



Press Release

Shui On Land Announces Property Sales Update for the Fourth Quarter and Full Year Ended 31 December 2021

Company Achieves 43% Year-On-Year Growth in Property Sales for the Full Fiscal Year

[14 January 2022, Hong Kong] - Shui On Land Limited ("SOL" or the "Company", together with its subsidiaries, "the Group," Stock Code: 272) announced a property sales update for the fourth quarter and full year ended 31 December 2021.

For the full year 2021, the Group's accumulated contracted property sales increased 43% year-on-year to RMB30,270 million, comprising residential property sales of RMB30,157 million and commercial property sales of RMB113 million. Aggregated gross floor area ("GFA") sold for contracted property sales reached 474,500 sq. m. with the average selling price of RMB63,800 per sq. m. In addition, 2,279 units of carpark were sold in the year of 2021.

As of 31 December 2021, the Group recorded a total of RMB5,505 million of subscribed sales, which is expected to be subsequently turned into contracted property sales in the following months.

For the fourth quarter of 2021, contracted property sales amounted to RMB14,330 million, of which residential property sales is RMB14,460 million and offset by the reversal of commercial property sales of RMB130 million. Total GFA of contracted property sales were 184,400 sq. m. and 927 units of carpark. The average selling price of the signed contracts respecting property sales for the fourth quarter of 2021 was RMB77,800 per sq. m..

Mr. Douglas H. H. Sung, Managing Director, Chief Financial Officer and Chief Investment Officer of Shui On Land, said, "We are pleased to have achieved solid property sales for the fourth quarter and for the full year, despite the very challenging property industry conditions in 2021. This strong property sales performance is a testimony to the resilience of SOL's Asset Light Strategy which we have been adhering to since 2016. We are confident that our strong sales momentum and solid financial position will enable us to sustain a stable growth, and to capture emerging market opportunities in the first quarter and beyond."

Note: This Property Sales Update has been prepared on the basis of internal management records. It has not been audited or reviewed by an 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 a pioneer of sustainable premium urban communities. As a leading commercial property-focused real estate developer, owner and asset manager in China, it has a proven track record in developing large scale, mixed-use, sustainable communities, and is the flagship property development company of the Shui On Group.

As of 30 June 2021, the Company has 12 projects in various stages of development and two projects under management in prime locations of major cities, with a landbank of 8.4 million sq. m. (6.1 million sq. m. of

leasable and saleable GFA, and 2.3 million sq. m. of clubhouses, car parking spaces and other facilities). It is also one of the largest private commercial property owners and managers in Shanghai, with a total portfolio of 1.72 million sq. m. of office and retail premises, including its flagship Shanghai Xintiandi, which is currently under its management.

The Company was listed on the Hong Kong Stock Exchange on October 4, 2006. Shui On Land is a constituent stock of the Hang Seng Composite Index, HSCI Composite Industry Index - Properties & Construction, Hang Seng Composite MidCap Indices as well as the Hang Seng Stock Connect HK Index.

For further information please visit website www.shuionland.com

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