

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 31 DECEMBER 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 31 December 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, 7 January 2014

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 31 DECEMBER 2013

For the year of 2013, the Group achieved a total contracted property sales of RMB16.6 billion for a total gross floor area (“GFA”) of 621,500 square meters (“sq. m.”), representing 151% of its sales target of 2013 and 190% increase compared to 2012

RMB9.9 billion of contracted sales was from residential property sales and RMB6.7 billion was from the *en-bloc* sales of commercial properties

- In December 2013, contracted residential property sales amounted to RMB512 million for a GFA of 25,000 sq. m. and 177 units of carpark.
- On 18 December 2013, the Group completed the disposal of interest in Sinothink Holdings Limited to China Life Trustees Limited (“**China Life**”) in relation to Lot 126 (also referred to as Corporate Avenue 2, Tower No. 5) of the Taipingqiao property development project in Huangpu District, Shanghai, the PRC with an estimated leasable and saleable GFA of approximately 79,000 sq. m. (the “**Property**”). The transaction valued the Property at RMB4,300 million. Loans and other liabilities totaling approximately RMB900 million have been assumed by China Life. Accordingly, net cash consideration of approximately RMB3,400 million had been received by the Group. The details of the transaction were set out in the announcement of the Company dated 4 December 2013 which is available on the websites of Hong Kong Exchanges and Clearing Limited and the Company.
- The average selling price per sq. m. of the Group for December 2013 was RMB46,300 per sq. m..
- Accumulated contracted residential property sales amounted to RMB9,901 million for the year 2013, representing 110% of the Group’s full year residential property sales target of RMB9 billion.
- Accumulated contracted *en-bloc* commercial property sales amounted to RMB6,712 million for the year ended 31 December 2013, representing 336% of the Group’s full year *en-bloc* commercial property sales target of RMB2 billion.

- Aggregated GFA sold reached 621,500 sq. m. with the average selling price of RMB26,700 per sq. m.. In addition, 1,881 units of carpark were sold in the year 2013, amongst which, 815 units were included in the *en-bloc* sales.

- Unaudited data for the year 2013:

For the year ended December	Contracted property sales (RMB million)	Year-on-Year change (%)	Contracted property sold area (sq. m.)	Year-on-Year change (%)
2013	16,613	190%	621,500	135%
2012	5,732		264,900	

- In addition to the contracted property sales reported above, as of 31 December 2013, the Group has recorded a total amount of RMB1,574 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*