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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 JUNE 2017

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 June 2017 (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
Vincent H. S. LO
Chairman

Hong Kong, 6 July 2017

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

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- Unaudited data for the first six months of 2017:

For the six months ended June	Contracted property sales (RMB million)	Year-on-Year change (%)	Contracted property sales sold area (sq. m.)	Year-on-Year change (%)	Other assets disposal (RMB million)	Year-on-Year change (%)	Subscribed property sales (RMB million)	Year-on-Year change (%)
2017	4,397	-71%	112,700	-78%	4,133	144%	4,035	37%
2016	14,949		508,700		1,693		2,938	

- In June 2017, contracted property sales and other assets disposal amounted to RMB5,570 million, comprising residential property sales of RMB1,282 million, commercial property sales of RMB155 million and other assets disposal of RMB4,133 million, respectively.
- In June 2017, total gross floor area (“GFA”) of contracted property sales were 24,800 square metres (“sq. m.”) and 5 units of carpark.
- The Group’s average selling price of the signed contracts respecting property sales for June 2017 was RMB58,100 per sq. m.
- Accumulated contracted property sales and other assets disposal amounted to RMB8,530 million for the first six months of 2017, comprising residential property sales of RMB2,833 million, commercial property sales of RMB1,564 million and other assets disposal of RMB4,133 million, respectively. Aggregated GFA sold for contracted property sales reached 112,700 sq. m. with the average selling price of RMB39,000 per sq. m. In addition, 406 units of carpark were sold in the first six months of 2017.
- In addition to the contracted property sales and other assets disposal reported above, as of 30 June 2017, the Group had recorded a total of RMB4,035 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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