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瑞安房地產
SHUI ON LAND

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 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 31 December 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, 5 January 2018

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.

** For identification purposes only*



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PROPERTY SALES UPDATE FOR THE MONTH ENDED 31 DECEMBER 2017

- Unaudited data for the year 2017:

	Contracted property sales and other assets disposal				Subscribed sales
For the year ended December	Total (RMB million)	Contracted property sales (RMB million)	Contracted property sales sold area (sq. m.)	Other assets disposal (RMB million)	Total (RMB million)
2017	21,366	10,415	245,400	10,951	3,811
2016	22,975	21,282	719,100	1,693	1,576

- January to December accumulated contracted property sales and other assets disposal amounted to RMB21,366 million for the year 2017, comprising residential property sales of RMB8,676 million, commercial property sales of RMB1,739 million and other assets disposal of RMB10,951 million, respectively. **The Group has achieved the sales target of RMB21 billion for the year 2017.**
- Aggregated GFA sold for contracted property sales for the year 2017 reached 245,400 sq. m. with the average selling price of RMB42,400 per sq. m. In addition, 2,261 units of carpark were sold in the year 2017.
- In December 2017, contracted property sales and other assets disposal amounted to RMB5,454 million, comprising residential property sales of RMB1,572 million, commercial property sales of RMB13 million and other assets disposal of RMB3,869 million, respectively.
- Contracted other assets disposal referred to the disposal of 49.5% of the interests in certain portfolio of properties in relation to Shanghai Rui Hong Xin Cheng project. The details of the transaction were set out in the announcement of the Company dated 19 December 2017 which is available on the websites of Hong Kong Exchanges and Clearing Limited and the Company.
- In December 2017, total gross floor area (“GFA”) of contracted property sales were 55,100 square metres (“sq. m.”) and 251 units of carpark.
- The Group’s average selling price of the signed contracts respecting property sales for December 2017 was RMB28,800 per sq. m.

- In addition to the contracted property sales and other assets disposal reported above, as of 31 December 2017, the Group had recorded a total of RMB3,811 million of subscribed sales, of which subscribed other assets disposal was RMB3,160 million, which is expected to be subsequently turned into contracted property sales and other assets disposal 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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