

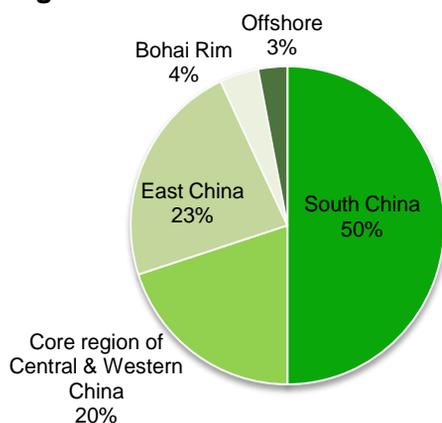
SALES OVERVIEW

Aoyuan recorded a 125% y-o-y increase in contracted sales to approximately RMB67.53 billion for the first ten months of 2018. The contracted gross floor area (GFA) sold amounted to approximately 6,419,000 sq.m., representing a 117% y-o-y increase. The average selling price was RMB10,521 per sq.m..

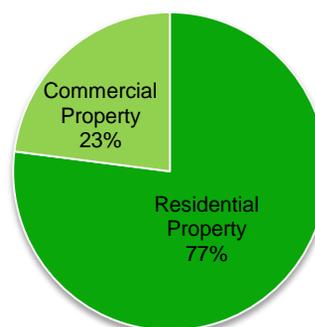
In October 2018, Aoyuan achieved contracted sales totaling approximately RMB6.49 billion, with contracted GFA sold amounting to approximately 642,000 sq.m., representing y-o-y increases of 52% and 53%, respectively.

Contracted Sales in January to October 2018:

Region



Product Type



COMPANY NEWS

Aoyuan Chairman Continuously Increases Shareholding at an Aggregate Consideration of HK\$180 million YTD Demonstrating Confidence in the Company's Future Prospects

On October 24, Aoyuan announced that Mr. Guo Zi Wen, Chairman of Aoyuan, has increased his shareholding in the Company again by acquiring 2,900,000 shares of Aoyuan at an average price of HK\$4.51 per share on 24 October 2018. For 2018 year-to-date, Chairman Guo has increased his shareholding in the Company by acquiring a total of 37,900,000 shares at an average price of approximately HK\$4.81 and aggregate consideration of approximately HK\$180 million. 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 55.32%.

COMPANY NEWS

Aoyuan Group Once Again Ranked Among “China Commercial Real Estate Developers Brand Value Top 10”

On September 18 and 19, the “2018 China Real Estate Brand Value Research Release Conference cum Real Estate Brand Development Summit Forum” by the China Real Estate Association, Shanghai E-house China R&D Institute and China Real Estate Evaluation Center, and the “2018 China Real Estate Brand Value Research Conference” 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 were held.



With its growing brand influence, Aoyuan once again ranked among “China Commercial Real Estate Developers Brand Value Top 10” from two esteemed organisations. In recent years, its operational strength and brand value in the commercial real estate sector have been unanimously recognized by the industry.

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>

IR CONTACT

Mr. Jacky Chan
Group Vice President, President of
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

Ms. Heng Tam
Assistant Investor Relations Manager

(852) 2180 9566
hengtam@aoyuan.net