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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 TWELVE MONTHS ENDED 31 DECEMBER 2023**

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 twelve months ended 31 December 2023 (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 December 2023, the contracted property sales of the China Overseas Series of Companies amounted to approximately RMB22.781 billion, with a year-on-year decrease of 40.1%; and the corresponding gross floor area (“**GFA**”) sold was approximately 983,500 square meters, with a year-on-year decrease of 50.2%. Details of the contracted property sales and the corresponding GFA are set out in Table 1 below.

From January to December 2023, the accumulated contracted property sales of the China Overseas Series of Companies amounted to approximately RMB309.810 billion, with a year-on-year increase of 5.1%; and the accumulated corresponding GFA sold was approximately 13,356,900 square meters, with a year-on-year decrease of 3.7%.

In addition, as at 31 December 2023, the China Overseas Series of Companies had recorded subscribed property sales of approximately RMB1.996 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 December 2023

	<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>Southern Region</b>	56.26	18.60
<b>Eastern Region</b>	17.80	9.43
<b>Central and Western Region</b>	12.42	10.48
<b>Northern Region</b>	77.35	24.82
<b>Hong Kong, Macau and Overseas Region</b>	2.07	0.11
<i>Sub-total for the Company and its subsidiaries</i>	165.91	63.44
<b>Joint ventures and associates of the Company (excluding COGO)</b>	36.80	14.77
<b>China Overseas Grand Oceans Group Limited (“COGO”)</b>	25.11	20.14
<b>Total</b>	227.81	98.35

## 2. Land Acquisition Update

For December 2023, the Company (together with its subsidiaries (collectively, the “Group”)), acquired 11 land parcels in Tianjin, Suzhou, Shenyang, Zhengzhou, Chengdu, Taiyuan, Beijing and Wuhan with an aggregate attributable GFA of approximately 1,686,533.17 square meters, four of which will be developed in form of cooperation project. The land premium payable by the Group in respect of the relevant land acquisition amounted to approximately RMB16,806.30 million. From January to December 2023, the aggregate attributable GFA of the land acquired by the Group was approximately 7,082,514.62 square meters and the aggregate land premium payable by the Group amounted to approximately RMB122,826.23 million.

In addition, for December 2023, COGO (together with its subsidiaries (collectively, the “COGO Group”)) acquired two land parcels in Nantong, Jiangsu Province and Yangzhou, Jiangsu Province with an aggregate attributable GFA of approximately 235,505.80 square meters. The land premium payable by the COGO Group in respect of such land parcels amounted to approximately RMB1,447.88 million.

Details of the land acquisitions by the Group and the COGO Group are set out in Table 2 below.

Table 2: Details of the land acquisitions acquired by the Group and the COGO Group during December 2023

Land parcels acquired by the Group during December 2023							
No.	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	Tianjin	Nankai District Project #2	100%	29,608.10	69,800.00	69,800.00	1,283.00
2	Suzhou	Industrial Park Project	40%	23,105.02	56,073.00	22,429.20	310.53
3	Shenyang	Hunnan District Project	100%	35,000.43	99,066.00	99,066.00	385.00
4	Suzhou	Hi-tech Industrial Development Zone Project #2	51%	22,121.50	58,018.70	29,589.54	472.17
5	Zhengzhou	Zhongyuan District Project #1	100%	23,344.86	78,061.00	78,061.00	424.94
6	Zhengzhou	Zhongyuan District Project #2	100%	37,138.98	141,603.00	141,603.00	734.65
7	Chengdu	Tianfu New Area Project #2	50%	62,176.18	186,453.00	93,226.50	751.41
8	Taiyuan	Wanbailin District Project	100%	32,790.08	177,212.76	177,212.76	418.60
9	Beijing	Changping District Project	80%	65,662.41	267,977.72	214,382.18	3,416.00
10	Wuhan	Wuchang District Project	100%	53,700.00	302,759.00	302,759.00	3,000.00
11	Beijing	Shijingshan District Project #2	100%	96,638.14	458,404.00	458,404.00	5,610.00
<b>Sub-total for the Group:</b>				<b>481,285.70</b>	<b>1,895,428.18</b>	<b>1,686,533.17</b>	<b>16,806.30</b>
Land acquisition by the COGO Group during December 2023							
				Land area (sq.m.)	Total GFA (sq.m.)	Attributable GFA (sq.m.)	Land premium (RMB mn) <i>(Note 2)</i>
<b>Sub-total for the COGO Group:</b>				126,882.25	316,431.00	235,505.80	1,447.88
<b>TOTAL:</b>				<b>608,167.95</b>	<b>2,211,859.18</b>	<b>1,922,038.97</b>	<b>18,254.18</b>

*Notes:*

- 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 or the COGO 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 January 2024

*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 of the Company; Mr. Zhuang Yong (Vice Chairman) and Mr. Zhao Wenhai are the Non-executive Directors of the Company; and Mr. Li Man Bun, Brian David, Professor Chan Ka Keung, Ceajer and Dr. Chan Ching Har, Eliza are the Independent Non-executive Directors of the Company.*