

## SALES OVERVIEW

In the first eleven months of 2017, Aoyuan recorded contracted sales totaling approximately RMB34.39 billion, up 55% y-o-y, surpassing its 2017 full-year target of RMB33.3 billion. The contracted gross floor area (GFA) sold amounted to approximately 3,375,000 sq.m., representing a y-o-y increase of 31%. The average selling price was RMB10,190 per sq.m..

In November 2017, Aoyuan achieved contracted sales totaling approximately RMB4.32 billion, with contracted GFA sold amounting to approximately 423,000 sq.m., representing y-o-y increases of 50% and 19%, respectively.

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

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Shenzhen Aoyuan Jade Bay	2,688	88,500	30,384
Shenzhen Aoyuan SOHO	2,339	94,800	24,684
Chengdu Chenghua Aoyuan Plaza	1,307	90,900	14,377
Guangzhou Aoyuan Lianfeng State	1,246	75,600	16,476
Foshan Aoyuan The Prime Palace	1,176	72,300	16,251
Sydney Projects	1,073	15,000	71,299
Zhuhai Aoyuan Plaza	1,070	56,700	18,872
Guangzhou Aoyuan International Center	1,026	72,100	14,232
Foshan Aoyuan Peach City	1,009	79,700	12,653
Chongqing Aoyuan Beyond Era	959	130,700	7,335
Others	20,497	2,598,300	7,889
<b>Total</b>	<b>34,390</b>	<b>3,374,600</b>	<b>10,190</b>

## COMPANY NEWS

### Aoyuan Named "Listed Company with the Best Investment Value" at the 7<sup>th</sup> China Securities Golden Bauhinia Awards

On 30 Nov, Aoyuan was named "Listed Company with the Best Investment Value" at the 7th China Securities Golden Bauhinia Awards, organized by leading media group namely Hong Kong Ta Kung Wen Wei Media Group, for creating growing and sustainable investment value which is well-recognized by the capital markets.

Aoyuan management commented, "This year marks the 10th anniversary of Aoyuan's listing on the Main Board of Hong Kong Stock Exchange. After ongoing efforts and commitments, Aoyuan's profitability and comprehensive strength are highly recognized by the capital markets. Looking forward, Aoyuan will continue to advance its business growth in a sustainable manner so as to create investment value and deliver fruitful returns to shareholders."



### Aoyuan Awarded as "2017 Outstanding Employer in Guangzhou"



At the "2017 Work Different" award presentation ceremony organized by Liepin on 17 Nov, Aoyuan was awarded as the "2017 Outstanding Employer in Guangzhou".

Aoyuan has always focused on growing as an institution and nurturing talent. Being awarded as "The Outstanding Employer" represents the recognition of the Company's corporate culture, branding philosophy and human resources management.

This year marks the 10th listing anniversary of Aoyuan and the Company will continue to fulfill its responsibility as "The Outstanding Employer" and to promote institutional growth and talent development.

### Aoyuan Developed a Permanent Venue for the Annual World Hakka Merchants Conference

On 13 Nov, the 5<sup>th</sup> World Hakka Merchants Conference was held at Meizhou, Guangdong and received more than 1,000 Hakka merchants and guests from 28 countries and regions.

The World Hakka Merchants Center, the permanent venue of the conference, is an iconic building which consists of conference hall, exhibition hall and co-working area. It was constructed by Aoyuan and made available to the Government. The Center has a total gross floor area of approximately 50,000 sq.m.. Its design has adopted elements of traditional Hakka culture of bringing people from around the world together.



## 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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