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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 30 NOVEMBER 2017

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 30 November 2017 (the “**Property Sales Update**”). The Property Sales Update is also available on the website of the Company (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, 6 December 2017

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.

** For identification purposes only*



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PROPERTY SALES UPDATE FOR THE MONTH ENDED 30 NOVEMBER 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 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 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 Group’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.
- In addition to the contracted property sales and other assets disposal reported above, as of 30 November 2017, the Group 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 investors' reference only.

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