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# LANDSEA GREEN PROPERTIES CO., LTD.

朗詩綠色地產有限公司

(Incorporated in Bermuda with limited liability) (Stock code: 106)

# VOLUNTARY ANNOUNCEMENT

## LAND DEVELOPMENT COOPERATION AGREEMENT I

The board ("Board") of directors ("Directors") of Landsea Green Properties Co., Ltd. (the "Company" or "Landsea") is pleased to announce that in January 2015, (i) 南京博之鑫投資 管理有限公司 (Nanjing Bozhixin Investment Management Company Limited\*) ("Nanjing Bozhixin"), a wholly-owned subsidiary of the Company, (ii) 南京奧和房地產開發有限公 □ (Nanjing Aohe Real Estate Development Company Limited\*) ("Nanjing Aohe"), a subsidiary of [Shanghai Construction Group Co., Ltd.] (the shares of which are listed on the Shanghai Stock Exchange), (iii) 深圳聯新投資管理有限公司 (Shenzhen Lianxin Investment Management Company Limited\*) ("Shenzhen Lianxin"), a subsidiary of 平安不 動產有限公司 (Pingan Real Estate Company Limited\*) and (iv) 招商局地產(南京)有限 公司 (China Merchants Property (Nanjing) Company Limited\*) ("China Merchants Property"), a subsidiary of China Merchants Property Development Co., Ltd. (the shares of which are listed on the Shenzhen Stock Exchange) entered into a cooperation agreement ("Cooperation Agreement I"), pursuant to which, the parties set up a project company ("Project Company I") for the joint development of the project of a parcel of land at 2014G52 lot, Hexi CBD area, Nanjing City (the "Hexi CBD Land Parcel"). The equity interest of Project Company I is held as to 51%, 30%, 12.97% and 6.03% respectively by Nanjing Aohe, Shenzhen Lianxin, Nanjing Bozhixin and China Merchants Property.

The Hexi CBD Land Parcel is near the venue for Nanjing Youth Olympic Game and is in the high-end residential area in Nanjing. The project covers a site area of approximately 81,561 square meters and with the plot ratio of 2.75. The expected total gross floor area could reach 224,293 square meters. The land purchase price is RMB3.1 billion, and the estimated total investment will be approximately RMB5.5 billion. The use of the Hexi CBD Land Parcel is for type 2 residential land. Landsea is in charge of development, construction, management and sale of a land parcel covering a gross floor area of 153,083 square meters. The project is intended to build a green technology residence which is widely sought in Nanjing market, and is expected to bring considerable income.

### ENTRUSTED PROJECT DEVELOPMENT MANAGEMENT AND GREEN BUILDING TECHNOLOGY SERVICES FRAMEWORK AGREEMENT

The Board is also pleased to announce that in December 2014, (i) 南京朗銘房地產開發有 (Nanjing Langming Property Development Company Limited\*) ("Nanjing 限公司 Langming"), a wholly-owned subsidiary of the Company and (ii) 合肥華侖文化產業投資有 限公司 (Hefei Hualun Culture Industry Investment Company Limited\*) ("Hefei Hualun") entered into a entrusted project development management and green building technology services framework agreement, pursuant to which, Hefei Hualun agreed to cooperate with Nanjing Langming in the commercial residential buildings in the north of the land parcel No. BH2014-04 (the "Hefei Land Parcel") and its underground construction located in Binhu District, Hefei owned by it. Relying on Landsea's experiences in real estate, and its professional technical capability, operating ability and brand strength in the development green property project, and will be constructed under the Three Stars Green Building standard adopted by the Ministry of Construction. Hefei Hualun entrusted Landsea, through provision of professional management and technical services, brand name and trademark licensing, to conduct development and construction management and to organize and cooperate in the entire residential green technology services of relevant project for Hefei Hualun. Landsea will charge entrusted development fees of not less than RMB330 per square meter (based on residential gross floor area), not including the marketing and management fees for the project. In addition, in the event that the average sales price is higher than the benchmark price agreed between the parties, Landsea will be awarded with additional earnings.

The project is a commercial and residential complex located in Binhu New Area in Hefei, the east of which is to Luzhou Avenue, west to Shaoshan Road under planning, south to the land boundaries, and north to Hangzhou Road. The project covers a residential floor area of approximately 91,840 square meters and several underground construction areas. The project is located in the central area of Binhu New Area and near the subway station in construction, business section of which is developed and operated by the large national department store chain, Intime Retail Group, in addition with the green technology residential area of Landsea, upon completion, it will become the commercial and high-end residential complex benchmark.

### LAND DEVELOPMENT COOPERATION AGREEMENT II

The Board further announces that in December 2014, (i) 南京朗銘房地產開發有限公司 (Nanjing Langming Property Development Company Limited\*) ("Nanjing Langming"), a wholly-owned subsidiary of the Company and (ii) 深圳聯新投資管理有限公司 (Shenzhen Lianxin Investment Management Company Limited\*) ("Shenzhen Lianxin"), a subsidiary of 平安不動產有限公司 (Pingan Real Estate Company Limited\*) entered into a cooperation agreement ("Cooperation Agreement II"), pursuant to which, Nanjing Langming and Shenzhen Lianxin agreed, through 南京朗潤房地產開發有限公司 (Nanjing Langrun Property Development Company Limited\*) ("Project Company II"), to jointly cooperate in the development of the urban mix of residential land located in the west of Jinger Road and the north of Jinwen Road in Jiangning Binjing Development Zone, Nanjing ("Jiangning Land Parcel").

Pursuant to the Cooperation Agreement II, Nanjing Langming and Shenzhen Lianxin will make additional capital injection in Project Company II. Following completion of the capital injection, the equity interest of Project Company II will be owned as to 50.1% and 49.9% respectively by Nanjing Langming and Shenzhen Lianxin. Project Company II will operate in

form of joint venture and shareholders will be its organ of power. Nanjing Langming and Shenzhen Lianxin will also provide shareholders' loan to Project Company II according to their respective holdings in Project Company II in order to meet the operation requirements of the project.

The Jiangning Land Parcel covers a site area of approximately 50,543 square meters. Project Company II will be responsible for the development and construction of residential and commercial projects on the Jiangning Land Parcel.

The Group has been engaging in property development. The transactions involved in the Cooperation Agreement I, the Framework Agreement and the Cooperation Agreement II are transactions of revenue nature in the ordinary and usual course of business of the Company, and are in the best interest of the Company and its shareholders as a whole.

The Group is the only listed platform under Landsea Group engaging in green residential property development business and implemented "asset-light strategy and profit diversification strategy" transformation. Taking advantage of product diversification and capacities of development and management, the Group cooperates with resources complementary enterprises such as developers, state-owned investment companies and financial institutions through providing technical management and branding, and developing business model such as cooperative development, projects with minority interest and entrusted development businesses, diversifies investment risk and creates new profit growth point.

To the best of the knowledge, information and belief of the Directors, having made all reasonable enquiries, Nanjing Aohe, Shenzhen Lianxin, China Merchants Property and Hefei Hualun and their respective ultimate beneficial owners are third parties independent of the Company and its connected persons (as defined under the Listing Rules).

This announcement is made by the Company on a voluntary basis.

By order of the Board Landsea Green Properties Co., Ltd. Chan Yuen Ying, Stella Company Secretary

Hong Kong, 26 January 2015

As at the date of this announcement, the Board comprises five executive Directors, namely Mr. Tian Ming, Mr. Xiang Jiong, Ms. Shen Leying, Mr. Xie Yuanjian and Mr. Lu Baoxiang, one non-executive Director, namely Ms. Zhou Qin, and three independent non-executive Directors, namely Mr. Xu Xiaonian, Mr. Ding Yuan and Mr. Lee Kwan Hung.

\* for identification purpose only