

SALES OVERVIEW

Aoyuan achieved contracted sales totaling approximately RMB45.59 billion in 2017 with a y-o-y increase of approximately 78%, and achieved approximately 137% of its full-year target. The average selling price was RMB10,158 per sq.m..

In December 2017, Aoyuan achieved contracted sales totaling approximately RMB11.20 billion with contracted gross floor area (GFA) sold amounting to approximately 1,113,000 sq.m., representing a y-o-y increase of approximately 230% and 172%, respectively.

Contracted Sales in January to December of 2017:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Shenzhen Aoyuan Jade Bay	3,056	101,700	30,040
Shenzhen Aoyuan SOHO	2,378	96,900	24,544
Guangzhou Aoyuan Lianfeng State	1,496	88,800	16,847
Zhuhai Aoyuan Plaza	1,485	79,200	18,750
Foshan Sanshui Champion City	1,472	100,000	14,719
Chengdu Chenghua Aoyuan Plaza	1,455	105,700	13,766
Foshan Aoyuan Peach City	1,278	104,400	12,245
Foshan Aoyuan The Prime Palace	1,266	81,400	15,555
Chongqing Aoyuan Beyond Era	1,200	159,400	7,525
Aoyuan Cultural Tourism City Shaoguan Lingnan Impression	1,183	206,300	5,734
Sydney Projects	1,155	23,600	48,994
Others	28,162	3,340,100	8,431
Total	45,586	4,487,500	10,158

COMPANY NEWS

Aoyuan Issues Positive Profit Alert for 2017 Annual Results Expects Net Profit to Surge 75%

On 9 Jan, Aoyuan announces positive profit alert. Based on the preliminary assessment of the consolidated management accounts, the Company is expected to record a significant increase of at least 75% in net profit for the year ended 31 December 2017 as compared to the corresponding period in 2016. The increase was primarily attributable to the improvements in the total gross floor area delivered to buyers and the average selling price of properties delivered in the year of 2017.

Aoyuan Afición Chocolate Town Named as National 4A Tourist Attraction

On 29 Dec, Zhejiang Tourist Attraction Rating Committee announced that Aoyuan Afición Chocolate Town was named as a national 4A tourist attraction.

As one of the first service and tourism featured towns in Zhejiang Province, Aoyuan Afición Chocolate Town boasts its uniqueness and pioneering role in the tourism industry. In terms of planning, design and development, the town made innovation upon advanced international tourism models, and transformed them into a unique tourist attraction by bringing chocolate-themed town, chocolate-themed tourism, as well as chocolate culture and creativity together.



Aomygod Awarded as “Top 10 Guangdong Cross-border E-commerce Enterprises”



The 3rd Anniversary of Guangdong Cross-border E-commerce Industry Association cum Award Ceremony was held on 1 Dec. Aomygod was awarded as “2017 Top 10 Guangdong Cross-border E-commerce Enterprises” for its outstanding performance and contribution, and President Liu Li-ping of Aomygod was awarded as “2017 Top 10 Leaders in Cross-border E-commerce Industry”.

The awards affirmed recognition from the markets and users towards Aomygod’s leading industry position and influence. Looking forward, Aomygod will continue to enhance its one-stop platform, thus providing users with quality of life.

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/aspx/ProjectSingle.aspx>

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