

## SALES OVERVIEW

Aoyuan recorded contracted sales totaling approximately RMB19.05 billion, with contracted gross floor area (GFA) sold amounted to approximately 1,837,000 sq.m., representing y-o-y increases of approximately 62% and 28%, respectively, in the first seven months of 2017. The average selling price was RMB10,371 per sq.m..

In July 2017, Aoyuan achieved contracted sales totaling approximately RMB2.53 billion, with contracted GFA sold amounting to approximately 274,000 sq.m., representing y-o-y increases of 107% and 78%, respectively.

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

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Shenzhen Aoyuan Jade Bay	1,947	67,800	28,689
Shenzhen Aoyuan Fenghui	1,855	76,500	24,260
Guangzhou Aoyuan International Center	1,026	72,100	14,232
Foshan Aoyuan The Prime Palace	966	69,500	13,907
Zhuhai Aoyuan Plaza	945	52,900	17,873
Foshan Aoyuan Central Parkview	847	62,600	13,523
Chengdu Chenghua Aoyuan Plaza	694	53,200	13,035
Guangzhou Aoyuan Lianfeng State	656	47,100	13,936
Aoyuan Shaoguan Lingnan Impression	627	112,700	5,563
Foshan Aoyuan Peach City	579	47,500	12,179
Others	8,909	1,175,000	7,582
<b>Total</b>	<b>19,051</b>	<b>1,836,900</b>	<b>10,371</b>

## COMPANY NEWS

### **S&P Upgrades Aoyuan's Credit Rating to "B+" with "Stable" Outlook**

On 20 July, Aoyuan announced that the Company's corporate credit ratings has been upgraded to "B+" from "B" by S&P Global Ratings ("S&P"), a global leader in credit ratings, with a "stable" outlook.

According to S&P, the upgrade reflects Aoyuan's strong sales performance, good cash collection, disciplined land acquisitions, and stable profit margin. S&P expects Aoyuan's leverage and business operations will continue to improve in the next 12 to 18 months while it maintains a sound liquidity position. At the same time, S&P believes Aoyuan to maintain a disciplined approach toward land acquisitions and new investment. The reasonable cost and geographic distribution of its land bank should support stable margin growth over the next two years.

Aoyuan management commented, "Aoyuan has maintained strong growth momentum in the first half of 2017 and achieved 50% of 2017 full-year sales target. Since the end of 2016, Aoyuan's corporate credit rating was upgraded to 'BB-' and 'B1' by Fitch and Moody's, respectively. It was then upgraded to 'B+' by S&P, which made Aoyuan the only PRC developer whose credit rating was upgraded by all three major international rating agencies since last year. This reaffirmed that Aoyuan's business development and profitability are well recognized by capital markets and the public. Looking forward, Aoyuan will maintain its rapid sales growth while maintaining healthy financial profile, thus delivering satisfactory returns to our shareholders and investors."

### **Aoyuan named "Guangdong Province Enterprises of Observing Contract and Valuing Credit" for the 18th consecutive year**

On 12 July, Aoyuan was named "Guangdong Province Enterprises of Observing Contract and Valuing Credit" by Guangzhou Administration for Industry and Commerce and Guangzhou Enterprise Credit Promotion Association. Aoyuan has attained this award for the 18th consecutive year, which fully demonstrates Aoyuan's corporate culture of "Efficiency, Integrity and Responsibility", and the high level of recognition in the government and all walks of the society that Aoyuan enjoys.

With an aim to promote the construction of enterprise credit system, "Enterprises of Observing Contract and Valuing Credit" is deemed by industrial and commercial sectors in Guangdong as the most credible award, and has become an integral part of the enterprise credit system for Guangdong.

### **Aoyuan Acquires Quality Commercial Project in Dongguan, Guangdong for RMB250m Optimizes Footprint in Guangdong-Hong Kong-Macau Big Bay Area**

On 31 July, Aoyuan announced that the Company has successfully acquired 100% equity interest of a quality commercial project in Dongguan, Guangdong Province, for a total consideration of RMB250 million. The project has a total GFA of approximately 65,000 sq.m., representing an average land cost of approximately RMB3,817 per sq.m.

The project is well located next to Changping Convention and Exhibition Center in Changping Town, Dongguan, Guangdong Province with auxiliary facilities. It is only a 10-minute drive from Changping station of the Guangdong-Shenzhen Railway and a 30-minute train ride to Luohu station in Shenzhen. Intercity railway stations such as South Changping and East Dongguan, Conghua-Dongguan highway exit, and bus terminal are all within 3km radius. The economy of Changping town remains buoyant amid well-developed manufacturing industry and strong consumption. Changping Town is also known as the second largest railway hub in Southern China, connecting Guangzhou, Shenzhen and Hong Kong with Beijing-Kowloon Railway, Guangzhou-Shenzhen Railway and Guangzhou-Meizhou-Shantou Railway.

## COMPANY NEWS

### Aoyuan Named Outstanding Property Development Group at CAPITAL Outstanding China Enterprise Awards

On 28 July, Aoyuan announced that the Company was named “Outstanding Property Development Group” at the 12th CAPITAL Outstanding China Enterprise Awards presented by Hong Kong leading financial media CAPITAL.

The CAPITAL Outstanding Enterprise Awards aims to recognize the contributions of enterprises that demonstrate outstanding performance and achievements during the year, and to inspire the industry to make the utmost contribution towards China and global economic stability and prosperity. The most outstanding enterprises in each industry are selected by a panel of professional judges who evaluate overall performance over the previous year, including business performance, corporate asset value, overseas projects, market strategy and development.



## 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**  
Group Vice President,  
President, International Investment  
Group

(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