

Press Release

Shui On Land Announces November 2017 Property Sales Update

(6 December 2017, Hong Kong) Shui On Land Limited (“Shui On Land” or the “Company”, Stock Code: 272) announced property sales update for the month ended 31 NOVEMBER 2017.

In November 2017, contracted property sales amounted to RMB686 million, comprising residential property sales of RMB610 million and commercial property sales of RMB76 million, respectively.

In November 2017, total gross floor area (“GFA”) of contracted property sales were 21,700 square metres (“sq. m.”) and 504 units of carpark.

The Company’s average selling price of the signed contracts respecting property sales for November 2017 was RMB32,600 per sq. m.

Accumulated contracted property sales and other assets disposal amounted to RMB15,912 million for the first eleven months of 2017, comprising residential property sales of RMB7,104 million, commercial property sales of RMB1,726 million and other assets disposal of RMB7,082 million, respectively. Aggregated GFA sold for contracted property sales reached 190,300 sq. m. with the average selling price of RMB46,400 per sq. m. In addition, 2,010 units of carpark were sold in the first eleven months of 2017.

Unaudited data for the first eleven months of 2017:

For the eleven months ended November	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	8,830	-58%	190,300	-73%	7,082	318%	4,046	165%
2016	21,077		705,800		1,693		1,529	

In addition to the contracted property sales and other assets disposal reported above, as of 30 November 2017, the Company had recorded a total of RMB4,046 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.

The substantial increase in subscribed sales was mainly contributed by the disposal of 61.54% equity interest in Richcoast Group Limited in relation to the Dalian Project. The details of the transaction were set out in the announcement of the Company dated 14 November 2017 which is available on the websites of Hong Kong Exchanges and Clearing Limited and the Company.

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 mixed-use, sustainable development communities. As of 30 June 2017, the Company has nine projects in various stages of development in prime locations of major cities, with a landbank of 11.7 million sq.m. (9.8 million sq.m. of leasable and saleable GFA, and 1.9 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 Hang Seng Composite Index, HSCI Composite Industry Index - Properties & Construction, Hang Seng Composite LargeCap & MidCap Index and Hang Seng Stock Connect Hong Kong Index

For further information please visit website www.shuionland.com.

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