUR DETAILS個人資料

BOX A 甲欄	NAME(S) AND ADDRESS(ES) OF REGISTERED H SHAREHOLDER(S) H股登記股東的姓名及地址
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BOX B 乙欄	NUMBER OF H SHARE(S) HELD ON THE RECORD DATE, 21 JULY 2022 於記錄日期(即二零二二年七月二十一日)持有的H股股份數目
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PART 2第二部分- ELECTION FOR CASH (FINAL DIVIDEND ONLY) 選擇只就末期股息收取現金

IF YOU WISH TO RECEIVE ONLY CASH FOR THE FINAL DIVIDEND, YOU DO NOT NEED TO TAKE ANY ACTION. THEREFORE, PLEASE DO NOT RETURN THIS ELECTION FORM.

閣下如欲只以現金收取末期股息，則閣下毋須採取任何行動。因此，請勿交回本選擇表格。

PART 3第三部分- ELECTION FOR SCRIP SHARES ONLY選擇只收取代息股份

IF YOU WISH TO RECEIVE ONLY SCRIP SHARES FOR THE FINAL DIVIDEND, PLEASE JUST SIGN, DATE AND RETURN THIS ELECTION FORM.

閣下如欲只以代息股份收取末期股息，只須在本選擇表格上簽名及填上日期，然後交回本選擇表格。

PART 4第四部分- ELECTION FOR PART CASH AND PART SCRIP SHARES FOR THE FINAL DIVIDEND選擇部分以現金及部分以代息股份收取末期股息

IF YOU WISH TO RECEIVE YOUR FINAL DIVIDEND PARTLY IN CASH AND PARTLY IN SCRIP SHARES, PLEASE ENTER IN **BOX C** THE NUMBER OF H SHARES WHICH YOU HELD ON THE RECORD DATE, 21 JULY 2022, FOR WHICH YOU REQUIRE THE FINAL DIVIDEND TO BE PAID IN SCRIP SHARES. THEN SIGN, DATE AND RETURN THIS ELECTION FORM.

倘閣下欲部分以現金及部分以代息股份收取末期股息，請於丙欄內填上閣下於記錄日期(即二零二二年七月二十一日)所持有及閣下要求以代息股份派付末期股息之H股股份數目。然後在本選擇表格上簽名、填上日期並交回本選擇表格。

BOX C 丙欄	NUMBER OF H SHARE(S) HELD ON THE RECORD DATE, 21 JULY 2022, FOR WHICH YOU REQUIRE THE FINAL DIVIDEND TO BE PAID IN SCRIP SHARES 閣下欲以代息股份方式收取末期股息的有關H股股份數目(該等股份即於記錄日期(即二零二二年七月二十一日)持有的股份)
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NOTE: IF YOU HAVE SIGNED THIS ELECTION FORM BUT DO NOT SPECIFY THE NUMBER OF H SHARES IN RESPECT OF WHICH YOU WISH TO RECEIVE SCRIP SHARES OR IF YOU ELECT TO RECEIVE SCRIP SHARES IN RESPECT OF A GREATER NUMBER OF H SHARES THAN YOUR REGISTERED HOLDING ON THE RECORD DATE ON 21 JULY 2022, THEN IN EITHER CASE YOU WILL BE DEEMED TO HAVE EXERCISED YOUR ELECTION TO RECEIVE SCRIP SHARES IN RESPECT OF ALL THE H SHARES REGISTERED IN YOUR NAME ON THE RECORD DATE. THEREFORE, YOU WILL RECEIVE ONLY SCRIP SHARES FOR THE FINAL DIVIDEND.

附註：如閣下已簽署本選擇表格但未有註明意欲收取代息股份之H股股份數目，或如閣下選擇收取代息股份之H股股份數目較閣下於記錄日期(即二零二二年七月二十一日)登記在名下者為多，則在上述任何一種情形下，閣下將被視為於記錄日期已就名下登記之全部H股股份選擇收取代息股份論。因此，閣下將只以代息股份收取末期股息。

TO THE BOARD OF DIRECTORS OF CHINA VANKE CO., LTD.*:

致萬科企業股份有限公司董事會：

I/We, the undersigned and above-named shareholder(s), give notice that the Final Dividend should be paid in accordance with the instructions given above, subject to the terms and conditions set out in the Circular dated 25 July 2022 and the Articles of Association of the Company.

本人/吾等，即下方簽署人及上述股東，茲通知末期股息應按照上述指示並遵照日期為二零二二年七月二十五日之通函所載的條款及條件及本公司組織章程細則派付。

SIGNATURE(S)
簽名

(1)..... (2)..... (3)..... (4).....

Daytime telephone number 日間電話號碼：.....

Date 日期：.....2022.

Notes: (1) In the case of joint holders, all must sign.

附註 如屬聯名持有人，所有持有人均須簽署。

(2) In the case of a corporation, this form should be signed on its behalf by a duly authorised officer whose office should be stated.

如屬公司，則本選擇表格須由具正式獲授權的職員代為簽署，另須註明該職員的職位。

For the avoidance of doubt, we do not accept any special instructions written on this Election Form.

為免存疑，任何在本選擇表格上之額外手寫指示，本公司將不予處理。

THIS ELECTION FORM SHOULD BE READ IN CONJUNCTION WITH THE CIRCULAR. THIS ELECTION FORM IS ONLY FOR THE USE OF THE H SHAREHOLDER(S) OF THE COMPANY NAMED IN BOX A. NO ACKNOWLEDGEMENT OF RECEIPT OF THIS FORM WILL BE ISSUED. NO ELECTIONS IN RESPECT OF THE FINAL DIVIDEND MAY, AFTER THIS ELECTION FORM IS SIGNED AND RETURNED TO THE COMPANY'S H SHARE REGISTRAR, BE IN ANY WAY WITHDRAWN, REVOKED, SUPERSEDED OR ALTERED. SHARE CERTIFICATES AND/OR CHEQUES FOR THE CASH ENTITLEMENT WILL BE SENT BY ORDINARY POST ON OR ABOUT THURSDAY, 25 AUGUST 2022 TO THE SHAREHOLDER(S) AND AT THE SHAREHOLDERS' RISK TO THE ADDRESS STATED ABOVE.

本選擇表格應與通函一併閱讀。本選擇表格僅供甲欄所指明之本公司H股股東使用。本公司將不會對已交回之選擇表格另發收據。於本選擇表格簽署及交回本公司之H股股份過戶登記處後，概不得就末期股息的選擇作出任何方式之撤回、撤銷、取代或更改。股票及/或現金股息付款支票將按上文所註明之地址於二零二二年八月二十五日(星期四)或前後以平郵方式寄發予股東，郵誤風險由股東承擔。

* For identification purpose only

* 僅供識別

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