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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 AUGUST 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 August 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 September 2018

*At the date of this announcement, the executive directors of the Company are Mr. Vincent H. S. LO (Chairman), Mr. Douglas H. H. SUNG (Chief Financial Officer) and Ms. Stephanie B. Y. LO; 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 AUGUST 2018**

**For the first eight months of 2018, the Group's accumulated contracted property sales and other assets disposal amounted to RMB17,821 million, an increase of 62.5% compared to the corresponding period of 2017**

- Unaudited data for the first eight months of 2018:

| For the eight months ended August | Contracted property sales<br>(RMB million) | Year-on-Year change (%) | Contracted property sales sold area<br>(sq. m.) | Year-on-Year change (%) | Other assets disposal<br>(RMB million) | Year-on-Year change (%) | Subscribed property sales<br>(RMB million) | Year-on-Year change (%) |
|-----------------------------------|--|-------------------------|---|-------------------------|--|-------------------------|--|-------------------------|
| 2018                              | 10,072                                     | 47%                     | 253,100   | 75%                     | 7,749                                  | 87%                     | 495  | -73%                    |
| 2017                              | 6,832                                      |                         | 144,400   |                         | 4,133                                  |                         | 1,858                                      |                         |

- In August 2018, contracted property sales amounted to RMB2,061 million, comprising residential property sales of RMB2,041 million and commercial property sales of RMB20 million, respectively. The contracted property sales was mainly contributed by the launch of pre-sales of Shanghai Taipingqiao Lakeville Luxe in April, which had benefited from an accelerated pace of online sales registration of the sales in July and August.
- In August 2018, total gross floor area (“GFA”) of contracted property sales were 15,600 square metres (“sq. m.”) and 21 units of carpark.
- The average selling price of the signed contracts respecting property sales for August 2018 was RMB128,900 per sq. m.
- Accumulated contracted property sales and other assets disposal amounted to RMB17,821 million for the first eight months of 2018, comprising residential property sales of RMB9,974 million, commercial property sales of RMB98 million and other assets disposal of RMB7,749 million, respectively. Excluding other assets disposal, aggregated GFA sold for contracted property sales reached 253,100 sq. m. with the average selling price of RMB39,800 per sq. m. In addition, 195 units of carpark were sold in the first eight months of 2018.
- In addition to the contracted property sales and other assets disposal reported above, as of 31 August 2018, the Group had recorded a total of RMB495 million of subscribed 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 investors' reference only.*

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