

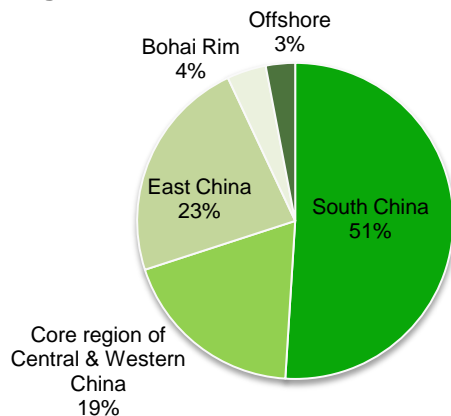
SALES OVERVIEW

Aoyuan recorded a 137% y-o-y increase in contracted sales to approximately RMB61.04 billion for the first nine months of 2018, completing 84% of its full-year target of RMB73.0 billion. The contracted gross floor area (GFA) sold amounted to approximately 5,777,000 sq.m., representing a 128% y-o-y increase. The average selling price was RMB10,566 per sq.m..

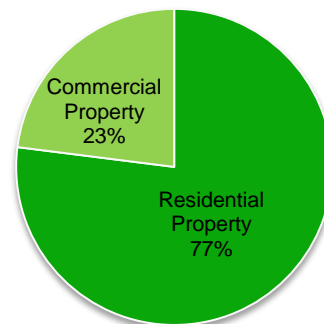
In September 2018, Aoyuan achieved contracted sales totaling approximately RMB7.88 billion, with contracted GFA sold amounting to approximately 627,000 sq.m., representing y-o-y increases of 93% and 33%, respectively.

Contracted Sales in January to September 2018:

Region



Product Type



COMPANY NEWS

Aoyuan Chairman Increases Shareholding Demonstrating Confidence in the Company's Future Prospects

On October 9, Aoyuan announced that Mr. Guo Zi Wen, Chairman of Aoyuan, has increased his shareholding in the Company by acquiring 5,000,000 shares of Aoyuan at an average price of HK\$4.796 per share from 8 to 9 October 2018. Immediately following the share purchase, the shareholding in the Company of Chairman Guo Zi Wen and Mr. Guo Zi Ning, CEO of Aoyuan, has become 54.28%.

COMPANY NEWS

Forbes Announces “Asia’s Fab 50 2018” Aoyuan Ranks Among the 30 Chinese Enterprises on the List

On September 10, Aoyuan was named among “Asia’s Fab 50 2018” by Forbes, an internationally renowned financial magazine. Of the 30 Chinese enterprises on the list, only three are in the PRC real estate business and Aoyuan is one of them.

Forbes evaluated a total of 1,744 listed companies this year, which includes screening criteria such as revenue, debt structure, profitability and shareholding structure of each company in the past five years. Aoyuan successfully stood out with its excellent track record, healthy financial profile and strong business growth.

Aoyuan’s First Offshore Project One30 Hyde Park Sydney Successfully Topped Out Demonstrates Outstanding Offshore Execution Capabilities Strengthens International Brand Image

On September 10, Aoyuan announced that the Company’s first offshore project namely One30 Hyde Park Sydney has successfully topped out after 2.5 years of construction. Aoyuan has become one of the few PRC developers to complete construction in the offshore markets.



With 38 levels above the ground and 7 levels of basement, the project is located in the heart of the Sydney CBD and above Museum Station. It looks north over Hyde Park and Royal Botanic Gardens, Sydney Opera House and Sydney Harbour. It is also in close proximity to the landmark Sydney Tower, Chinatown, the oldest Australian Museum, and the largest St. Mary’s Cathedral. Aoyuan and its local partner, Ecove, jointly acquired the project in March 2015, of which Aoyuan held 70% of its equity. Presale was launched in August 2015, and once broke record average selling price and unit price in Australia. Accumulated contracted sales of the project amounted to nearly RMB2 billion and local buyers accounted for approximately 80%. The project also successfully facilitated the first cooperation between Commonwealth Bank of

Australia, one of the Big 4 Australian banks, and the Sydney branches of Big 4 Chinese banks such as Bank of China, Industrial and Commercial Bank of China, and China Construction Bank to provide a syndicated loan of approximately A\$200 million, including 50% of land acquisition loan and 100% construction loan.

COMPANY NEWS

Aoyuan Ranked 15th among “2018 China Real Estate Enterprises – Brand Value”

On September 19, the “2018 China Real Estate Brand Value Research Conference cum the 15th China Real Estate Brand Development Summit” jointly organized by the Enterprise Research Institute of the Development Research Center of the State Council, Real Estate Research Institute of Tsinghua University, and China Index Academy was held in Beijing. With its growing brand influence, Aoyuan ranked 15th among “2018 China Real Estate Enterprises – Brand Value”. Aoyuan Commercial Property Group, a subsidiary of Aoyuan, won the “2018 China Commercial Real Estate Developers – Top10 in Brand Value”.



LAND BANK

As of 30 June 2018, the total GFA of its land bank was approximately 30.01 million sq.m. in 60 onshore and offshore cities with saleable resources of approximately RMB327.5bn, sufficient for development needs in the coming three to four years. Aoyuan adhered to the balanced layout of cities. In terms of land costs, Tier 1&2 + surrounding cities and international cities accounted for 78% of land bank, while Tier 3&4 accounted for 22%.

For details on the Aoyuan’s strategic layout, please click on the following link:
<http://en.aoyuan.com.cn/e/about/about.aspx?strm=126012>

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