

*Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.*



**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 NOVEMBER 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 November 2013 (the “**Property Sales Update**”). The Property Sales Update is also available on the website of the Company ([www.shuionland.com](http://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, 2 December 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.*

*\* For identification purposes only*



## Shui On Land Limited

### 瑞安房地產有限公司\*

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 272)

#### PROPERTY SALES UPDATE FOR THE MONTH ENDED 30 NOVEMBER 2013

**In the First Eleven Months of 2013, the Group achieved Full Year Contracted Property Sales Target by 107% to reach RMB11.8 billion**

- In November 2013, contracted residential property sales amounted to RMB564 million, and contracted *en-bloc* commercial property sales amounted to RMB2,412 million for the office premises and car parking spaces in Corporate Avenue 2 at Chongqing Tiandi.
- Total contracted sold gross floor area (“GFA”) in November 2013 amounted to 147,400 square meters (“sq. m.”) and 837 units of carpark, amongst which, 815 units were included in the *en-bloc* sales.
- The average selling price per sq. m. of the Group for November 2013 was RMB20,200 per sq. m..
- Accumulated contracted residential property sales amounted to RMB9,389 million for the first eleven months of 2013, representing 104% of the Group’s full year residential property sales target of RMB9 billion.
- Contracted *en-bloc* commercial property sales amounted to RMB2,412 million, representing 121% of the Group’s full year *en-bloc* commercial property sales target of RMB2 billion.
- Aggregated GFA sold reached 517,500 sq. m. with the average selling price of RMB22,800 per sq. m.. In addition, 1,704 units of carpark were sold in the first eleven months of 2013, amongst which, 815 units were included in the *en-bloc* sales.
- Unaudited data for the first eleven months of 2013:

For the first eleven months ended November	Contracted property sales (RMB million)	Year-on-Year change (%)	Contracted property sold area (sq. m.)	Year-on-Year change (%)
2013	11,801	171%	517,500	145%
2012	4,356		210,800	

- In addition to the contracted property sales reported above, as of 30 November 2013, the Group had recorded a total amount of RMB832 million of subscribed property sales, which is expected to be subsequently turned into contracted property sales in the following months.

*Note: This 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 contained herein is for investors’ reference only.*

\*For identification purposes only