

## SALES OVERVIEW

Aoyuan recorded contracted sales totaling approximately RMB25.79 billion, with contracted gross floor area (GFA) sold amounted to approximately 2,533,000 sq.m., representing y-o-y increases of 53% and 33%, respectively, in the first nine months of 2017. The average selling price was RMB10,181 per sq.m..

In September 2017, Aoyuan achieved contracted sales totaling approximately RMB4.08 billion, with contracted GFA sold amounting to approximately 471,000 sq.m., representing y-o-y increases of 12% and 54%, respectively.

### Contracted Sales in January to September of 2017:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Shenzhen Aoyuan Jade Bay	2,323	80,000	29,054
Shenzhen Aoyuan SOHO	2,249	91,000	24,701
Chengdu Chenghua Aoyuan Plaza	1,258	87,800	14,324
Foshan Aoyuan The Prime Palace	1,173	77,700	15,089
Guangzhou Aoyuan International Center	1,026	72,100	14,232
Zhuhai Aoyuan Plaza	967	54,200	17,857
Guangzhou Aoyuan Lianfeng State	933	62,700	14,874
Foshan Aoyuan Central Parkview	884	65,900	13,417
Chongqing Aoyuan Beyond Era	817	113,800	7,176
Aoyuan Shaoguan Lingnan Impression	762	130,400	5,487
Others	13,395	1,697,100	7,893
<b>Total</b>	<b>25,787</b>	<b>2,532,700</b>	<b>10,181</b>

## COMPANY NEWS

### Aoyuan's 10th Listing Anniversary Ceremony successfully held in Guangzhou

On 9 Oct, Aoyuan held its 10th listing anniversary ceremony. Mr. Guo Zi Wen, Chairman of the Group, and Mr. Guo Zi Ning, CEO of the Group, along with other board members, senior management and guests from onshore and offshore financial institutions attended the celebration dinner. They were there to grow with Aoyuan in the past 10 years, and will build a glorious future together.

2017 is the pivot year of transformation of Aoyuan. The Group has established five core businesses, which are property, commercial property, international investment, Aomygod and cultural tourism, to create stronger momentum for Aoyuan's development. As of today, Aoyuan has launched over 100 high-quality projects in over 50 cities in China, Australia and Canada. Looking forward, Aoyuan will continue to maintain its robust development and deliver excellent returns to its shareholders.



### Aoyuan Issues US\$250 million 5.375% Senior Notes at Par Due 2022 Received Overwhelming Response from Capital Markets with 12 Times Oversubscription

On 6 Sep, Aoyuan successfully issued US\$250 million 5.375% Senior Notes at par due 2022.

The estimated net proceeds of the Notes (after deducting the underwriting commission and other expenses incurred in the Notes Issue) will amount to approximately US\$245.3 million. The Company intends to use the proceeds to refinance its existing offshore indebtedness.

Aoyuan became the first Asian issuer to complete 6.35% senior notes at par earlier this year. The issuance of the Notes has once again been well received by the capital markets and was oversubscribed by 12 times. This is by far the lowest cost of US dollar-denominated senior notes issued by Aoyuan, which will help extend the Company's debt maturity and lower its borrowing cost. Since 2016, Aoyuan has been the only PRC developer with credit rating upgrades by all three major international rating agencies, namely Fitch (BB-), Moody's (B1), and Standard & Poor's (B+). The Company's onshore corporate rating has also been upgraded by United Credit Ratings (AA+). In September 2017, Aoyuan was successfully included in the List of Eligible Securities under Shenzhen-Hong Kong Stock Connect, further enhancing the liquidity and valuation of Aoyuan's shares and expanding its shareholder base. Both Aoyuan's bonds and shares have been actively traded, reaffirming the capital markets' confidence and recognition in Aoyuan's comprehensive strength. Aoyuan will continue its robust business growth while maintaining its prudent financial management and diversifying its onshore and offshore financing channels, so as to build a solid foundation for sustainable development.

### Aoyuan Acquires Quality Project in Qingdao, Shandong for RMB789 million Further Optimizes Strategic Footprint in Bohai Rim

On 21 Sep, Aoyuan has successfully acquired 80% beneficial interests in a quality residential and commercial project in Jiaozhou, Qingdao, Shandong Province, for a total consideration of approximately RMB789 million. The project has a total GFA of approximately 250,000 sq.m., representing an average land cost of RMB3,945 per sq.m..

The project is well located in the core area of the new town district of Jiaozhou, Qingdao, Shandong Province. It is only 600 meters away from the Jiaozhou municipal government and is close to main roads and bus stations. It takes about a 30 minute-drive from the project to Qingdao Jiaodong International Airport, which is currently under construction, and an hour drive to the city center of Qingdao. The project is also in close proximity to auxiliary facilities such as schools, commercial complexes and a national AAA scenic attraction, Sanlihe Park. Jiaozhou has built a solid industrial foundation with a national economic and technological development zone. With a strong housing market, the current average selling price of residential properties (bare-shell) near the project is RMB13,000-15,000 per sq.m..

With the completion of construction of Qingdao Jiaodong International Airport in 2019, Qingdao Jiaodong Airport Economic Demonstration Zone, which focuses on high-end industries, will become the new economic growth engine in the region. This acquisition will strengthen the Group's strategic footprint in Bohai Rim.

## COMPANY NEWS

### Aoyuan Named “2017 Top 20 China Real Estate Brand Value”

On 14 Sep, “2017 China Real Estate Brand Value Research” press briefing cum “14th China Real Estate Brand Development Summit” was held in Beijing. Aoyuan was named “2017 Top 20 China Real Estate Brand Value”; Aoyuan Commercial Property was also named “2017 Top 10 China Commercial Property Developer Brand Value”.

The list is evaluated by the China Real Estate Top 10 Research Team, consisting of three renowned research agencies, namely the Development Research Center of the State Council, the Real Estate Research Institute of Tsing Hua University and the China Index Academy. The research results received wide recognition from the public that could help building corporate image, as well as enhancing Aoyuan’s leading position in the industry.



## LAND BANK

As of 30 June 2017, Aoyuan had 95 projects with a total land bank of 17.12m sqm. of GFA located in South China, core region of Central & Western China, East China and Bohai Rim, and currently expands into Sydney of Australia, and Vancouver of Canada. Of the total land bank, approximately 30% were properties under development, approximately 8% were completed properties and approximately 57% were held for future development. The current reserve will be sufficient to meet Aoyuan’s development needs in next 3 to 4 years.

For details on the Aoyuan’s land bank, please click on the following link:  
<http://www.aoyuan.com.cn/siteen/asp/ProjectSingle.aspx>

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