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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)**

## **PROPERTY SALES AND LAND ACQUISITION UPDATES FOR THE TWO MONTHS ENDED 29 FEBRUARY 2020**

China Overseas Land & Investment Limited (the “**Company**”) is pleased to announce certain operating data of the Company, together with its subsidiaries, joint ventures and associates (collectively, the “**China Overseas Series of Companies**”) for the two months ended 29 February 2020 (the “**Property Sales and Land Acquisition Updates**”). This announcement is also available on the website of the Company ([www.coli.com.hk](http://www.coli.com.hk)).

### **1. Property Sales Update**

For February 2020, the contracted property sales of the China Overseas Series of Companies amounted to approximately RMB12.666 billion and the corresponding gross floor area (“**GFA**”) sold was approximately 706,600 square meters, with year-on-year decrease of 29.2% and year-on-year decrease of 36.1% respectively. Details of the contracted property sales and the corresponding GFA are set out in Table 1 below.

From January to February 2020, the accumulated contracted property sales of the China Overseas Series of Companies amounted to approximately RMB32.942 billion and the accumulated corresponding GFA sold was approximately 1,809,600 square meters, with year-on-year decrease of 22.7% and year-on-year decrease of 23.3% respectively.

In addition, as at 29 February 2020, the China Overseas Series of Companies had recorded subscribed property sales of approximately RMB14.481 billion, which are expected to be turned into contracted property sales in the following months.

Table 1: Contracted property sales of and the corresponding GFA sold by the China Overseas Series of Companies for February 2020

	<b>Contracted property sales (RMB'00 million)</b>	<b>Contracted area sold GFA ('0000 sq.m.)</b>
<b>The Company and its subsidiaries</b>		
<i>Regional Breakdown<sup>(Note 1)</sup></i>		
<b>Hua Nan Region</b>	13.45	7.15
<b>Hua Dong Region</b>	17.37	8.14
<b>Hua Bei Region</b>	25.61	12.04
<b>Northern Region</b>	14.43	10.73
<b>Western Region</b>	12.41	8.13
<b>Hong Kong and Macau</b>	1.51	0.09
<i>Sub-total for the Company and its subsidiaries</i>	84.78	46.28
<b>Joint ventures and associates of the Company</b>	30.38	16.81
<b>China Overseas Grand Oceans Group Limited</b>	11.50	7.57
<b>Total</b>	126.66	70.66

## 2. Land Acquisition Update

For February 2020, the Company (together with its subsidiaries (collectively, the “Group”)) acquired 2 land parcels in Shanghai with aggregate attributable GFA of approximately 95,396.70 square meters, both parcels will be developed in form of cooperation projects. The land premium payable by the Group in respect of the relevant land acquisitions amounted to approximately RMB989.31 million. From January to February 2020, the aggregate attributable GFA was approximately 487,213.27 square meters and the aggregate land premium payable by the Group amounted to approximately RMB9,028.98 million. Details of the land acquisitions by the Group are set out in Table 2 below.

In addition, for February 2020, China Overseas Grand Oceans Group Limited (“COGO”, together with its subsidiaries (collectively, the “COGO Group”)) acquired 1 land parcel in Zibo, Shandong Province with an attributable GFA of 161,241.00 square meters. The land premium payable by the COGO Group in respect of such land parcel amounted to approximately RMB241.10 million.

Table 2: Details of the land acquisitions acquired during February 2020

Land parcels acquired by the Group during February 2020								
No.	Date of acquisition	City in which land acquired is located	Name of development project	Percentage interest attributable to the Company	Land area (sq.m.)	Total GFA (sq.m.)	Attributable GFA (sq.m.)	Land premium (RMB mn) <i>(Note 2)</i>
1	February	Shanghai	Putuo District Project #2	70%	6,534.30	28,822.00	20,175.40	352.67
2	February	Shanghai	Putuo District Project #3	70%	23,897.00	107,459.00	75,221.30	636.64
<i>Sub-total for the Group:</i>					<b>30,431.30</b>	<b>136,281.00</b>	<b>95,396.70</b>	<b>989.31</b>
Land acquisitions by the COGO Group during February 2020								
					Land area (sq.m.)	Total GFA (sq.m.)	Attributable GFA (sq.m.)	Land premium (RMB mn) <i>(Note 2)</i>
<i>Sub-total for the COGO Group:</i>					77,374.00	161,241.00	161,241.00	241.10
<b>TOTAL:</b>					<b>107,805.30</b>	<b>297,522.00</b>	<b>256,637.70</b>	<b>1,230.41</b>

Note:

1. The regional breakdown is based on the locations of the regional headquarters responsible for the management of the relevant development projects, and is for reference only. The updates for cities covered in each region are set out in the annual report and interim report of the Company.
2. The land premium represents the full sum of land premium payable by the Group in respect of the relevant acquisition.

Please be informed that the Property Sales and Land Acquisition Updates have been prepared based on internal management records of the China Overseas Series of Companies 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 collecting and collating such data. The Property Sales and Land Acquisition Updates do not constitute, nor should they 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, joint ventures or associates. They do not and are not intended to provide any investment service or investment advice.

**Shareholders of the Company and potential investors should exercise caution when investing or dealing in the securities of the Company. You are also recommended to consult your own professional or financial advisers if you are in any doubt as to your investment positions.**

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

Hong Kong, 5 March 2020

*As at the date of this announcement, Mr. Yan Jianguo (Chairman), Mr. Luo Liang (Vice Chairman), Mr. Zhang Zhichao (Chief Executive Officer) and Mr. Guo Guanghui are the executive directors; Mr. Zhuang Yong (Vice Chairman) and Mr. Chang Ying are the non-executive directors; and Mr. Lam Kwong Siu, Dr. Fan Hsu Lai Tai, Rita and Mr. Li Man Bun, Brian David are the independent non-executive directors of the Company.*