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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 31 OCTOBER 2016**

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 October 2016 (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**  
**Vincent H. S. LO**  
*Chairman*

Hong Kong, 4 November 2016

*At the date of this announcement, the executive directors of the Company are Mr. Vincent H. S. LO (Chairman), Mr. Frankie Y. L. WONG and Mr. Douglas H. H. SUNG (Chief Financial Officer); 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, Mr. David J. SHAW and Mr. Anthony J. L. NIGHTINGALE.*

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**PROPERTY SALES UPDATE**  
**FOR THE MONTH ENDED 31 OCTOBER 2016**

- In October 2016, contracted property sales amounted to RMB1,108 million for a gross floor area (“GFA”) of 55,200 square metres (“sq. m.”) and 44 units of carpark.
- The average selling price per sq. m. of the Group for October 2016 was RMB20,100 per sq. m..
- Accumulated contracted property sales and other assets disposal amounted to RMB22,396 million for the first ten months of 2016, comprising residential property sales of RMB15,921 million, commercial property sales of RMB4,782 million and other assets disposal of RMB1,693 million, respectively. Aggregated GFA sold reached 916,700 sq. m. with the average selling price of RMB24,400 per sq. m.. In addition, 461 units of carpark were sold for the first ten months of 2016.
- Unaudited data for the first ten months of 2016:

<b>For the ten months ended October</b>	<b>Contracted property sales and other assets disposal</b> <i>(RMB million)</i>	<b>Year-on-Year change</b> <i>(%)</i>	<b>Contracted property sold and other assets disposed area</b> <i>(sq. m.)</i>	<b>Year-on-Year change</b> <i>(%)</i>
<b>2016</b>	<b>22,396</b>	<b>60%</b>	<b>916,700</b>	<b>102%</b>
2015	13,994		454,400	

- In addition to the contracted property sales and other assets disposal reported above, as of 31 October 2016, the Group had recorded a total amount of RMB1,760 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.*

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