

## SALES OVERVIEW

In February of 2017, Aoyuan recorded contracted sales totaling approximately RMB2.10 billion, with contracted gross floor area (GFA) sold amounting to approximately 173,500 sq.m., representing y-o-y increases of approximately 198% and 60%, respectively.

The Company recorded contracted sales totaling approximately RMB3.79 billion, with contracted gross floor area (GFA) sold amounting to approximately 342,300 sq.m., representing y-o-y increases of approximately 72% and 27%, respectively, in the first two months of 2017. Average selling price amounted to RMB11,081 per sq.m..

### Contracted Sales in January to February 2017:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Guangzhou Aoyuan International Center	1,023	72,000	14,209
Zhuhai Aoyuan Plaza	462	22,000	21,002
Foshan Aoyuan Prime Palace	379	21,200	17,896
Guangzhou Luogang Aoyuan Plaza	273	12,900	21,244
Chengdu Chenghua Aoyuan Plaza	265	13,700	19,317
Guangzhou Aoyuan Kangwei Plaza	118	10,300	11,450
Chongqing Aoyuan City Plaza	118	13,100	9,008
Aoyuan Shaoguan Lingnan Impression	117	20,000	5,854
Bengbu Aoyuan Hanlin Huafu	109	16,100	6,777
Chongqing Aoyuan Beyond Era	108	18,400	5,903
Others	821	122,600	6,697
<b>Total</b>	<b>3,793</b>	<b>342,300</b>	<b>11,081</b>

## COMPANY NEWS

### Aoyuan Acquires Quality Project in Shenzhen at RMB985 million Expands Presence in Shenzhen

On 24 Feb, Aoyuan announced that the Company has successfully acquired a 100% equity interest in a quality project in Guangming New District, Shenzhen for a total consideration of approximately RMB985 million. The project has a total GFA of approximately 73,000 sq.m., representing an average land cost of RMB13,369 per sq.m.

The project is well located at the intersection of Nanhuan Avenue and Zhenxing Road in Guangming New District, Shenzhen. Boasting convenient transportation, the project is in close proximity to Gongming Square Station of Metro Line 6 (under construction). It is also served by comprehensive amenities such as schools and hospitals. It takes half an hour to drive from Guangming New District to the city center and Shenzhen Bao'an International Airport via multiple north-south highways. Guangmingcheng Railway Station is one of the stops on the Guangzhou-Shenzhen-Hong Kong Express Railway, which forms a half hour travel radius with major cities such as Hong Kong and Guangzhou. Guangming New District has exhibited enormous development potential since the Shenzhen government has actively encouraging the development of hi-tech industries in the district. Renowned as the "Green Lung" of Shenzhen, Guangming New District offers a pleasant living environment with the green space ratio reaching 53%.

### Aoyuan Carried Out Poverty Alleviation Project of "Double Ten, Double Hundred" at Leizhou

On 14 Feb, Aoyuan carried out the poverty alleviation charity project of "Double Ten, Double Hundred" at Lu Ma Cun, Longmen, Leizhou, Guangdong again to sponsor scholarships as well as stationery and sporting goods to the local students. Aoyuan staff also volunteered as teachers.

Aoyuan has actively involved in various Corporate Social Responsibility activities, and set up the Aoyuan Charity Foundation to launch the poverty alleviation charity project of "Double Ten, Double Hundred", which targets to support 10 villages, 10 schools, 100 families and 100 students every year.



## LAND BANK

As of 31 December 2016, Aoyuan had 74 projects with a total land bank of 14.65m sqm. of GFA located in Pearl River Delta, Core region of Central and Western China, Yangtze River Delta, Beibuwan and Bohai Rim in China, and currently expands into Sydney of Australia, and Vancouver of Canada. Of the total land bank, 5.46 million sq.m. were properties under development, 1.91 million sq.m. were completed properties and the remaining 7.28 million sq.m. were held for future development. The current reserve will be sufficient to meet Aoyuan's development needs in over 5 years.

For details on the Aoyuan's land bank, please click on the following link:

<http://www.aoyuan.com.cn/siteen/asp/ProjectSingle.aspx>

## IR CONTACT

**Mr. Jacky Chan**  
Vice President,  
President of Australia Office,  
Head of Corporate Finance &  
Investor Relations

(852) 3622 2122  
jackychan@aoyuan.net

**Mr. Anthony Cheng**  
Financial Controller

(852) 2180 6981  
anthonycheng@aoyuan.net

**Dr. Emma Qi**  
Deputy Head of Corporate  
Finance & Investor Relations

(852) 2180 9566  
emmaqi@aoyuan.net