

SALES OVERVIEW

In the first ten months of 2017, Aoyuan recorded contracted sales totaling approximately RMB30.07 billion, with a contracted gross floor area (GFA) sold of approximately 2,951,000 sq.m., representing y-o-y increases of 56% and 33%, respectively. The average selling price was RMB10,188 per sq.m..

In October 2017, Aoyuan achieved contracted sales totaling approximately RMB4.28 billion, with a contracted GFA sold of approximately 419,000 sq.m., representing y-o-y increases of 71% and 35%, respectively.

Contracted Sales in January to October of 2017:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Shenzhen Aoyuan Jade Bay	2,441	83,500	29,226
Shenzhen Aoyuan SOHO	2,326	94,200	24,692
Chengdu Chenghua Aoyuan Plaza	1,258	89,800	14,005
Foshan Aoyuan The Prime Palace	1,173	72,200	16,238
Guangzhou Aoyuan Lianfeng State	1,151	71,800	16,021
Guangzhou Aoyuan International Center	1,026	72,100	14,232
Zhuhai Aoyuan Plaza	967	54,200	17,857
Foshan Aoyuan PeachCity	916	72,100	12,696
Foshan Aoyuan Central Parkview	907	67,800	13,392
Shaoguan Lingnan Impression • Aoyuan Cultural Tourism City	835	143,000	5,840
Others	17,068	2,130,600	8,011
Total	30,068	2,951,300	10,188

COMPANY NEWS

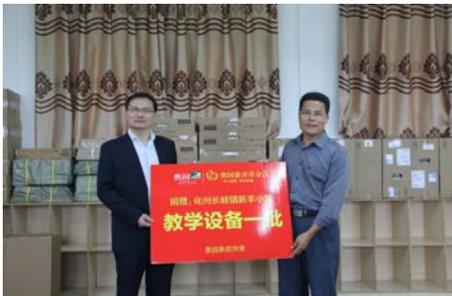
Aoyuan's 10th Listing Anniversary Ceremony Successfully Held in Guangzhou

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 managers and nearly 1,000 guests from onshore and offshore financial institutions attended the celebration dinner. Together they bore witness to the glorious decade since the listing of Aoyuan and together they will build a bright future.

2017 is the pivot year in the transformation of Aoyuan. The Group has established five core businesses — 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's Poverty Alleviation Project "Double Tens, Double Hundreds" in Huazhou



On 16 Oct, Guo Zi Ning, CEO of Aoyuan, together with other senior management, arrived in Changqi town in Huazhou, Guangdong for the poverty alleviation project "Double Tens, Double Hundreds". Aoyuan donated computers, multi-functional printers and books to Xinfeng Primary School in order to improve the study environment of the school.

To echo with the national policy of poverty alleviation, Aoyuan established Aoyuan Charity Foundation to proactively carry out poverty alleviation project "Double Tens, Double Hundreds", which targets to support 10 villages, 10 schools, 100 families and 100 students every year.

Aoyuan adheres to "Developing Evergreen Business, Building Healthy Lifestyle" as the company's vision and proactively fulfills its corporate social responsibility. Over the years, Aoyuan has donated close to RMB650 million.

Guangzhou Aoyuan Lianfeng State Won ELA Ecological Landscape Award

Apart from receiving the Gold Nugget Awards in the U.S., Guangzhou Aoyuan Lianfeng State was named one of the ten winners of the ELA Ecological Landscape Award, for its concept of living with ecology and its pursuit of quality.

The social benefits and the popularity are the two criteria of the ELA Ecological Landscape Award. The landscapes are posted online, and netizens can openly cast votes. The award represents a high level of praise for the projects' contribution to the ecological environment. The award is again evidence of how Guangzhou Aoyuan Lianfeng State has been well-recognized by the industry and the market.



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 regions of Central & Western China, East China and Bohai Rim, and currently extending into Sydney, Australia, and Vancouver, 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 the 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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