

SALES OVERVIEW

Aoyuan recorded contracted sales totaling approximately RMB8.57 billion, with contracted gross floor area (GFA) sold amounting to approximately 769,700 sq.m., representing y-o-y increases of approximately 56% and 12%, respectively, in the first four months of 2017. Average selling price amounted to RMB11,135 per sq.m..

In April 2017, Aoyuan achieved contracted sales totaling approximately RMB2.51 billion, with contracted gross floor area (GFA) sold amounting to approximately 246,400 sq.m., representing y-o-y increases of 45% and 11%, respectively.

Contracted Sales in January to April of 2017:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Guangzhou Aoyuan International Center	1,026	72,100	14,232
Shenzhen Aoyuan Jade Bay	852	29,100	29,325
Zhuhai Aoyuan Plaza	681	31,700	21,500
Foshan Aoyuan Central Parkview	625	39,600	15,811
Chengdu Chenghua Aoyuan Plaza	540	39,100	13,815
Guangzhou Luogang Aoyuan Plaza	507	25,700	19,738
Guangzhou Aoyuan Kangwei Plaza	368	28,500	12,912
Chongqing Aoyuan Beyond Era	329	49,800	6,617
Aoyuan Shaoguan Lingnan Impression	304	53,100	5,717
Shenyang Aoyuan Convention Plaza	265	55,500	4,779
Others	3,073	345,500	8,894
Total	8,570	769,700	11,135

COMPANY NEWS

Aoyuan Won Two Awards in “The 12th China Commercial Real Estate Festival” Demonstrates the Recognition in Its Business Operations by the Industry

“The 12th China Commercial Real Estate Festival” was held by WINSHANG.COM in Guangzhou on 14 Apr. A number of well-known business representatives and experts from various commercial real estate developers attended the event. At the festival, Guangzhou Aoyuan Plaza and General Manager of Aoyuan’s commercial real estate management were awarded “City Landmark of the Year - Golden Coordinates” and “Excellent Promoter of China Commercial Real Estate – Golden Coordinates” respectively, demonstrating Aoyuan’s specialty and competitiveness in commercial real estate were well-recognized in the industry.

Aoyuan’s commercial real estate projects strive to facilitate cross-sector cooperation to promote the innovation of other brands, and thus driving the development of the shopping centres.



Jiaoling Aoyuan Plaza Launches Book Donation Campaign



On 1 Apr, Jiaoling Aoyuan Plaza successfully launched the campaign of advocating all citizens to donate books. The objective of the campaign is to help citizens and students to build up a good habit of reading. The government officials of Jiaoling County and the managements of Jiaoling Aoyuan Plaza attended the kick-off ceremony of the campaign.

The Deputy Chief of Culture, Sports and Tourism Bureau of Jiaoling County highly recognized the strong branding influence of Jiaoling Aoyuan Plaza on public welfare activities of the county, and believes that Aoyuan brings significant impact on enhancing the local living standard and mental civilization development with its strong presence in Jiaoling.

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>

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