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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)

INSIDE INFORMATION

PROPERTY SALES UPDATE FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2017

This announcement is made by China Overseas Land & Investment Limited (the “**Company**”) pursuant to the Inside Information Provisions under Part XIVA of the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong) and Rule 13.09(2)(a) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”).

The Company wishes to provide to its shareholders in the Appendix to this announcement the property sales update which contains certain operating data of the Company, together with its subsidiaries, joint ventures and associates (collectively, the “**China Overseas Series of Companies**”) for the nine months ended 30 September 2017 (the “**Property Sales Update**”). This Announcement (with Appendix containing Property Sales Update) is also available on the website of the Company (www.coli.com.hk).

Please be informed that the Property Sales Update has 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 on an annual, semi-annual or quarterly basis due to various uncertainties during the process of collection and collating of such data. The Property Sales 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.

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 Chief Executive Officer

Hong Kong, 12 October 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.

Appendix

PROPERTY SALES UPDATE FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2017

For September 2017, the contracted property sales of China Overseas Land & Investment Ltd. (the “**Company**”), together with its subsidiaries, joint ventures and associates (collectively, the “**China Overseas Series of Companies**”) amounted to approximately HK\$20.681 billion and the corresponding gross floor area (“**GFA**”) sold was approximately 1,254,000 square meters.

From January to September 2017, the accumulated contracted property sales of the China Overseas Series of Companies amounted to approximately HK\$183.644 billion and the accumulated corresponding GFA sold was approximately 11,288,200 square meters.

In addition, as at 30 September 2017, the China Overseas Series of Companies had recorded subscribed property sales of approximately HK\$23.337 billion, which are expected to be turned into contracted property sales in the following months.

The following tables illustrate the contracted property sales and the corresponding GFA sold of the China Overseas Series of Companies for September 2017 and for the period from January to September 2017:

Table 1: Contracted property sales of and the corresponding GFA sold by the China Overseas Series of Companies for September 2017

	Contracted property sales (HK\$'00 million)	Contracted area sold GFA (‘0000 sq.m.)
The Company and its subsidiaries		
<i>Regional Breakdown</i> ^(Note)		
Hua Nan Region	33.82	9.75
Hua Dong Region	16.57	8.10
Hua Bei Region	36.34	21.03
Northern Region	41.34	33.53
Western Region	17.36	12.93
Hong Kong and Macau	7.78	0.34
<i>Sub-total for the Company and its subsidiaries</i>	153.21	85.68
Joint ventures and Associates of the Company	23.28	11.70
China Overseas Grand Oceans Group Limited	30.32	28.02
Total	206.81	125.40

Table 2: Contracted property sales of and the corresponding GFA sold by the China Overseas Series of Companies for the period from January to September 2017

	Contracted property sales (HK\$'00 million)	Contracted area sold GFA (‘0000 sq.m.)
The Company and its subsidiaries		
<i>Regional Breakdown^(Note)</i>		
Hua Nan Region	202.19	102.75
Hua Dong Region	177.92	68.42
Hua Bei Region	369.12	181.60
Northern Region	270.33	240.21
Western Region	140.02	112.96
Hong Kong and Macau	94.12	4.40
<i>Sub-total for the Company and its subsidiaries</i>	1,253.70	710.34
Joint ventures and Associates of the Company	292.08	147.48
China Overseas Grand Oceans Group Limited	290.66	271.00
Total	1,836.44	1,128.82

Note:

The regional breakdown shown in the above tables 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.