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(incorporated in the Cayman Islands with limited liability)

(Stock Code: 410)

# DISCLOSEABLE TRANSACTION

# ACQUISITION OF LINKONG PLOT 15 LAND NEXT TO THE SHANGHAI HONGQIAO TRANSPORTATION HUB

# ACQUISITION OF LINKONG PLOT 15 LAND NEXT TO THE SHANGHAI HONGQIAO TRANSPORTATION HUB

The Board wishes to announce that on 13 August 2010, the Group made a successful bid of RMB1,561,720,000 for the land use right in respect of Linkong Plot 15 Land situated right next to the Shanghai Hongqiao transportation hub through a transfer by public listing process organized and held by the Shanghai Land Transaction Market, as agent of Chang Ning District Land Bureau. On the same day, the Group entered into the Land Transfer Contract with the Chang Ning District Land Bureau for the transfer of the land use right to the Land.

The Land is situated at Shanghai Hongqiao Linkong Economic Zone and is right next to the Shanghai Hongqiao transportation hub which, being the coverage point of modern means of transportation such as airplane, high speed railway and subway, is the world's largest transportation hub and currently Shanghai's most vibrant area. With the successive openings of high speed railways, it is connected with the most affluent cities of the Yangtze River Delta – it takes 17 to 42 minutes to travel from Hongqiao to cities such as Suzhou, Wuxi, Hangzhou and Nanjing – making the Shanghai Hongqiao transportation hub and its nearby areas an area with most development potential in China.

The Land is of a site area of 86,164.1 square meters with planned total above ground GFA of 215,410 square meters. The Group estimates that, after completion of construction, the total GFA for the project is approximately 250,000 square meters. The Land is permitted for office use.

### LISTING RULES IMPLICATIONS

As the applicable percentage ratios exceed 5% but are less than 25%, the transaction contemplated under the Land Transfer Contract constitutes a discloseable transaction for the Company under Chapter 14 of the Listing Rules.

#### **BACKGROUND**

On 13 August 2010, the Group made a successful bid for the land use right to the Land through a transfer by public listing process organized and held by the Shanghai Land Transaction Market, as agent of Chang Ning District Land Bureau. The Shanghai Land Transaction Market issued the Bid Confirmation to the Group, pursuant to which the Shanghai Land Transaction Market confirmed that the Group has won the bid for the land use right to the Land at RMB1,561,720,000.

On the same day, as required by the Bid Confirmation, SOHO Shanghai entered into the Land Transfer Contract with Chang Ning District Land Bureau for the transfer of the land use right to the Land.

#### THE LAND TRANSFER CONTRACT

The principal terms of the Land Transfer Contract are as follows:

Date: 13 August 2010

Parties: Chang Ning District Land Bureau, as transferor (1)

> (2) SOHO Shanghai, as transferee

To the best of the Directors' knowledge, information and belief having made all reasonable enquiries, Chang Ning District Land Bureau and its ultimate beneficial owners are third parties independent of the Company and connected persons of the

Company.

**Subject Matter:** The Chang Ning District Land Bureau agrees to transfer to SOHO

Shanghai the land use right to the Land.

Term: The term of the land use right to the Land is 50 years, commencing

> from the date of delivery of the Land to the transferee by the Chang Ning District Land Bureau pursuant to the Land Transfer

Contract.

**Land Transfer Price:** 

The Land Transfer Price for the transfer of the land use right to the Land is RMB1,561,720,000. Within five (5) working days of the execution of the Land Transfer Contract, SOHO Shanghai shall pay 20% of the Land Transfer Price. Within thirty (30) working days of the execution of the Land Transfer Contract, SOHO Shanghai shall pay the remaining Land Transfer Price.

The Land Transfer Price was determined by reference to the recent market value of comparable land nearby Linkong Plot 15 Land.

Land Uses:

The Land is permitted for office use with commercial auxiliary facilities that constitute not more than 20% of the total above ground GFA.

**Delivery of Land:** 

Chang Ning District Land Bureau shall deliver the Land in clear condition within twenty (20) days from the date of full payment of the Land Transfer Price.

Responsibilities of SOHO Shanghai:

SOHO Shanghai shall, among other things, utilize the Land in accordance with the land uses as set out in the Land Transfer Contract. The project development of the Land shall commence within twelve (12) months of the delivery of the Land by the Chang Ning District Land Bureau and shall be completed within thirty (30) months after commencement of the construction.

# INFORMATION ON THE COMPANY AND SOHO SHANGHAI

# The Company

The Company is a company incorporated in the Cayman Islands with limited liability. Its shares are listed on the Main Board of the Stock Exchange.

The principal activity of the Company is investment holding. The principal business activities of its major subsidiaries are development and sale of commercial properties in central Beijing and Shanghai.

#### **SOHO SHANGHAI**

SOHO Shanghai is a company incorporated in Shanghai with limited liability and is a wholly-owned subsidiary of the Company as at the date of this announcement. The principal business activity of SOHO Shanghai is real property development and investment management.

# INFORMATION ON THE SHANGHAI LAND TRANSACTION MARKET, THE CHANG NING DISTRICT LAND BUREAU AND THE LAND

The Directors are informed that the Shanghai Land Transaction Market is responsible for organizing and holding the transfer by public listing process for the land use right to the Land. To the best of the Director's knowledge, information and belief having made all reasonable enquiry, the Chang Ning District Land Bureau and its ultimate beneficial owners are third parties independent of the Company and its connected persons.

Linkong Plot 15 Land is situated at Shanghai Hongqiao Linkong Economic Zone and is right next to the Shanghai Hongqiao transportation hub which, being the converge point of modern means of transportation such as airplane, high speed railway and subway, is the world's largest transportation hub and currently Shanghai's most vibrant area. With the successive openings of high speed railways, it is connected with the most affluent cities of the Yangtze River Delta – it takes 17 to 42 minutes to travel from Hongqiao to cities such as Suzhou, Wuxi, Hangzhou and Nanjing – making the Shanghai Hongqiao transportation hub and its nearby areas an area with most development potential in China.

Linkong Plot 15 Land is permitted for office use. Its site area is 86,164.1 square meters and its planned above ground total GFA is 215,410 square meters. The Group estimates that the total GFA for the project is approximately 250,000 square meters after completion of construction.

#### REASONS FOR ENTERING INTO THE LAND TRANSFER CONTRACT

In August 2009, the Group acquired The Exchange SOHO, representing the first successful step into Shanghai and the successful application of the SOHO model to a Shanghai commercial real estate project. In June 2010, the Group acquired the majority shares of the project company that holds the Bund 204 Land. The acquisition of The Exchange SOHO and the Bund 204 Land is in line with the Group's core strategy of developing high-end commercial properties in prime locations in Beijing and Shanghai.

Linkong Plot 15 Land is situated right next to the Shanghai Hongqiao transportation hub, an area that is most vibrant and has the most development potential in Shanghai. Having considered its superior location and the huge human traffic flow brought about by its easy accessibility, the Directors considers the acquisition and development of Linkong Plot 15 Land complies with the Group's strategy of developing large-scale, high-end commercial properties in prime locations in Beijing and Shanghai.

The Directors further consider that the terms of the Land Transfer Contract are fair and reasonable and are in the interests of the Company and the shareholders of the Company as a whole.

### LISTING RULES IMPLICATIONS

As the applicable percentage ratios exceed 5% but are less than 25%, the transaction contemplated under the Land Transfer Contract constitute a discloseable transaction for the Company under Chapter 14 of the Listing Rules.

# **DEFINITIONS**

In this announcement, the following expressions have the meanings as set out below unless the context requires otherwise:

"associate(s)" has the meaning ascribed to it under the Listing Rules

"Bid Confirmation" 成交確認書, a confirmation dated 13 August 2010 and issued

by the Shanghai Land Transaction Market in respect of the

transfer of the land use right to the Land

"Board" the board of directors of the Company

"Chang Ning District Land

Bureau"

上海市長寧區規劃和土地管理局(Shanghai Municipality Chang Ning District Planning and Land Administration Bureau)

"Company" SOHO China Limited, a company incorporated in the Cayman

Islands with limited liability and whose shares are listed on the

Main Board of the Stock Exchange

"connected person(s)" has the meaning ascribed to it under the Listing Rules

"Director(s)" the director(s) of the Company

"GFA" gross gloor area

"Group" the Company and its subsidiaries

"Hong Kong" the Hong Kong Special Administrative Region of the People's

Republic of China

"Land" or "Linkong

Plot 15 Land"

Linking Plot 15 Land situated at Shanghai Hongqiao Linkong Economic Zone, next to the Shanghai Hongqiao transportation

hub

"Land Transfer Contract" 上海市國有建設用地使用權出讓合同(Contract for the transfer

of the land use right of State-owned construction land) in respect of the Land dated 13 August 2010 and entered into between SOHO Shanghai as transferee and the Chang Ning

District Land Bureau as transferrer

"Land Transfer Price" RMB1,561,720,000, being the price for the transfer of the

land use right in respect of the Land under the Land Transfer

Contract

"Listing Rules" The Rules Governing the Listing of Securities on The Stock

Exchange of Hong Kong Limited

"PRC" the People's Republic of China which, for the purpose of

this announcement, excludes Hong Kong, the Macau Special

Administrative Region of the PRC and Taiwan

"RMB" Renminbi, the lawful currency of the PRC

"Shanghai Land 上海市房地產交易中心土地交易市場(Shanghai Municipality

Transaction Market' Real Estate Transaction Centre Land Transaction Market)

"SOHO Shanghai" 搜候(上海)投資有限公司(SOHO (Shanghai) Investment

Co. Ltd.), a company incorporated in Shanghai and a whollyowned subsidiary of the Company as at the date of this

announcement

"Stock Exchange" The Stock Exchange of Hong Kong Limited

"subsidiary(ies)" has the meaning ascribed to it under the Listing Rules

"%" per cent.

By order of the Board SOHO China Limited Pan Shiyi Chairman

Beijing, the People's Republic of China 13 August 2010

As at the date of this announcement, the Board comprises Mr. Pan Shiyi, Mrs. Pan Zhang Xin Marita and Ms. Yan Yan, being the executive Directors, and Dr. Ramin Khadem, Mr. Cha Mou Zing, Victor and Mr. Yi Xiqun, being the independent non-executive Directors.

<sup>\*</sup> The English name is a translation of its Chinese name and is included for identification purposes only.