

## SALES OVERVIEW

For the first quarter of 2018, Aoyuan recorded contracted sales totaling approximately RMB13.61 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,218,000 sq.m., representing y-o-y increases of 125% and 133%, respectively. The average selling price was RMB11,178 per sq.m..

In March 2018, Aoyuan achieved contracted sales totaling approximately RMB5.51 billion, with contracted GFA sold amounting to approximately 499,000 sq.m., representing y-o-y increases of 143% and 176%, respectively.

### Contracted Sales in January to March 2018:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Yangzhou Aoyuan Peach City	642	43,000	14,952
Huizhou Aoyuan Lingyu	624	50,000	12,410
Shenzhen Aoyuan Jade Bay	610	17,000	36,254
Bengbu Aoyuan Ginza	604	61,000	9,962
Nanning Aoyuan Xuefu	570	40,000	14,171
Guangzhou Aoyuan Lianfeng State	460	26,000	17,940
Zhuhai Aoyuan Seaview Mountain	459	15,000	30,980
Shishi Aoyuan Shanglinyuan	432	51,000	8,440
Zhongshan Aoyuan Lingsau	421	27,000	15,524
Aoyuan Cultural Tourism City Shaoguan Lingnan Impression	406	64,000	6,337
Others	8,382	824,000	10,172
<b>Total</b>	<b>13,610</b>	<b>1,218,000</b>	<b>11,178</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."

## COMPANY NEWS

### Aoyuan Ranked 27<sup>th</sup> among “2018 China TOP 100 Real Estate Enterprises”

On 21 and 22 March, Aoyuan was ranked 27<sup>th</sup> among “2018 China TOP 100 Property Developers” and won the award of “2018 China TOP 100 Property Developers – Top 10 in Operational Efficiency” and other awards.

Aoyuan Commercial Property Group was awarded as the “2018 Top 10 Commercial Property Developers in China”, “2018 Commercial Property Developers in China – Top 10 in Operations” and “2018 Top 10 Outstanding Commercial Property Developers”.



### Extreme Off-road Racing Series "Aoyuan Cup" 2018 Inaugurated in the Xinhua Town, Yingde Aoyuan International Resort

On 31 March, the 2018 “Aoyuan Cup” (Yingde Station) was officially inaugurated in the Xinhua Town, Yingde Aoyuan International Resort. Government officials and the management of Aoyuan attended the opening and launch ceremony. Aomygod Group was the title sponsor of the series, which is expected to gather 300 contestants, 200 off-road vehicles and over 40,000 spectators.



## 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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