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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 MAY 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 May 2018 (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, 7 June 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.*

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## **PROPERTY SALES UPDATE FOR THE MONTH ENDED 31 MAY 2018**

- Unaudited data for the first five months of 2018:

For the five months ended May	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 (%)
<b>2018</b>	<b>4,399</b>	<b>49%</b>	<b>158,100</b>	<b>80%</b>	<b>3,160</b>	<b>-</b>	<b>5,075</b>	<b>-46%</b>
2017	2,960		87,900		-		9,472	

- In May 2018, contracted property sales and other assets disposal amounted to RMB5,505 million, comprising residential property sales of RMB2,313 million, commercial property sales of RMB32 million and other assets disposal of RMB3,160 million, respectively.
- In May 2018, total gross floor area (“GFA”) of contracted property sales were 68,600 square metres (“sq. m.”) and 15 units of carpark.
- The Group’s average selling price of the signed contracts respecting property sales for May 2018 was RMB34,300 per sq. m.
- Accumulated contracted property sales and other assets disposal amounted to RMB7,559 million for the first five months of 2018, comprising residential property sales of RMB4,341 million, commercial property sales of RMB58 million and other assets disposal of RMB3,160 million, respectively. Aggregated GFA sold for contracted property sales reached 158,100 sq. m. with the average selling price of RMB27,800 per sq. m. In addition, 86 units of carpark were sold in the first five months of 2018.
- In addition to the contracted property sales and other assets disposal reported above, as of 31 May 2018, the Group had recorded a total of RMB5,075 million of subscribed property sales, of which is expected to be subsequently turned into contracted property sales in the following months. The subscribed property sales were mainly contributed by the launch of pre-sales of Shanghai Taipingqiao Lakeville Luxe in April.

*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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