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中國海外發展有限公司
CHINA OVERSEAS LAND & INVESTMENT LTD.

(incorporated in Hong Kong with limited liability)

(Stock Code: 688)

VOLUNTARY ANNOUNCEMENT

LAND ACQUISITION UPDATE FOR THE ELEVEN MONTHS ENDED 30 NOVEMBER 2017

China Overseas Land & Investment Limited (the “**Company**”) wishes to provide to its shareholders the below update on the land acquisitions carried out by the Company and China Overseas Grand Oceans Group Limited (“**COGO**”), an associate of the Company, for the eleven months ended 30 November 2017 (the “**Land Acquisition Update**”). The Land Acquisition Update is also available on the website of the Company (www.coli.com.hk).

For November 2017, the Company (together with its subsidiaries (collectively, the “**Group**”)) acquired 7 land parcels in Beijing, Nanjing, Chengdu, Tianjin and Changsha with aggregate attributable gross floor area (“**GFA**”) of approximately 2,592,465.15 square meters, of which 4 will be developed in form of cooperation project. The land premium payable by the Group in respect of the relevant land acquisitions amounted to approximately RMB13,177.24 million.

In addition, for November 2017, COGO (together with its subsidiaries (collectively, the “**COGO Group**”)) acquired 3 land parcel in Yangzhou and Xuzhou (Jiangsu Province) with an attributable GFA of 909,609 square meters. The land premium payable by the COGO Group in respect of such land parcel amounted to approximately RMB3,372.61 million.

Details of the land acquisitions are set out below for reference:

Land parcels acquired by the Group in 2017								
No.	Date of acquisition	City in which land acquired is located	Name of development project	Percentage interest attributable to the Company	Land area (m ²)	Total GFA (m ²)	Attributable GFA (m ²)	Land premium (RMB mn) (Note 1)
1	January	Harbin	Songbei District Project	100%	92,626.80	259,306.00	259,306.00	553.00
2	January	Dongguan	Fenggang Town Project ^(Note 2)	100%	73,071.03	217,853.00	217,853.00	2,922.84
3	January	Wuhan	Jiangnan District Project	100%	27,050.00	191,405.00	191,405.00	2,864.28
4	January	Xi'an	Qjiang District Project	50%	443,713.22	1,326,461.00	663,230.50	1,258.13
5	February	Zhengzhou	Huiji District Project#1	100%	47,993.63	311,758.00	311,758.00	803.76
6	February	Zhengzhou	Huiji District Project#2	100%	42,165.35	199,329.00	199,329.00	561.08
7	February	Zhengzhou	Huiji District Project#3	100%	8,057.48	38,247.00	38,247.00	139.26
8	February	Beijing	Fangshan District	40%	75,691.00	188,487.00	75,394.80	930.00
9	February	Suzhou	Wuzhong District Project	100%	15,047.70	78,308.00	78,308.00	352.00
10	February	Yantai	Fushan District Project	100%	54,513.00	128,663.00	128,663.00	154.68
11	February	Wuxi	Binhu District Project	100%	59,804.10	126,488.00	126,488.00	390.00
12	March	Chengdu	Shuangliu District Project	100%	101,461.63	437,465.00	437,465.00	3,311.71
13	March	Xi'an	Fengcheng sanlu Project	100%	53,119.63	200,198.00	200,198.00	366.60
14	March	Chongqing	Jiulongpo District Project	100%	46,719.00	188,872.00	188,872.00	1,085.00
15	March	Shanghai	Songjiang District Project	100%	138,651.80	240,836.00	240,836.00	5,090.00
16	April	Foshan	Nanhai District Project	100%	24,292.60	90,290.00	90,290.00	628.70
17	May	Suzhou	Wujiang District Project	100%	69,559.10	182,822.00	182,822.00	1,345.38
18	May	Zhongshan	Gangkou Town Project ^(Note 2)	100%	48,326.70	175,308.00	175,308.00	784.90
19	May	Wuhan	Caidian District Project	100%	35,012.00	134,502.00	134,502.00	98.64
20	May	Beijing	Fengtai District Project	35%	75,405.59	261,220.00	91,427.00	1,452.50
21	May	Fuzhou	Yingqian New District Project ^(Note 2)	100%	39,882.00	134,552.00	134,552.00	795.00
22	May	Hong Kong	West Rail Kam Sheung Road Project	33 $\frac{1}{3}$ %	41,687.00	114,896.00	38,299.00	2,442.88 (Note 3)
23	May	Zhenjiang	Huangshan Xilu Project	100%	162,780.00	335,992.00	335,992.00	2,522.21
24	June	Shanghai	Fengxian District Project	100%	75,224.20	185,616.00	185,616.00	1,755.00
25	June	Urumqi	Shuimogou District Project	100%	74,110.00	264,326.00	264,326.00	686.70
26	June	Zhangzhou	Longwen District Project ^(Note 2)	100%	40,732.00	130,375.00	130,375.00	1,060.00
27	June	Chengdu	Longquanyi District Project	100%	66,349.13	191,053.00	191,053.00	1,512.76
28	July	Fuzhou	Minhou Town Project ^(Note 2)	100%	57,213.00	214,697.00	214,697.00	1,544.00
29	July	Nanjing	Liuhe District Project ^(Note 2)	100%	41,904.41	110,420.00	110,420.00	750.00

30	July	Nanjing	Lukou New Town Project ^(Note 2)	100%	47,929.34	85,042.00	85,042.00	730.00
31	July	Nanjing	Jiangning District Project	100%	29,545.56	173,914.00	173,914.00	1,325.00
32	July	Xi'an	Qujiang District Project#1	100%	124,317.25	228,438.00	228,438.00	457.75
33	July	Xi'an	Qujiang District Project#2	100%	68,644.55	126,015.00	126,015.00	252.80
34	July	Qingdao	Chuangzhi New District Project	100%	42,472.00	99,317.00	99,317.00	500.01
35	July	Guangzhou	Guanggang New Town Project	16.66%	38,756.90	266,944.00	44,472.87	666.51
36	July	Zhangzhou	Xiangcheng District Project	15%	44,201.00	149,643.00	22,446.45	138.15
37	August	Foshan	Shunde District Project#1	100%	63,103.37	243,583.00	243,583.00	1,399.83
38	August	Zhaoqing	Zhaoqing New District Project	100%	91,408.57	397,976.00	397,976.00	1706.50
39	August	Ningbo	Yinzhou New Town Project	100%	26,070.00	75,980.00	75,980.00	882.40
40	August	Foshan	Shunde District Project#2 ^(Note 2)	100%	18,533.32	79,347.00	79,347.00	611.60
41	September	Zhengzhou	Jingkai District Project#1	100%	71,180.81	297,036.00	297,036.00	1,924.00
42	September	Zhengzhou	Jingkai District Project#2	100%	51,791.99	214,466.00	214,466.00	1,401.00
43	September	Kunming	Panlong District Project#1	60%	136,776.18	247,307.00	148,384.20	1,039.81
44	September	Kunming	Panlong District Project#2	60%	54,956.09	104,805.00	62,883.00	435.24
45	September	Beijing	Daxing District Project	50%	40,985.61	136,841.00	68,420.50	840.00
46	September	Shenyang	Hunnan District Project	100%	25,535.29	75,873.00	75,873.00	370.26
47	September	Dongguan	Dongcheng District Project	100%	16,047.63	54,541.52	54,541.52	431.95
48	September	Xiamen	Tongan District Project#1	20%	33,883.00	114,582.00	22,916.40	313.20
49	September	Xiamen	Tongan District Project#2	49%	38,293.00	129,923.00	63,662.27	867.30
50	September	Changchun	Beihu Keji Kaifa District Project#1	100%	77,446.00	245,719.00	245,719.00	922.77
51	September	Changchun	Beihu Keji Kaifa District Project#2	100%	77,446.00	245,991.00	245,991.00	926.64
52	September	Changchun	Beihu Keji Kaifa District Project#3	100%	75,186.00	181,594.00	181,594.00	684.98
53	September	Changchun	Beihu Keji Kaifa District Project#4	100%	138,670.00	413,416.00	413,416.00	1,264.28
54	September	Changchun	Beihu Keji Kaifa District Project#5	100%	199,698.00	517,305.00	517,305.00	1,868.37
55	September	Chongqing	Yuzhong District Project	100%	37,137.00	218,072.00	218,072.00	1,680.00
56	September	Suzhou	Gongye Yuan District Project	99.5%	84,922.40	221,553.00	220,445.24	3,533.39
57	October	Fuzhou	Cangshan District Project #1 ^(Note 2)	100%	29,795.00	100,483.00	100,483.00	1,267.00
58	October	Fuzhou	Cangshan District Project #2 ^(Note 2)	100%	26,516.00	89,190.00	89,190.00	1,127.00
59	October	Dalian	Ganjingzi District Project	100%	153,024.90	532,540.00	532,540.00	2,824.61
60	October	Ningbo	Jiangbei District Project	100%	60,432.00	181,868.00	181,868.00	2,019.12

61	October	Suzhou	Gongye Yuan District Project#1	100%	39,784.65	67,050.00	67,050.00	1,150.79
62	October	Suzhou	Gongye Yuan District Project#2	100%	33,113.03	55,772.00	55,772.00	919.54
63	October	Suzhou	Gongye Yuan District Project#3	100%	32,794.33	55,313.00	55,313.00	936.09
64	October	Ningbo	Cixishi Mingyuehu Project	100%	153,362.00	305,426.00	305,426.00	1,960.00
65	October	Nanjing	Yuhuatai District Project	65%	70,346.73	330,295.00	214,691.75	2,808.00
66	October	Jiangmen	Pengjiang District Project #1	50%	27,083.00	97,104.00	48,552.00	223.22
67	October	Jiangmen	Pengjiang District Project #2	50%	46,700.20	171,769.00	85,884.50	406.43
68	November	Beijing	Fangshan District Project	100%	33,380.00	133,976.00	133,976.00	1,350.00
69	November	Nanjing	Pukou District Project ^(Note 2)	100%	51,158.25	126,573.00	126,573.00	1,840.00
70	November	Nanjing	Qixia District Project	65%	96,410.18	381,309.00	247,850.85	3,191.50
71	November	Chengdu	Tianfu New District Project	100%	199,596.06	1,799,636.00	1,799,636.00	4,790.31
72	November	Tianjin	Jingkai District Project	51%	37,288.80	94,229.80	48,057.20	999.60
73	November	Tianjin	Binhai New District Project	34%	35,187.70	98,950.60	33,643.20	371.93
74	November	Changsha	Yuelu District Project	33%	148,264.58	614,330.00	202,728.90	633.91
Sub-total for the Group:					5,161,337.37	17,240,782.92	14,593,524.15	94,153.79
Land acquisitions by the COGO Group in 2017								
					Land area (m²)	Total GFA (m²)	Attributable GFA (m²)	Land premium (RMB mn) (Note 1)
Sub-total for the COGO Group:					883,872.53	2,376,990.88	2,376,990.88	9,016.55
TOTAL:					6,045,209.90	19,617,773.80	16,970,515.03	103,170.34

Note:

1. The land premium illustrated in the table above represents the full sum of land premium payable by the Group in respect of the relevant acquisition.
2. This project requires the Group to build housing, commodity housing, resettlement housing or affordable housing, which is to be transferred to the local city government free of charge or to be repurchased by the local city government at predetermined price.
3. Exchange rate of HK\$ to RMB is 0.88.

The above Land Acquisition Update has been prepared based on the respective internal management records of the Company and COGO which have not been audited nor reviewed by external auditors, and as such the data contained therein is for investors' information only. Such data may differ from the figures to be disclosed in the audited or unaudited consolidated financial statements to be published by the Company and COGO on an annual, semi-annual or quarterly basis due to various uncertainties during the process of collection and collating of such data. The Land Acquisition Update does not constitute, nor should it be construed as, an offer or solicitation for the purchase or sale of any securities or financial instruments of the Company or any of its subsidiaries or associates. It does not and is not intended to provide any investment service or investment advice.

By Order of the Board
China Overseas Land & Investment Limited
Yan Jianguo
Chairman and Chief Executive Officer

Hong Kong, 7 December 2017

As at the date of this announcement, Messrs. Yan Jianguo (Chairman and Chief Executive Officer), Luo Liang and Nip Yun Wing are the executive directors; Mr. Chang Ying is the non-executive director; and Mr. Lam Kwong Siu, Madam Fan Hsu Lai Tai, Rita and Mr. Li Man Bun, Brian David are the independent non-executive directors of the Company.