



Press Release

Shui On Land Announces December 2013 Property Sales Update

- *For the year of 2013, the Company achieved a total contracted property sales of RMB16.6 billion for a total gross floor area (“GFA”) of 621,500 square meters (“sq. m.”), representing 151% of its sales target of 2013 and 190% increase compared to 2012*
- *RMB9.9 billion of contracted sales was from residential property sales and RMB6.7 billion was from the en-bloc sales of commercial properties*

(7 Jan 2014, Hong Kong) Shui On Land Limited (“Shui On Land” or the “Company”, Stock Code: 272) announced property sales update for the month ended 31 December 2013.

In December 2013, contracted residential property sales amounted to RMB512 million for a GFA of 25,000 sq. m. and 177 units of carpark.

On 18 December 2013, the Company completed the disposal of interest in Sinothink Holdings Limited to China Life Trustees Limited (“China Life”) in relation to Lot 126 (also referred to as Corporate Avenue 2, Tower No. 5) of the Taipingqiao property development project in Huangpu District, Shanghai, the PRC with an estimated leasable and saleable GFA of approximately 79,000 sq. m. (the “Property”). The transaction valued the Property at RMB4,300 million. Loans and other liabilities totaling approximately RMB900 million have been assumed by China Life. Accordingly, net cash consideration of approximately RMB3,400 million had been received by the Company. The details of the transaction were set out in the announcement of the Company dated 4 December 2013 which is available on the websites of Hong Kong Exchanges and Clearing Limited and the Company.

The average selling price per sq. m. of the Company for December 2013 was RMB46,300 per sq. m..

Accumulated contracted residential property sales amounted to RMB9,901 million for the year 2013, representing 110% of the Company’s full year residential property sales target of RMB9 billion.

Accumulated contracted en-bloc commercial property sales amounted to RMB6,712 million for the year ended 31 December 2013, representing 336% of the Company’s full year en-bloc commercial property sales target of RMB2 billion.

Aggregated GFA sold reached 621,500 sq. m. with the average selling price of RMB26,700 per sq. m.. In addition, 1,881 units of carpark were sold in the year 2013, amongst which, 815 units were included in the en-bloc sales.

Unaudited data for the year 2013:

For the year ended December	Contracted property sales (RMB million)	Year-on-Year change (%)	Contracted property sold area (sq. m.)	Year-on-Year change (%)
2013	16,613	190%	621,500	135%
2012	5,732		264,900	

In addition to the contracted property sales reported above, as of 31 December 2013, the Company has recorded a total amount of RMB1,574 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 reference only.

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About Shui On Land

Headquartered in Shanghai, Shui On Land (Stock Code: 272) is the flagship property development company of the Shui On Group in the Chinese Mainland with a proven track record in developing large-scale, mixed-use city-core communities and integrated residential development projects. The Company has eight projects in various stages of development in prime locations of major cities, with a landbank of 12.9 million sq.m. (10.8 million sq.m. of leasable and saleable GFA, and 2.1 million sq.m. of clubhouses, car parking spaces and other facilities). The Company was listed on the Hong Kong Stock Exchange on October 4, 2006, the largest Chinese real estate enterprise listed that year. Shui On Land was included in the 200-Stock Hang Seng Composite Index Series and Hang Seng Freefloat Index Series in March 2007.

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