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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 MARCH 2018

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 March 2018 (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 April 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 MARCH 2018

- Unaudited data for the first three months of 2018:

For the three months ended March	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 (%)
2018	1,638	66%	78,700	91%	-	-	3,635	144%
2017	986		41,300		-		1,490	

- In March 2018, contracted property sales amounted to RMB978 million, comprising residential property sales of RMB972 million and commercial property sales of RMB6 million, respectively.
- In March 2018, total gross floor area (“GFA”) of contracted property sales were 46,800 square metres (“sq. m.”) and 12 units of carpark.
- The Group’s average selling price of the signed contracts respecting property sales for March 2018 was RMB21,200 per sq. m.
- Accumulated contracted property sales amounted to RMB1,638 million for the first three months of 2018, comprising residential property sales of RMB1,625 million and commercial property sales of RMB13 million, respectively. Aggregated GFA sold for contracted property sales reached 78,700 sq. m. with the average selling price of RMB20,800 per sq. m. In addition, 54 units of carpark were sold in the first three months of 2018.
- In addition to the contracted property sales reported above, as of 31 March 2018, the Group had recorded a total of RMB3,635 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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