

## SALES OVERVIEW

For the first two months of 2018, Aoyuan recorded contracted sales totaling approximately RMB8.11 billion, with contracted gross floor area (GFA) sold amounting to approximately 719,000 sq.m., representing y-o-y increases of 113% and 110%, respectively. The average selling price was RMB11,273 per sq.m..

In February 2018, Aoyuan achieved contracted sales totaling approximately RMB4.06 billion, with contracted GFA sold amounting to approximately 351,000 sq.m., representing y-o-y increases of 93% and 103%, respectively.

### Contracted Sales in January to February 2018:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Yangzhou Aoyuan Peach City	584	41,600	14,014
Shenzhen Aoyuan Jade Bay	564	15,400	36,710
Huizhou Aoyuan Lingyu	447	28,400	15,723
Shishi Aoyuan Shanglin Yuan	407	49,300	8,256
Zhongshan Aoyuan Lingsau	375	24,100	15,561
Ningbo Aoyuan Lake Bay	315	26,100	12,079
Aoyuan Cultural Tourism City Shaoguan Lingnan Impression	313	48,600	6,428
Guangzhou Aoyuan Glorious Mansion	303	17,500	17,350
Dongguan Aoyuan Guanlan Glorious Mansion	300	9,000	33,285
Guangzhou Aoyuan Lianfeng State	285	15,800	18,018
Others	4,213	443,200	9,506
<b>Total</b>	<b>8,106</b>	<b>719,000</b>	<b>11,273</b>

## COMPANY NEWS

### **Aoyuan Announces 2017 Annual Results Contracted Sales surged by 78% Y-o-Y to RMB45.6 billion**

On March 15, Aoyuan announced its 2017 annual results. In 2017, Aoyuan recorded contracted sales of approximately RMB45.59 billion with an increase of 78% y-o-y and achieved 137% of its full-year target. Besides, monthly sales in December 2017 exceeded RMB10 billion. Contracted sales in the Guangdong-Hong Kong-Macau Big Bay Area was encouraging and reached approximately RMB24.28 billion, accounting for 53% of total contracted sales.



During the year, Aoyuan continued to achieve steady growth in profitability. Revenue increased by 62% y-o-y to RMB19.12 billion. Gross profit increased by 56% y-o-y to RMB5.11 billion, and gross profit margin was 26.7%. Net profit increased by 94% y-o-y to RMB1.95 billion, and net profit margin was 10.2%. Core net profit increased by 55% y-o-y to RMB1.89 billion, and core net profit margin was 9.9%.

To thank Aoyuan's shareholders for their longstanding support, the Board recommended a final dividend of RMB25 cents per share, representing a dividend payout ratio of 40%.

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

On March 20, Aoyuan announced that Mr. Guo Zi Wen, Chairman of Aoyuan, has increased his shareholding in the Company by acquiring 2,000,000 shares of Aoyuan at an average price of HK\$7.515 per share on 19 March 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 54.07%.

Chairman Guo Zi Wen commented, "Developing in a rapid manner and maintaining strong growth momentum in recent years, Aoyuan recorded contracted sales of approximately RMB45.6 billion in 2017, representing a year-on-year increase of 78%. It thereby exceeded its full-year sales target, all the while enhancing its comprehensive strengths. With a contracted sales target of RMB73.0 billion set for 2018, Aoyuan will strive to achieve rapid and high-quality growth, and deliver fruitful returns to its shareholders and investors."

## LAND BANK

As of 31 December 2017, Aoyuan had 135 projects with a total land bank of 24.87m 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 36% were properties under development, approximately 10% were completed properties and approximately 53% 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 strategic layout, please click on the following link:  
<http://en.aoyuan.com.cn/e/about/about.aspx?strm=126012>

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