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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 28 FEBRUARY 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 28 February 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 March 2018

*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.*

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**PROPERTY SALES UPDATE  
FOR THE MONTH ENDED 28 FEBRUARY 2018**

- Unaudited data for the first two months of 2018:

For the two months ended February	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 (%)
<b>2018</b>	<b>660</b>	<b>-26%</b>	<b>31,900</b>	<b>9%</b>	-	-	<b>3,996</b>	<b>183%</b>
2017	888		29,400		-		1,413	

- In February 2018, contracted property sales amounted to RMB252 million, comprising residential property sales of RMB247 million and commercial property sales of RMB5 million, respectively.
- In February 2018, total gross floor area (“GFA”) of contracted property sales were 11,000 square metres (“sq. m.”) and 30 units of carpark.
- The Group’s average selling price of the signed contracts respecting property sales for February 2018 was RMB24,700 per sq. m.
- Accumulated contracted property sales amounted to RMB660 million for the first two months of 2018, comprising residential property sales of RMB653 million and commercial property sales of RMB7 million, respectively. Aggregated GFA sold for contracted property sales reached 31,900 sq. m. with the average selling price of RMB20,700 per sq. m. In addition, 42 units of carpark were sold in the first two months of 2018.
- In addition to the contracted property sales reported above, as of 28 February 2018, the Group had recorded a total of RMB3,996 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.

*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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