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Shui On Land Limited
瑞安房地產有限公司*

(Incorporated in the Cayman Islands with limited liability)
(Stock code: 272)

ANNOUNCEMENT

PROPERTY SALES UPDATE
FOR THE MONTH ENDED 30 SEPTEMBER 2013

This announcement is made by Shui On Land Limited (the “**Company**”, together with its subsidiaries and associates, the “**Group**”) pursuant to the Inside Information Provisions (as defined under the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”)) under Part XIVA of the Securities and Futures Ordinance (Cap. 571) and Rule 13.09(2)(a) of the Listing Rules.

The Company wishes to provide to its shareholders the attached property sales update which contains certain operating data of the Group for the month ended 30 September 2013 (the “**Property Sales Update**”). The Property Sales Update is also available on the website of the Company (www.shuionland.com). The Property Sales Update has been prepared on the basis of internal management records. It has not been audited or reviewed by external auditor, and as such the data is for investors’ reference only. The Property Sales Update is not an offer or solicitation for the purchase or sale of any securities or financial instruments or to provide any investment service or investment advice.

Shareholders of the Company and potential investors should exercise caution when investing in or dealing in the securities of the Company.

By Order of the Board
Shui On Land Limited
Freddy C. K. LEE
Chief Executive Officer

Hong Kong, 8 October 2013

At the date of this announcement, the executive directors of the Company are Mr. Vincent H. S. LO (Chairman), Mr. Freddy C. K. LEE (Chief Executive Officer) and Mr. Daniel Y. K. WAN; the non-executive director of the Company is Mr. Frankie Y. L. WONG; and the independent non-executive directors of the Company are Sir John R. H. BOND, Dr. William K. L. FUNG, Professor Gary C. BIDDLE, Dr. Roger L. McCARTHY and Mr. David J. SHAW.

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For the first nine months of 2013, the Group achieved contracted and subscribed property sales amounted to a total of RMB9,188 million

- In September 2013, contracted property sales amounted to RMB636 million for a gross floor area (“GFA”) of 33,000 square meters (“sq. m.”) and 29 units of carpark.
- The average selling price per sq. m. of the Group for September 2013 was RMB19,300 per sq. m..
- Accumulated contracted property sales amounted to RMB8,139 million for the first nine months of 2013, representing 90% of the Group’s full year property sales target of RMB9 billion. Aggregated GFA sold reached 328,000 sq. m. with the average selling price of RMB24,800 per sq. m.. In addition, 845 units of carpark were sold in the first nine months of 2013.
- Unaudited data for the first nine months of 2013:

For the first nine months ended September	Contracted property sales (RMB million)	Year-on-Year change (%)	Contracted property sold area (sq. m.)	Year-on-Year change (%)
2013	8,139	240%	328,000	153%
2012	2,396		129,500	

- In addition to the contracted property sales reported above, as of 30 September 2013, the Group has recorded a total amount of RMB1,049 million of subscribed property sales, which is expected to be subsequently turned into contracted property sales in the following months.
- The contracted and subscribed property sales achieved in September 2013 were mainly contributed by strong take-up of the new launches in Chongqing Tiandi and Wuhan Tiandi.

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