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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 SEPTEMBER 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 September 2017 (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, 11 October 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 SEPTEMBER 2017

- Unaudited data for the first nine months of 2017:

For the nine months ended September	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	7,477	-62%	153,300	-76%	4,133	144%	4,487	101%
2016	19,595		630,000		1,693		2,230	

- In September 2017, contracted property sales amounted to RMB645 million, comprising residential property sales of RMB625 million and commercial property sales of RMB20 million, respectively.
- In September 2017, total gross floor area (“GFA”) of contracted property sales were 8,900 square metres (“sq. m.”) and 797 units of carpark.
- The Group’s average selling price of the signed contracts respecting property sales for September 2017 was RMB72,000 per sq. m.
- Accumulated contracted property sales and other assets disposal amounted to RMB11,610 million for the first nine months of 2017, comprising residential property sales of RMB5,838 million, commercial property sales of RMB1,639 million and other assets disposal of RMB4,133 million, respectively. Aggregated GFA sold for contracted property sales reached 153,300 sq. m. with the average selling price of RMB48,800 per sq. m. In addition, 1,431 units of carpark were sold in the first nine months of 2017.
- In addition to the contracted property sales and other assets disposal reported above, as of 30 September 2017, the Group had recorded a total of RMB4,487 million of subscribed property sales and other assets disposal, of which subscribed other assets disposal was RMB2,949 million, which is expected to be subsequently turned into contracted property sales and other assets disposal in the following months.
- Subscribed other assets disposal referred to the disposal of 49% equity interest in Bright Power Enterprises Limited and Merry Wave Limited in relation to KIC Properties and YPU Properties in Shanghai, the PRC. The details of the transaction were set out in the announcement of the Company dated 30 September 2017 which is available on the websites of Hong Kong Exchanges and Clearing Limited and the Company.

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